

Course Outline I (Core Quantitative)

Trimester	Course	Area
First Year		
Trimester I	Differential Calculus	Quantitative Methods
	Probability	Quantitative Methods
	Microeconomics	Economics
	Introduction to Business and Organization Management	OB & HR
	Introduction to Digital Technologies	Information Technology
	Indian History and Business	Social Sciences
	Communication I	Business Communication
Trimester II	Integral Calculus	Quantitative Methods
	Statistical Methods – I	Quantitative Methods
	Macroeconomics	Economics
	Introduction to Financial Accounting	Finance
	Introduction to Programming using R/Python	Information Technology
	Introduction to Decision Sciences	Social Sciences
	Communication II	Business Communication
Trimester III	Intermediate Microeconomics	Economics
	Statistical Methods - II	Quantitative Methods
	Econometrics	Economics
	Business Research Methods	Quantitative Methods
	Introduction to Financial Management	Finance
	Behavioral and Decision Theory	Economics
	Rural Immersion	Immersion
Second Year		
Trimester IV	Advanced Econometrics	Economics
	Excel for Business	Information Technology
	Corporate Finance	Finance
	Operations Management	Operations
	AI and Machine Learning	Information Technology
	Music/Sports/Dance/Yoga	Social Sciences
	Communication / Foreign Language	Business Communication
Trimester V	Operations Research	Operations
	Investment Analysis & Portfolio Management	Finance
	Machine Learning and Business (R / Python) (Information Technology
	Predictive Analytics	Economics
	Principles of Marketing	Marketing
	Introduction to Behavioral and Human Resource Management	OB & HR
	Introduction to Business Strategy	Strategy
Trimester VI	Fixed Income Securities	Finance
	Game Theory for Business	Quantitative Methods
	Big Data Analytics	Information Technology
	Financial Modelling & Valuation	Finance
	Supply Chain Management	Operations
	Corporate Internship (Two months)	Internship
Third Year		
Trimester VII	Trimester exchange program with NTU Capstone Project (Simulation) + Electives / Specialization	Electives / Specialization
Trimester VIII	Trimester exchange program with NTU	Electives / Specialization
Trimester IX	Trimester exchange program with NTU	Electives / Specialization

Curriculum for last 2 years same as BIMTECH's PGDM program.

1.1.1. Course Outline II (Quantitative + Liberal)

Trimester	Course	Area
First Year		
Trimester I	Microeconomics	Economics
	Sociology	Social Sciences
	Probability	Quantitative Methods
	Differential Calculus	Quantitative Methods
	Introduction to Business and Organization Management	OB & HR
	Introduction to Digital Technologies	Information Technology
	Communication I	Business Communication
Trimester II	Integral Calculus	Quantitative Methods
	Statistical Methods	Quantitative Methods
	Macroeconomics	Economics
	Introduction to Financial Accounting	Finance
	Introduction to Programming (Python)	Information Technology
	Philosophy	Social Sciences
	Communication II	Business Communication
Trimester III	Intermediate Microeconomics	Economics
	Psychology	Social Sciences
	Econometrics	Economics
	Business Research Methods	Quantitative Methods
	Introduction to Financial Management	Finance
	Introduction to Programming (R)	Information Technology
	Rural Immersion	Immersion
Second Year		
Trimester IV	Advanced Econometrics	Economics
	Excel for Business	Information Technology
	Corporate Finance	Finance
	Operations Management	Operations
	Sustainability	Strategy
	Music/Sports/Dance/Yoga	Social Sciences
	Communication / Foreign Language	Business Communication
Trimester V	Operations Research	Operations
	Investment Analysis & Portfolio Management	Finance
	Machine Learning and Business (R / Python)	Information Technology
	Industrial Organization	Economics
	Principles of Marketing	Marketing
	Introduction to Behavioral and Human Resource Management	OB & HR

	Introduction to Business Strategy	Strategy
Trimester VI	Critical Thinking and Report Writing	Business Communication
	Game Theory for Business	Quantitative Methods
	Big Data Analytics	Information Technology
	Financial Modeling & Valuation	Finance
	Supply Chain Management	Operations
	Corporate Internship (Two months)	Internship
Third Year		
Trimester VII	Trimester exchange program with NTU Capstone Project (Simulation) + Electives / Specialization	Electives / Specialization
Trimester VIII	Trimester exchange program with NTU	Electives / Specialization
Trimester IX	Trimester exchange program with NTU	Electives / Specialization

Curriculum for last 2 years same as BIMTECH's PGDM program.

1.1.2. Course Outline III (Liberal)

Trimester	Course	Area
First Year		
Trimester I	Microeconomics	Economics
	Probability	Quantitative Methods
	Introduction to R	Information Technology
	Sociology	Social Sciences
	Philosophy	Social Sciences
	Introduction to Algorithms	Information Technology
	Communication I	Business Communication
Trimester II	Macroeconomics	Economics
	Statistical Methods	Quantitative Methods
	Introduction to Python	Information Technology
	Introduction to Financial Accounting	Finance
	Psychology	Social Sciences
	Differential Calculus	Quantitative Methods
	Communication II	Business Communication
Trimester III	Intermediate Microeconomics	Economics
	Behavioral and Decision Theory	Economics
	Econometrics	Economics
	Integral Calculus	Quantitative Methods
	Introduction to Financial Management	Finance
	Introduction to Excel	Information Technology
	Rural Immersion	Immersion
Second Year		
Trimester IV	Business Ethics and Corporate Governance	Social Sciences
	Business Research Methods	Quantitative Methods
	Corporate Finance	Finance
	Operations Management	Operations

	Sustainability	Strategy
	Music/Sports/Dance/Yoga	Social Sciences
	Communication / Foreign Language	Business Communication
Trimester V	Operations Research	Information Technology
	Introduction to Business Strategy	Strategy
	Machine Learning for Business (R / Python)	Information Technology
	Development Economics	Economics
	Principles of Marketing	Marketing
	Introduction to Behavioral and Human Resource Management	OB & HR
	Global Business Strategy	Strategy
Trimester VI	Critical Thinking and Report Writing	Business Communication
	Game Theory for Business	Quantitative Methods
	Big Data Analytics	Information Technology
	Supply Chain Management	Operations
	Global Business Strategy	Strategy
	Corporate Internship (Two months)	Internship
Third Year		
Trimester VII	Trimester exchange program with NTU Capstone Project (Simulation) + Electives / Specialization	Electives / Specialization
Trimester VIII	Trimester exchange program with NTU	Electives / Specialization
Trimester IX	Trimester exchange program with NTU	Electives / Specialization

Curriculum for last 2 years will be same as BIMTECH's PGDM program.

1.1.3. Comparison of Proposed Course Outlines

Feature	Core Quantitative	Quant + Liberal	Liberal
Overall Focus	Strong focus on business, analytical thinking, and quantitative skills	Balanced focus on business, data skills, and liberal studies	Emphasis on business fundamentals with broad exposure to liberal studies
Area Focus	Mathematics, Economics, Finance, Data Analytics	Economics, Finance, Social Science	General Management, Social Sciences, Humanities
Quantitative Rigor	High	Moderate	Basic
Liberal Studies Exposure	Minimum	Moderate	Extensive
Technology & Programming	Core component	Limited exposure	Basic introduction only
Learning Style	Analytically heavy, less theory more applied and policy oriented, Industry focused	Balanced in term of analytics and theory based	Contextual and discussion-driven focusing on business and society

1.2. Courses during the Trimester Exchange

The courses during the Trimester Exchange will be aligned with NBS, NTU's flagship undergraduate Bachelor of Business degree program. This program is widely recognized for its professional orientation and innovative curriculum. Guided by a pragmatic, real-world focus, the degree offers seven cutting-edge and industry-relevant specializations. IPM students will take similar courses in Trimester VII, Trimester VIII and Trimester IX alongside Bachelor of Business students at NBS, NTU. Currently, NBS offers 34 courses in its Bachelor of Business program, categorized into Business Core, Specialization Core, Interdisciplinary and Collaborative Core (ICC), and Broadening and Deepening Electives (BDE). Among these, a majority of the Business Core, Specialization Core, and ICC courses align with the proposed course outline of BIMTECH's BSc Management Program under IPM. In Trimester VII, Trimester VIII and Trimester IX, students will have the opportunity to choose specialized courses offered by NBS, NTU.

Overall, during the Trimester Exchange, each student will be required to take 16 courses (6 in Trimester VII and 5 each in Trimester VIII and IX). Course availability and selection of courses will be done in consultation with the JAAC.

Following is the list of courses offered at the NBS, NTU (list to be finalized post discussion with NBS).

Core Courses	Interdisciplinary Collaborative Core (Common Core)	Interdisciplinary Collaborative Core (Foundational Core)
Business Law	Career & Entrepreneurial Development for the Future World	Careers Future Forward
Business Operations and Processes	Ethics & Civics in a Multi-Cultural World	Communication Management Strategies
Financial Accounting	Inquiry and Communication in the Interdisciplinary World	Decision Making with Programming & Analytics
Financial Management	Healthy Living and Mental Wellbeing	Professional Attachment
Intermediate Excel	Navigating the Digital World	
Marketing	Science and Technology for Humanity	
Management Accounting	Sustainability: Society, Economy & Environment	
Management Principles, Skills and Competencies		
Organizational Behaviors & Design		
Principles of Economics		
Statistics & Analysis		
Strategic Management		

Specialization Courses

Actuarial Science	Business Analytics
<i>Specialisation Core Courses</i>	<i>Specialisation Core Courses</i>
Actuarial Computing	Designing & Developing Databases
Actuarial Economics	Analytics I: Visual & Predictive Techniques
Actuarial Statistics	Analytics II: Advanced Predictive Techniques
Life Contingencies & Demography	<i>Specialisation Elective</i>
Mathematics of Finance	Supply Chain Analytics
Models	Financial Service Processes & Analytics
Statistical Modelling	Lean Operations & Analytics
<i>Specialisation Elective</i>	Business Analytics Consulting
Blockchain and AI in Finance	Programming for Business Transformation
Fintech in Investment Management	Decision Modelling & Analytics
Climate Risk Analytics	AI in Accounting & Finance
Financial & Risk Analytics	Service Operations Management
Analytics I: Visual & Predictive Techniques	
Analytics II: Advanced Predictive Techniques	

Human Resource Consulting	International Trading
<i>Specialisation Elective</i>	<i>Specialisation Core Courses</i>
Strategic HR Management & Consulting	Ethics in the Investment Profession
Total Rewards Management	Investments
Talent Sourcing & Acquisition	Trade Incoterms & Ship Chartering
Managing & Consulting through Research	Commodity Markets
Employment Law	International Tax & Trading Law
Talent Development & Management	Trade, Structured & Supply Chain Finance
People Analytics	Enterprise Risk Management in Commodity Markets
Cultural Intelligence: How to be an Explorer of the World	Commodities Trading

Marketing	Risk Analytics
<i>Specialisation Core Courses</i>	<i>Specialisation Core Courses</i>
Consumer Insights	Quantitative Analysis
Digital Marketing	Foundations of Risk Management
Marketing Analytics	Financial Markets and Products
Strategic Brand Management	Financial & Risk Analytics I
<i>Specialisation Elective</i>	Valuation and Risk Models
Market Intelligence	Financial & Risk Analytics II
Integrated Marketing Communications	<i>Specialisation Elective</i>
Channel Value Creation	FinTech in Investment Management
Modern Technologies in Marketing	Insurance Practice
Marketing Strategy	Property & Liability Insurance
Consumer Neuroscience: How Brain Science Is Informing Business	Computing for Risk Management & Insurance Practices
	Operational Risk and Resiliency
	Alternative Risk Transfer

Banking & Finance	
<i>Specialisation Core Courses</i>	Wealth Management
Ethics in the Investment Profession	Introduction to Compliance
Investments	Global Financial Markets and Management
<i>Specialisation Elective</i>	Relationship Management
AI in Accounting and Finance	Alternative Investments
Alternative Investments	Alternative Investments
Analytics I: Visual & Predictive Techniques	Sustainable Finance
Blockchain and AI in Finance	Derivative Securities and Hedging Strategies
Corporate Finance and Strategy	Fixed Income Securities
Derivative Securities and Hedging Strategies	Equity Valuation
Equity Valuation	Portfolio Management
Financial Application Design and Development	Global Financial Markets and Management

Financial Markets and Products	Corporate Finance and Strategy
Financial Modelling	Equity Valuation
Financial and Risk Analytics	Financial Modelling
FinTech in Investment Management	Global Financial Markets and Institutions
Fixed Income Securities	Equity Investing with Big Data
Global Financial Markets and Management	FinTech in Investment Management
Introduction to Compliance	Blockchain and AI in Finance
Portfolio Management & Analysis	Equity Investing with Big Data
Relationship Management	Introduction to Compliance
Wealth Management	Financial Modelling
Sustainable Finance	AI in Accounting and Finance
Equity Investing with Big Data	Climate Risk Analytics

1.3. Trimester Exchange with NBS, NTU

Students enrolled in the IPM program will be required to complete their final three Trimesters (Trimester VII, Trimester VIII and Trimester IX) at Nanyang Business School, NTU, Singapore. A Program Manager from Program Office, BIMTECH will accompany the cohort throughout the duration, overseeing boarding and lodging arrangements, logistics, academic credit transfers, and coordination between BIMTECH and NTU.

1.4. Exit Option

Students would be provided an exit option with a Certificate/BSc Degree subject to completing the required norms. This program has been strategically designed with multiple exit options to allow the students to exit from the program after completing each year up to the third year as per the New Education Policy 2020.

Exit After Year 1

- Award: Certificate in Basics of Management
- Eligibility: Successful completion of all required course work and credits prescribed in the first year.

This certificate will validate that the student has the foundational knowledge in management concepts, including business communication, organizational structure, basic economics, quantitative methods, and introductory programming.

Exit After Year 2

- Award: Diploma Certificate in Management
- Eligibility: Successful completion of all required course work and credits prescribed in the second year.

This certificate will recognize that the student has the advanced foundational training in business disciplines such as economics, financial accounting, and business analytics. Students will gain exposure to programming tools, communication skills, and social science applications in business. This qualification supports employability in junior analyst roles.

Exit After Year 3

- Award: Bachelor of Science in Management (BSc-Management) (awarded by NTU Singapore, as applicable)
- Eligibility: Completion of all prescribed credits, internship requirements, and academic standards by the end of the third year.

The BSc degree signifies comprehensive undergraduate-level education in business and management. The degree will validate that the student has ability and analytical skills for the critical functional areas such as finance, marketing, operations, organizational behavior, and information systems. Graduates at this stage are prepared for industry, entrepreneurship, or progression into the PGDM phase at BIMTECH.

1.5. Eligibility to continue for PGDM Program

A minimum CGPA of 5.00 will be required in the BSc program at BIMTECH-NTU to continue into the PGDM program of the Institute. Furthermore, after qualifying for the PGDM program

the fourth and fifth years will be merged with the flagship PGDM program of the Institute, and students will be required to meet the academic rigor of the PGDM curriculum.

1.5.1. PGDM Curriculum at BIMTECH

1st Year	Trimester I
	1 Experiential Learning
	1 Skill-Based course
	Design Thinking
	Effective Managerial Communication-I
	Financial Accounting
	Information Systems for Business Management
	Managerial Economics
	Marketing Management
	Organizational Behavior & Human Resource Management
	Statistics For Business Analysis
	Trimester II
	1 Experiential Learning I
	1 Skill-Based course
	Advanced Marketing Management
	Effective Managerial Communication-II
	Legal aspect of business
	Macroeconomics
	Management Science
	Managerial Accounting
	Operations Management
	Organization Behavior & Human Resource Management – II
	Trimester III
	1 Non-Teaching Credit Course (NTCC)
	1 Skill-Based course
	2 Electives
	2 Experiential Learning
	Corporate Finance
	Enterprise Systems
	Global Business Environment
	Marketing Research
	Strategic Management
	Summer Internship
2nd Year	Trimester IV
	2 Experiential Learning
	Business Simulation
	Responsible Business
	Trimester V
	1 Non-Teaching Credit Course (NTCC)
	6 Electives
	Trimester VI
	1 Non-Teaching Credit Course (NTCC)

	1 Open elective
	2 Electives
	6 Electives

Experiential Learning Courses
Leadership, Entrepreneurship, Articulation and Development (LEAD)
Alumni Mentorship Program
Rural Immersion Program
Skill Based Courses
Spreadsheet Analytics
Business analytics
Data visualization
Non-Teaching Credit Courses (NTCC)
Short-Term Project (STP)
Summer Internship Program (SIP)
Dissertation or Consultancy or Start-up Opportunities

2. Placements

BIMTECH will be solely responsible for managing the placement process for students enrolled in the Five-Year IPM. This includes organizing campus recruitment drives, BSc Second Year Corporate Internship, PGDM Summer Internship, providing career guidance and support to ensure successful employment outcomes upon completion of the full five-year program. BIMTECH's CCR cell will leverage its strong industry network and proven track record to connect students with leading recruiters across sectors will ensure that students are well positioned for diverse roles in the corporate world.

3. Recruiters and Corporate Roles

Upon completing the five-year IPM, students will be prepared to take on several key roles in the corporate environment. The following roles and recruiters are indicative but not limited to these examples.

Domain	Possible Roles	Potential Recruiters/Organizations
Consulting	Business Analyst, Strategy Consultant, Research Associate	McKinsey, BCG, Bain, EY-Parthenon, Deloitte, KPMG
Marketing & Branding	Marketing Analyst, Brand Strategist, Digital Marketing Executive,	HUL, P&G, Tata Consumer, Marico, Flipkart, Zomato, Swiggy
Technology & Systems	System Analyst, Product Analyst, Product Manager, Business Intelligence Associate, Technology Strategy Consultant	TCS, Infosys, Wipro, Accenture, IBM, Capgemini, Fractal Analytics, Mu Sigma
Human Resources	HR Analyst, Learning & Development Associate, HR Business Partner	Aditya Birla Group, Reliance, Mahindra

Think Tanks & Policy	Policy Associate, Research Analyst, Program Manager	NITI Aayog, ORF, CPR, NECAER, IEG Institute
Development & Research	Research Associate, Project Fellow, Monitoring & Evaluation Analyst	J-PAL South Asia, Pratham, Azim Premji Foundation, World Bank (India programs), UNICEF
Civil Services / Regulatory Bodies	IAS, IFS, IPS, RBI Grade B Officer, NABARD Grade B Officer, SEBI Grade A Officer	UPSC, RBI, NABARD, SEBI

4. Marketing and Program Outreach for the new IPM

Newly developed Integrated Program in Management will, employ a robust marketing and outreach strategy to attract talented students nationwide. Outreach efforts will include targeted digital campaigns across social media platforms (e.g. Institute Website, LinkedIn, Instagram, Facebook, X etc), collaborations with high schools, and the organization of webinars and informational sessions to raise awareness among 10+2 graduates about the unique features, flexible exit options, and career prospects of the program. Partner institute can post the videos of faculty members explaining the features of the program. The partner institutes will leverage their media and admissions committees to facilitate communication with prospective students, manage online presence, and conduct branding campaigns that highlight PGDM placement statistic, industry partnerships and alumni network. The institute expects to reach a diverse and ambitious applicants, establishing a strong foundation for its growth and reputation.

5. Point to be noted

As per our understanding for a five year IPM course wherein the Undergrad degree will be awarded by the foreign university and postgrad to be awarded by BIMTECH, the regulatory requirement is that

- i) BIMTECH informs UGC for the Undergrad Program and takes approval from AICTE.
- ii) At least 30% of the total courses / credits being taught in the undergrad program are to be in physical mode in the foreign university. Thus the proposal is for three trimesters / 1 year in NBS, Singapore and not two trimesters.

6. Technical Questions

1. Does BIMTECH have the autonomy to design its own undergraduate course approved by AICTE?
2. Can NTU grant a Bachelor's/BSc degree based solely on a brief exchange program with NTU?
3. Should the five-year program be completely separate from the current PGDM program, or should it, as suggested, be merged with BIMTECH's flagship PGDM program after three years (as is the case with the IIMs)?
4. The students enrolled in Bachelor of Business Program of NBS, NTU has to complete only minimum 34 courses, whereas the proposed IPM outlines minimum of 60 courses. This would be more than compared to NBS's requirement. However, 60 courses have been proposed based on benchmarking against IIMs offerings.
5. The number of courses can be brought down to approx. 48 courses as NEP requirement is of 120 credits for 3 Year Undergrad Program (48×2.5 credits per course = 120 credits). The alternate table given in Page 10 of the document has proposed 51 courses ($51 \times 2.5 = 127.5$ credits)