

PROGRAMME:- M.B.A. (2011-13)

Semester: I

S.No.	Code	Course	Credits
1	MB - 501	Financial Accounting & Analysis	3
2	MB - 503	Managerial Economics	3
3	MB - 505	Quantitative Techniques	3
4	MB - 507	Organizational Behaviour	3
5	MB - 509	Business Law	2
6	MB - 511	Marketing Management	3
7	MB - 513	Business & Society	2
8	MB - 515	Business Communication	3
9	MB - 517	IT for Management	2
10		General Proficiency	1
		<b>Total</b>	<b>25</b>

\*All are core courses

Semester: II

S.No.	Code	Course	Credits
1	MB - 516	Operation Research	3
2	MB - 504	Financial Management	3
3	MB - 520	Business Environment	2
4	MB - 526	Managerial Accounting	2
5	MB - 506	Human Resource Management	3
6	MB - 508	Operations Management	3
7	MB - 528	International Marketing/IB	3
8	MB - 518	Strategic Management	3
9	MB - 530	Research Methodology	2
10		General Proficiency	1
		<b>Total</b>	<b>25</b>

\*All are core courses

**Semester: III**

<b>S.No.</b>	<b>Code</b>	<b>Course</b>	<b>Credits</b>
1	MB - 643	Human Values & Buddhist Ethics	2
2	MB - 601	Management Information Systems	2
3	MB - 603	Total Quality Management	2
4	MB - 605	Entrepreneurship & New Venture Planning	3
5		Elective I	2
6		Elective II	2
7		Elective III	2
8		Elective IV	2
9		Elective V	2
10	MB - 641	Summer Internship Project	2
*		General Proficiency	1
			<b>22</b>

**Semester: IV**

<b>S.No.</b>	<b>Code</b>	<b>Course</b>	<b>Credits</b>
1.	MB - 626	Corporate Communication	3
2.		Elective I	2
3.		Elective II	2
4.		Elective III	2
5.		Elective IV	2
6.		Elective V	2
7.		Open Elective	2
8.	MB - 606	Research Project	6
*		General Proficiency	1
			<b>22</b>

**Grand Total -94 credits**

LIST OF ELECTIVES \*

**Semester III**

**Finance**

MB - 607	Management of Financial Services
MB - 609	Security Analysis & Portfolio Management
MB - 611	International Financial Management
MB - 619	Management of Banks & Insurance Companies

**Human Resource Management**

MB - 613	Industrial Relations
MB - 615	Organization Change & Development
MB - 617	Performance Management & Competency Mapping
MB-639	Leadership and Team Building

**Marketing**

MB - 623	Sales & Distribution Management
MB - 625	Consumer Behaviour
MB - 627	Marketing of Services

**OM**

MB - 621	Logistics Management
MB - 629	Supply Chain Management
MB - 631	Project Management

**Strategy**

MB - 635	Managing International Strategy
MB - 637	Change Management
MB - 633	Managing Growth Strategies

**IV Semester****Finance**

MB - 632	Tax Planning & Management
MB - 610	Financial Derivatives
MB - 612	Wealth & Investment Management
MB - 634	Corporate Valuation & Restructuring

**Human Resource Management**

MB - 616	Compensation Management
MB - 618	Strategic Issues in HRM
MB - 636	Training & Development
MB-658	Cross Cultural Management

**Marketing**

MB - 624	Customer Relationship Management
MB - 638	Advertising & Sales Promotion
MB - 640	Retail Management

**OM**

MB - 642	Operations Strategy
MB - 644	Service Operations Management
MB - 648	Business Process Re-engineering

**Strategy**

MB - 650	Management of Innovation
MB - 652	Family Business Management
MB - 654	Economics of Strategy

\* The Board of Studies of School of Management may amend the above list from time to time.