Chhatrapati Shahu Institute of Business Education and Research (CSIBER), Kolhapur

An Autonomous Institute under UGC, Government of India
College with Potential for Excellence (CPE) Phase III
Reaccredited by NAAC with 'A+' Grade, RUSA 2.0

SCHOOL OF BUSINESS

MASTER OF BUSINESS ADMINISTRATION (MBA) –

FAMILY BUSINESS MANAGEMENT

Programme Structure and Syllabus
To be implemented from the academic year 2026-27

PROGRAMME STRUCTURE

MBA (Family Business Management)

MBA-I, Semester – I

Subject Code	Subject	Credits	Contact Hours	Internal Marks	External Marks	Total Marks
SOB FBM 101	Principles of Management	02	30	20	30	50
SOB FBM 102	Entrepreneurial Marketing	04	60	40	60	100
SOB FBM 103	Organizational Behavior	04	60	40	60	100
SOB FBM 104	Research Methodology	04	60	40	60	100
SOB FBM 105	Start-ups and Entrepreneurship Development	04	60	40	60	100
SOB FBM 106	Financial Accounting	04	60	40	60	100
SOB FBM 107	Information Technology for Management(Lab-Based)	04	60	40	60	100
SOB FBM 108	Introduction to Family Business Management	02	30	20	30	50
	Total	**28**	**420**	**280**	**420**	**700**

MBA-I, Semester-II

Subject Code	Subject	Credits	Contact Hours	Internal Marks	External Marks	Total Marks
SOB FBM 201	Business Statistics	04	60	40	60	100
SOB FBM 202	Financial Management	04	60	40	60	100
SOB FBM 203	Operations Management	04	30	20	30	50
SOB FBM 204	Legal Aspects of Family Business	02	60	40	60	100
SOB FBM 205	Human Resource Management	04	60	40	60	100
SOB FBM 206	Business Communication	02	30	20	30	50
SOB FBM 207	Field Project on Family-managed Business	02	30	20	30	50
	Total	**22**	**330**	**220**	**330**	**550**

MBA-II, Semester – III

Subject Code	Subject	Credits	Contact Hours	Internal Marks	External Marks	Total Marks
SOB FBM 301	Strategic Management	04	60	40	60	100
SOB FBM 302	International Business	04	60	40	60	100
SOB FBM 303	Research Project (Master Thesis)	06	50days + 30	40	60	100
SOB FBM 304	Specialization 1 a) Entrepreneurial Finance	04	60	40	60	100
	b)	04	60	40	60	100
SOB FBM 305	Specialization 2 a) Import Export Management	04	60	40	60	100
	b)	04	60	40	60	100
	Total	**30**	**420**	**280**	**420**	**700**

List of courses offered in different specializations

Specialization	Semester III
Finance	SOB-FIN-I International Finance SOB-FIN-II Direct and Indirect Taxes
Marketing	SOB-MKT-I Consumer Behaviour SOB-MKT-II Services Marketing
Human Resource Management	SOB-HRM-I Employee Relations and Labour Laws SOB-HRM-II International Human Resource Management
Systems	SOB-SYS-I Management Information System(Lab-Based) SOB-SYS-II Information System Audit and Control
Production and Operations Management	SOB-POM-I Supply Chain Management SOB-POM-II Purchasing and Inventory Management
Agri-Business Management	SOB-ABM-I Indian Agri-Business Management SOB-ABM-II Rural Marketing in India

MBA-II Semester – IV

Subject Code	Subject	Credits	Contact Hours	Internal Marks	External Marks	Total Marks
SOB FBM 401	Business Ethics and Corporate Governance	04	60	40	60	100
SOB FBM 402	Sustainable Business	04	60	40	60	100
SOB FBM 403	Specialization 1 a) Advanced costing for Family Business Management	04	60	40	60	100
	b)	04	60	40	60	100
SOB FBM 404	Specialization 2 a) Digital Marketing	04	60	40	60	100
	b)	04	60	40	60	100
	Total	**24**	**360**	**240**	**360**	**600**

List of courses offered in different specializations

Specialization	Semester IV
Finance	SOB-FIN-III Management Control System SOB-FIN-IV Investment and Portfolio Management
Marketing	SOB-MKT-III Sales and Distribution Management SOB-MKT-IV Advertising and Integrated Marketing Communication
Human Resource Management	SOB-HRM-III Performance and Compensation Management SOB-HRM-IV Talent and Human Capital Management
Systems	SOB-SYS-III Applied Data Science and Business Analytics using R SOB-SYS-IV Software Engineering
Production and Operations Management	SOB-POM-III Project Management SOB-POM-IV Quality Management
Agri-Business Management	SOB-ABM-III Agri Production , Supply Chain and Logistics Management SOB-ABM-IV Agricultural Marketing, Commodities Markets and Agri-Business.

Specialization will be offered only if 12 students or more opt for it.