

# MBA

## Sem-1

101	GC-01	Accounting for Business Decisions	<b>Compulsory</b>	50+50=100
102	GC-02	Organizational Behaviour		50+50=100
103	GC-03	Economic Analysis for Business Decisions		50+50=100
104	GC-04	Business Research Methods		50+50=100
105	GC-05	Basics of Marketing		50+50=100
106	GC-06	Digital Business		50+50=100
107	GE-UL-01	Management Fundamentals	<b>Any 3</b>	0+50=50
108	GE-UL-02	Indian Economy		0+50=50
109	GE-UL-03	Entrepreneurship Development		0+50=50
110	GE-UL-04	Essentials of Psychology for Managers		0+50=50
111	GE-UL-05	Legal Aspects of Business		0+50=50
112	GE-UL-06	Demand Analysis & Forecasting		0+50=50
113	GE - IL - 01	Verbal Communication Lab	<b>Any 3</b>	50+0=50
114	GE - IL - 02	Enterprise Analysis & Desk Research		50+0=50
115	GE - IL - 03	Selling & Negotiation Skills Lab		50+0=50
116	GE - IL - 04	MS Excel		50+0=50
117	GE - IL - 05	Business Systems & Procedures		50+0=50
118	GE - IL - 06	Managing Innovation		50+0=50
119	GE - IL - 07	Foreign Language – I		50+0=50

# Sem-2

Course No.	Course Code	Course	
201	GC-7	Marketing Management	Compulsory
202	GC-8	Financial Management	
203	GC-9	Human Resources Management	
204	GC-10	Operations & Supply Chain Management	
207	GE-UL-07	Contemporary Frameworks in Management	Any-3
208	GE-UL-08	Geopolitics & World Economic Systems	
209	GE-UL-09	Start Up and New Venture Management	
210	GE-UL-10	Qualitative Research Methods	
211	GE-UL-11	Business, Government & Society	
212	GE-UL-12	Business Process Re-engineering	
213	GE – IL - 07	Written Analysis and Communication Lab	Any-1
214	GE – IL - 08	Industry Analysis & Desk Research	
215	GE – IL - 09	Entrepreneurship Lab	
216	GE – IL - 10	SPSS	
217	GE – IL - 11	Foreign Language – II	
<b>Marketing</b>			
205 MKT	SC – MKT- 01	Marketing Research	Compulsory
206 MKT	SC – MKT- 02	Consumer Behaviour	
217 MKT	SE – IL - MKT- 01	Integrated Marketing Communications	Any-2
218 MKT	SE – IL - MKT- 02	Product & Brand Management	
219 MKT	SE – IL - MKT- 03	Personal Selling Lab	
220 MKT	SE – IL - MKT- 04	Digital Marketing - I	
221 MKT	SE – IL - MKT- 05	Marketing of Financial Services - I	
222 MKT	SE – IL - MKT- 06	Marketing of Luxury Products	

<b>Financial Management</b>			
205 FIN	SC – FIN - 01	Financial Markets and Banking Operations	Any-2
206 FIN	SC – FIN - 02	Personal Financial Planning	
217 FIN	SE – IL - FIN - 01	Securities Analysis & Portfolio Management	
218 FIN	SE – IL - FIN - 02	Futures and Options	
219 FIN	SE – IL - FIN - 03	Direct Taxation	
220 FIN	SE – IL - FIN - 04	Financial Reporting	
221 FIN	SE – IL - FIN - 05	Retail Credit Management- Lending & Recovery	
222 FIN	SE – IL - FIN - 06	Banking Laws & Regulations	

223 FIN	SE – IL - FIN - 07	Fundamentals of Life Insurance – Products and Underwriting	
224 FIN	SE – IL - FIN - 08	General Insurance - Health and Vehicle	
<b>HR</b>			
205 HR	SC – HRM – 01	Competency Based Human Resource Management	
206 HR	SC – HRM – 02	Employee Relations & Labour Legislation	
217 HRM	SE – IL - HRM - 01	Labour Welfare	
218 HRM	SE – IL - HRM - 02	Lab in Recruitment and Selection	
219 HRM	SE – IL - HRM - 03	Learning and Development	
220 HRM	SE – IL - HRM - 04	Public Relations & Corporate Communications	
221 HRM	SE – IL - HRM - 05	HR Analytics	
222 HRM	SE – IL - HRM - 06	Conflict and Negotiation Management	
<b>OSCM</b>			
205 OSCM	SC – OSCM - 01	Services Operations Management - I	
206 OSCM	SC – OSCM - 02	Supply Chain Management	
217 OSCM	SE – IL - OSCM - 01	Planning & Control of Operations	
218 OSCM	SE – IL - OSCM - 02	Productivity Management	
219 OSCM	SE – IL - OSCM - 03	Inventory Management	
220 OSCM	SE – IL - OSCM - 04	Theory of Constraints	
221 OSCM	SE – IL - OSCM - 05	Quality Management Standards	
222 OSCM	SE – IL - OSCM - 06	Service Value Chain Management	
223 OSCM	SE – IL - OSCM - 07	Industry 4.0	
<b>Business Analytics (BA)</b>			
205 BA	SC – BA - 01	Basic Business Analytics using R	
206 BA	SC – BA - 02	Data Mining	
217 BA	SE – IL - BA - 01	Marketing Analytics	
218 BA	SE – IL - BA - 02	Retailing Analytics	
219 BA	SE – IL - BA - 03	Workforce Analytics	
220 BA	SE – IL - BA - 04	Tableau	
221 BA	SE – IL - BA - 05	Data Warehousing Project Life Cycle Management	

# Sem-3

Course No.	Course Code	Course	
301	GC-11	Strategic Management	Compulsory
302	GC-12	Decision Science	
303	GC-13	SIP	
306	GE-UL-13	International Business Economics	Any-3
307	GE-UL-14	International Business Environment	
308	GE-UL-15	Project Management	
309	GE-UL-16	Quality Management	
310	GE-UL-17	Corporate Governance	
311	GE-UL-18	Management of Non-profit organizations	
		<b>Marketing</b>	
304 MKT	SC – MKT- 03	Services Marketing	Compulsory
305 MKT	SC – MKT- 04	Sales & Distribution Management	
312 MKT	SE – IL - MKT- 07	Business to Business Marketing	Any-3
313 MKT	SE – IL - MKT- 08	International Marketing	
314 MKT	SE – IL - MKT- 09	Digital Marketing - II	
315 MKT	SE – IL - MKT- 10	Marketing of Financial Services - II	
316 MKT	SE – IL - MKT- 11	Marketing Analytics	
317 MKT	SE – IL - MKT- 12	Marketing of High Technology Products	
<b>Financial Management</b>			
304 FIN	SC – FIN - 03	Advanced Financial Management	Compulsory
305 FIN	SC – FIN - 04	International Finance	
312 FIN	SE – IL - FIN - 09	Behavioural Finance	Any-3
313 FIN	SE – IL - FIN - 10	Technical Analysis of Financial Markets	
314 FIN	SE – IL - FIN - 11	Commodities Markets	
315 FIN	SE – IL - FIN - 12	Indirect Taxation	
316 FIN	SE – IL - FIN - 13	Corporate Financial Restructuring	
317 FIN	SE – IL - FIN - 14	Financial Modeling	
318 FIN	SE – IL - FIN - 15	Digital Banking	
319 FIN	SE – IL - FIN - 16	Treasury Management	
320 FIN	SE – IL - FIN - 17	Project Finance and Trade Finance	
321 FIN	SE – IL - FIN - 18	Insurance Laws & Regulations	
322 FIN	SE – IL - FIN - 19	Marine Insurance	
323 FIN	SE – IL - FIN - 20	Fire Insurance	
<b>HR</b>			
304 HR	SC – HRM - 03	Strategic Human Resource Management	
305 HR	SC – HRM - 04	HR Operations	
312 HRM	SE – IL - HRM - 07	Talent Management	
313 HRM	SE – IL - HRM - 08	Psychometric Testing and Assessment	

314 HRM	SE – IL - HRM - 09	HR Perspectives in Mergers and Acquisition	
315 HRM	SE – IL - HRM - 10	International HR	
316 HRM	SE – IL - HRM - 11	Mentoring and Coaching	
317 HRM	SE – IL - HRM - 12	Compensation and Reward Management	
<b>OSCM</b>			
304 OSCM	SC – OSCM - 03	Services Operations Management - II	
305 OSCM	SC – OSCM - 04	Logistics Management	
312 OSCM	SE – IL - OSCM - 08	Manufacturing Resource Planning	
313 OSCM	SE – IL - OSCM - 09	Total Quality Management	
314 OSCM	SE – IL - OSCM - 10	Business Excellence	
315 OSCM	SE – IL - OSCM - 11	Toyota Production System	
316 OSCM	SE – IL - OSCM - 12	Operations Strategy	
317 OSCM	SE – IL - OSCM - 13	Services Strategy	
318 OSCM	SE – IL - OSCM - 14	Operations Analytics	
<b>Business Analytics (BA)</b>			
304 BA	SC – BA - 03	Advanced Statistical Methods using R	
305 BA	SC – BA - 04	Machine Learning & Cognitive intelligence using Python	
312 BA	SE – IL - BA – 06	Social Media, Web & Text Analytics	
313 BA	SE – IL - BA – 07	Operations Analytics	
314 BA	SE – IL - BA – 08	Supply Chain Analytics	
315 BA	SE – IL - BA – 09	Financial Analytics	
316 BA	SE – IL - BA – 10	Cognos Analytics	
317 BA	SE – IL - BA – 11	Predictive Modelling using SPSS Modeler	
318 BA	SE – IL - BA – 12	Foundations in Spark & Scala	

# Sem-4

Course No.	Course Code	Course	
401	GC-14	Enterprise Performance Management	Compulsory
402	GC-15	Indian Ethos & Business Ethics	
405	GE - UL - 19	Global Strategic Management	Any-2
406	GE - UL - 20	Competing in Global Markets	
407	GE - UL - 21	Cyber Laws	
408	GE - UL - 22	CSR & Sustainability	
<b>Marketing</b>			
403 MKT	SC – MKT- 05	Marketing 4.0	
404 MKT	SC – MKT- 06	Marketing Strategy	
409 MKT	SE – IL - MKT- 13	Customer Relationship Management	Any-2
410 MKT	SE – IL - MKT- 14	Rural & Agriculture Marketing	
411 MKT	SE – IL - MKT- 15	Tourism & Hospitality Marketing	
412 MKT	SE – IL - MKT- 16	Retail Marketing	
413 MKT	SE – IL - MKT- 17	Retailing Analytics	
414 MKT	SE – IL - MKT- 18	Marketing to Emerging Markets & Bottom of the Pyramid	
<b>Financial Management</b>			
403 FIN	SC – FIN - 05	Financial Laws	Any-2
404 FIN	SC – FIN - 06	Current Trends & Cases in Finance	
409 FIN	SE – IL - FIN – 21	Fixed Income Securities	
410 FIN	SE – IL - FIN – 22	Business Valuation	
411 FIN	SE – IL - FIN – 23	Risk Management	
412 FIN	SE – IL - FIN – 24	Strategic Cost Management	
413 FIN	SE – IL - FIN – 25	Rural and Micro Finance	
414 FIN	SE – IL - FIN – 26	Reinsurance	
415 FIN	SE – IL - FIN – 27	Agricultural Insurance	
<b>HR</b>			
403 HR	SC – HRM - 05	Organizational Diagnosis & Development	
404 HR	SC – HRM - 06	Current Trends & Cases in Human Resource Management	
409 HRM	SE – IL - HRM - 13	Labour Legislations	
410 HRM	SE – IL - HRM - 14	Designing HR Policies	
411 HRM	SE – IL - HRM - 15	Labour Costing	
412 HRM	SE – IL - HRM - 16	Best Practices in HRM	
<b>OSCM</b>			

403 OSCM	SC – OSCM - 05	Operations Strategy	
404 OSCM	SC – OSCM - 06	Industry 4.0	
409 OSCM	SE – IL - OSCM – 15	Enterprise Resource Planning	
410 OSCM	SE – IL - OSCM – 16	World Class Manufacturing	
411 OSCM	SE – IL - OSCM – 17	Six Sigma for Operations	
412 OSCM	SE – IL - OSCM – 18	Financial Perspectives in Operations Management	
413 OSCM	SE – IL - OSCM – 19	Services Management in Key Sectors	
414 OSCM	SE – IL - OSCM – 20	Purchasing & Supplier Relationship Management	
415 OSCM	SE – IL - OSCM – 21	Strategic Supply Chain Management	
<b>Business Analytics (BA)</b>			
403 BA	SC – BA - 05	Networks, Innovation and Value Creation	
404 BA	SC – BA - 06	Artificial Intelligence in Business Applications	
409 BA	SE – IL - BA - 13	E tailing Analytics	
410 BA	SE – IL - BA - 14	Insurance & Healthcare Analytics	
411 BA	SE – IL - BA - 15	Banking Analytics	
412 BA	SE – IL - BA - 16	Telecom Analytics	
413 BA	SE – IL - BA - 17	ETL, Data Profiling and Data Modeling	
414 BA	SE – IL - BA - 18	Cognitive Analytics Using Watson	
415 BA	SE – IL - BA - 19	Data Science using Spark and Scala	
416 BA	SE – IL - BA - 20	Unstructured Data Analytics with Hadoop / Big Data / NoSQL	