

Counselling Schedule of BBS (Distance Mode)
Part-III, Session: 2016-2017
JSC – DL-01, University Polytechnic,
Jamia Millia Islamia, New Delhi-25

| Dates | Room No. | Session-I 09 am to 11am | Session-II 11 am to 01pm | Session-III 1:30 pm to 3:30 pm | Session -IV 3:30 pm to 5:30 pm |
|--|----------|----------------------------------|-----------------------------------|--------------------------------------|--------------------------------------|
| 18.12.2016 01-01-2017 08-01-2017 15-01-2017 22-01-2017 | 206 | Fundamentals of Entrepreneurship | Personal Selling and Salesmanship | Advertising Media Choices | Cost and Management Accounting |

| Dates | Room No. | Session-I 09 am to 11am | Session-II 11 am to 01pm | Session-III 1:30 pm to 3:30 pm |
|--|----------|-------------------------------|-----------------------------|--------------------------------------|
| 29-01-2017 05-02-2017 12-02-2017 19-02-2017 26-02-2017 | 206 | Management of the Sales Force | Human Resource Management | Sales Promotion and Public Relations |

Course Code

Course Name

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|-------------|-------------------------------------|
| BB\$ – 301: | Fundamental of Entrepreneurship |
| BB\$ – 302: | Cost and Management Accounting |
| BB\$ – 303: | Advertising Media Choices |
| BB\$ – 304: | Personal Selling and Salesmanship |
| BB\$ – 305: | Management of Sales Force |
| BB\$ – 306: | Sales Promotion and Public Relation |
| BB\$ – 307: | Human Resource Management |


Officer on Special Duty