



## Department of Management

### Details of MBA Programme

#### Requirements

The course requirements of the MBA programme are spelt out in terms of courses belonging to different categories in the table below:

Category	No. of Units	No. of Courses
Named Courses	40-60	15- 20
Elective(s) 12-18 4-6	12- 18	4- 6
Subtotal 55 (Min.) 20 (Min.)	55 (Min.)	20 (Min.)
PS or Dissertation	20 or 16	1
<b>Total</b>	<b>70 (Min.)</b>	<b>21 (Min.)</b>

Semester wise Pattern for Students Admitted to MBA						
Year		First Semester	U		Second Semester	U
I	MBA G502	Business Structure & Processes	3	MBA G516	Corporate Finance & Taxation	4
	MBA G503	Managerial Skills	2	MBA G506	Negotiation Skills & Techniques	2
	MBA G501	Managerial Economics	3	MBA G518	Marketing	4
	MBA G511	Organizational Behaviour	4	MBA G510	Human Resource Management	4
	MBA G531	Managerial Communication	2	MBA G519	Production & Operations Management	4
	MBA G505	Management Framework & Functions	2	MBA G571	Management Information Systems	3
	MBA G504	Legal and Economic Environment of Business	4	MBA G521	Supply Chain Management	4
	MBA G513	Quantitative Methods	4			
	MBA G515	Financial & Management Accounting	4			
			28			25
II	MBA G517	Business and Society	4	BITS G560	Practice School	20
	MBA G520	Business Policy & Strategic Management	4		OR	
	MBA G524	International Business	3	BITS G561	Dissertation	16
		Elective(s)	12			16/20
			23			

Note: This is a currently operative pattern as approved by the Senate-appointed committee, subject to change if situation warrants.

## ELECTIVES

### Engineering & Technology Management

MBA C414 Technology Management	3 0 3
MBA C425 R & D Management	3 0 3
MBA C429 Recent Advances in ETM	4
MBA G512 Manufacturing Strategy	4
MBA G522 Total Quality Management	4
MBA G523 Project Management	4
MBA G552 Total Productive Maintenance	4

### IT Enabled Services Management

BITS C489 Enterprise Resource Planning	3 0 3
MBA C426 Database Management Systems	4
MBA C427 e-Business and Internet Marketing	4
MBA C428 Internet Security and Cyber-laws	4
MBA C451 Internetworking Technologies	3 0 3
MBA C481 Expert Systems	4
MBA C488 Services Management System	3 0 3
MBA G622 Software Project Management	4

### Finance

BITS C493 Business Analysis and Valuation	3 0 3
EA C475 Financial Engineering	3 0 3
FIN C413 Risk Management and Insurance	3 0 3
MBA C437 Security Analysis and Portfolio Management	3 0 3
MBA C454 Project Appraisal	3 0 3
MBA C436 Strategic Financial Management	3 0 3
FIN C341 Investment Banking and Financial Services	3 0 3
FIN C312 International Financial Markets & Services	3 0 3
CDP C323 Functions and Working of Stock Exchanges	3 0 3

### Marketing

MBA C483 Marketing Research	3 0 3
EA C474 Retail Management Systems	3 0 3
MBA C433 Advertising and Sales Promotion	3 0 3
BITS C486 Product and Brand Management	3 0 3
MGTS C442 Consumer Behavior	3 0 3
MGTS C462 Services Marketing	3 0 3
MGTS C481 Industrial Marketing	3 0 3



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