

M.B.A II

| | | | |
|--------------|-------------------|----------------|-----------------------|
| Semester | IV | Specialization | Finance |
| Course Code | 403 FIN | Type | Specialization - Core |
| Course Title | Indirect Taxation | | |

Course Objectives:

| | |
|---|--|
| 1 | To understand the basic concepts related to GST |
| 2 | To acquaint with the latest amendments made in connection with indirect taxation |
| 3 | To update the procedural part of GST |

Syllabus:

| Unit Number | Contents | Number of Sessions |
|-------------|---|--------------------|
| 1 | 1) Introduction, Overview and Evolution of GST: 1.1 Indirect tax structure in India 1.2 Introduction to Goods and Service Tax (GST) - Key Concepts 1.3 Phases of GST, GST Council 1.4 Taxes under GST, Cess | 7 + 2 |
| 2 | 2) Registration under GST: 2.1 Threshold for Registration 2.2 Regular Tax Payer 2.3 Composition Tax Payer 2.4 Casual Taxable Person 2.5 Non-Resident Taxable Person 2.6 Unique Identification Number 2.7 Registration Number Format | 9 + 2 |
| 3 | 3) Supply under GST and Valuation of Supply: 3.1 Supply 3.2 Place of Supply, Interstate Supply, Export of Service, Export of Goods, Import of Service, Import of Goods 3.3 Valuation of Supply (Numerical on valuation and calculation of tax) | 6 + 2 |
| 4 | 4) Input Tax Credit under GST & Returns: 4.1 Input tax credit process 4.2 Negative List for Input tax credit 4.3 Input Tax Credit Utilization and Input Tax Credit Reversal 4.4 Types of GST returns and their due dates, late filing, late fee and interest | 8 + 2 |
| 5 | 5) Custom Duty and Indirect Taxation: 5.1 Definitions of certain terms relating to the custom act, custom tariff act, Levy and types of custom duties 5.2 Indirect taxation applicable to few commodities levied by either Central or State Government | 5 + 2 |
| | Note: 20% numerical questions and 80% theory questions will be asked | |



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Learning Resources:

| | | |
|---|--------------------------------|---|
| 1 | Text Books | Systematic Approach to Indirect Tax- Kumar Sanjeev Text Book of Indirect Tax – Sinha P K Dr. Vinod Singhania, Taxman Publication, New Delhi Girish Ahuja & Ravi Gupta, Bharat Law House, New Delhi |
| 2 | Reference Books | Indirect Taxes : V. S. Datey – Taxman Publication M Vat Subramanian Snow White Publication Systematic Approach to Taxation – Dr. Girish Ahuja & Dr. Ravi Gupta |
| 3 | Supplementary Reading Material | Various Bare Acts |
| 4 | Websites | Website of Custom Department, Website of Excise Department, Website of Sales Tax Department |
| 5 | Journals | The Chartered Accountant The Management Accountant |


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Savitribai Phule Pune University

Revised Syllabus

Master of Business Administration

(MBA)

Choice Based Credit System and Grading System

Two Year Full Time Four Semester

POST GRADUATE PROGRAMME

MBA I Year Curriculum Applicable w.e.f. AY 2016-17

MBA II Year Curriculum Applicable w.e.f. AY 2017-18

Total changes (18) subject specialization

Annexure I - Detailed Programme Structure

Table IV – A: Generic Core Courses

| | Generic Core Courses | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|-----|--|---------|----------|-----------------------|-------------------|------------------------------------|-------------|
| 101 | Accounting for Business Decisions | 3 | I | 30 | 20 | 50 | 100 |
| 102 | Economic Analysis for Business Decisions | 3 | I | 30 | 20 | 50 | 100 |
| 103 | Legal Aspects of Business | 3 | I | 30 | 20 | 50 | 100 |
| 104 | Business Research Methods | 3 | I | 30 | 20 | 50 | 100 |
| 105 | Organizational Behaviour | 3 | I | 30 | 20 | 50 | 100 |
| 106 | Basics of Marketing | 3 | I | 30 | 20 | 50 | 100 |
| 201 | Marketing Management | 3 | II | 30 | 20 | 50 | 100 |
| 202 | Financial Management | 3 | II | 30 | 20 | 50 | 100 |
| 203 | Human Resource Management | 3 | II | 30 | 20 | 50 | 100 |
| 204 | Decision Science | 3 | II | 30 | 20 | 50 | 100 |
| 205 | Operations & Supply Chain Management | 3 | II | 30 | 20 | 50 | 100 |
| 206 | Management Information Systems | 3 | II | 30 | 20 | 50 | 100 |
| 301 | Strategic Management | 3 | III | 30 | 20 | 50 | 100 |
| 302 | Enterprise Performance Management | 3 | III | 30 | 20 | 50 | 100 |
| 303 | Startup and New Venture Management | 3 | III | 30 | 20 | 50 | 100 |
| 304 | Summer Internship Project | 4 | III | 50 | 00 | 50 | 100 |
| 401 | Managing for Sustainability | 3 | IV | 30 | 20 | 50 | 100 |
| 402 | Dissertation | 4 | IV | 50 | 00 | 50 | 100 |

Note: Each Generic Core Course is a Full Credit course of 45 hours. Out of 45 hours 35 hours shall be devoted to teaching – learning sessions and 10 hours for evaluation/projects.

30 marks shall be reserved for concurrent evaluation to be carried out by the Institute, 20 marks for online mid-term evaluation to be conducted by the University and 50 marks shall be term end written examination to be conducted by the University.

Course 304 - SIP shall have 4 Credits and 100 marks. (50 Marks for Concurrent Evaluation & 50 Marks for University Evaluation)

Course 402 – Dissertation shall have 4 Credits and 100 marks. (50 Marks for Concurrent Evaluation & 50 Marks for University Evaluation)


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Table IV – C: Subject Core Courses

| | Subject Core Courses (Marketing) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|---------|--|----------------|-----------------|------------------------------|--------------------------|---|--------------------|
| 305MKT | Contemporary Marketing Research | 3 | III | 30 | 20 | 50 | 100 |
| 306MKT | Consumer Behaviour | 3 | III | 30 | 20 | 50 | 100 |
| 403MKT | Services Marketing | 3 | IV | 30 | 20 | 50 | 100 |
| 404MKT | Sales and Distribution Management | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Finance) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 FIN | Direct Taxation | 3 | III | 30 | 20 | 50 | 100 |
| 306 FIN | Financial System of India , Markets and Services | 3 | III | 30 | 20 | 50 | 100 |
| 403 FIN | Indirect Taxation | 3 | IV | 30 | 20 | 50 | 100 |
| 404 FIN | International Finance | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Information Technology) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 IT | I T Management and Cyber Laws | 3 | III | 30 | 20 | 50 | 100 |
| 306 IT | E-Business and Business Intelligence | 3 | III | 30 | 20 | 50 | 100 |
| 403 IT | Software Project Management | 3 | IV | 30 | 20 | 50 | 100 |
| 404 IT | Enterprise Resource Planning (ERP) | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Operations Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 OPE | Planning & Control of Operations | 3 | III | 30 | 20 | 50 | 100 |
| 306 OPE | Inventory Management | 3 | III | 30 | 20 | 50 | 100 |
| 403 OPE | Operations Strategy and Research | 3 | IV | 30 | 20 | 50 | 100 |
| 404 OPE | Total Quality Management | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Human Resources Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 HR | Labour & Social Security Laws | 3 | III | 30 | 20 | 50 | 100 |
| 306 HR | Human Resource Accounting & Compensation Management | 3 | III | 30 | 20 | 50 | 100 |

| | | | | | | | |
|--------|-------------------------------------|---|----|----|----|----|-----|
| 403 HR | Employment Relations | 3 | IV | 30 | 20 | 50 | 100 |
| 404 HR | Strategic Human Resource Management | 3 | IV | 30 | 20 | 50 | 100 |

| | Subject Core Courses (International Business Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|---------|--|---------|----------|-----------------------|-------------------|------------------------------------|-------------|
| 305 IB | International Business Economics | 3 | III | 30 | 20 | 50 | 100 |
| 306 IB | Export Documentation and Procedures | 3 | III | 30 | 20 | 50 | 100 |
| 403 IB | International Business Environment | 3 | IV | 30 | 20 | 50 | 100 |
| 404 IB | Indian Economy and Trade Dependencies | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Supply Chain Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 SCM | Essentials of Supply Chain Management | 3 | III | 30 | 20 | 50 | 100 |
| 306 SCM | Logistics Management | 3 | III | 30 | 20 | 50 | 100 |
| 403 SCM | Strategic Supply Chain Management | 3 | IV | 30 | 20 | 50 | 100 |
| 404 SCM | Knowledge Management in Supply Chains | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Rural & Agribusiness Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305RABM | Agriculture and Indian Economy | 3 | III | 30 | 20 | 50 | 100 |
| 306RABM | Rural Marketing I | 3 | III | 30 | 20 | 50 | 100 |
| 403RABM | Rural Credit and Finance | 3 | IV | 30 | 20 | 50 | 100 |
| 404RABM | Rural Marketing II | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Family Business Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305FBM | Essentials of Family Business Management – I | 3 | III | 30 | 20 | 50 | 100 |
| 306 FBM | Managing Innovation - I | 3 | III | 30 | 20 | 50 | 100 |
| 403 FBM | Essentials of Family Business Management – II | 3 | IV | 30 | 20 | 50 | 100 |
| 404 FBM | Managing Innovation – II | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Technology) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation | Total Marks |

| | | | | | | | |
|--------|--|----------------|-----------------|------------------------------|--------------------------|---|--------------------|
| | Management) | | | | | (Subjective) | |
| 305TM | Fundamentals of Technology Management | 3 | III | 30 | 20 | 50 | 100 |
| 306TM | Managing Innovation – I | 3 | III | 30 | 20 | 50 | 100 |
| 403TM | Technology Competition and Strategy | 3 | IV | 30 | 20 | 50 | 100 |
| 404TM | Managing Innovation – II | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Banking and Insurance Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305BIM | Banking Concepts and Operations | 3 | III | 30 | 20 | 50 | 100 |
| 306BIM | Principles and Practices of Insurance | 3 | III | 30 | 20 | 50 | 100 |
| 403BIM | Banking Regulations and Legal Aspects | 3 | IV | 30 | 20 | 50 | 100 |
| 404BIM | Trends in Insurance Management | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Healthcare Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305HM | Introduction to Healthcare Management | 3 | III | 30 | 20 | 50 | 100 |
| 306HM | Information Technology in Healthcare | 3 | III | 30 | 20 | 50 | 100 |
| 403HM | Introduction to Medical / Healthcare Terminology | 3 | IV | 30 | 20 | 50 | 100 |
| 404HM | Strategic Planning and Healthcare Management | 3 | IV | 30 | 20 | 50 | 100 |

| | | | | | | | |
|--------|--|----------------|-----------------|------------------------------|--------------------------|---|--------------------|
| | Subject Core Courses (Entrepreneurship Development) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 ED | Change, Creativity, Innovation and Entrepreneurship | 3 | III | 30 | 20 | 50 | 100 |
| 306 ED | Finance for Entrepreneurs | 3 | III | 30 | 20 | 50 | 100 |
| 403 ED | Social Entrepreneurship | 3 | IV | 30 | 20 | 50 | 100 |
| 404 ED | Investing in Science & Technology | 3 | IV | 30 | 20 | 50 | 100 |

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|--|---|----------------|-----------------|------------------------------|--------------------------|---|--------------------|
| | Subject Core Courses (Services Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|--|---|----------------|-----------------|------------------------------|--------------------------|---|--------------------|

| | | | | | | | |
|--------|---------------------------------|---|-----|----|----|----|-----|
| 305SER | Services Business Management | 3 | III | 30 | 20 | 50 | 100 |
| 306SER | Services Performance Management | 3 | III | 30 | 20 | 50 | 100 |
| 403SER | Strategic Services Marketing | 3 | IV | 30 | 20 | 50 | 100 |
| 404SER | Sectoral Services Management | 3 | IV | 30 | 20 | 50 | 100 |

| | Subject Core Courses (Retail Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|-------|---|---------|----------|-----------------------|-------------------|------------------------------------|-------------|
| 305RM | Introduction to Retailing | 3 | III | 30 | 20 | 50 | 100 |
| 306RM | Retail Stores & Operation Management | 3 | III | 30 | 20 | 50 | 100 |
| 403RM | E- commerce and Digital marketing in Retail | 3 | IV | 30 | 20 | 50 | 100 |
| 404RM | International Retailing | 3 | IV | 30 | 20 | 50 | 100 |

| | Subject Core Courses (Digital Media Communication Marketing) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|-------|---|---------|----------|-----------------------|-------------------|------------------------------------|-------------|
| 305MC | Integrated Marketing Communication | 3 | III | 30 | 20 | 50 | 100 |
| 306MC | Internet Marketing I | 3 | III | 30 | 20 | 50 | 100 |
| 403MC | Strategic Brand Management | 3 | IV | 30 | 20 | 50 | 100 |
| 404MC | Internet Marketing II | 3 | IV | 30 | 20 | 50 | 100 |

| | Subject Core Courses (Tourism and Hospitality Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|--------|--|---------|----------|-----------------------|-------------------|------------------------------------|-------------|
| 305THM | Fundamentals of Hospitality Management | 3 | III | 30 | 20 | 50 | 100 |
| 306THM | Tourism and Travel Management | 3 | III | 30 | 20 | 50 | 100 |
| 403THM | Strategic Hospitality Management | 3 | IV | 30 | 20 | 50 | 100 |
| 404THM | Tourism Planning and Development | 3 | IV | 30 | 20 | 50 | 100 |

| | Subject Core Courses (Defense Management (DF)) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|---------|--|---------|----------|-----------------------|-------------------|------------------------------------|-------------|
| 305 DFM | Evolution of Strategic Thought of Defence | 3 | III | 30 | 20 | 50 | 100 |
| 306 DFM | Strategic Defence Management | 3 | III | 30 | 20 | 50 | 100 |
| 403 DFM | Defence Economics | 3 | III | 30 | 20 | 50 | 100 |
| 404 DFM | National Power and Defence Policy | 3 | III | 30 | 20 | 50 | 100 |

Note: Each Subject Core Course is a Full Credit course of 45 hours. Out of 45 hours 35 hours shall be devoted to teaching – learning sessions and 10 hours for evaluation/projects.

30 marks shall be reserved for concurrent evaluation to be carried out by the Institute, 20 marks for online mid-term evaluation to be conducted by the University and 50 marks shall be term end written examination to be conducted by the University.

M.B.A - II

Savitribai Phule Pune University

Revised Syllabus

Master of Business Administration

(MBA)

Choice Based Credit System and Grading System

Two Year Full Time Four Semester

POST GRADUATE PROGRAMME

MBA I Year Curriculum Applicable w.e.f. AY 2016-17

MBA II Year Curriculum Applicable w.e.f. AY 2017-18

Total change

(18) SPL

Table IV – B: Generic Elective Courses

| | Generic Elective Courses | Credits | Semester | Concurrent Evaluation | Total Marks |
|-----|---|---------|----------|-----------------------|-------------|
| 107 | Management Fundamentals | 2 | I | 50 | 50 |
| 108 | Business Communication Lab | 2 | I | 50 | 50 |
| 109 | MS Excel & Advanced Excel Lab | 2 | I | 50 | 50 |
| 110 | Selling & Negotiation Skills Lab | 2 | I | 50 | 50 |
| 111 | Business, Government & Society | 2 | I | 50 | 50 |
| 112 | Leadership Lab | 2 | I | 50 | 50 |
| 113 | Personality Development Lab | 2 | I | 50 | 50 |
| 114 | Foreign Language - I Lab | 2 | I | 50 | 50 |
| 115 | Enterprise Analysis - Desk Research | 2 | I | 50 | 50 |
| 207 | Emotional Intelligence and Managerial Effectiveness Lab | 2 | II | 50 | 50 |
| 208 | Statistical Software Lab | 2 | II | 50 | 50 |
| 209 | MS Project Lab | 2 | II | 50 | 50 |
| 210 | Life Skills Lab | 2 | II | 50 | 50 |
| 211 | Geopolitics & the World Economic System | 2 | II | 50 | 50 |
| 212 | Business Systems & Procedures | 2 | II | 50 | 50 |
| 213 | Computer Aided Personal Productivity Tools Lab | 2 | II | 50 | 50 |
| 214 | Foreign Language - II Lab | 2 | II | 50 | 50 |
| 215 | Industry Analysis - Desk Research | 2 | II | 50 | 50 |

Note: Each Generic Elective Course is a Half Credit course of 30 hours. Out of 30 hours 25 hours shall be devoted to teaching – learning sessions and 5 hours for evaluation/projects.

50 marks shall be devoted for concurrent evaluation to be carried out by the Institute.

There shall not be any evaluation by the University (online / subjective) for all Half Credit Courses.


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Table IV – D: Subject Elective Courses

| | Subject Elective Courses (Marketing Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|--------|---|---------|----------|-----------------------|-------------|
| 307MKT | Integrated Marketing Communications | 2 | III | 50 | 50 |
| 308MKT | Product Management | 2 | III | 50 | 50 |
| 309MKT | Strategic Brand Management | 2 | III | 50 | 50 |
| 310MKT | Personal Selling Lab | 2 | III | 50 | 50 |
| 311MKT | Qualitative Marketing Research | 2 | III | 50 | 50 |
| 312MKT | Customer Relationship Management | 2 | III | 50 | 50 |
| 313MKT | Marketing and the Law | 2 | III | 50 | 50 |
| 314MKT | Finance for Marketing Professionals | 2 | III | 50 | 50 |
| 315MKT | Marketing of Financial Services - I | 2 | III | 50 | 50 |
| 316MKT | Tourism Marketing | 2 | IV | 50 | 50 |
| 317MKT | Agricultural Marketing | 2 | IV | 50 | 50 |
| 318MKT | Business to Business Marketing | 2 | IV | 50 | 50 |
| 405MKT | Retail Marketing | 2 | IV | 50 | 50 |
| 406MKT | Rural Marketing | 2 | IV | 50 | 50 |
| 407MKT | Service Operations Management | 2 | IV | 50 | 50 |
| 408MKT | International Marketing | 2 | IV | 50 | 50 |
| 409MKT | Export Documentation & Procedures | 2 | IV | 50 | 50 |
| 410MKT | Marketing Strategy | 2 | IV | 50 | 50 |
| 411MKT | Marketing Decision Models | 2 | IV | 50 | 50 |
| 412MKT | Marketing of High Technology Products | 2 | IV | 50 | 50 |
| 413MKT | E-Marketing and analytics | 2 | IV | 50 | 50 |
| 414MKT | Marketing to Emerging Markets & Bottom of the Pyramid | 2 | IV | 50 | 50 |
| 415MKT | Marketing of Financial Services - II | 2 | IV | 50 | 50 |
| 416MKT | Cross Cultural Relationship Marketing | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Financial Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|---------|---|---------|----------|-----------------------|-------------|
| 307 FIN | Strategic Cost Management | 2 | III | 50 | 50 |
| 308 FIN | Corporate & International Financial Reporting | 2 | III | 50 | 50 |
| 309 FIN | Corporate Finance | 2 | III | 50 | 50 |
| 310 FIN | Corporate Financial Restructuring | 2 | III | 50 | 50 |
| 311 FIN | Equity Research, Credit Analysis & Appraisal. | 2 | III | 50 | 50 |
| 312 FIN | Rural Financial Institutions | 2 | III | 50 | 50 |
| 313 FIN | Banking Operations - I | 2 | III | 50 | 50 |
| 314 FIN | Treasury Management | 2 | III | 50 | 50 |

| | | | | | |
|---------|--|---|-----|----|----|
| 315 FIN | Futures and Options | 2 | III | 50 | 50 |
| 316 FIN | Financial Instruments & Derivatives | 2 | III | 50 | 50 |
| 405 FIN | Behavioral Finance | 2 | IV | 50 | 50 |
| 406 FIN | Financial Modeling Using Excel | 2 | IV | 50 | 50 |
| 407 FIN | Financial Risk Management | 2 | IV | 50 | 50 |
| 408 FIN | Online Trading of Financial Assets | 2 | IV | 50 | 50 |
| 409 FIN | Banking Operations – II | 2 | IV | 50 | 50 |
| 410 FIN | Wealth & Portfolio Management | 2 | IV | 50 | 50 |
| 411 FIN | Fixed Income Securities & Technical Analysis | 2 | IV | 50 | 50 |
| 412 FIN | Commodity Markets | 2 | IV | 50 | 50 |
| 413 FIN | Financing Rural Development | 2 | IV | 50 | 50 |
| 414 FIN | Principles of Insurance | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Information Technology Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|--------|--|---------|----------|-----------------------|-------------|
| 307 IT | Software Engineering | 2 | III | 50 | 50 |
| 308 IT | Mobile Computing with Android | 2 | III | 50 | 50 |
| 309 IT | RDBMS with Oracle | 2 | III | 50 | 50 |
| 310 IT | Software Quality Assurance | 2 | III | 50 | 50 |
| 311 IT | E-Learning | 2 | III | 50 | 50 |
| 312 IT | Software Marketing | 2 | III | 50 | 50 |
| 313 IT | IT for Retailing | 2 | III | 50 | 50 |
| 314 IT | Technical Writing | 2 | III | 50 | 50 |
| 405 IT | Web Designing and Multimedia | 2 | IV | 50 | 50 |
| 406 IT | Network Technologies and Security | 2 | IV | 50 | 50 |
| 407 IT | Database Administration | 2 | IV | 50 | 50 |
| 408 IT | Software Testing | 2 | IV | 50 | 50 |
| 409 IT | Information Security and Audit | 2 | IV | 50 | 50 |
| 410 IT | Data Warehousing and Data Mining | 2 | IV | 50 | 50 |
| 411 IT | Geographical Information System | 2 | IV | 50 | 50 |
| 412 IT | E-Governance | 2 | IV | 50 | 50 |
| 413 IT | Internet Marketing | 2 | IV | 50 | 50 |
| 414 IT | Microsoft Office 2010 Lab | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Operations Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|---------|--|---------|----------|-----------------------|-------------|
| 307 OPE | Productivity Management | 2 | III | 50 | 50 |

| | | | | | |
|---------|---|---|-----|----|----|
| 308 OPE | Maintenance Management | 2 | III | 50 | 50 |
| 309 OPE | Facilities Planning | 2 | III | 50 | 50 |
| 310 OPE | Manufacturing Resource Planning | 2 | III | 50 | 50 |
| 311 OPE | Technology Management | 2 | III | 50 | 50 |
| 312 OPE | Six Sigma | 2 | III | 50 | 50 |
| 313 OPE | Designing Operations Systems | 2 | III | 50 | 50 |
| 314 OPE | Toyota Production System | 2 | III | 50 | 50 |
| 315 OPE | Project Management | 2 | III | 50 | 50 |
| 316 OPE | Theory of Constraints | 2 | III | 50 | 50 |
| 405 OPE | Quality Management Standards | 2 | IV | 50 | 50 |
| 406 OPE | World Class Manufacturing | 2 | IV | 50 | 50 |
| 407 OPE | Business Process reengineering | 2 | IV | 50 | 50 |
| 408 OPE | Enterprise Resource Planning | 2 | IV | 50 | 50 |
| 409 OPE | Financial Perspectives in Operations Management | 2 | IV | 50 | 50 |
| 410 OPE | Service Operations Management | 2 | IV | 50 | 50 |
| 411 OPE | Business Process Management | 2 | IV | 50 | 50 |
| 412 OPE | Challenges and Opportunities in Operations Management | 2 | IV | 50 | 50 |
| 413 OPE | Lean Manufacturing | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Human Resources Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|--------|---|---------|----------|-----------------------|-------------|
| 307 HR | Employee Health, Safety & Welfare | 2 | III | 50 | 50 |
| 308 HR | Compensation Management | 2 | III | 50 | 50 |
| 309 HR | HR Audit | 2 | III | 50 | 50 |
| 310 HR | Human Resource Information System | 2 | III | 50 | 50 |
| 311 HR | Outsourcing of HR | 2 | III | 50 | 50 |
| 312 HR | Public Relations & Corporate Communication | 2 | III | 50 | 50 |
| 313 HR | Quality Management System | 2 | III | 50 | 50 |
| 314 HR | Lab in Recruitment and Selection | 2 | III | 50 | 50 |
| 315 HR | Lab in Job Design and Analysis | 2 | III | 50 | 50 |
| 316 HR | Lab in Training | 2 | III | 50 | 50 |
| 317 HR | Lab in Labour Laws – I | 2 | III | 50 | 50 |
| 318 HR | Lab in Personnel Administration & Appln Procedures | 2 | III | 50 | 50 |
| 405 HR | Organizational Design and Development | 2 | IV | 50 | 50 |
| 406 HR | Global HRI | 2 | IV | 50 | 50 |
| 407 HR | Employee Reward Management | 2 | IV | 50 | 50 |
| 408 HR | Change Management | 2 | IV | 50 | 50 |

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|--------|-----------------------------------|---|----|----|----|
| 409 HR | Conflict & Negotiation Management | 2 | IV | 50 | 50 |
| 410 HR | Lab in CSR | 2 | IV | 50 | 50 |
| 411 HR | Lab in Industrial Relations | 2 | IV | 50 | 50 |
| 412 HR | Lab in Legal Compliances | 2 | IV | 50 | 50 |
| 413HR | Lab in Mentoring and Coaching | 2 | IV | 50 | 50 |
| 414 HR | Emerging Trends in HR | 2 | IV | 50 | 50 |
| 415 HR | Designing HR Policies | 2 | IV | 50 | 50 |
| 416 HR | Competency Mapping | 2 | IV | 50 | 50 |

| | Subject Elective Courses (International Business Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|--------|--|---------|----------|-----------------------|-------------|
| 307 IB | International Management | 2 | III | 50 | 50 |
| 308 IB | International Marketing | 2 | III | 50 | 50 |
| 309 IB | International Marketing Research | 2 | III | 50 | 50 |
| 310 IB | International Financial Management | 2 | III | 50 | 50 |
| 311 IB | Global IT Management | 2 | III | 50 | 50 |
| 312 IB | Global Logistics & Supply Chains | 2 | III | 50 | 50 |
| 313 IB | Designing Organizations for Uncertain Environment | 2 | III | 50 | 50 |
| 314 IB | Legal Dimensions of International Business | 2 | III | 50 | 50 |
| 315 IB | Global Strategic Management | 2 | III | 50 | 50 |
| 316 IB | International Relations & Management | 2 | III | 50 | 50 |
| 317 IB | Foreign Language for International Business – I | 2 | III | 50 | 50 |
| 405 IB | Environment & Global Competitiveness | 2 | IV | 50 | 50 |
| 406 IB | Marketing to Emerging Markets & Bottom of the Pyramid | 2 | IV | 50 | 50 |
| 407 IB | Cross-Cultural Relationship Marketing | 2 | IV | 50 | 50 |
| 408 IB | Foreign Exchange Management | 2 | IV | 50 | 50 |
| 409 IB | E Commerce | 2 | IV | 50 | 50 |
| 410 IB | Enterprise Resource Planning | 2 | IV | 50 | 50 |
| 411 IB | Global HR | 2 | IV | 50 | 50 |
| 412 IB | WTO and Intellectual Property Rights | 2 | IV | 50 | 50 |
| 413 IB | Global Competitiveness and Strategic Alliances | 2 | IV | 50 | 50 |
| 414 IB | International Diversity Management | 2 | IV | 50 | 50 |
| 415 IB | Foreign Language for International Business – II | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Supply Chain Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|---------|--|---------|----------|-----------------------|-------------|
| 307 SCM | Managing Material Flow in Supply Chains | 2 | III | 50 | 50 |

| | | | | | |
|---------|--|---|-----|----|----|
| 308 SCM | Inventory Management | 2 | III | 50 | 50 |
| 309 SCM | Purchasing & Supplier Relationship Management – I | 2 | III | 50 | 50 |
| 310 SCM | Six Sigma | 2 | III | 50 | 50 |
| 311 SCM | Supply Chain Planning | 2 | III | 50 | 50 |
| 312 SCM | Supply Chain Coordination | 2 | III | 50 | 50 |
| 313 SCM | Decision Modeling for Supply Chains | 2 | III | 50 | 50 |
| 314 SCM | Theory of Constraints | 2 | III | 50 | 50 |
| 315 SCM | Supply Chain Practices – I | 2 | III | 50 | 50 |
| 405 SCM | Green Logistics & Supply Chains | 2 | IV | 50 | 50 |
| 406 SCM | Enterprise Resource Planning | 2 | IV | 50 | 50 |
| 407 SCM | Purchasing & Supplier Relationship Management – II | 2 | IV | 50 | 50 |
| 408 SCM | Supply Chain Risk Management | 2 | IV | 50 | 50 |
| 409 SCM | Project Management | 2 | IV | 50 | 50 |
| 410 SCM | Supply Chain Performance Measurement | 2 | IV | 50 | 50 |
| 411 SCM | Supply Chain Management - Financial Perspectives | 2 | IV | 50 | 50 |
| 412 SCM | Global Logistics | 2 | IV | 50 | 50 |
| 413 SCM | Supply Chain Practices– II | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Rural & Agribusiness Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|---------|--|---------|----------|-----------------------|-------------|
| 307RABM | Rural Development I | 2 | III | 50 | 50 |
| 308RABM | Special Areas in Rural Marketing | 2 | III | 50 | 50 |
| 309RABM | Commodity Markets – I | 2 | III | 50 | 50 |
| 310RABM | Agricultural Marketing & Price Analysis – I | 2 | III | 50 | 50 |
| 311RABM | Microfinance | 2 | III | 50 | 50 |
| 312RABM | Agricultural Marketing | 2 | III | 50 | 50 |
| 313RABM | Rural Research Methods | 2 | III | 50 | 50 |
| 314RABM | Rural Banking | 2 | III | 50 | 50 |
| 315RABM | AgriSupply Chains Management | 2 | III | 50 | 50 |
| 316RABM | ICT for Agriculture Management | 2 | III | 50 | 50 |
| 317RABM | Tourism Marketing – I | 2 | III | 50 | 50 |
| 318RABM | Millennium Development Goals | 2 | III | 50 | 50 |
| 405RABM | Rural Development II | 2 | IV | 50 | 50 |
| 406RABM | Special Areas in Agro produce Management | 2 | IV | 50 | 50 |
| 407RABM | Commodity Markets – II | 2 | IV | 50 | 50 |
| 408RABM | Agricultural Marketing and Price Analysis – II | 2 | IV | 50 | 50 |
| 409RABM | Agricultural Finance and Project Management | 2 | IV | 50 | 50 |
| 410RABM | Management of Agricultural Input Marketing | 2 | IV | 50 | 50 |


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| | | | | | |
|---------|---|---|----|----|----|
| 411RABM | Intellectual Property Management | 2 | IV | 50 | 50 |
| 412RABM | Food Retail Management | 2 | IV | 50 | 50 |
| 413RABM | Agri-Entrepreneuership | 2 | IV | 50 | 50 |
| 414RABM | Management of Agribusiness Cooperatives | 2 | IV | 50 | 50 |
| 415RABM | Tourism Marketing – II | 2 | IV | 50 | 50 |
| 416RABM | Agriculture & WTO | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Family Business Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|---------|---|---------|----------|-----------------------|-------------|
| 307 FBM | Business Plan | 2 | III | 50 | 50 |
| 308 FBM | Private Equity | 2 | III | 50 | 50 |
| 309 FBM | Franchising | 2 | III | 50 | 50 |
| 310 FBM | Social Entrepreneurship | 2 | III | 50 | 50 |
| 311 FBM | Intrapreneuership | 2 | III | 50 | 50 |
| 312 FBM | Trends in Entrepreneurship | 2 | III | 50 | 50 |
| 313 FBM | Small Scale Industries Management | 2 | III | 50 | 50 |
| 314 FBM | Entrepreneurial Case Study | 2 | III | 50 | 50 |
| 405 FBM | Creativity and Change in Organizations | 2 | IV | 50 | 50 |
| 406 FBM | Accounting for Small Business | 2 | IV | 50 | 50 |
| 407 FBM | Management of Intellectual Property Rights | 2 | IV | 50 | 50 |
| 408 FBM | Managing , Growing and Exiting the new Venture | 2 | IV | 50 | 50 |
| 409 FBM | Project Management | 2 | IV | 50 | 50 |
| 410 FBM | Environment and Laws | 2 | IV | 50 | 50 |
| 411 FBM | Information, Disaster and Health Management | 2 | IV | 50 | 50 |
| 412 FBM | Business Incubation | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Technology Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|-------|--|---------|----------|-----------------------|-------------|
| 307TM | Technology Forecasting | 2 | III | 50 | 50 |
| 308TM | Strategies for information goods and network economies – I | 2 | III | 50 | 50 |
| 309TM | Advanced Manufacturing Technology | 2 | III | 50 | 50 |
| 310TM | Product Strategies for High Technology Companies – I | 2 | III | 50 | 50 |
| 311TM | Foundations of Knowledge Management | 2 | III | 50 | 50 |
| 312TM | Business Intelligence and Analytics | 2 | III | 50 | 50 |
| 313TM | Designing Organizations for Uncertain Environment | 2 | III | 50 | 50 |
| 314TM | Technology Transfer and Commercialization | 2 | III | 50 | 50 |
| 315TM | Digital Marketing | 2 | III | 50 | 50 |
| 405TM | Innovation, Product Development and Commercialization | 2 | IV | 50 | 50 |

| | | | | | |
|-------|---|---|----|----|----|
| 406TM | Strategies for information goods and network economies – II | 2 | IV | 50 | 50 |
| 407TM | Technology Use and Assessment | 2 | IV | 50 | 50 |
| 408TM | Product Strategies for High Technology Companies – II | 2 | IV | 50 | 50 |
| 409TM | Systems & Technologies for Knowledge Management | 2 | IV | 50 | 50 |
| 410TM | Strategic Management of Intellectual Property Rights | 2 | IV | 50 | 50 |
| 411TM | Change , Creativity & Innovation | 2 | IV | 50 | 50 |
| 412TM | Seminar on Managing Emerging technologies | 2 | IV | 50 | 50 |
| 413TM | Marketing of High Technology Products | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Banking and Insurance Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|--------|---|---------|----------|-----------------------|-------------|
| 307BIM | Treasury Management | 2 | III | 50 | 50 |
| 308BIM | Practice of Life Insurance | 2 | III | 50 | 50 |
| 309BIM | Retail & Universal Banking | 2 | III | 50 | 50 |
| 310BIM | Practice of General Insurance | 2 | III | 50 | 50 |
| 311BIM | E- Banking | 2 | III | 50 | 50 |
| 312BIM | Financial Inclusion | 2 | III | 50 | 50 |
| 313BIM | Corporate Insurance Management | 2 | III | 50 | 50 |
| 314BIM | Marketing of Financial Services | 2 | III | 50 | 50 |
| 315BIM | Marketing of Insurance Services | 2 | III | 50 | 50 |
| 316BIM | Rural Banking and Micro-finance | 2 | III | 50 | 50 |
| 317BIM | Personal Financial Planning | 2 | III | 50 | 50 |
| 318BIM | Property Insurance | 2 | III | 50 | 50 |
| 405BIM | Advance Technology in Banking & Insurance | 2 | IV | 50 | 50 |
| 406BIM | Practice of Marine Insurance | 2 | IV | 50 | 50 |
| 407BIM | Fire and Consequential Loss Insurance | 2 | IV | 50 | 50 |
| 408BIM | Health Insurance & Medi-claim Insurance | 2 | IV | 50 | 50 |
| 409BIM | Agricultural Insurance | 2 | IV | 50 | 50 |
| 410BIM | Agency Management | 2 | IV | 50 | 50 |
| 411BIM | International Banking | 2 | IV | 50 | 50 |
| 412BIM | Vehicle Insurance | 2 | IV | 50 | 50 |
| 413BIM | Life Insurance Products | 2 | IV | 50 | 50 |
| 414BIM | Commercial Banking and Cooperative Banking | 2 | IV | 50 | 50 |
| 415BIM | Central Banking | 2 | IV | 50 | 50 |
| 416BIM | Innovations in Banking and Insurance Industry | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Healthcare Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|--|--|---------|----------|-----------------------|-------------|
|--|--|---------|----------|-----------------------|-------------|

| | | | | | |
|-------|---|---|-----|----|----|
| 307HM | Healthcare System in India – Public and Private | 2 | III | 50 | 50 |
| 308HM | Healthcare System in the US / UK | 2 | III | 50 | 50 |
| 309HM | Healthcare Data Analytics Part - I | 2 | III | 50 | 50 |
| 310HM | Healthcare Operations Part - I | 2 | III | 50 | 50 |
| 311HM | Health Insurance Industry | 2 | III | 50 | 50 |
| 312HM | Healthcare clinical and Non clinical services | 2 | III | 50 | 50 |
| 405HM | Healthcare Organizational Behavior | 2 | IV | 50 | 50 |
| 406HM | Healthcare Organizational Leadership | 2 | IV | 50 | 50 |
| 407HM | Healthcare Operations Part - II | 2 | IV | 50 | 50 |
| 408HM | Healthcare Data Analytics Part - II | 2 | IV | 50 | 50 |
| 409HM | Healthcare Services | 2 | IV | 50 | 50 |
| 410HM | Indian Health Statistics and Information of Health in India | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Entrepreneurship Development) | Credits | Semester | Concurrent Evaluation | Total Marks |
|-------|--|----------------|-----------------|----------------------------------|------------------------|
| 307ED | Women Entrepreneurship | 2 | III | 50 | 50 |
| 308ED | Managing Inventory | 2 | III | 50 | 50 |
| 309ED | Planning for Operational Efficiency | 2 | III | 50 | 50 |
| 310ED | Manufacturing Resource Planning | 2 | III | 50 | 50 |
| 311ED | Legal Compliances for Entrepreneurs | 2 | III | 50 | 50 |
| 312ED | Managing Entrepreneurial Profile | 2 | III | 50 | 50 |
| 313ED | Quality Management System | 2 | III | 50 | 50 |
| 314ED | Microfinance | 2 | III | 50 | 50 |
| 315ED | IT for Entrepreneurs | 2 | III | 50 | 50 |
| 316ED | Supply Chain Management | 2 | III | 50 | 50 |
| 317ED | Using Excel for Business Intelligence | 2 | III | 50 | 50 |
| 318ED | Leadership Skills for Entrepreneurs | 2 | III | 50 | 50 |
| 405ED | Digital Entrepreneurship | 2 | IV | 50 | 50 |
| 406ED | Understanding Logistics for International Business | 2 | IV | 50 | 50 |
| 407ED | Legal Issues in International Business | 2 | IV | 50 | 50 |
| 408ED | International Marketing | 2 | IV | 50 | 50 |
| 409ED | Avenues for Entrepreneurs | 2 | IV | 50 | 50 |

| | | | | | |
|-------|---|---|----|----|----|
| 410ED | IPR Strategies | 2 | IV | 50 | 50 |
| 411ED | Managing for Growth | 2 | IV | 50 | 50 |
| 412ED | Agri-Entrepreneurship | 2 | IV | 50 | 50 |
| 413ED | Documentation for International Business | 2 | IV | 50 | 50 |
| 414ED | Marketing to Emerging Markets & Bottom of the Pyramid | 2 | IV | 50 | 50 |
| 415ED | Project Management & Feasibility Analysis | 2 | IV | 50 | 50 |
| 416ED | Corporate Entrepreneurship | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Services Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|--------|--|---------|----------|-----------------------|-------------|
| 307SER | Project Management in Services | 2 | III | 50 | 50 |
| 308SER | Relationship Management in Services | 2 | III | 50 | 50 |
| 309SER | Information Technology Enabled Services Management | 2 | III | 50 | 50 |
| 310SER | Service Value Chain Management Lab | 2 | III | 50 | 50 |
| 311SER | Service Technology Lab | 2 | III | 50 | 50 |
| 312SER | Service Leadership Lab | 2 | III | 50 | 50 |
| 405SER | Global Scenario of Services | 2 | IV | 50 | 50 |
| 406SER | Corporate Governance & Legal Framework in Services | 2 | IV | 50 | 50 |
| 407SER | Computer Application in Service Management | 2 | IV | 50 | 50 |
| 408SER | Services Operations Management | 2 | IV | 50 | 50 |
| 409SER | Service Excellence | 2 | IV | 50 | 50 |
| 410SER | Documentation Management in services | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Retail Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|-------|--|---------|----------|-----------------------|-------------|
| 307RM | Retail Merchandise Management | 2 | III | 50 | 50 |
| 308RM | Warehouse Management | 2 | III | 50 | 50 |
| 309RM | Retail selling skill | 2 | III | 50 | 50 |
| 310RM | IT for Retailing | 2 | III | 50 | 50 |
| 311RM | Food Retail Management | 2 | III | 50 | 50 |
| 312RM | Managing retail store | 2 | III | 50 | 50 |
| 405RM | Retail Logistics Management | 2 | IV | 50 | 50 |
| 406RM | Retail Customer Service | 2 | IV | 50 | 50 |
| 407RM | Retail Pricing | 2 | IV | 50 | 50 |
| 408RM | Retail customer buying behavior and CRM | 2 | IV | 50 | 50 |

| | | | | | |
|--------|---|----------------|-----------------|----------------------------------|------------------------|
| 409RM | Retail promotion | 2 | IV | 50 | 50 |
| 410RM | Retailing Strategy | 2 | IV | 50 | 50 |
| | Subject Elective Courses (Digital Media Communication Marketing) | Credits | Semester | Concurrent Evaluation | Total Marks |
| 307MC | Mass Communication Media and Culture - I | 2 | III | 50 | 50 |
| 308MC | Public Relations – I | 2 | III | 50 | 50 |
| 309MC | Event Management | 2 | III | 50 | 50 |
| 310MC | Communications Theory – I | 2 | III | 50 | 50 |
| 311MC | Media Planning & Buying | 2 | III | 50 | 50 |
| 312MC | Digital Consumer and Digital Branding | 2 | III | 50 | 50 |
| 313MC | Social Media Marketing | 2 | III | 50 | 50 |
| 314MC | Email Marketing | 2 | III | 50 | 50 |
| 315MC | Mobile Marketing | 2 | III | 50 | 50 |
| 405 MC | Mass Communication Media and Culture – II | 2 | IV | 50 | 50 |
| 406 MC | Public Relations – II | 2 | IV | 50 | 50 |
| 407 MC | Global Marketing Communications | 2 | IV | 50 | 50 |
| 408 MC | Communications Theory – II | 2 | IV | 50 | 50 |
| 409 MC | Media and the Laws | 2 | IV | 50 | 50 |
| 410 MC | Digital Analytics for Marketers | 2 | IV | 50 | 50 |
| 411 MC | Data Mining for Marketing Insights | 2 | IV | 50 | 50 |
| 412 MC | Affiliate Marketing | 2 | IV | 50 | 50 |
| 413 MC | Measuring Brand Equity | 2 | IV | 50 | 50 |

| Course Code | Subject Elective Courses(Tourism and Hospitality Management) | Credits | Semester | Concurr ent Evaluati on | Total Marks |
|-------------|--|---------|----------|-------------------------|-------------|
| 307THM | Hospitality and Tourism Laws | 2 | III | 50 | 50 |
| 308 THM | Financial Management for Hospitality Management | 2 | III | 50 | 50 |
| 309 THM | Accounting for Hospitality Management | 2 | III | 50 | 50 |

| | | | | | |
|---------|--|---|-----|----|----|
| 310 THM | Information and Communication Technology for Hospitality | 2 | III | 50 | 50 |
| 311 THM | Services Management | 2 | III | 50 | 50 |
| 312 THM | Accommodation Management | 2 | III | 50 | 50 |
| 313 THM | Facilities and Securities Management | 2 | III | 50 | 50 |
| 314 THM | Culture and Ethics Management | 2 | III | 50 | 50 |
| 405 THM | Hotel Administration Management | 2 | IV | 50 | 50 |
| 406 THM | Data Analytics Lab | 2 | IV | 50 | 50 |
| 407 THM | Economic Analysis for services | 2 | IV | 50 | 50 |
| 408 THM | Event Management | 2 | IV | 50 | 50 |
| 409 THM | Logistics and Supply Chain Management | 2 | IV | 50 | 50 |
| 410 THM | Food and Beverages Management | 2 | IV | 50 | 50 |
| 411 THM | Professional Skills Development Lab | 2 | IV | 50 | 50 |
| 412 THM | Statistics for Hospitality and Tourism | 2 | IV | 50 | 50 |
| | | | | | |

| | Subject Elective Courses (Defense Management (DFM)) | Credits | Semester | Concurrent Evaluation | Total Marks |
|---------|---|---------|----------|-----------------------|-------------|
| 307 DFM | Legal aspects of Security & Defence Management | 2 | III | 50 | 50 |
| 308 DFM | Defence-Marketing Management I | 2 | III | 50 | 50 |
| 309 DFM | Defence Acquisition Planning Procedure | 2 | III | 50 | 50 |
| 310 DFM | Defence Manpower Management I | 2 | III | 50 | 50 |
| 311 DFM | Defence Information System Management | 2 | III | 50 | 50 |
| 312 DFM | Defence Operation Management | 2 | III | 50 | 50 |
| 313 DFM | Defence Supply Chain Management -I | 2 | III | 50 | 50 |
| 314 DFM | Negotiating in Business & Organisation | 2 | III | 50 | 50 |
| 315 DFM | International Business Economics - I | 2 | III | 50 | 50 |
| 316 DFM | Export Documentation & Procedure | 2 | III | 50 | 50 |
| 317 DFM | Defence mechanism of India | 2 | III | 50 | 50 |
| 405 DFM | Defence – Marketing Management II | 2 | IV | 50 | 50 |
| 406 DFM | Economics of Organisations & Strategy | 2 | IV | 50 | 50 |
| 407 DFM | Defence - Manpower Management II | 2 | IV | 50 | 50 |
| 408 DFM | Defence –Enterprise Resource Planning | 2 | IV | 50 | 50 |
| 409 DFM | Cyber Laws | 2 | IV | 50 | 50 |
| 410 DFM | Defence Quality Management Standards | 2 | IV | 50 | 50 |
| 411 DFM | Defence Supply Chain Management -II | 2 | IV | 50 | 50 |
| 412 DFM | Defence Procurement Procedure | 2 | IV | 50 | 50 |
| 413 DFM | Managing Strategic Innovations - Defence Management | 2 | IV | 50 | 50 |
| 414 DFM | International Business Economics – II | 2 | IV | 50 | 50 |
| 415 DFM | International Law | 2 | IV | 50 | 50 |

Note: Each Subject Elective Course is a Half Credit course of 30 hours. Out of 30 hours 25 hours shall be devoted to teaching – learning sessions and 5 hours for evaluation/projects. 50 marks shall be devoted for concurrent evaluation to be carried out by the Institute.

Note: Number of Sessions provided in the detailed syllabus in Annexure II for each course are indicative and not prescriptive in nature. They indicate the clock hours allocated for teaching and evaluation/project. However under the CBCS LTP pattern faculty has the liberty to modify the same in the best interest of the learners.

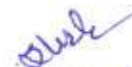
Note:

- a) *In the detailed syllabus, Number of Sessions indicated are as follows: 7 + 2 indicates 7 teaching sessions and 2 evaluation /project sessions. Kindly note that the numbers indicated are indicative and not prescriptive.*
- b) *Faculty members and students should refer to the latest edition of the relevant books, wherever such latest editions are available.*



Head of Department

Master Of Business Administration
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Chincholi, Nashik 422102

University of Pune
Revised Syllabus
Master of Business Administration
(MBA)
Incorporating
Choice Based Credit System and Grading System
TWO YEAR FULL TIME FOUR SEMESTER
POST GRADUATE DEGREE PROGRAMME
MBA I Year Curriculum Applicable w.e.f. AY 2013-14
MBA II Year Curriculum Applicable w.e.f. AY 2014-15

Only - 10 subject specialization

Annexure I - Detailed Programme Structure

Table IV – A: Generic Core Courses

| | Generic Core Courses | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|-----|--|---------|----------|-----------------------|-------------------|------------------------------------|-------------|
| 101 | Accounting for Business Decisions | 3 | I | 30 | 20 | 50 | 100 |
| 102 | Economic Analysis for Business Decisions | 3 | I | 30 | 20 | 50 | 100 |
| 103 | Legal Aspects of Business | 3 | I | 30 | 20 | 50 | 100 |
| 104 | Business Research Methods | 3 | I | 30 | 20 | 50 | 100 |
| 105 | Organizational Behaviour | 3 | I | 30 | 20 | 50 | 100 |
| 106 | Basics of Marketing | 3 | I | 30 | 20 | 50 | 100 |
| 201 | Marketing Management | 3 | II | 30 | 20 | 50 | 100 |
| 202 | Financial Management | 3 | II | 30 | 20 | 50 | 100 |
| 203 | Human Resource Management | 3 | II | 30 | 20 | 50 | 100 |
| 204 | Decision Science | 3 | II | 30 | 20 | 50 | 100 |
| 205 | Operations & Supply Chain Management | 3 | II | 30 | 20 | 50 | 100 |
| 206 | Management Information Systems | 3 | II | 30 | 20 | 50 | 100 |
| 301 | Strategic Management | 3 | III | 30 | 20 | 50 | 100 |
| 302 | Enterprise Performance Management | 3 | III | 30 | 20 | 50 | 100 |
| 303 | Startup and New Venture Management | 3 | III | 30 | 20 | 50 | 100 |
| 304 | Summer Internship Project | 6 | III | 50 | 00 | 100 | 150 |
| 401 | Managing for Sustainability | 3 | IV | 30 | 20 | 50 | 100 |
| 402 | Dissertation | 2 | IV | 50 | 00 | 00 | 50 |

Note: Each Generic Core Course is a Full Credit course of 45 hours. Out of 45 hours, 35 hours shall be devoted to teaching – learning sessions and 10 hours for evaluation/projects.

30 marks shall be reserved for concurrent evaluation to be carried out by the Institute, 20 marks shall be reserved for online mid-term evaluation to be conducted by the University and 50 marks shall be reserved for term end written examination to be conducted by the University.

Course 304 - SIP shall have 6 Credits and 150 marks. (50 Marks for Concurrent Evaluation & 100 Marks for University Evaluation)

Course 402 – Dissertation shall have 2 Credits and 50 marks Concurrent Evaluation.


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Table IV – C: Subject Core Courses

| | Subject Core Courses (Marketing) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|---------|--|----------------|-----------------|----------------------------------|------------------------------|---|------------------------|
| 305MKT | Contemporary Marketing Research | 3 | III | 30 | 20 | 50 | 100 |
| 306MKT | Consumer Behaviour | 3 | III | 30 | 20 | 50 | 100 |
| 403MKT | Services Marketing | 3 | IV | 30 | 20 | 50 | 100 |
| 404MKT | Sales and Distribution Management | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Finance) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 FIN | Financial Regulatory Framework | 3 | III | 30 | 20 | 50 | 100 |
| 306 FIN | Merchant Banking and Financial Services | 3 | III | 30 | 20 | 50 | 100 |
| 403 FIN | International Finance | 3 | IV | 30 | 20 | 50 | 100 |
| 404 FIN | Corporate Finance | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Information Technology) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 IT | I T Management | 3 | III | 30 | 20 | 50 | 100 |
| 306 IT | E-Business | 3 | III | 30 | 20 | 50 | 100 |
| 403 IT | Software Project Management | 3 | IV | 30 | 20 | 50 | 100 |
| 404 IT | Enterprise Resource Planning (ERP) | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Operations Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 OPE | Planning & Control of Operations | 3 | III | 30 | 20 | 50 | 100 |
| 306 OPE | Inventory Management | 3 | III | 30 | 20 | 50 | 100 |
| 403 OPE | Operations Strategy | 3 | IV | 30 | 20 | 50 | 100 |
| 404 OPE | Total Quality Management | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Human Resources Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 HR | Labour Laws | 3 | III | 30 | 20 | 50 | 100 |
| 306 HR | Performance Management | 3 | III | 30 | 20 | 50 | 100 |
| 403 HR | Industrial Relations | 3 | IV | 30 | 20 | 50 | 100 |
| 404 HR | Strategic Human Resource Management | 3 | IV | 30 | 20 | 50 | 100 |

| | Subject Core Courses (International Business Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|---------|---|----------------|-----------------|----------------------------------|------------------------------|---|------------------------|
| 305 IB | International Business Economics | 3 | III | 30 | 20 | 50 | 100 |
| 306 IB | Export Documentation and Procedures | 3 | III | 30 | 20 | 50 | 100 |
| 403 IB | International Business Environment | 3 | IV | 30 | 20 | 50 | 100 |
| 404 IB | Indian Economy and Trade Dependencies | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Supply Chain Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305 SCM | Essentials of Supply Chain Management | 3 | III | 30 | 20 | 50 | 100 |
| 306 SCM | Logistics Management | 3 | III | 30 | 20 | 50 | 100 |
| 403 SCM | Strategic Supply Chain Management | 3 | IV | 30 | 20 | 50 | 100 |
| 404 SCM | Knowledge Management in Supply Chains | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Rural & Agribusiness Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305RABM | Agriculture and Indian Economy | 3 | III | 30 | 20 | 50 | 100 |
| 306RABM | Rural Marketing I | 3 | III | 30 | 20 | 50 | 100 |
| 403RABM | Rural Credit and Finance | 3 | IV | 30 | 20 | 50 | 100 |
| 404RABM | Rural Marketing II | 3 | IV | 30 | 20 | 50 | 100 |

| | Subject Core Courses (Family Business Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
|---------|--|----------------|-----------------|----------------------------------|------------------------------|---|------------------------|
| 305FBM | Essentials of Family Business Management – I | 3 | III | 30 | 20 | 50 | 100 |
| 306 FBM | Managing Innovation - I | 3 | III | 30 | 20 | 50 | 100 |
| 403 FBM | Essentials of Family Business Management – II | 3 | IV | 30 | 20 | 50 | 100 |
| 404 FBM | Managing Innovation – II | 3 | IV | 30 | 20 | 50 | 100 |
| | Subject Core Courses (Technology Management) | Credits | Semester | Concurrent Evaluation | Online Evaluation | University Evaluation (Subjective) | Total Marks |
| 305TM | Fundamentals of Technology Management | 3 | III | 30 | 20 | 50 | 100 |
| 306TM | Managing Innovation – I | 3 | III | 30 | 20 | 50 | 100 |
| 403TM | Technology Competition and Strategy | 3 | IV | 30 | 20 | 50 | 100 |
| 404TM | Managing Innovation – II | 3 | IV | 30 | 20 | 50 | 100 |

Note: Each Subject Core Course is a Full Credit course of 45 hours. Out of 45 hours, 35 hours shall be devoted to teaching – learning sessions and 10 hours for evaluation/projects.

30 marks shall be reserved for concurrent evaluation to be carried out by the Institute, 20 marks shall be reserved for online mid-term evaluation to be conducted by the University and 50 marks shall be reserved for term end written examination to be conducted by the University.

Savitribai Phule Pune University



Circular No. 36/2015

This is in continuation of Order of Vice-Chancellor dated 17/02/2011
Ref. No. PGS/542 regarding tuition fee and other fees.

As mentioned in table 04 of page no. 12 of the order, the revised in tuition fee for
course with Credit System as given below:

| | | |
|--|-----------|--------------------------------|
| Skill Based Courses | 4 Credit | Rs. 400 (Rs. 100/- per Credit) |
| Human Rights | 2 Credit | Rs. 100 (Rs. 50/- per Credit) |
| Cyber Security / Information Security | 4 Credit | Rs. 200 (Rs. 50/- per Credit) |
| Total | 10 Credit | Rs. 700/- for 10 Credit |

The revised fee structure for courses with Credit System required to be made
applicable w.e.f. Academic Year 2014-15.

Ganeshkhind, Pune -7
Ref No: - PGS/523
Date: - 13/02/2015

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H. M. J. 2015
Assistant Registrar
(PG. Admission)

Copy to:

The Head of the Departments, Savitribai Phule Pune University, Pune.
The Principal/Director,
All Affiliated colleges & Recognized Institutes to Savitribai Phule Pune
University, Pune.

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Principal

Sir Visvesvaraya Institute of Technology
Chincholi, Nasik-422102

MBA-I

University of Pune
Revised Syllabus
Master of Business Administration
(MBA)
Incorporating
Choice Based Credit System and Grading System
TWO YEAR FULL TIME FOUR SEMESTER
POST GRADUATE DEGREE PROGRAMME
MBA I Year Curriculum Applicable w.e.f. AY 2013-14
MBA II Year Curriculum Applicable w.e.f. AY 2014-15

MBA-I Subject Application
University of Pune - MBA Revised Syllabus 2013


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Table IV – B: Generic Elective Courses

| | Generic Elective Courses | Credits | Semester | Concurrent Evaluation | Total Marks |
|-----|---|---------|----------|-----------------------|-------------|
| 107 | Management Fundamentals | 2 | I | 50 | 50 |
| 108 | Business Communication Lab | 2 | I | 50 | 50 |
| 109 | MS Excel & Advanced Excel Lab | 2 | I | 50 | 50 |
| 110 | Selling & Negotiation Skills Lab | 2 | I | 50 | 50 |
| 111 | Business, Government & Society | 2 | I | 50 | 50 |
| 112 | Leadership Lab | 2 | I | 50 | 50 |
| 113 | Personality Development Lab | 2 | I | 50 | 50 |
| 114 | Foreign Language - I Lab | 2 | I | 50 | 50 |
| 115 | Enterprise Analysis - Desk Research | 2 | I | 50 | 50 |
| 207 | Emotional Intelligence and Managerial Effectiveness Lab | 2 | II | 50 | 50 |
| 208 | Statistical Software Lab | 2 | II | 50 | 50 |
| 209 | MS Project Lab | 2 | II | 50 | 50 |
| 210 | Life Skills Lab | 2 | II | 50 | 50 |
| 211 | Geopolitics & the World Economic System | 2 | II | 50 | 50 |
| 212 | Business Systems & Procedures | 2 | II | 50 | 50 |
| 213 | Computer Aided Personal Productivity Tools Lab | 2 | II | 50 | 50 |
| 214 | Foreign Language - II Lab | 2 | II | 50 | 50 |
| 215 | Industry Analysis - Desk Research | 2 | II | 50 | 50 |

Note: Each Generic Elective Course is a Half Credit course of 30 hours. Out of 30 hours 25 hours shall be devoted to teaching – learning sessions and 5 hours for evaluation/projects.

50 marks shall be devoted for concurrent evaluation to be carried out by the Institute.

There shall not be any evaluation by the University (online / subjective) for all Half Credit Courses.

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Table IV – D: Subject Elective Courses

| | Subject Elective Courses (Marketing Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|----------|---|---------|----------|-----------------------|-------------|
| ✓ 307MKT | Integrated Marketing Communications | 2 | III | 50 | 50 |
| 308MKT | Product Management | 2 | III | 50 | 50 |
| ✓ 309MKT | Strategic Brand Management | 2 | III | 50 | 50 |
| 310MKT | Personal Selling Lab | 2 | III | 50 | 50 |
| 311MKT | Qualitative Marketing Research | 2 | III | 50 | 50 |
| ✓ 312MKT | Customer Relationship Management | 2 | III | 50 | 50 |
| 313MKT | Marketing and the Law | 2 | III | 50 | 50 |
| • 314MKT | Finance for Marketing Professionals | 2 | III | 50 | 50 |
| ✓ 315MKT | Marketing of Financial Services - I | 2 | III | 50 | 50 |
| 316MKT | Tourism Marketing | 2 | III | 50 | 50 |
| 317MKT | Agricultural Marketing | 2 | III | 50 | 50 |
| 318MKT | Business to Business Marketing | 2 | III | 50 | 50 |
| 405MKT | Retail Marketing | 2 | IV | 50 | 50 |
| 406MKT | Rural Marketing | 2 | IV | 50 | 50 |
| 407MKT | Service Operations Management | 2 | IV | 50 | 50 |
| 408MKT | International Marketing | 2 | IV | 50 | 50 |
| 409MKT | Export Documentation & Procedures | 2 | IV | 50 | 50 |
| 410MKT | Marketing Strategy | 2 | IV | 50 | 50 |
| 411MKT | Marketing Decision Models | 2 | IV | 50 | 50 |
| 412MKT | Marketing of High Technology Products | 2 | IV | 50 | 50 |
| 413MKT | E-Marketing | 2 | IV | 50 | 50 |
| 414MKT | Marketing to Emerging Markets & Bottom of the Pyramid | 2 | IV | 50 | 50 |
| 415MKT | Marketing of Financial Services - II | 2 | IV | 50 | 50 |
| 416MKT | Cross Cultural Relationship Marketing | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Financial Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|-----------|---|---------|----------|-----------------------|-------------|
| ✓ 307 FIN | Income Tax – I | 2 | III | 50 | 50 |
| 308 FIN | Project Finance | 2 | III | 50 | 50 |
| ✓ 309 FIN | Strategic Cost Management | 2 | III | 50 | 50 |
| 310 FIN | Corporate Financial Reporting | 2 | III | 50 | 50 |
| 311 FIN | International Financial Reporting Standards | 2 | III | 50 | 50 |
| 312 FIN | Corporate Financial Restructuring | 2 | III | 50 | 50 |
| 313 FIN | Equity Research | 2 | III | 50 | 50 |
| 314 FIN | Credit Analysis and Appraisal | 2 | III | 50 | 50 |

| | | | | | |
|-----------|--|---|-----|----|----|
| ✓ 315 FIN | Banking Operations - I | 2 | III | 50 | 50 |
| 316 FIN | Treasury Management | 2 | III | 50 | 50 |
| 317 FIN | Financial Instruments and Derivatives | 2 | III | 50 | 50 |
| ✓ 318 FIN | Financial Statement Analysis | 2 | III | 50 | 50 |
| 319 FIN | Futures & Options | 2 | III | 50 | 50 |
| 320 FIN | Back Office Operations | 2 | III | 50 | 50 |
| 321 FIN | Principles of Insurance | 2 | III | 50 | 50 |
| 322 FIN | Rural Financial Institutions | 2 | III | 50 | 50 |
| 323 FIN | Social finance for Inclusive Growth - I | 2 | III | 50 | 50 |
| 405 FIN | Income Tax – II | 2 | IV | 50 | 50 |
| 406 FIN | Infrastructure Finance | 2 | IV | 50 | 50 |
| 407 FIN | Behavioral Finance | 2 | IV | 50 | 50 |
| 408 FIN | Financial Modeling Using Excel | 2 | IV | 50 | 50 |
| 409 FIN | Indirect Taxation | 2 | IV | 50 | 50 |
| 410 FIN | Financial Risk Management | 2 | IV | 50 | 50 |
| 411 FIN | Online Trading of Financial Assets | 2 | IV | 50 | 50 |
| 412 FIN | Banking Operations – II | 2 | IV | 50 | 50 |
| 413 FIN | Wealth & Portfolio Management | 2 | IV | 50 | 50 |
| 414 FIN | Fixed Income Securities | 2 | IV | 50 | 50 |
| 415 FIN | Technical Analysis | 2 | IV | 50 | 50 |
| 416 FIN | Commodity Markets and Derivatives | 2 | IV | 50 | 50 |
| 417 FIN | Practice of Life Insurance | 2 | IV | 50 | 50 |
| 418 FIN | Information Systems Audit | 2 | IV | 50 | 50 |
| 419 FIN | Practice of General Insurance | 2 | IV | 50 | 50 |
| 420 FIN | Financing Rural Development | 2 | IV | 50 | 50 |
| 421 FIN | Social finance for Inclusive Growth - II | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Information Technology Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|--------|--|---------|----------|-----------------------|-------------|
| 307 IT | Software Engineering | 2 | III | 50 | 50 |
| 308 IT | Mobile Computing with Android | 2 | III | 50 | 50 |
| 309 IT | RDBMS with Oracle | 2 | III | 50 | 50 |
| 310 IT | Software Quality Assurance | 2 | III | 50 | 50 |
| 311 IT | E-Learning | 2 | III | 50 | 50 |
| 312 IT | Software Marketing | 2 | III | 50 | 50 |
| 313 IT | Business Intelligence and Analytics | 2 | III | 50 | 50 |
| 314 IT | Cyber Laws | 2 | III | 50 | 50 |
| 315 IT | IT for Retailing | 2 | III | 50 | 50 |
| 316 IT | Technical Writing | 2 | III | 50 | 50 |
| 405 IT | Web Designing and Multimedia | 2 | IV | 50 | 50 |

| | | | | | |
|--------|-----------------------------------|---|----|----|----|
| 406 IT | Network Technologies and Security | 2 | IV | 50 | 50 |
| 407 IT | Data Base Administration | 2 | IV | 50 | 50 |
| 408 IT | Software Testing | 2 | IV | 50 | 50 |
| 409 IT | Information Security and Audit | 2 | IV | 50 | 50 |
| 410 IT | Data Warehousing and Data Mining | 2 | IV | 50 | 50 |
| 411 IT | Geographical Information Systems | 2 | IV | 50 | 50 |
| 412 IT | E-Governance | 2 | IV | 50 | 50 |
| 413 IT | Internet Marketing | 2 | IV | 50 | 50 |
| 414 IT | Microsoft Office 2010 Lab | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Operations Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|-----------|---|---------|----------|-----------------------|-------------|
| ✓ 307 OPE | Productivity Management | 2 | III | 50 | 50 |
| ✓ 308 OPE | Maintenance Management | 2 | III | 50 | 50 |
| ✓ 309 OPE | Facilities Planning | 2 | III | 50 | 50 |
| ✓ 310 OPE | Manufacturing Resource Planning | 2 | III | 50 | 50 |
| ✓ 311 OPE | Technology Management | 2 | III | 50 | 50 |
| ✓ 312 OPE | Six Sigma | 2 | III | 50 | 50 |
| ✓ 313 OPE | Designing Operations Systems | 2 | III | 50 | 50 |
| ✓ 314 OPE | Toyota Production System | 2 | III | 50 | 50 |
| ✓ 315 OPE | Project Management | 2 | III | 50 | 50 |
| ✓ 316 OPE | Theory of Constraints | 2 | III | 50 | 50 |
| ✓ 405 OPE | Quality Management Standards | 2 | IV | 50 | 50 |
| ✓ 406 OPE | World Class Manufacturing | 2 | IV | 50 | 50 |
| ✓ 407 OPE | Business Process reengineering | 2 | IV | 50 | 50 |
| ✓ 408 OPE | Enterprise Resource Planning | 2 | IV | 50 | 50 |
| ✓ 409 OPE | Financial Perspectives in Operations Management | 2 | IV | 50 | 50 |
| ✓ 410 OPE | Service Operations Management | 2 | IV | 50 | 50 |
| ✓ 411 OPE | Modeling Techniques for Operations | 2 | IV | 50 | 50 |
| ✓ 412 OPE | Business Process Management | 2 | IV | 50 | 50 |
| ✓ 413 OPE | Challenges and Opportunities in Operations Management | 2 | IV | 50 | 50 |
| ✓ 414 OPE | Lean Manufacturing | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Human Resources Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|----------|---|---------|----------|-----------------------|-------------|
| ✓ 307 HR | Employee Health & Safety | 2 | III | 50 | 50 |
| ✓ 308 HR | Employee Welfare | 2 | III | 50 | 50 |
| ✓ 309 HR | HR Audit | 2 | III | 50 | 50 |
| ✓ 310 HR | Human Resource Information System | 2 | III | 50 | 50 |

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|--------|--|---|-----|----|----|
| 311 HR | Outsourcing of HR | 2 | III | 50 | 50 |
| 312 HR | Public Relations & Corporate Communication | 2 | III | 50 | 50 |
| 313 HR | Quality Management System | 2 | III | 50 | 50 |
| 314 HR | Lab in Recruitment and Selection | 2 | III | 50 | 50 |
| 315 HR | Lab in Job Design and Analysis | 2 | III | 50 | 50 |
| 316 HR | Lab in Training | 2 | III | 50 | 50 |
| 317 HR | Lab in Labour Laws – I | 2 | III | 50 | 50 |
| 405 HR | Organizational Design and Development | 2 | IV | 50 | 50 |
| 406 HR | Global HR | 2 | IV | 50 | 50 |
| 407 HR | Employee Reward Management | 2 | IV | 50 | 50 |
| 408 HR | Change Management | 2 | IV | 50 | 50 |
| 409 HR | Conflict & Negotiation Management | 2 | IV | 50 | 50 |
| 410 HR | Lab in CSR | 2 | IV | 50 | 50 |
| 411 HR | Lab in Industrial Relations | 2 | IV | 50 | 50 |
| 412 HR | Lab in Legal Compliances | 2 | IV | 50 | 50 |
| 413 HR | Lab in Mentoring and Coaching | 2 | IV | 50 | 50 |
| 414 HR | Best Practices in HR | 2 | IV | 50 | 50 |
| 415 HR | Designing HR Policies | 2 | IV | 50 | 50 |
| 416 HR | Competency Mapping | 2 | IV | 50 | 50 |

| | Subject Elective Courses (International Business Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|--------|---|----------------|-----------------|------------------------------|--------------------|
| 307 IB | International Management | 2 | III | 50 | 50 |
| 308 IB | International Marketing | 2 | III | 50 | 50 |
| 309 IB | International Marketing Research | 2 | III | 50 | 50 |
| 310 IB | International Financial Management | 2 | III | 50 | 50 |
| 311 IB | Global IT Management | 2 | III | 50 | 50 |
| 312 IB | Global Logistics & Supply Chains | 2 | III | 50 | 50 |
| 313 IB | Designing Organizations for Uncertain Environment | 2 | III | 50 | 50 |
| 314 IB | Legal Dimensions of International Business | 2 | III | 50 | 50 |
| 315 IB | Global Strategic Management | 2 | III | 50 | 50 |
| 316 IB | International Relations & Management | 2 | III | 50 | 50 |
| 317 IB | Foreign Language for International Business – I | 2 | III | 50 | 50 |
| 405 IB | Environment & Global Competitiveness | 2 | IV | 50 | 50 |
| 406 IB | Marketing to Emerging Markets & Bottom of the Pyramid | 2 | IV | 50 | 50 |
| 407 IB | Cross-Cultural Relationship Marketing | 2 | IV | 50 | 50 |
| 408 IB | Foreign Exchange Management | 2 | IV | 50 | 50 |
| 409 IB | E Commerce | 2 | IV | 50 | 50 |

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|--------|--|---|----|----|----|
| 410 IB | Enterprise Resource Planning | 2 | IV | 50 | 50 |
| 411 IB | Global HR | 2 | IV | 50 | 50 |
| 412 IB | WTO and Intellectual Property Rights | 2 | IV | 50 | 50 |
| 413 IB | Global Competitiveness and Strategic Alliances | 2 | IV | 50 | 50 |
| 414 IB | International Diversity Management | 2 | IV | 50 | 50 |
| 415 IB | Foreign Language for International Business – II | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Supply Chain Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|-----------|---|----------------|-----------------|------------------------------|--------------------|
| ✓ 307 SCM | Managing Material Flow in Supply Chains | 2 | III | 50 | 50 |
| ✓ 308 SCM | Inventory Management | 2 | III | 50 | 50 |
| ✓ 309 SCM | Purchasing & Supplier Relationship Management – I | 2 | III | 50 | 50 |
| ✓ 310 SCM | Six Sigma | 2 | III | 50 | 50 |
| ✓ 311 SCM | Supply Chain Planning | 2 | III | 50 | 50 |
| 312 SCM | Supply Chain Coordination | 2 | III | 50 | 50 |
| 313 SCM | Decision Modeling for Supply Chains | 2 | III | 50 | 50 |
| 314 SCM | Theory of Constraints | 2 | III | 50 | 50 |
| 315 SCM | Supply Chain Practices – I | 2 | III | 50 | 50 |
| 405 SCM | Green Logistics & Supply Chains | 2 | IV | 50 | 50 |
| 406 SCM | Enterprise Resource Planning | 2 | IV | 50 | 50 |
| 407 SCM | Purchasing & Supplier Relationship Management – II | 2 | IV | 50 | 50 |
| 408 SCM | Supply Chain Risk Management | 2 | IV | 50 | 50 |
| 409 SCM | Project Management | 2 | IV | 50 | 50 |
| 410 SCM | Supply Chain Performance Measurement | 2 | IV | 50 | 50 |
| 411 SCM | Supply Chain Management - Financial Perspectives | 2 | IV | 50 | 50 |
| 412 SCM | Global Logistics | 2 | IV | 50 | 50 |
| 413 SCM | Supply Chain Practices– II | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Rural & Agribusiness Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|---------|---|----------------|-----------------|------------------------------|--------------------|
| 307RABM | Rural Development I | 2 | III | 50 | 50 |
| 308RABM | Special Areas in Rural Marketing | 2 | III | 50 | 50 |
| 309RABM | Commodity Markets – I | 2 | III | 50 | 50 |
| 310RABM | Agricultural Marketing & Price Analysis – I | 2 | III | 50 | 50 |
| 311RABM | Microfinance | 2 | III | 50 | 50 |
| 312RABM | Agricultural Marketing | 2 | III | 50 | 50 |
| 313RABM | Rural Research Methods - | 2 | III | 50 | 50 |
| 314RABM | Rural Banking | 2 | III | 50 | 50 |

| | | | | | |
|---------|--|---|-----|----|----|
| 315RABM | AgriSupply Chains Management | 2 | III | 50 | 50 |
| 316RABM | ICT for Agriculture Management | 2 | III | 50 | 50 |
| 317RABM | Tourism Marketing – I | 2 | III | 50 | 50 |
| 318RABM | Millennium Development Goals | 2 | III | 50 | 50 |
| 405RABM | Rural Development II | 2 | IV | 50 | 50 |
| 406RABM | Special Areas in Agro produce Management | 2 | IV | 50 | 50 |
| 407RABM | Commodity Markets – II | 2 | IV | 50 | 50 |
| 408RABM | Agricultural Marketing and Price Analysis – II | 2 | IV | 50 | 50 |
| 409RABM | Agricultural Finance and Project Management | 2 | IV | 50 | 50 |
| 410RABM | Management of Agricultural Input Marketing | 2 | IV | 50 | 50 |
| 411RABM | Intellectual Property Management | 2 | IV | 50 | 50 |
| 412RABM | Food Retail Management | 2 | IV | 50 | 50 |
| 413RABM | Agri-Entrepreneurship | 2 | IV | 50 | 50 |
| 414RABM | Management of Agribusiness Cooperatives | 2 | IV | 50 | 50 |
| 415RABM | Tourism Marketing – II | 2 | IV | 50 | 50 |
| 416RABM | Agriculture & WTO | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Family Business Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|---------|---|---------|----------|-----------------------|-------------|
| 307 FBM | Business Plan | 2 | III | 50 | 50 |
| 308 FBM | Private Equity | 2 | III | 50 | 50 |
| 309 FBM | Franchising | 2 | III | 50 | 50 |
| 310 FBM | Social Entrepreneurship | 2 | III | 50 | 50 |
| 311 FBM | Intrapreneurship | 2 | III | 50 | 50 |
| 312 FBM | Trends in Entrepreneurship | 2 | III | 50 | 50 |
| 313 FBM | Small Scale Industries Management | 2 | III | 50 | 50 |
| 314 FBM | Entrepreneurial Case Study | 2 | III | 50 | 50 |
| 405 FBM | Creativity and Change in Organizations | 2 | IV | 50 | 50 |
| 406 FBM | Accounting for Small Business | 2 | IV | 50 | 50 |
| 407 FBM | Management of Intellectual Property Rights | 2 | IV | 50 | 50 |
| 408 FBM | Managing , Growing and Exiting the new Venture | 2 | IV | 50 | 50 |
| 409 FBM | Project Management | 2 | IV | 50 | 50 |
| 410 FBM | Environment and Laws | 2 | IV | 50 | 50 |
| 411 FBM | Information, Disaster and Health Management | 2 | IV | 50 | 50 |
| 412 FBM | Business Incubation | 2 | IV | 50 | 50 |

| | Subject Elective Courses (Technology Management) | Credits | Semester | Concurrent Evaluation | Total Marks |
|-------|--|---------|----------|-----------------------|-------------|
| 307TM | Technology Forecasting | 2 | III | 50 | 50 |
| 308TM | Strategies for information goods and network economies – I | 2 | III | 50 | 50 |

| | | | | | |
|-------|---|---|-----|----|------|
| 309TM | Advanced Manufacturing Technology | 2 | III | 50 | 50 |
| 310TM | Product Strategies for High Technology Companies – I | 2 | III | 50 | 50 |
| 311TM | Foundations of Knowledge Management | 2 | III | 50 | 50 |
| 312TM | Business Intelligence and Analytics | 2 | III | 50 | 50 |
| 313TM | Designing Organizations for Uncertain Environment | 2 | III | 50 | 50 / |
| 314TM | Technology Transfer and Commercialization | 2 | III | 50 | 50 |
| 315TM | Digital Marketing | 2 | III | 50 | 50 |
| 405TM | Innovation, Product Development and Commercialization | 2 | IV | 50 | 50 |
| 406TM | Strategies for information goods and network economies – II | 2 | IV | 50 | 50 |
| 407TM | Technology Use and Assessment | 2 | IV | 50 | 50 |
| 408TM | Product Strategies for High Technology Companies – II | 2 | IV | 50 | 50 |
| 409TM | Systems & Technologies for Knowledge Management | 2 | IV | 50 | 50 |
| 410TM | Strategic Management of Intellectual Property Rights | 2 | IV | 50 | 50 |
| 411TM | Change , Creativity & Innovation | 2 | IV | 50 | 50 |
| 412TM | Seminar on Managing Emerging technologies | 2 | IV | 50 | 50 |
| 413TM | Marketing of High Technology Products | 2 | IV | 50 | 50 |

Note: Each Subject Elective Course is a Half Credit course of 30 hours. Out of 30 hours 25 hours shall be devoted to teaching – learning sessions and 5 hours for evaluation/projects. 50 marks shall be devoted for concurrent evaluation to be carried out by the Institute.

Note: Number of Sessions provided in the detailed syllabus in Annexure II for each course are indicative and not prescriptive in nature. They indicate the clock hours allocated for teaching and evaluation/project. However under the CBCS - LTP pattern , the faculty has the liberty to modify the same in the best interest of the learners.

Note:

- In the detailed syllabus, Number of Sessions indicated are as follows: 7 + 2 indicates 7 teaching sessions and 2 evaluation /project sessions. Kindly note that the numbers provided are indicative and not prescriptive.
- Faculty members and students should refer to the latest edition of the relevant books, wherever such latest editions are available.


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