

List of Courses MBA (GM) 2018-20

First Year

Term 1

Corse Code	Course Name	Credits
AC-503	Accounting for Managers	1.5
AC-504	Financial Statement Analysis and Reporting	1.5
EC-501	Managerial Economics I	3.0
GM-501	Business Communication I	3.0
OB-503	Organizational Theory & Design	3.0
OM-501	Operations Management I	3.0
QM-501	Quantitative Methods I	3.0
GM-504	Business, Government and Society	1.5
MM-501	Marketing Management I	3.0
Total Credits		22.5

Term 2

Corse Code	Course Name	Credits
AC-502	Cost & Management Accounting	3.0
EC-504	Managerial Economics II	1.5
FN-501	Financial Management I	3.0
FN-502	Excel Based Business Modelling	1.5
HR-501	Human Resource Management	3.0
IS-501	Management Information Systems	1.5
IS-502	Managerial Computing	1.5
MM-502	Marketing Management II	3.0
OM-503	Operations Research	1.5
IP-501	Group Project on Industry (to be done in Term-II: Technological Aspects & Term-III Commercial Aspects)	1.5
Total		21

Term 3

Corse Code	Course Name	Credits
GM-502	Business Communication II	3.0
GM-503	Business Research Methods	1.5
EC-503	Competition and Strategy	1.5
FN-503	Financial Management II	3.0
EC-502	Macroeconomics	3.0
OM-502	Operations Management II	3.0
OB-501	Organizational Behaviour	3.0
QM-502	Quantitative Methods II	3.0
IP-501	Group Project (to be done in Term-II: Technological Aspects & Term-III Commercial Aspects)	-----
Total		21

Note: First Year MBA (General Management) Total Credits: 64.5 + 3.0 Credits Summer Internship

Second Year

Core (16.5 Credits)

Corse Code	Course Name	Credits	Term
GM-603	Business Consulting	1.5	Term IV
GM-601	Corporate Strategy	1.5	Term IV
OM-604	Project Management	3.0	Term IV
GM-609	Business Analytics	1.5	Term-V
GM-607	Entrepreneurship	1.5	Term V
GM-605	Legal Aspects of Business	3.0	Term V
GM-608	International Business Management	1.5	Term VI
FN-610	Management Control System	3.0	Term VI
	TOTAL	16.5	

Electives (30 Credits to be earned)

Marketing Discipline Elective Courses

Corse Code	Course Name	Credits	Term
MM-608	Business to Business Marketing	1.5	Term IV
MM-603	Consumer Behaviour	1.5	Term IV
MM-613	Digital Marketing	1.5	Term IV
MM-610	Electronic Business	1.5	Term IV
MM-605	Marketing Research and Information Systems	1.5	Term IV
MM-615	Retail Management	1.5	Term IV
MM-611	Integrated Marketing Communications	1.5	Term V
MM-614	International Marketing	1.5	Term V
MM-606	Managing Services Business	1.5	Term V
MM-607	Strategic Brand Management	1.5	Term V
MM-612	Strategic Marketing in Practice	1.5	Term V
MM-616	Sales and Distribution Management	1.5	Term VI
	TOTAL	18.0	

Finance Discipline Elective Courses

Corse Code	Course Name	Credits	Term
FN-601	Bank Management	1.5	Term IV
FN-604	Investment Analysis and Portfolio Management	3.0	Term IV
FN-605	Management of Financial Services	3.0	Term IV
FN-617	Corporate Restructuring and Business Valuations	3.0	Term V
FN-607	Derivatives & Risk Management	1.5	Term V
FN-611	Project Financing	1.5	Term V

FN-606	Corporate Taxation and Financial Planning	3.0	Term VI
FN-614	International Finance	1.5	Term VI
	TOTAL	18.0	

Human Resources & Organizational Behaviour Discipline Elective Courses

Corse Code	Course Name	Credits	Term
HR-601	Industrial Relations & Labour Law	1.5	Term-IV
HR-603	Training & Development	1.5	Term-IV
OB-602	Creativity and Innovation Management	1.5	Term-V
OB-601	Managing Cross-Cultural Issues	1.5	Term-V
HR-607	Recruitment & Selection	1.5	Term-V
HR-604	Compensation & Benefits Management	1.5	Term-VI
HR-610	HR Analytics	1.5	Term-VI
OB-603	Leadership Skills	1.5	Term-VI
	TOTAL	12.0	

Productions & Operations Discipline Elective Courses

Corse Code	Course Name	Credits	Term
OM-601	Business Intelligence & Data Mining	1.5	Term-V
OM-606	Business Process Re-engineering	1.5	Term-V
OM-620	Managing Services Business	1.5	Term-V
OM-613	Enterprise Systems and IT Strategy	1.5	Term-VI
OM-605	Supply Chain and Logistics Management	1.5	Term-VI
OM-616	Technology and Innovations Management	1.5	Term-VI
	TOTAL	9.0	

Open/General Discipline Elective Courses

Corse Code	Course Name	Credits	Term
GM-602	Management Simulation	1.5	Term-V
EC-606	Market Structure & Game Theory	3.0	Term-VI
IP-601	Course on Independent Study (CIS)*	3.0	
	TOTAL	7.5	

***Course on Independent Study (CIS) – 3.0 credits to be planned over two terms either IV and V or V and VI**