

**Tribhuvan University  
Faculty of Management  
Office of the Dean**

**Bachelor of Business Management (BBM)**

**Semester Division of Specialization and Elective Courses**

Applicable for the admission batch of 2021 onwards

**Focus Area: Bank Operations and Cooperative Management (5 Courses)**

**Fifth Semester (One Course)**

BNK 211: Banking Law

BNK 215: Capital and Money Markets

**Sixth Semester (One Course)**

BNK 217: Cooperative Management

BNK 220: Security Analysis and Profit Management

**Seventh Semester (Two Courses)**

BNK 214: Commercial Banking Operations

BNK 216: Treasury Management

BNK 219: Investment Banking

**Eighth Semester (One Course)**

BNK 212: Wholesale and Retail Banking

BNK 218: Micro Finance and Rural Banking

**Focus Area: Sales and Marketing (5 Courses)**

**Fifth Semester (One Course)**

MKM 201: Consumer Behavior

MKM 209: Retail Marketing

**Sixth Semester (One Course)**

MKM 216: Rural Marketing

MKT 217: Fundamentals of Advertising

**Seventh Semester (Two Courses)**

MKM 214: Sales Force Management

MKM 215: Industrial Marketing  
MKM 212: Branding  
MKM 210: Marketing Research

**Eighth Semester (One Course)**

MKM 211: Internet Marketing  
MKM 204: Services Marketing

**Focus Area: Insurance and Risk Management (5 Courses)**

**Fifth Semester (One Course)**

INS 219: Fundamentals of Risk and Insurance  
INS 221: Life Insurance

**Sixth Semester (One Course)**

ISN 212: Insurance Broking and Bancassurance  
INS 222: Nonlife Insurance

**Seventh Semester (Two Courses)**

INS 220: Property Risk Management  
ISN 217: Global Trade and Marine Insurance  
ISN 218: Micro Insurance

**Eighth Semester (One Course)**

ISN 214: Commercial Liability Risk Management  
BNK 202: Financial Derivatives

**Focus Area: Entrepreneurship and Enterprise Development (5 Courses)**

**Fifth Semester (One Course)**

MEM 205: Social Entrepreneurship

**Sixth Semester (One Course)**

EED 220: Micro-finance & Cooperatives

**Seventh Semester (Two Courses)**

EED 214: Entrepreneurial Marketing  
EED 218: Small Business Planning & Management  
EED 222: Design Thinking & Entrepreneurial Skills Management

**Eighth Semester (One Course)**

EED 219: Innovation and Technology Management

EED 221: Project Planning & Management

**Focus Area Accounting****Fifth Semester (One Course)**

ACS 206: Accounting for Business

**Sixth Semester (One Course)**

ACS 201: Taxation in Nepal

ACS 203: Corporate Accounting

**Seventh Semester (Two Courses)**

ACS 202: Accounting for Banking

ACS 204: Budgeting

ACS 207: Accounting for Insurance

**Eighth Semester (One Course)**

ACS 205: Corporate Auditing

ACS 208: Accounting for Financial Analysis

**Electives: 9 Credit hours (Three Courses)**

**Subject Allocation of Elective Courses:****Seventh Semester (One Course)**

ELE 221: Emerging Global Business Issues

ELE 223: Management of Foreign Trade

ELE 224: Organizational Development and Change

ELE 226: Event Management

**Eighth Semester (Two Courses)**

ELE 225: Budgeting and Financial Forecasting

ELE 227: Service Operations Management

ELE 228: Labor Relations Management

ELE 242: Negotiation Skills

ELE 243: Real estate Management

