

Comm. Add. - 77, Surabhi Apartment, Sec. 11, Dwarka, New Delhi - 110075

AGREEMENT

This Tripartite AGREEMENT ("Agreement') is made on **January 28, 2020** BY AND BETWEEN

UNITED RESOURCING SERVICES PRIVATE LTD, a company incorporated under the provisions of Companies Act, 1956 having its registered office at B 51 Gandhi Nagar Moradabad 244001 UP, India -(hereinafter referred to as "COMPANY" OR "UR SERVICES", represented by its Authorized Signatory, which expression shall unless repugnant to the context or meaning thereof include its successors, representatives and permitted assigns) of the FIRST PART AND

TEERTHANKER MAHAVEER UNIVERSITY, a University set up in the year 2008 and governed by The U.P. Private Universities Act 2019, having its principal office at Bagadpur, Pakbara, Delhi Road, Moradabad, India. (Hereinafter referred to as "**TMU**"), which expression shall include its successors in office and permitted assignees of the SECOND PART AND

TEERTHANKER MAHAVEER INSTITUTE OF MANAGEMENT TECHONOLY SOCIETY registered under Societies Registration Act, 1860, having its principal office at Delhi Road Moradabad UP 244001 India. (Hereinafter referred to as "TMIMT"), which expression shall include its successors in office and permitted assignees of the THIRD PART

Each of UR SERVICES, University & Society hereinafter collectively referred to as a "Parties" and individually referred to as a "Party".

AND WHEREAS

- 1. UR SERVICES has initiated Industry Interface partnership with a view to impart education, training, seminars, enhance management skills, dissemination of practical knowledge through internship, personality development and other related activities.
- 2. TMU conducting various degree courses having authority to conduct such educational courses, training for students and has ability, authority and capacity to enter into such tie-ups and arrangement in order to educate and impart knowledge to students.

3. TMIMT is the sponsoring body of TMU and shall be responsible for charging the fee from the students and making the due payments to UR Services as per the terms and conditions of this MoU.

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Regor. Off. B-51, Gandhi Nagar Opp. Singh Hospital, Moradabad, 0, 500 244001

4. TMIMT, TMU and UR SERVICES are keen and desirous to join hands and enter into such tie- ups, arrangements whereby students registered with TMU can be educated and get additional knowledge, enhance their skills and get corporate exposure, are desirous to enter into this arrangement on the terms and conditions mentioned herein.

NOW THIS AGREEMENT WITNESSETH AS FOLLOWS:

1. DEFINITION

Unless contrary to the context, the terms used in the Agreement shall have following meaning:

a.	Commencement Date	Date of signing of this agreement
b. c.	TMU TMIMT	Teerthanker Mahaveer University Teerthanker Mahaveer Institute of Management & Technology Society
d. e.	Programme Certificate	Bachelor of Business Administration Shall mean and include Certificate issued by the University and / or Certificate issued by the Company to the students who has successfully completed the Courses/ Modules/ training programmers conducted by the TMU under this arrangement.
f.	Degree	shall mean degree issued by the TMU
g.	Modules/Course	Shall mean the study Modules/Course of the Programme. The Modules/Course provided by UR SERVICES under this Agreement for the Programme is annexed as Annexure I .
h.	Term	Means initial term of the Agreement and any renewal thereof.
i.	UGC	University Grants Commission
j.	Corporate Model Centre	to impart education, training, seminars, enhance management skills, dissemination of practical knowledge through internship, personality development and other placements activities

2. INTERPRETATION

Same to the extent that the context or express provisions of this Agreement of the revise require:

- Headings and sub-headings are for ease of reference only and shall not be taken into consideration in the interpretation or construction of this Agreement;
- **b.** All reference to Clauses and Annexure is reference to Clauses of and Annexure to this Agreement;
- c. The Annexure to this Agreement are an integral part of this Agreement and reference to Agreement includes reference thereto;
- d. All references to the act, statute or statutory provisions shall include reference to any act, statute, statutory provision which amends, extends, consolidates or replace the same or which has been amended, extended, consolidated or replaced by the same and shall include, without limitation, any bye laws, regulations, rules, notices, orders, circulars, code of conduct, code of practice made under the relevant statute;
- e. Words importing the singular include the plural and vice versa;
- f. Words importing a particular gender include all genders;
- g. The term "including" means including but without limitation.

3. SCOPE

The TMU will provide Bachelor of Business Administration (BBA) a bachelor's degree in Business Administration.

In their BBA programme, the TMU has expressed desire to include the modules delivered by UR SERVICES's Corporate Model Centre Program **Annexure I** of this Agreement provides the modules to be delivered by UR SERVICES.

The schedule of Programme for various Modules/Courses will be jointly decided and agreed by the parties. The schedule will be structured in such a way that the entire module/course will be finished in the provided timelines. In the event of any change in the agreed schedule by UR SERVICES, UR SERVICES will inform the TMU about such change due to non-availability of trainer due to illness, any emergency, etc., or for any other purpose and the TMU will try to schedule on some other day and time as agreed by the parties. Provided that, UR SERVICES will send the trainers on the schedule date and time to the best of is endeavor and complete the modules/courses as per the schedule decided by the parties.

4. ROLES AND RESPONSIBILITY OF UR SERVICES

- a. The Contents of the Modules/Courses will be prepared by UR SERVICES for the modules/courses to be delivered by UR SERVICES in consultation with TMU and same will be approved through TMU academic body, before start of academic session.
- b. UR SERVICES will provide trainers to the TMU for the purpose of imparting lectures and training on such agreed modules/course mentioned in the Curriculum in Annexure I which will fulfill the norms as defined by TMU from time to time & seek prior approval of the trainers from TMU (Out of total trainers being provided by U.R. Services, minimum 05 Trainers would be from reported

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organizations in Bangalore/ Mumbai/ Pune). UR. SERVICES will not conduct classes/ training through non approved trainer. UR SERVICES will provide qualified, knowledgeable, experienced, professional trainers to train the students on the respective modules/courses details of which will be provided before start of semester. UR Services shall bear with all the expenses for the trainers including their remuneration, lodging & boarding, travelling and alike.

- c. UR SERVICES will obtain written feedback of the students about the module/course contents; trainer and training imparted to them and shall endeavor to take action as per the feedback provided by the students.
- d. UR SERVICES shall ensure that the trainer undertakes to perform the services with the highest standard of professional and ethical competency and integrity.
- e. Regular assessment / evaluation of the students will be done by TMU as per its ordinance. However, UR SERVICES can conduct assessment of all enrolled students of the module /course delivered by them, but this assessment shall not have any impact on the evaluation/assessment done by TMU as per its Ordinances.
- f. UR SERVICES will provide the internship / summer training at its tie up companies or will facilitate in other corporate for 6-8 weeks (Approx 60 days) for each of the students who are enrolled for this programme. However, UR SERVICES do not guarantee for any stipend. UR SERVICES do not guarantee lodging, boarding, traveling arrangements and it has to be borne by the students, however UR Services shall facilitate the students in getting such arrangements. UR SERVICES will try to provide internship / summer training opportunities at other companies based on other company's criteria/requirement and on their terms. The concerned companies will provide letter/certificate to such candidates who will successfully complete their internship.
- g. UR Services will responsible be to line up Industrial visits for all enrolled students, However Bus facility will be provided by TMU (Fuel & Permit expenses will be born by UR Services)
- h. UR SERVICES will provide placement assistance to the students who are enrolled under this course.
- i. UR SERVICES will provide each student summer training / internship/OJT certificate and course completion / other certificate as agreed by both parties.





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5. ROLES AND RESPONSIBILITY OF TMU & TMIMT

- a. TMU shall ensure the entire process of admission, as mentioned in Annexure II of this Agreement. TMU will be responsible to provide Id cards, code of conduct, guidelines, procedure, policies, rules, bye-laws to the students who are enrolled under this course.
- b. TMIMT will issue challans to the students upon receipt of payment of fees and required documents and based upon the receipt of the required fee and clearance from TMIMT, TMU shall provide them admission. TMIMT shall be responsible and liable for collection of fees.
- c. The batch will contain maximum of 60 students.
- d. TMIMT shall provide and maintain proper infrastructure to the trainers of UR SERVICES for conducting and imparting training to the students. TMU shall be liable to maintain well equipped library, training room, computer room, sufficient number of computers with internet facility, study material, modules, etc
- e. TMIMT will make necessary arrangement for boarding & lodging of UR SERVICES trainers during their stay in the University for delivery of modules/courses, examination time, conducting training and for any other related purpose on paid basis as per TMU Guest House policy and availability of the accommodation.
- f. TMU will share the performance of each student who are enrolled under this programme with UR SERVICES on their regular assessment and send the performance reports to UR SERVICES within seven (7) days from the date of declaration of results of such assessments, similarly all information of the assessment by UR SERVICES will be shared with TMU.
- g. TMU and UR SERVICES will clearly communicate to the students that the programme provided herein does not guarantee any placement but UR Services will facilitate in the placements of the enrolled students. In the event of any issue, complaint received in this regard both the parties will resolve the issues.
- h. TMU and TMIMT shall be responsible for doing and performing all acts, roles, responsibilities and obligations whether administrative, supervisory or otherwise, which it is required to do under normal circumstances for such courses conducted by them.
- i. TMIMT will charge fee to the students for this programme as approved by the competent authority from time to time. Presently, the tuition fee decided for the programme from session 2020-21 is Rs 35000/- per semester. There will be no increase in fee for one batch.





6. REPRESENTATION AND WARRANTIES PROIVDED BY UR SERVICES

- a. Has necessary and sufficient trainer/s to provide the training under this Agreement.
- b. Is capable and permitted under the existing laws, rules and regulations as applicable and have authority to enter into such arrangement and is not barred under any law and under any contractual relationship with anyone;
- c. Shall abide and comply with all the applicable laws and any amendments thereto;
- d. Shall promptly assist TMU in resolving all queries, complaints and claims made by its students, regulators or any other person in regard to and/or in respect of and/or arising out of the modules provided herein by UR SERVICES;
- e. UR SERVICES shall provide teaching calendar with the names & profile of trainers well in advance & will seek approval in advance.
- f. Has not provided any false information or suppressed any material information.
- g. Will not do any such act or represent in a manner which will bring disrepute to TMU and spoil, hamper, damage the image, reputation of TMU and vice versa.

7. REPRESENTATION AND WARRANTIES PROVIDED BY TMU &TMIMT

- a. TMU will award degrees as notified by University Grant Commission (UGC) from time to time.
- b. TMIMT has adequate resources, system, and infrastructure requirement in place, faculty member and staff for the purpose of this Agreement and ensure that work will not be affected in any manner. TMIMT will provide boarding and lodging facilities to the Trainers of UR SERVICES on paid basis as per the TMU Guest House policy.
- c. TMU has authority and permission to conduct such educational programmes and TMIMT shall collect fees and is not barred under any law, rules and regulation applicable to them.
- d. TMU has permission, approval to conduct the examination and to do assessment.
- e. TMU has necessary registration, permission, authority, government approval to run and issue valid and recognized degrees and certificates to the students.
- f. Shall abide and comply with all the applicable laws, government orders, bye laws, rules and regulation, etc. and any amendments thereto.
- g. Is capable and permitted under the existing laws, rules, regulation, government orders as applicable and have authority to enter into such arrangement and is not barred under any contractual relationship with anyone.



Registrar





- h. Has not provided any false information or suppressed any material information.
- i. Will not do any such act or represent in a manner which will bring disrepute to UR SERVICES and spoil, hamper, damage the image, reputation of UR SERVICES and vice versa.
- j. All rules and regulations at TMU will be applicable to students enrolled under this program.

8. Payment and Consideration

a. TMIMT agrees to pay to UR SERVICES for this arrangement as per the **Annexure III** annexed with this Agreement in the manner provided in the said Annexure. (40% of Tuition fee in every semester)

9. Term and Termination

- a. The term of this Agreement shall commence on January 14, 2020 (hereinafter referred to as "Commencement Date") and shall be valid for a initial period till 6 years or completion of BBA Degree Program of 2 Batches from the date of Commencement Date (hereinafter referred to as the "Term") unless otherwise terminated in accordance with the provisions contained herein. This Agreement may be renewed with the mutual consent of the parties and reduced in writing signed by or behalf of the parties.
- **b.** Either Party may terminate this Agreement without assigning a reason prior to the commencement of new session (Admissions of new students in new academic year).
- c. In the event either party has committed a breach of any of the covenants, representations, warranties or other terms and conditions of this Agreement or has defaulted in the performance of any of its obligation under this Agreement (provided that the non- breaching/non-defaulting party has first given the other party written notice of the grounds supporting the breach or default and the breaching/defaulting party has not cured or has not commenced to cure in a reasonable manner and with all due speed, the breach of default within one (1) week of receipt of such notice) the breaching/defaulting party shall be held in default and the non-breaching party shall be entitled to terminate this Agreement and shall have all the remedies as specified in this Agreement and applicable laws.
- d. In the event of termination or expiration of this Agreement for whatsoever reason, both parties shall immediately cease to have rights (if any) to use any of the logo, trade name in connection of the arrangement or any other rights granted under this Agreement, shall immediately return all course content, training material, reports, information, data, marketing, promotional and advertising material and any other material, information and belongings of the other party. However, both parties will ensure that students enrolled shall continue to study and complete the program as per agreed procedure and both parties will fulfill their obligations.





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e. Any termination of this Agreement (howsoever occasioned) shall not affect any accrued rights or liabilities of either party nor shall it affect coming into force or the continuance in force of any provisions hereof which is expressly or by implication intended to come into or continue in force on or after such termination.

10. Dispute Resolution

This Agreement shall be governed by and constructed in accordance with the laws of India

10.1 The Parties shall attempt to amicably settle all disputes arising out of this Agreement and the obligations hereunder ("Dispute"). Either Party may give written notice of a dispute to the other Party within (10) days of the occurrence of the event which gives rise to such Dispute or the date of such event.

Any dispute in connection with this Agreement shall be referred to the designated officials of both the parties for mutual discussions and resolution.

10.2 A Five (5) member committee will be constituted to resolve the issue with two members TMU, one member from TMIMT Society & Two members (2) from UR Services.

10.3 If no settlement can be reached through mutual discussions and negotiations, then such matter shall be finally settled by Honorable Vice Chancellor, TMU.

11. Waiver

Neither waiver by any one party of the other party's obligation under this Agreement shall be deemed effective unless made by the party in writing, nor shall any waiver by any one party in respect of any breach be deemed to constitute a waiver of or consent to any other or subsequent breach by the other party of its obligation.

12. Amendments

No addition, modification or amendment to any of the provisions of this Agreement shall be valid and binding unless made by a written instrument signed by a duly authorized representative of each of the parties.

13. Force Majeure

Neither party hereto shall be liable for any failure to perform its obligations hereunder to the extent that performance has been delayed, hindered or prevented by any circumstances beyond the reasonable control of that Party including without prejudice to the generality of the foregoing any act of God, war, riot, civil commotion, fire, explosion, flood, adverse weather, epidemic or other natural physical disaster, strike, lock-out or other form of industrial action or any form or governmental or supernatural







authority, intervention. Provided, however, that the party so affected informs the other party in writing as soon as possible, detailing the circumstances under which it is unable to fulfill its obligations under this Agreement and also stating as to when it would be able to recommence its performance under this Agreement.

14. Notice

All notices required to be given by the parties under this Agreement, will be given in writing and be sufficiently served, if delivered personally or by courier or by registered post, to the address mentioned herein below or such other address as party may intimate in writing from time to time.

Notice to UR SERVICES: Director (UR Services)

B 51 Gandhi Nagar Moradabad U.P

9837018121

Email: rachit@urservices.org

Notice to University: Registrar, TMU

Bagarpur, Delhi Road, Moradabad-(U.P.)

09997501313 05912476800

Email: registrar@tmu.ac.in

15. Variations

The parties agree that this Agreement may be amended from time to time by a written instrument duly signed by both the parties to this Agreement.

16. Severability

If one or more of the provisions contained in this Agreement is found to be invalid, illegal or unenforceable in any respect, the validity, legality and enforceability of the remaining provisions shall not be affected. Such provisions shall be reformed only to the extent to make it enforceable.

17. Assignment

This Agreement or any rights assigned to each party under this Agreement shall not be assigned or transferred to others without prior written consent of other party and any attempt to assign or transfer this Agreement without such consent shall be null and void and constitute a material default hereunder.







18. Execution of this Agreement

This Agreement may be executed in two parts, each of which when so executed and delivered shall be deemed an original and which together shall constitute but one and the same instrument.

IN WITNESS WHEREOF the hands of the duly authorized representatives of the parties are set the day and year first herein above written

the day and year first herein above written	
Signed, sealed and delivered by and on behalf of	by the hands of its
Designation: Director UR Services	Witness: Shiman Charollary Designation: Asst. Manager
Signed, sealed and delivered by and on behalf of authorized signatory Name:	by the hands of its
Designation: Registrar, TMU Registral Registral	Witness: Attyon Name: Adutyon Designation: North Reschar
Signed, sealed and delivered by and on behalf ofauthorized signatory	by the hands of its
Name:	
Designation: Registrar, TMIMT Society	Witness: Name: Designation:

Study & Evaluation Scheme

of

Bachelor of Business Administration (BBA)

[Applicable w.e.f. Academic Session 2020-21 till revised]



TEERTHANKER M AHAVEER UNIVERSITY

N.H.-24, Delhi Road, Moradabad, Uttar Pradesh-244001 Website: <u>www.tmu.ac.in</u>



TEERTHANKER MAHAVEER UNIVERSITY

(Established under Govt. of U.P. Act No. 30, 2008) Delhi Road, Bagarpur, Moradabad (U.P.)

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Study &	Evaluation Scheme			
	SUMMARY			
Programme	Bachelor of Business Administration (BBA) (Specialization in International Business and Entrepreneurship Development)			
Duration	Three Years full time (Six Semesters)			
Medium	English			
Minimum Required Attendance	75%			
COLUMN TO SERVICE STREET	Credits			
Maximum Credits	142			
Minimum Credits Required for Degree	134			

		Assessn	nent:			
Evaluation	in more discounts		Internal	External	Total	
Theory			40	60	100	
	ertations/ Project	Reports	50	50	100	
		Class Test-3	Assignment(s)	Attendance	Total	
	Best two out of th	ree				
10	10	10	10	10	40	
			External	Interna	al	
Duration of Ex	amination		3 Hours	1.5 Hours		

To qualify the course a student is required to secure a minimum of 45% marks in aggregate including the semester end examination and teachers continuous evaluation.(i.e. both internal and external). A candidate who secures less than 45% of marks in a course shall be deemed to have failed in that course. The student should have at least 45% marks in aggregate to clear the semester.

	.Question Paper Structure
1	The question paper shall consist of eight questions. Out of which first question shall be of short answer type (not exceeding 50 words) and will be compulsory. Question No. 1 shall contain 8 parts representing all units of the syllabus and students shall have to answer any five (weightage 2 marks each)
2	Out of the remaining five questions, student shall be required to attempt all five questions with internal choice. There will be minimum one and maximum two questions from each unit of the syllabus. The weightage of Question No. 2 to 6 shall be 10 marks each.





Program Structure- BBA (International Business and Entrepreneurship Development)

A. Introduction:

BBA (International Business and Entrepreneur Development) course enables students the understanding of planning, organizing, and controlling the operations for the corporate in International Sector. It will provide advantage to students to develop understanding of foreign trade and its importance in Indian economic context and it facilitates in learning about the multilateral agencies or international business bodies and their role in the foreign trade.

It aims to bring out the best of students to overcome their weaknesses and shape them according to industry requirements thereby acting as 'employability enablers'. With specialized delivery methodology and unique pedagogy, the program facilitates every student to acquire knowledge and be able to apply it in 'real life' situations, thus enhancing their skill sets in tune with International Business Environment.

Students successfully completing this program will not only be able get hands-on exposure with various industries and their professionals but will also be able to develop and hone their skills matching with the present industry requirements.

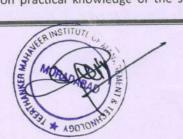
There exists a substantial gap between industry requirements and academia at present and, therefore, the BBA (International Business and Entrepreneur Development Program) is specifically designed so that this gap could be reduced to the minimum possible. The program focuses to develop student's knowledge, skills and attitude (also known as KSA) in accordance with industry norms and practices. High-quality management education is essential for the digital age and using technology is powerful way to enhance changing requirements of the corporate, business enterprises and society. BBA (International Business and Entrepreneurship) students should be equipped to work across time zones, languages, and cultures. Employability, innovation, theory to practice connectedness is the central focus of BBA (International Business and Entrepreneurship) curriculum. The curriculum is designed as such the students can gain an in-depth mastery of the academic disciplines and applied functional areas necessary to meet the requirements of business enterprises and the industry. With changing times, the industry and market also witness a shift in trends in specific industries or sectors and their respective demands. In recent past, there has been a high demand of "Make in India" concept under which special impetus is given upon Entrepreneurial Development; hence there lies a great multi-dimensional scope in combination with International Business as a part of career building. The students will also have an edge in terms of placement opportunities being available to them if they are being trained as professionals for our BBA International Business and Entrepreneur Development Program in order to meet out the high demand in the near future.

Under present century, everyone wants to own his/her own firm. Hence, choosing BBA in (International Business and Entrepreneurship Development) is the best choice to go for. It also facilitates in securing an administrative position in International divisions.

Since the last 20 years, we have witnessed a leap in the International Business practices. Liberalization has offered new layers of International Business or International Trade, for its high probable market. Although, the Indian Foreign Trade contributes only 1.5% of the World Trade, but the diversity is significant. Taking this into account this course is aimed to provide overview of International Business and Entrepreneurial Skills to be imbibed to have a broad spectrum of growth in terms of becoming an entrepreneur or a corporate professional.

There is an acute need of professionals in the International Business Sector. Be it a Services industry or services everywhere International Business is crucial and pervasive. Seeking upon the dynamic spectrum of market economy it is the need of the hour to have skilled professionals who can take up the Industry with evolving Market spectrum across the world. Hence undertaking BBA (International Business and Entrepreneurial Development) will definitely give a unique opportunity to the student to avail of the benefits of the growing demand of the industry and to match with it. With the aim of providing our students a hands-on practical knowledge of the sector the institute has tred up with





United Resourcing Services P Ltd. (Industry Interface Partner), i.e., the BBA (International Business and Entrepreneurship) degree will be in collaboration with UR Services. The curriculum is designed as such so that the students can gain an in-depth mastery of the academic discipline with Corporate Training of Industry Modules in every semester of the program to meet the requirements of the industry, whereas, they will go through the general concepts and applied functional areas necessary to meet the requirements of a business enterprise in general in their Semesters with Corporate training Integration. It is mandatory for all students to visit on different industries and companies at the domestic level. Our BBA (International Business and Entrepreneurship Development) program will prepare students to:

- · Industry ready as per latest trends
- Apply knowledge to evaluate and manage an effective Corporate Culture.
- Plan end to end of Knowledge-Services-Design & its execution in a single framework.
- Align the management of an enterprise belonging to International Business sector with corporate goals and strategies.
- Analyze and improve Corporate Culture.

Career opportunities present in BBA (International Business and Entrepreneurship Development) degree will include:

- · Finance and Banking Sector
- Foreign Exchange Department
- · Marketing Management
- · Marketing and Sales Management
- Buying House
- Import/Export Merchandiser
- International Marketing Research
- International Sales and Development Department
- Import/ Export Logistics Management
- Data Management/ Export & Import documentation
- · Start New Business setup

The curriculum is designed so as to give students an in-depth knowledge of the academic disciplines and applied functional areas necessary to meet the requirements of business enterprises and the industry. We lay emphasis on the following courses balanced with core and elective courses: The curriculum of BBA (International Business and Entrepreneurship Development) program emphasizes an intensive, flexible management education with 142 credits. The program structure and credits for BBA (IB&ED) are finalized based on the stakeholders' needs and general structure of the program. Minimum number of class room contact teaching credits for the BBA (IB&ED) program will be 142 credits (one credit equals 10 hours).

	BBA(IB&	ED) Three-Year (6-Semester) CBCS Programme	
	Basic St	tructure: Distribution of Courses	
1	Core Course (CC)	13 courses 4 Credit Hrs. each (Total Credit Hrs. 13X4)	52
2	Ability-Enhancement Compulsory Course (AECC)	6 courses of 4 Credit Hrs. each (Total Credit Hrs. 6X4)	24
3	Generic Elective (GE)	3 courses 4 Credit Hrs. each (Total Credit Hrs. 3X4)	12
4	Skill-Enhancement Elective Course (SEC)	3 course of 4 Credit Hrs. each (Total Credit Hrs. 3X4)	12
5	Compulsory Specified Course (CSC)	1 course 4 Credit Hrs. each (Total Credit Hrs. 1X4)	04
6	Discipline Specific Elective (DSE)	4 courses 4 Credit Hrs. each (Total Credit Hrs. 4X4)	16
7	Viva-Voce (VV)	4 courses 4 Credit Hrs. each (Total Credit Hrs. 4X4) ited	A 16







1 Course 6 Credits Hrs. each (Total Credit Hrs. 1X6)	06
Total Credits	142

B. Choice Based Credit System (CBCS)

Choice Based Credit System (CBCS) is a versatile and flexible option for each student to achieve their target number of credits as specified by the UGC and adopted by our University. The following is the course module designed for the BBA (IB&ED) program:

Core Course (CC): Core courses of BBA (IB&ED) program will provide a holistic approach to management education, giving students both an overview of the field, and a basis to build, and specialize upon. These core courses are the strong foundation to establish management knowledge and provide broad multi-disciplined knowledge that can be further be studied in depth during the elective phase. The core courses will provide students with more than just practical knowledge, case-based lessons and collaborative learning models, train students to analyze, decide, and lead-rather than merely know-while creating a common student experience that can foster a deep understanding, develop decision-making ability and contribute to the business and community at large. A wide range of core courses provide groundwork in the basic commerce disciplines: Accounting, finance, taxation, statistics, etc. The integrated foundation is important for students because it will not only allow them to build upon existing skills, but they could also explore career options in a range of industries, and expand their understanding of various management fields. This program offered 13 core courses of 4 credits each.

Ability Enhancement Compulsory Course (AECC): As per the guidelines of Choice Based Credit System (CBCS) for all Universities, including the private universities, the Ability Enhancement Compulsory Course (AECC) is a course designed to develop the ability of students in communication (especially English) and other related subjects where they might find it difficult to communicate at a higher level in their prospective job at a later stage due to lack of practice and exposure in the language, etc. Students are motivated to learn the theory, fundamentals and tools of communication which can help them develop and sustain in the corporate environment and culture. This program offered 6 AEC courses of 4 credits each.

Generic Elective Course (GEC): Generic Elective is an interdisciplinary additional course. The score of Generic Elective is counted in your overall CGPI under Choice Based Credit System (CBCS). This program offered 3 GE courses of 4 credits each.

Skill Enhancement Course (SEC): These courses may be chosen from a pool of courses designed to provide value-based and/or skill-based knowledge. This program offered 3 SE courses of 4 credits each.

Compulsory Specified Course (CSC): This is a compulsory course which does not have any choice and will be of 4 credits. Each student of BBA Program has to compulsorily pass the "Human Values & Professional Ethics" Course and acquire a total of 4 credits.

Discipline Specific Elective Course (DSEC): The discipline specific elective courses are chosen to make students specialist or having specialized knowledge of a specific domain International Business and







Entrepreneurship Development. It will be covered in fifth semester of third year of the program. Each DSEC will carry 4 credits.

Viva Voce (VV): The viva- voce courses are chosen to make students have a clear and specific knowledge regarding their particular subjects and the type of projects they have undergone during their respective semesters.

C. Pedagogy & Unique practices adopted: "Pedagogy is the method and practice of teaching, especially for teaching an academic subject or theoretical concept". In addition to conventional timetested lecture method, the institute adopts the following pedagogical approaches:

- Case Based Learning: Case based learning enhances student skills at delineating the
 critical decision dilemmas faced by organizations, helps in applying concepts, principles
 and analytical skills to solve the delineated problems and develops effective templates
 for business problem solving. Case method of teaching is used as a critical learning tool
 for effective learning and we encourage it to the fullest. We make it compulsory to
 teach at least one case study in each unit of every course in BBA (International Business
 and Entrepreneurship) program.
- Role Play & Simulation: Role-play and simulation are forms of experiential learning. Learners take on different roles, assuming a profile of a character or personality, and interact and participate in diverse and complex learning settings. Role-play and simulation function as learning tools for teams and groups or individuals as they "play" online or face-to-face. They alter the power ratios in teaching and learning relationships between students and educators, as students learn through their explorations and the viewpoints of the character or personality they are articulating in the environment. This student-centered space can enable learner-oriented assessment, where the design of the task is created for active student learning. Therefore, role-play& simulation exercises such as virtual share trading, marketing simulation etc. are being promoted for the practical-based experiential learning of our students.
- Video Based Learning (VBL) & Learning through Movies (LTM): These days technology has taken a front seat and classrooms are well equipped with equipment and gadgets. Video-based learning has become an indispensable part of learning. Similarly, students can learn various concepts through movies. In fact, many teachers give examples from movies during their discourses. Making students learn few important theoretical concepts through VBL & LTM is a good idea and method. The learning becomes really interesting and easy as videos add life to concepts and make the learning engaging and effective. Therefore, our institute is promoting VBL & LTM, wherever possible.
- Experiential/Live Projects: The students, who take up experiential projects in companies, where senior executives with a stake in teaching guide them, drive the learning. All students are encouraged to do some live project other their regular classes. There will be regular projects in all semesters for students, facilitating them to have live experience of the subjects covered with practical exposure.
- Industrial Visits: Industrial visit are essential to give students hand-on exposure and
 experience of how things and processes work in industries. Our institute organizes such
 visits to enhance students' exposure to practical learning and work out for a report of
 such a visit relating to their specific topic, course or even domain.
- Special Guest Lectures (SGL) & Extra Mural Lectures (EML): Some topics/concepts need
 extra attention and efforts as they either may be high in difficulty level or requires
 experts from specific industry / domain to make things/concepts clear for a better
 understanding from the perspective of the industry.





	Programme Outcomes
PO:1	Critical Thinking Skills: Students are able to define, analyze, and devise solutions for structured and unstructured business problems and issues using cohesive and logical reasoning patterns for evaluating information, materials, and data.
PO:2	Communication Skills: Students are able to conceptualize a complex issue into a coherent written statement and oral presentation.
PO:3	Technology Skills: Students are competent in the uses of technology modern organizational operations.
PO:4	Entrepreneurship and Innovation: Students can demonstrate the fundamentals of creating and managing innovation, new business development, and high-growth potential entities.
PO:5	Business Knowledge: Students can demonstrate technical competence in domestic and global business through the study of major disciplines within the fields of business.

The learning and abilities or skills that a student would have developed by the end of three-year BBA (International Business and Entrepreneurship) program:

S.No.	Program Specific Outcomes
PSO:1	Understand management functions related to the business operations/functions
PSO:2	Demonstrate effective communication & soft skills to deal with corporate environment.
PSO:3	Demonstrate problem-solving skills & decision-making ability as a professional.
PSO:4	Apply appropriate managerial and technical tools in a business context.
PSO:5	Articulate business context in terms of functional aspects and develop functional competency & skills.
PSO:6	Apply practice-based solutions to a specific problem faced by an enterprise and be able to demonstrate the application of specific concept (s) in that context.
PSO:7	Demonstrate ethical, social and environmental responsibilities in the corporate world.
PSO:8	Demonstrate analytical and synthesizing skills as managers.
PSO:9	Develop strategic orientation to organization & functional area and able to execute strategy in competitive environment.
PSO:10	Describe the issues pertaining to leadership in a given context of an enterpri & able to lead the team.







Study & Evaluation Scheme

Programme: BBA

Semester I

		Course			Perio	ods		Evaluation Scheme		
S.N	Category	Code	Subject	L	Т	P	Credit	Internal	External	Total
1	CC-1	BBACC101	Principles of Management (TMU)	4	0	0	4	40	* 60	100
2	CC-2	BBACC102	Fundamentals of Organizational Behavior (TMU)	4	0	0	4	40	60	100
3	CC-3	BBACC103	Business Economics (TMU)	4	0	0	4	40	60	100
4	AECC-1	TMUGE101	English Communication-I (TMU)	3	0	2	4	40	60	100
5	AECC-2	BBAE102	Environmental Studies (TMU)	4	0	0	4	40	60	100
6	GEC-1	BBAGE103	Fundamentals of International Business (URS)	4	0	0	4	40	60	100
7	SEC-1	BBASE101	Computer Fundamentals (TMU)	3	0	2	4	40	60	100
		To	otal	26	0	4	28	280	420	700

Semester II

		Course			Perio	ods		Evaluation Scheme		
s.N	Category	Code	Subject	L	т	P	Credit	Internal	External	Tota
1	CC-4	BBACC201	Fundamentals of Accounting (TMU)	4	0	0	4	40	60	100
2	CC-5	BBACC202	Management Information System (TMU)	4	0	0	4	40	60	100
3	CC-6	BBACC204	Global Business Environment (URS)	4	0	0	4	40	60	100
4	AECC-3	TMUGE201	English Communication-II (TMU)	3	0	2	4	40	60	100
5	AECC-4	BBAE203	Inter – Cultural Business Communication (URS)	4	0	0	4	40	60	100
6	GEC-2	BBAGE201	Company Law (TMU)	4	0	0	4	40	60	100
7	SEC-2	BBASE201	Quantitative Techniques (TMU)	4	0	0	4	40	60	100
		То	otal	27	0	2	28	280	420	700



Semester III

-		Course			erio	ds		Evaluation Scheme			
5.N 1 2 3 4	Category	Code	Subject	L	Т	P	Credit	Internal	External	Total	
1	CC-7	BBACC301	Business Statistics (TMU)	4	0	0	4	40	60	100	
2	CC-8	BBACC302	Fundamentals of Human Resource Management (TMU)	4	0	0	4	40	60	100	
3	CC-9	BBACC305	International Trade and Operation Management (URS)	4	0	0	4	40	60	100	
4	CC-10	BBACC306	Entrepreneurship Skills Development (URS)	4	0	0	4	40	60	100	
5.	AECC-5	TMUGE301	English Communication-III (TMU)	3	0	2	4	40	60	100	
6	GEC-3	BBAGE303	Cross Culture Management (URS)	4	0	0	4	40	60	100	
7	CSC-1	BBACSC301	Human Values & Professional Ethics (TMU)	4	0	0	4	40	60	100 700	
_		Tot	tal	27	0	2	28	280	420	700	

Semester IV

				P	eric	ods		E	valuation Sc	heme
s.N	Category	Course	Subject	L	T	Р	Credit	Internal	External	Total
1	CC-11	BBACC402	Business Policy and Strategy (TMU)	4	0	0	4	40	60	100
2	CC-12	BBACC403	Fundamentals of Geopolitics and Global Risk Analysis (URS)	4	0	0	4	40	60	100
3	CC-13	BBACC404	International Business Law (URS)	4	0	0	4	40	60	100
4	AECC-6	TMUGE401	English Communication- IV(TMU)	3	0	2	4	40	60	100
5	SEC-3	BBAGE403	Foreign Language (URS)	4	0	0	4	40	60	100
6	VV-1	BBAVV451	Project on Business Dealings with BRICS/ Asia/Pacific/Middle East and African Countries. (URS)	0	0	8	4	50	50	100
		Tot	al	19	0	10	24	250	350	600

Semester V

Course Course Cubical Registrat Registrat Registrat

Page 19

-		Code		L	Т	P		Internal	External	Total
1	DSE-1	BBAI504	International Supply Chain & Logistics Management (URS).	4	0	0	4	40	60	100
2	DSE-2	BBAI505	International Marketing Management (URS)	4	0	0	4	40	60	100
3	DSE-3	BBAI506	International Shipping Management (URS)	4	0	0	4	40	60	100
4	DSE-4	BBAI507	Theories of International Business (URS)	4	0	0	4	40	60	100
5	VV-2	BBAVV551	Summer Training Report	0	0	4	4	50	50	100
6	VV-3	BBAVV552	Projects on Export Clusters of India	0	0	8	4	50	50	100
		То	tal	16	0	12	24	260	340	600

Semester VI

		Course			P	eric	ds	0 14	Evalua	Evaluation Scheme			
s.N	Category	Code		Subject	L	Т	Р	Credit	Internal	External	Total		
1	VV-4	BBAVV651		cation Report	4	0	0	4	50	50	100		
2	DSE-5	BBAI604	Fundamentals of Trade Fair, Exhibition and Conferences. Note: Student will complete the course at company premises		0	0	12	6	40	60	100		
		To	tal		4	0	12	10	100	100	200		
No	te:-												
	L – Lecture	T- Tut	orial	P- Practical					C-Cred	dits			

L=1 Hour	1T= 1 Hour	1P= 1 Hour	1C = 1 Hour of Lecture /Tutorial 1C = 2 Hour of Practical

Semesters	Guest Lectures	Industrial Visits	Projects Work	Internship
First	1	1		
Second	2	1		1
Third	3	1		
Fourth	4	1	1	1
Fifth	4		1	
Sixth			1	

Annexure II







Admission Procedure:

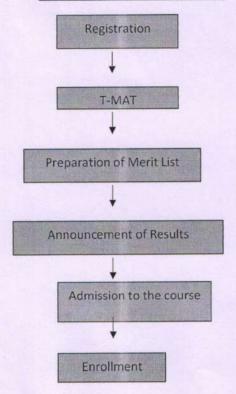
Admissions to this program is strictly based on the merit gained in T-MAT (Teerthanker Mahaveer University – Management Aptitude Test) designed by TMU admission committee in consultation with UR SERVICES team.

The current year test includes the following criteria & procedure:

T-MAT will be of 50 Marks. It is divided into 3 sections -

- (i) Instant Reasoning (30Mins) (20 Marks)
- (ii) Group Discussion (10Mins) (10 Marks)
- (iii) Personal Interview (10Mins) (20 Marks)

Steps of Admission Procedure:





Annexure III

TMU Fee Structure

Fee per candidate for the batch 2020-2023

1	Share from Tuition Fees per	40% of the Tuition fee inclusive all applicable taxes
	Semester.	









Comm. Add. - 77, Surabhi Apartment, Sec. 11, Dwarka, New Delhi - 110075

This Memorandum of Understanding (MOU) is executed on this ...01st.... day ofDecember...... 2018 at Teerthanker Mahaveer University, Moradabad

Between

UNITED RESOURCING SERVICES PRIVATE LIMITED, a private limited company incorporated under the provisions of Companies Act, 1956 having its office at # B 51 Gandhi Nagar Moradabad - UP - 2440011 at (hereinafter referred to as "COMPANY" OR "UR SERVICES, which expression shall include its successors in office and permitted assignees of the FIRST PART.

And

Teerthanker Mahaveer University having its principal office at Delhi Road, Pakbara, Moradabad 244001 UP, India (hereinafter referred to as "TMU"), which expression shall include its successors in office and permitted assignees of the SECOND PART.

WHEREAS

UR SERVICES - training to the students (hereinafter referred to as "the students",) has entered into this Memorandum of Understanding.

And Whereas the Company has agreed to impart training to the students enrolled with the Institute/University on the terms and conditions as detailed here under:

Resourcing Services Pvt. Ltd.

Regd. Off. : DES1, Gandhi Nagar, Opp. Singh Hospital, Moradabad,

Web: - www.urservices.org, E-mail: support@urservices.org Moradabat

Follow us: @ f in





1. SCOPE & PURPOSE

1.1 Relationship

TMU is aware that the UR SERVICES – Campus to Corporate Model is specifically designed by the Company for the benefit of students and that TMU shall provide necessary support / assistance to the Company to ensure successful implementation of the training program to its students and also accommodate the company in conducting training within its premises at a mutually agreeable date and time.

1.2 Eligibility:

It is understood that this training program is made available only to those students who are enrolled with TMU and continue to be enrolled as a student of TMU, during the entire term of the training period.

1.3 Status of the training-

The parties shall take all steps necessary to communicate to its students the details of the training program, including the terms and conditions governing the same.

During the training period, the students shall be subjected to Company rules and regulations, especially with respect to training program. Each of the students enrolled for the training program is required to confirm and accept the terms and conditions as applicable to the training program.

1.4 Training Module Fees-

The fees as stated will be Rs. 2400.00 per student inclusive of all taxes and expenses payable upfront at the commencement of the program maximum in two installments

1.5 Minimum size:

The minimum expected requirement of students is 200.

2. Offerings

As part of the MOU signing, the company offers:

oureing Services Pvt. Ltd.

Director

Joint Registrar-Governance

Joint Registrar-Governance

Teerthanker Mahaveer University

Moradabad

2.1 Module & Topic Covered

- INTERVIEW CRACKING TIPS
- BODY LANGUAGE OVERVIEW (LIARS BODY LANGUAGE, ESSENTIAL BODY LANGUAGE TIPS)
- ART OF PUBLIC SPEAKING. (TIPS TO PREPARE AND SPEAK W/O FEAR.
- GESTURES AND POSTURES WHILE SPEAKING
- PERSUASION AND MOTIVATION SKILLS (SALES TECHNIQUES AND CUSTOMER RETENTION / RELATIONSHIP BUILDING EXERCISE.)
- TABLE MANNERISMS
- EFFECTIVE COMMUNICATION SKILLS (Sentence Formation, Pragmatic Topic Formation Tips, Vocabulary Building Related Exercises)
- TELEPHONIC ETTIQUETTES

2.2 Duration

- Module will be of 30 hrs/ days
- The schedule to be decided mutually.

2.3 Assessment & Certification

- On completion of each module assessment will be conducted by the company and the result will be shared with the Institution.
- The assessment would be in the form of Written Test & Viva.
- Certification will be provided at the end of the program.

2.4 Mode of Training

Delivery of the training will be done through lecture, role play and workshop. Guest lectures will be arranged

ited Resourcing Services Pvt. Ltd.

Director

Joint Registral Governance Joint Registral Governance Tearthanker Mahavear University

3. Terms and Conditions-

This arrangement shall be valid for a period of 3 years from the date of execution of this MOU and shall stand renewed for a further term of one year each, until otherwise terminated by the parities hereto, upon written notice of at least 30 days.

4. Non-Compliance -

In case of any non-compliance with the rules and regulations by the students, the Company reserves its right to discontinue the training program and inform TMU accordingly. Any batch undergoing program should be completed in full by both the parties.

5. Right of the Parties:

Both the Parties reserve their rights to extend, modify, change, cancel, discontinue, and withdraw the terms of the training program at their discretion, upon notice at anytime during the term of the training program and without assigning any reason.

6. Confidentiality-

The parties hereto shall keep strictly confidential all technical, business and other information including but not limited to that which may be disclosed or confided to it by the other in the course of the performance of its duties and obligations under this arrangement.

7. Advertisement-

All instructions, rules, terms and conditions on any advertisement or promotional materials relating to the training program shall form part of these provisions, provided that in the event of any conflict or inconsistency, these provisions shall prevail over all such other instructions, rules, terms and conditions.

8. Complaint resolution-

The parties hereto shall address the issues, concerns and complaints through mutual discussion, consultation and cooperation.

esourcing Services Pvt. Ltd.

Director

Notified Luce - Sovernance Interestry Registral Mahavest University

IN WITNESS WHEREOF THE UNDERSIGNED, DULY AUTHORIZED THERETO, HAVE SIGNED THIS MEMORANDUM OF UNDERSTANDING ON THE ABOVE WRITTEN DATE IN TWO ORIGINALS.

For United Resourcing Services Pvt Limited

Hethited Resourcing Services PVI. Lid. Her Ware

Director

For TMU, Moradabad - 244001

Head- Actif allerine
Toint Registrer (Governance) Joint Registrar-Governance

Teerthanker Mahaveer University

Moradabad



Comm. Add. - 77, Surabhi Apartment, Sec. 11, Dwarka, New Delhi - 110075

Memorandum of Understanding (MOU)

A. Preliminary:

This Memorandum of Understanding is entered into on September 19, 2018, at Moradabad – Uttar Pradesh, between

Teerthanker Mahaveer University, imparting and offering educational programmes here-in after referred to as TMU having its Campus at Delhi Road, Pakbara, Moradabad, Uttar Pradesh-244001 represented by the Deputy Registrar, TMU which expression shall unless repugnant to the context means and include its successors and assignees of the ONE PART.

United Resourcing Services Pvt. Ltd, a Company incorporated under the Companies Act, 1956 having its Registered office at B -51, Gandhi Nagar, Moradabad, U.P. 244001, represented here-in by **Rachit Agarwal**, Director, and referred to as 'UR Services' (Service Provider) which expression shall unless repugnant to the context or meaning thereof, include its successors and permitted assignees.

Now this Memorandum of Understanding witnesses that:

- 1. This MOU will be effective beginning on the date above and will remain effective for a period of 03 years until terminated by either party via written notice of 30 days,
- 2. UR Services has been retained by TMU for arranging Companies, and facilitating the placement, for the students of the all colleges/departments of the University.

B. Terms & Conditions:

- (a) Both the parties will do genuine efforts for maximum participations.
- (b) UR Services will ensure genuine companies conduct the placement drives with due approval from TMU officials.
- (c) UR Services shall make an endeavor to groom and train the students to make them 'Corporate-ready'. Workshops may be organized by UR Services on grooming, general aptitude and other training initiatives for the students, so as to prepare them thoroughly for placement. However, UR Services may charge separately for the training so provided. The rate for such training programmes may mutually be agreed upon by TMU & UR Services.

UR Services shall raise an invoice after joining of the student in the company. TMU shall make the payment within 60 working days of the receipt of the Invoice.

Regd. Off. : - B-51, Gandhi Nagar, Opp. Singh Hospital, Moradabad, U.P. - 244001

Web: - www.urservices.org, E-mail: support@urservices.org
Follow us: @ f in

- (e) TMU shall be obliged to make the payment to UR Services only for those students who join the company. If any discrepancy arises in the joining of the candidate then it will be resolved by mutual understanding by both the parties & payout will be done to UR Services.
- (f) TMU shall be billed for all those students who join the employment of a company by way of offer letter which is accepted or acknowledged by the Candidate / Placement Director of TMU / Principal of concerned college.
- (g) If any student declines to join the company on account of false commitments by the Company / UR Services than TMU shall not be liable to pay any amount to UR Services in such a condition.
- (h) There could be instance wherein the students may be required to travel to the respective company's office or the plant for the selection process. UR Services and Company shall not pay for the travel, boarding, lodging and any other incidental charges occurring on account of it.
- (i) TMU shall be responsible for the stay & hospitality arrangements for the respective Company officials and UR Services' representatives for the Campus drives.
- (j) TMU shall reimburse Rs.5000/- (Rupees Five Thousands) to UR Services / Company as travelling expenses for Campus Drive at TMU Campus.
- (k) If company declines to give joining to the selected students due to any reason then in such a case UR Services will ensure to provide the placements for these candidates without any extra cost.
- (I) UR Services will claim only for one offer post-joining, if candidate is having multiple offers in different companies arranged by UR Services.
- (m) Both parties to the MoU undertake that they would not directly or indirectly or through any of their representatives or authorized agents shall approach the other party's customers for any business purpose or with an intention which are detrimental to other party's business interest. This sub-clause shall prevail as long as the MOU is in force.

C. Payment Terms:

UR Services shall be paid by TMU as per the following details:

- a. If Salary range is up to Rs. 1.20 Lac p.a., UR services shall be paid 3000 + GST 18% (Applicable only for Polytechnic students).
- b. If Salary range is between Rs. 1.80 to 2.16 Lac p.a., UR services shall be paid 4000 + GST 18%.
- c. If Salary range is between Rs. 2.17 to 3.00 Lac p.a., UR services shall be paid 5000 + GST 18%.
- d. If Salary range is above Rs. 3.00 Lac p.a., UR services shall be paid 8000 + GST 18%.
- e. If there is any fortune 500 company, then in such case there will be fixed charges pe company (Rate shall be discussed and mutually agreed upon before each such Campus Drive)





f. TMU may deduct TDS as per the government regulations while making the payments. The TDS certificate/Form No -16A as per the government directive shall have to be issued to UR Services.

IN WITNESS THEROF the parties have hereunto executed these presents on the day and the date first herein above written.

Signed for and on behalf of

Teerthankar Mahaveer University, Moradabad

Designation: 📐

Authorised Signator

Signed for and behalf of the

United Resourcing Services Pvt Ltd.

Name: Rachit Agarwal nosa Designation: Founder Director

Authorised Signatory

WITNESS: Mohek MundoZ.

WITNESS: Warrey Lyston



उत्तर प्रदेश UTTAR PRADESH

AGREEMENT

DK 011497

This AGREEMENT ("Agreement") is made at Moradabad on this 16th day of June, 2017 BY AND BETWEEN

UNITED RESOURCING SERVICES PRIVATE LTD, a company incorporated under the provisions of Companies Act, 1956 having its registered office at B 51 Gandhi Nagar Moradabad 244001 UP, India -(hereinafter referred to as "COMPANY" OR "UR SERVICES", represented by its Authorized Signatory, which expression shall unless repugnant to the context or meaning thereof include its successors, representatives and permitted assigns) of the FIRST PART

AND

TEERTHANKER MAHAVEER UNIVERSITY, a University set up in the year 2008 and governed by The Teerthanker Mahaveer University Uttar Pradesh Act. 2008 (No. 30 of 2008). having its principal office at Bagadpur, Pakbara, Delhi Road, Moradabad, India. (Hereinafter referred to as "TMU"), which expression shall include its successors in office and permitted assignees of the SECOND PART.

Each of UR SERVICES and University hereinafter collectively referred to as a "Parties" and individually referred to as a "Party".

AND WHEREAS

- 1. UR SERVICES has initiated the Corporate Model Centre with a view to impart education, training, seminars, enhance management skills, dissemination of practical knowledge through internship, personality development and other related activities.
- 2. TMU conducting various degree courses having authority to conduct such educational courses, training for students and has ability, authority and capacity to enter into such tie-ups. and arrangement in order to educate and impart knowledge to students.
- 3. TMU and UR SERVICES are keen and desirous to join hands and enter into such tie-ups, arrangements whereby students registered with TMU can be educated and get additional knowledge, enhance their skills and get corporate exposure, are desirous to enter into this arrangement on the terms king conditions mentioned herein.

Prof. Vipid Jain Principal A (TIMIMT)

*hanker Mahaveer Liniverus

Datted Resourcing Services Pvt. Ltd.

NOW THIS AGREEMENT WITNESSETH AS FOLLOWS:

1. DEFINITION

Unless contrary to the context, the terms used in the Agreement shall have following

8	Commencement Date	Date of signing of this agreement
b.	TMU	
c.		Teerthanker Mahaveer University Teerthanker Mahaveer Institute of Managemen & Technology
d. e.	Course Certificate	Master of Business Administration Shall mean and include Certificate issued by the University and / or Certificate issued by the Company to the students who has a second by the Company
f.	Degree	Courses/ Modules/ training programmers conducted by the TMU under this arrangement shall mean degree issued by the TMU
g.	Modules	Shall mean the study Modules of the Course. The Modules provided by UR SERVICES under this Agreement for the Course is annexed as Annexure I.
1.	Term	Means initial term of the Agreement and any renewal thereof.
ġ.	UGC	University Grants Commission
	Corporate Model Centre	to impart education, training, seminars, enhance management skills, dissemination of practical knowledge through internship, personality development and other Placements activities
-	Characteristic and an experience of the control of	

2. INTERPRETATION

Save to the extent that the context or express provisions of this Agreement otherwise require:

Headings and sub-headings are for ease of reference only and shall not be taken into consideration in the interpretation or construction of this Agreement;

All reference to Clauses and Annexure are reference to Clauses of and Annexure to this Agreement;

The Annexure to this Agreement are an integral part of this Agreement and reference to Agreement includes reference thereto;

> Prof. Vipin Jain Principal (TMIMT)

hanker Mahaveer University ndabad-244001 (U.P.)

United Resourging Services Pet Ltd.

- All references to the act, statute or statutory provisions shall include reference to any act, statute, statutory provision which amends, extends, consolidates or replace the same or which has been amended, extended, consolidated or replaced by the same and shall include, without limitation, any bye laws, regulations, rules, notices, orders, circulars, code of conduct, code of practice made under the relevant statute;
- Words importing the singular include the plural and vice versa;
- Words importing a particular gender include all genders:
- The term "including" means including but without limitation.

3. SCOPE

The TMU will provide Master of Business Administration (MBA) a master's degree in

In their MBA program, the TMU has expressed desire to include the modules delivered by UR SERVICES's Corporate Model Centre Program Annexure I of this Agreement provides the modules to be delivered by UR SERVICES.

The schedule of Course for various Modules will be jointly decided and agreed by the parties. The schedule will be structured in such a way that the entire module will be finished in the provided timelines. In the event of any change in the agreed schedule by UR SERVICES, UR SERVICES will inform the TMU about such change due to nonavailability of trainer due to illness, any emergency, etc., or for any other purpose and the TMU will try to schedule on some other day and time as agreed by the parties. Provided that, UR SERVICES will send the trainers on the schedule date and time to the best of is endeavor and complete the modules as per the schedule decided by the parties.

4. ROLES AND RESPONSIBILITY OF UR SERVICES

- The Contents of the Modules will be prepared by UR SERVICES for the modules to be delivered by UR SERVICES in consultation with TMU and same will be approved through TMU academic body, before start of academic session. It would provide a tablet to each student enrolled for Corporate Model Centre, without any additional cost to TMU & the students
- UR SERVICES & TMU will jointly arrange an overseas educational trip for the students enrolled for the mentioned course. A detail of fee for the overseas trip is mentioned in Annexure III.
- UR SERVICES will provide trainers to the TMU for the purpose of imparting lectures and training on such agreed modules mentioned in the Curriculum in Annexure I which will fulfill the norms as defined by the government from time to time & seek prior approval of the trainers from TMU.UR SERVICES will not conduct classes/ training through non approved trainer. UR SERVICES will provide qualified, knowledgeable, experienced, professional trainers to train the students on the respective modules details of which will be provided before start of semester.

Prof. Vipin Jain Principal (TIMIMIT)

Fremhanker Mahaveer University adabad-244001 (...

United Resourcing Services Ret. Lta.

- TMU & UR SERVICES will obtain written feedback of the students about the module contents, trainer and training imparted to them and shall endeavor to take action as per the feedback provided by the students.
- UR SERVICES shall ensure that the trainer undertakes to perform the services with the highest standard of professional and ethical competency and integrity.
- Regular assessment / evaluation of the students will be done by TMU as per its ordinance. However UR SERVICES can conduct assessment of all enrolled students of the module delivered by them.
- UR SERVICES will provide the internship / summer training at its tie up companies or will facilitate in other corporate for 6 to 8 weeks (Approx 60 days) for each of the students who are enrolled for this course. However, UR SERVICES does not guarantee for any stipend, lodging, boarding, traveling arrangements and it has to be borne by the students. UR SERVICES will try to provide internship / summer training opportunities at other companies based on other company's criteria/requirement and on their terms. However, UR SERVICES does not promise that the students will definitely get internship / summer training at other companies. The concerned companies will provide letter/certificate to such candidates who will successfully complete their internship...
- UR SERVICES will endeavor to provide placement assistance to the students who are enrolled under this course.
- UR SERVICES will provide each student summer training / internship certificate and course completion / other certificate as agreed by both parties.

5. ROLES AND RESPONSIBILITY OF TMU

- TMU shall ensure the entire process of admission, as mentioned in Annexure II of this Agreement. TMU will be responsible to provide Id cards, code of conduct, guidelines, procedure, policies, rules, bye-laws to the students who are enrolled under this course
- TMU will issue challans to the students upon receipt of payment of fees and required documents and provide them admission, TMU shall be responsible and liable for collection of fees.
- The batch will contain 60 students.
- TMU shall provide and maintain proper infrastructure to the trainers of UR d. SERVICES for conducting and imparting training to the students. TMIMT shall be liable to maintain well equipped library, training room, computer room, sufficient number of computers with internet facility, study material, modules, etc

Vipin Jain (TIMINIT)

Tanker Mahaveer University ndabad-244001 (U.P.)

- TMU will make necessary arrangement for boarding & lodging of UR SERVICES trainers during their stay in the University for delivery of modules, examination time, conducting training and for any other related purpose on payment basic as per University rules from time to time.
- f. TMU will share the performance of each student who are enrolled under this course with UR SERVICES on their regular assessment and send the performance reports to UR SERVICES within seven (7) days from the date of declaration of results of such assessments, similarly all information of the assessment by UR SERVICES will be shared with TMU.
- TMU and UR SERVICES will clearly communicate to the students that the course provided herein does not guarantee any placement. In the event of any issue, complaint received in this regard both the parties will resolve the issues.
- h. TMU shall be responsible for doing and performing all acts, roles, responsibilities and obligations whether administrative, supervisory or otherwise, which it is required to do under normal circumstances for such courses conducted by them.
- TMU will charge fee to the students for this course as mentioned in Annexure III. There will be no increase in fee for one batch.

6. REPRESENTATION AND WARRANTIES PROIVDED BY UR SERVICES

- Has necessary and sufficient trainer/s to provide the training under this Agreement. n.
- Is capable and permitted under the existing laws, rules and regulations as applicable b. and have authority to enter into such arrangement and in not barred under any law and under any contractual relationship with anyone;
- Shall abide and comply with all the applicable laws and any amendments thereto; ¢.
- Shall promptly assist TMU in resolving all queries, complaints and claims made by d. its students, regulators or any other person in regard to and/or in respect of and/or arising out of the modules provided herein by UR SERVICES.
- UR SERVICES shall provide teaching calendar with the names & profile of trainers well in advance & will seek approval in advance.
- Has not provided any false information or suppressed any material information. T.
- Will not do any such act or represent in a manner which will bring disrepute to g. TMU and spoil, hamper, damage the image, reputation of TMU and vice versa.

7. REPRESENTATION AND WARRANTIES PROVIDED BY TMIMT, TMU

TMU will award degrees as notified by University Grant Commission (UGC) from time to time.

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United Resourcing Services Pvi Ltd.

- b. TMU has adequate resources, system, and infrastructure requirement in place, faculty member and staff for the purpose of this Agreement and ensure that work will not be affected in any manner. TMU will provide boarding and lodging facilities to the Trainers of UR SERVICES on payment basic.
- c. TMU has authority and permission to conduct such educational course and collect fees and is not barred under any law, rules and regulation applicable to them.
- TMU has permission, approval to conduct the examination and to do assessment.
- TMU has necessary registration, permission, authority, government approval to run and issue valid and recognized degrees and certificates to the students.
- Shall abide and comply with all the applicable laws, government orders, bye laws, rules and regulation, etc. and any amendments thereto.
- g. Is capable and permitted under the existing laws, rules, regulation, government orders as applicable and have authority to enter into such arrangement and is not barred under any contractual relationship with anyone.
- Has not provided any false information or suppressed any material information.
- Will not do any such act or represent in a manner which will bring disrepute to UR SERVICES and spoil, hamper, damage the image, reputation of UR SERVICES and vice versa.
- All rules and regulations at TMU will be applicable to students enrolled under this program.

8. Payment and Consideration

a. TMU agrees to pay to UR SERVICES for this arrangement as per the Annexure III annexed with this Agreement in the manner provided in the said Annexure.

9. Term and Termination

- a. The term of this Agreement shall commence on 16th June, 2017 (hereinafter referred to as "Commencement Date") and shall be valid for a initial period till 6 years or completion of MBA Degree Program of 3 Batches from the date of Commencement Date (hereinafter referred to as the "Term") unless otherwise terminated in accordance with the provisions contained herein. This Agreement may be renewed with the mutual consent of the parties and reduced in writing signed by or behalf of the parties.
- Either Party may terminate this Agreement without assigning a reason prior to the commencement of new session (Admissions of new students in new academic year).
- c. In the event either party has committed a breach of any of the covenants, representations, warranties or other terms and conditions of this Agreement or has

Prof. Vipin Jain Principal (TMIMT)

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defaulted in the performance of any of its obligation under this Agreement (provided that the non-breaching/non-defaulting party has first given the other party written notice of the grounds supporting the breach or default and the breaching/defaulting party has not cured or has not commenced to cure in a reasonable manner and with all due speed, the breach of default within one (1) week of receipt of such notice) the breaching/defaulting party shall be held in default and the non-breaching party shall be entitled to terminate this Agreement and shall have all the remedies as specified in this Agreement and applicable laws.

- d. In the event of termination or expiration of this Agreement for whatsoever reason, both parties shall immediately cease to have rights (if any) to use any of the logo, trade name in connection of the arrangement or any other rights granted under this Agreement, shall immediately return all course content, training material, reports, information, data, marketing, promotional and advertising material and any other material, information and belongings of the other party. However both parties will ensure that students enrolled shall continue to study and complete the program as per agreed procedure and both parties will fulfill their obligations.
- e. Any termination of this Agreement (howsoever occasioned) shall not affect any accrued rights or liabilities of either party nor shall it affect coming into force or the continuance in force of any provisions hereof which is expressly or by implication intended to come into or continue in force on or after such termination.

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10. Dispute Resolution

This Agreement shall be governed by and constructed in accordance with the laws of India

10.1 The Parties shall attempt to amicably settle all disputes arising out of this Agreement and the obligations hereunder ("Dispute"). Either Party may give written notice of a dispute to the other Party within (10) days of the occurrence of the event which gives rise to such Dispute or the date of such event.

Any dispute in connection with this Agreement shall be referred to the designated officials of both the parties for mutual discussions and resolution.

10.2 A Five (5) member committee will be constituted to resolve the issue with three (3) members of UR SERVICES (Committee members from UR Services will be as 1. Director, 2. Course coordinator, 3 Trainer) & Two members (2) from TMU (Committee members from TMU will be as 1. Principal – TMIMT, 2. Course Coordinator TMIMT)

10.3 If no settlement can be reached through mutual discussions and negotiations, then such matter shall be finally settled by Honorable Vice Chancellor of TMU, whose decision will be final & binding on both the parties.

Both parties agree that no matter will be taken to court under any circumstances.

United Resourcing Services Pvi. Ltd.

11. Waiver

No waiver by any one party of the other party's obligation under this Agreement shall be deemed effective unless made by the party in writing. Nor shall any waiver by any one party in respect of any breach be deemed to constitute a waiver of or consent to any other or subsequent breach by the other party of its obligation.

12. Amendments

No addition, modification or amendment to any of the provisions of this Agreement shall be valid and binding unless made by a written instruments signed by a duly authorized representative of each of the parties.

13. Force Majeure

Neither party hereto shall be liable for any failure to perform its obligations hereunder to the extent that performance has been delayed, hindered or prevented by any circumstances beyond the reasonable control of that Party including without prejudice to the generality of the foregoing, any act of God, war, riot, civil commotion, fire, explosion, flood, adverse weather, epidemic or other natural physical disaster, strike, lock-out or other form of industrial action or any form or governmental or supernatural authority, intervention. Provided, however, that the party so affected informs the other party in writing as soon as possible, detailing the circumstances under which it is unable to fulfill its obligations under this Agreement and also stating as to when it would be able to recommence its performance under this Agreement.

14. Notice

All notices required to be given by the parties under this Agreement, will be given in writing and be sufficiently served, if delivered personally, or by courier or by registered post, to the address mentioned herein below or such other address as party may intimate in writing from time to time.

Notice to UR SERVICES: Director (UR Services) B 51 Gandhi Nagar Moradabad U.P. 9456223433

Email: rachit@urservices.org

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Notice to University:

Principal TMIMT Moradabad

TMIMT, Delhi Road, Moradabad-(U.P.)

09917200216 05912487444

Email: principal.management@tmu.ac.in

15. Variations

The parties agree that this Agreement may be amended from time to time by a written instrument duly signed by both the parties to this Agreement.

16. Severability

If one or more of the provision contained in this Agreement is found to be invalid, illegal or unenforceable in any respect, the validity, legality and enforceability of the remaining provisions shall not be affected. Such provisions shall be reformed only to the extent to make it enforceable.

17. Assignment

This Agreement or any rights assigned to each party under this Agreement shall not be assigned or transferred to others without prior written consent of other party and any attempt to so assign or transfer this Agreement without such consent shall be null and void and constitute a material default hereunder.

18. Execution of this Agreement

This Agreement may be executed in two parts, each of which when so executed and delivered shall be deemed an original and which together shall constitute but one and the same instrument.

IN WITNESS WHEREOF the hands of the duly authorized representatives of the parties are set the day and year first herein above written

Signed, sealed and delivered by and on behalf of by the hands of its authorized signatory	Signed, sealed and delivered by and on behalf of by the hands of its authorized signatory
Name: Rockit Africator Designation: Director	Name: Designation: Principal TMIMT, TMU
Name: Makek Munitaz Designation Academic Coordinator	Name: Designation: HOD, Dest. of Management Studies, TMIMT, TMU

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Revised Annexure: 1

Study & Evaluation Scheme Programme: M.B.A. (Corporate) with UR Services Semester I

S.	Course			Pe	riods			Evalu	ation Sche	me
No.	Code	Subject	Subject Owner	L	T	p	Credi	Internal	External	Total
I.	MBA101	Principles of Management	TMU	4	(8)		4	40	60	100
2	MBA103	Managerial Economics	TMU	4	-23		4	40	60	100
3	MBA108	Organizational Behavior	TMU	4		4	4	40	60	100
4	MBA102	Computer Fundamentals	TMU	4			4	40	60	100
5.	MBA110	Quantitative Techniques for Management	TMU	3	2		4	40	60	100
6	MBA111	Accounting for Managers	UR	3	2		4	40	60.	100
7	MBA112	Business Ethics	TMU	4	-6		4	40	60	100
8	MBA113	Communication Skills-1	UR	3		2	.4	40	60	100
9	MBA152	SII (Seminar – Industry Interaction)	UR+TMU		2	٥	2	50	50	100
		TOTAL		29	6	2	34	370	530	900

Semester II

S.				Pe	riods			Eval	uation Sc.	heme
No	Code	Subject	Subject Owner			P	Credit	Interna l	Externa 1	Total
1	MBA201	Marketing Management	UR	4	(4)	4	4	40	60	100
2	MBA202	Business Research	TMU	.4			4	40	60	100
3	MBA203	Production & Operation Management	TMU	3	2		4	:40	60	100
4	MBA205	Human Resource Management	UR	4	1	40	4	40	60	100
5	MBA209	Financial Management	UR	3	2.	7	4	40	60	100
6	MBA210	Business Environment	TMU	4	-	-	4	40	60	100
7	MBA211/ MBA302	Entrepreneurship Development	TMU	4	-	4	4	40	60	100
8	MBA212	Communication Skills-2	UR	3		2	4	40	60	100
		TOTAL		29	4	2	32	320	480	800





Semester III

S.	Course	150		Pe	riod	3	Credit	Eval	tation Sch	eme
No.	Code	Subject	Subject Owner	L	T	P		Internal	External	Total
1	MBA301	Management Information System	TMU	3	2	31	4	40	60	100
2		Specialization Group-1 (Major)	UR	3	2	-	4	40	60	100
3		Specialization Group-1 (Major)	UR	3	2	į.	4	40	60	100
4		Specialization Group-1 (Major)	UR	3	2	7	4	40	60	100
3		Specialization Group-2 (Minor)	TMU	4			4	40	60	100
6		Specialization Group-2 (Minor)	TMU	4			4	40	60	100
7		Specialization Group-2/3 (Minor) *	UR	4	-		4	40	60	100
8	MBA351	Summer Training Project Report	TMU+UR			1	4	50	50	100
		Total		24	8	0	32	330	470	800

Specialization Groups:

Finance	Marketing	HR	18
MBF304 (Security Analysis and Portfolio Management)	MBM304/MBR301 (Retail Management)	MBH304 (Performance Management)	MBI301 (International Business Management)
MBF305 (Financial and Capital Market Management)	MBM302 (Brand. Management)	MBH305 (Human Resource Development Strategy)	MBI302 (Export, Import- Policy and Documentation)
MBF306 (Project Management)	MBM303/MBE303 (Service Marketing)	MBH306 (Human Resource Planning and Management)	MBI304 (Export and Import Management)

P- Practical 1P=1 Hr

C-Credits

1C = 1Hr of Theory Paper = 2 Hrs of Practical/Tutorial





Semester - IV

S. No.	Course Code	Subject	Subject Owner	Periods		Credit	Evaluation Scheme			
				L	T	P		Internal		
it.	MBA401	Strategic Management	TMU	4			4	40	60	100
2		Specialization Group-1 (Major)	TMU	3	2		4	40	60	100
3		Specialization Group-1 (Major)	UR	3	2		4	40	60	100
4		Specialization Group-1 (Major)	UR	3	2	17	4	40	60 .	100
5		Specialization Group-2 (Minor)	UR	4		ř	4	40	60	100
6	1	Specialization Group-2 (Minor)	UR	4			4	40	60	100
7		Specialization Group-2/3 (Minor)*	UR	4			4	40	60	100
8	MBA453	Report on Global Industry Visit	TMU+UR		*	*	4	50	50	100
		Total		25	6	0	32	330	470	800

Specialization Groups:

Finance	Marketing	HR	1B
MBF401 (International Financial Management)	MBM403 (Advertising and Sales Promotion)	MBH403 (Negotiation and Conflict Management)	MBI401 (Forex Management)
MBF403 (Derivatives and Risk Management)	MBM404 (Consumer Behaviour)	MBH404 (Organization Change and Development)	MBI404 (International Marketing Management)
MBF404 (Management of Banking & Financial Services)	MBM405 (Rural Marketing)	MBH405 (Industrial Relations and Labour Laws)	MBI405 (International Business Environment)

Note:

L - Lecture

T- Tutorial 1T= 1 Hr

P- Practical |P=| Hr

C-Credits

1C = 1Hr of Theory Paper = 2 Hrs of Practical/Tutorial

Note for the Specialization for 3rd & 4th Semester

Specializations are as follows:

Finance
Marketing
Human B
(Fin)

Human Resource (HR) International Business (IB)

Point 1:

Major Specialization:

Any one of the above specializations

Point 2:

Minor Specialization:

Option 1:

2 Subject from any one remaining specializations & 1 Subject from rest remaining specialization

OR

Option 2:

3 Subject from any one remaining specializations

United Resourcing Services Byt. Ltd.

Director

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MBA(Corporate) with UR Services Syllabus Applicable w.e.f. Academic Session 2017-18

Annexure II

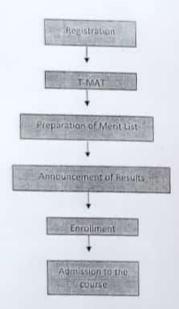
Admission Procedure:

Admissions to this program is strictly based on the merit gained in T-MAT (Teerthanker Mahaveer University – Management Aptitude Test) designed by TMU admission committee in consultation with UR SERVICES team.

The current year test includes the following criteria & procedure: T-MAT will be of 50 Marks. It is divided into 3 sections –

- (i) Instant Reasoning (30Mins) (20 Marks)
- (ii) Group Discussion (10Mins) (10 Marks)
- (iii) Personal Interview (10Mins) (20 Marks)

Steps of Admission Procedure:



Prof. Vipin Jain
Principal
(TIMIMT)
Thanker Mahaveer University
adabad-244001 (U.P.)

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Annexure III

TMU Fee Structure

Fee per candidate for the batch 2017-2019

Fee Schedule & Breakup per enrolled student:

Prospectus Charges / Registration - Rs.600/- (One Time)
Enrollment Fees - Rs.5000/- (One Time)
University Exam Fee - Rs.4000/- per Semester
Tuition Fee - Rs.81000/- per Semester

St. No.	Details of Fee	TMU	UR SERVICES
1	Prospectus Charges / Registration	Rs 600/-	Not to be shared
2	Enrollment Fee	Rs.5000/-	Not to be shared
3	University Exam Fee per Semester	Rs.4000/-	Not to be shared
4	Budget for Global Industry Visit set aside from fees per Semester.	Rs. 12500/-	Not to be shared
5	Share from Tuition Fees per Semester.	Rs.34250	Rs.34250/-

Fee installment will be paid to UR Services of Rs.34250/- per student per semester enrolled in program.

1 st Installment	30th November of the year		
2 nd Installment	30" April of the year		
3 rd Installment	30th November of the year		
4th & Final Installment	30 st April of the year		

Note: - Tuition fees and Refund would be as per TMU admission policy,

Prof. Vipin Jain

(TMIMT)

Tranker Mahaveer University radabad-244001 (U.P.) United Resourcing Services Pvt. Ltd.

Annexure IV

Cancellation Policy

TMU operates as per its policies. Cancellation of admission also comes under it.

- No Refund of fee is permitted on account of withdrawal / absence from college or other reasons once a student is admitted to any program of study.
- Registration fee is non-refundable and is only adjusted in the program fee if the student is admitted.
- Any student who withdraws from the program after the date of commencement of classes shall be required to pay the program fee, payable for the remaining program.

Prof. Vipin Jain Principal (TMIMT)

Tearthanker Mahaveer University

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