

**School: School of Business**  
**MBA**  
**2015-17**

TRIMESTER I						TRIMESTER II					
Course Code	Course Title	L	T	P	C	Course Code	Course Title	L	T	P	C
MBA511	Marketing Management I	3	0	0	3	MBA521	Marketing Management-II	3	0	0	3
MBA512	Quantitative Techniques	3	0	0	3	MBA522	Business Environment	3	0	0	3
MBA513	Basics of Spreadsheets	0	0	4	2	MBA523	Management Information System	2	0	0	2
MBA514	Managerial Economics	3	0	0	3	MBA524	Management Accounting	3	0	0	3
MBA515	Organizational Behaviour	3	0	0	3	MBA525	Management Science	3	0	0	3
MBA 516	Financial Accounting I	3	0	0	3	MBA 526	Financial Accounting – II	3	0	0	3
LLL 531	Aptitude Building	0	0	2	1	LLL111	Basic English	0	0	4	2
<b>Total</b>					<b>18</b>	<b>Total</b>					<b>19</b>
TRIMESTER III						TRIMESTER IV					
Course Code	Course Title	L	T	P	C	Course Code	Course Title	L	T	P	C
MBA531	Services Marketing	3	0	0	3	MBA611	Summer Internship	0	0	6	6
MBA532	Legal Aspects of Business	3	0	0	3	MBA612	Supply Chain Management	3	0	0	3
MBA533	International Business	2	0	0	2	MBA613	Strategic Management	3	0	0	3
MBA534	Corporate Finance	3	0	0	3	LLL 622	Personality Development	0	0	4	2
MBA535	Business Research Methodology	3	0	0	3		Elective -1	3	0	0	3
MBA536	Human Resource Management	3	0	0	3		Elective-2	3	0	0	3
MBA 537	Entrepreneurship	3	0	0	3		Elective -3	3	0	0	3
LLL 524	Corporate Communication	0	0	4	2						
<b>Total</b>					<b>22</b>	<b>Total</b>					<b>23</b>
TRIMESTER V						TRIMESTER VI					
Course Code	Course Title	L	T	P	C	Course Code	Course Title	L	T	P	C
	Elective -1	3	0	0	3	MBA 631	Research Project	0	0	9	9
	Elective- 2	3	0	0	3						
	Elective -3	3	0	0	3						
	Elective – 4	3	0	0	3						
	Elective – 5	3	0	0	3						
<b>Total Credits</b>					<b>15</b>	<b>Total Credits</b>					<b>9</b>
<b>Total Core Course Credits</b>					<b>67</b>						
<b>Total Elective Credits</b>					<b>24</b>						
<b>Summer Internship &amp; Research Project Credits</b>					<b>15</b>						
<b>Total Credits (MBA – General)</b>					<b>106</b>						

**Programme Electives Courses**

Course Code	Course Title	L	T	P	C	Course Code	Course Title	L	T	P	C
<b>IV<sup>th</sup> Trimester</b>						<b>V<sup>th</sup> Trimester</b>					
HRM 661	Cross Cultural Management	3	0	0	3	HRM 671	Leadership & Team Building	3	0	0	3
HRM 662	Competency Mapping & Performance Management	3	0	0	3	HRM 672	Organizational Change & Development	3	0	0	3
HRM 663	Compensation & Reward Management	3	0	0	3	HRM 673	Negotiation & Counselling Skills	3	0	0	3
HRM 664	Training & Development	3	0	0	3	HRM 674	Industrial Relations & Labour Laws	3	0	0	3
		3	0	0	3	HRM 675	Talent Management	3	0	0	3
MKT 661	Sales & Distribution Management	3	0	0	3	MKT 671	Marketing Research	3	0	0	3
MKT 662	Brand Management	3	0	0	3	MKT 672	International Marketing	3	0	0	3
MKT 663	Retail Marketing	3	0	0	3	MKT 673	Digital Marketing	3	0	0	3
MKT 664	Integrated Marketing Communication	3	0	0	3	MKT 674	B2B Marketing	3	0	0	3
		3	0	0	3	MKT 675	Consumer Behaviour	3	0	0	3
		3	0	0	3	MKT 676	Rural Marketing	3	0	0	3
FIN 661	Financial Management for International Business	3	0	0	3	FIN 671	Advance Corporate Finance	3	0	0	3
FIN 662	Management of Financial Services	3	0	0	3	FIN 672	Mergers, Acquisitions & Corporate Restructuring	3	0	0	3
FIN 663	Securities Analysis & Portfolio Management	3	0	0	3	FIN 673	Financial Derivatives	3	0	0	3
FIN 664	Financial Markets & Institutions	3	0	0	3	FIN 674	Project Financing	3	0	0	3
						FIN 675	Stock & Commodity Markets Operations	3	0	0	3
						FIN 676	Corporate Taxation	3	0	0	3
						FIN 677	Wealth Management	3	0	0	3
SYS 661	Database Management System	3	0	0	3	SYS 671	Software Engineering	3	0	0	3
SYS 662	Internet Strategies for Business	3	0	0	3	SYS 672	System Analysis & Design	3	0	0	3
SYS 663	Web Analytics	3	0	0	3	SYS 673	Enterprise System for Management	3	0	0	3
SYS 664	Modelling & Analysis with Spreadsheets	3	0	0	3	SYS 674	Information Security Systems, Control and Audit	3	0	0	3
SYS 665	Business Intelligence	3	0	0	3	SYS 675	Network and Telecommunications for Management	3	0	0	3
IBS 661	Global Business Strategy	3	0	0	3	IBS 671	International Business Law	3	0	0	3
IBS 662	International Economics	3	0	0	3	IBS 672	Global Outsourcing	3	0	0	3
						IBS 673	Trade Documentation & Procedures	3	0	0	3
OPS 661	Management of Service Operations	3	0	0	3	OPS 671	Management of Physical Assets	3	0	0	3
OPS 662	TQM & Six Sigma	3	0	0	3	OPS 672	Logistic Management	3	0	0	3
OPS 663	Project Management	3	0	0	3	OPS 673	Procurement Management	3	0	0	3
						OPS 674	Material Management & Inventory Control	3	0	0	3
SMAS661	Health Care Administration and Medical Care	3	0	0	3	SMAS 671	Hospital Management & Law	3	0	0	3
SMAS662	Hospital Support Services & Management of Hazards	3	0	0	3	SMAS 672	Patient Care Services	3	0	0	3
						SMAS 673	Hospital Operations Management	3	0	0	3
MMM661	Print Industry I	3	0	0	3	MMM 671	Print Industry II	3	0	0	3
MMM662	Public Relations & Corporate Communication I	3	0	0	3	MMM 672	Public Relations & Corporate Communication II	3	0	0	3
						MMM 673	Broadcast Industry	3	0	0	3