

PROGRAMME:- M.B.A. (2015-17)

Semester: I

S. No.		Code	Course	Credits
1	C 1 (F)	MB - 451	Financial Accounting & Analysis	3
2	C 2 (F)	MB - 453	Managerial Economics	3
3	C 3 (F)	MB - 455	Quantitative Methods-I	3
4	C 4	MB - 457	Organizational Behaviour	3
5	C 5	MB - 459	Business Law	2
6	C 6	MB - 461	Marketing Management	3
7	AECC 1	MB - 463	Business Communication	3
8	SEC 1	MB - 465	Basic Professional Development Lab	2
9	AECC 2	BS - 501	Buddhist Moral Value & Contemporary Society	2
10	C 7	CS - 554	IT for Management	2
11			General Proficiency	
			<b>Total</b>	<b>26</b>

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## Semester: II

S. No.		Code	Course	Credits
1	C8	MB - 452	Managerial Accounting	2
2	C9	MB - 454	Financial Management	3
3	C10	MB - 456	Human Resource Management	3
4	C11	MB - 458	Operations Management	3
5	C12	MB - 460	Business Environment	2
6	C13	MB - 462	Business Research Methods	2
7	C14	MB - 464	International Marketing	3
8	C15	MB - 466	Quantitative Methods-II	3
9	C16	MB - 468	Strategic Management	3
10	SEC 2	MB - 470	Advance Professional Development Lab	2
11	O	MB - 472	Open Elective	3
12			General Proficiency	
			<b>Total</b>	<b>29</b>

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## Semester: III

S. No.		Code	Course	Credits
1	C17	CS - 312	Management Information Systems	2
2	C18	MB – 511	Total Quality Management	2
3	C19	MB – 513	Entrepreneurship & New Venture Planning	3
4	DSE 1		Discipline Specific Elective I	2
5	DSE 2		Discipline Specific Elective II	2
6	DSE 3		Discipline Specific Elective III	2
7	DSE 4		Discipline Specific Elective IV	2
8	DSE 5		Discipline Specific Elective V	2
9	DSE 6		Discipline Specific Elective VI	2
10		MB - 515	Summer Internship Project	4
11		MB - 514	Research Project	0*
12			General Proficiency	
				<b>23</b>

- Project to be evaluated in fourth semester.

### Discipline Specific Elective (DSE)

*Any six subjects from two specializations (three from each specialization) from the attached list. The university/Institute may plan the number of seats per elective paper as per the facility and infrastructure available.*

*Annu Singh*

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Semester: IV

S. No.		Code	Course	Credits
1	SEC 3	MB - 512	Corporate Communication	3
2	DSE 7		Discipline Specific Elective VII	2
3	DSE 8		Discipline Specific Elective VIII	2
4	DSE 9		Discipline Specific Elective IX	2
5	DSE 10		Discipline Specific Elective X	2
6		MB - 514	Research Project	10
7			General Proficiency	
				<b>21</b>

**Skill Enhancement Course (SEC):**

MB - 512 Corporate Communication

**Discipline Specific Elective (DSE)**

*Any six subjects from two specializations (three from each specialization) from the attached list. The university/Institute may plan the number of seats per elective paper as per the facility and infrastructure available.*

*Arjun Singh*

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## LIST OF ELECTIVES

### **Discipline Specific Elective (DSE)**

#### **Finance**

MB – 521	Management of Financial Services
MB – 522	Financial Derivatives
MB – 523	International Financial Management
MB – 524	Tax Planning & Management
MB – 525	Security Analysis & Portfolio Management
MB – 526	Wealth & Investment Management
MB – 527	Corporate Valuation & Restructuring
MB – 528	Financial Modeling
MB – 529	Micro Finance
MB – 530	Financial Re-engineering
MB – 531	Public Finance
MB – 532	Risk Management

#### **Human Resource Management**

MB – 533	Organisation Change & Development
MB – 534	Cross Cultural Management
MB – 535	Performance Management & Competency Mapping
MB – 536	Training & Development
MB – 537	Diversity Management
MB – 538	Compensation Management
MB – 539	Industrial Psychology
MB – 540	Leadership & Team Building
MB – 541	Recruitment and Selection
MB – 542	International HRM
MB – 543	Industrial Relations & Labour Laws

#### **Marketing**

MB – 545	Sales & Distribution Management
MB – 546	Advertising & Sales Promotion
MB – 547	Marketing of Services
MB – 548	Customer Relationship Management
MB – 549	Consumer Behaviour
MB – 550	Strategic Retail Management
MB – 551	Marketing Research
MB – 552	Rural Marketing
MB – 553	International Marketing
MB – 554	Brand Management
MB – 555	IT in Retailing
MB – 556	Integrated Marketing Communication

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Operations

MB – 557	Supply Chain Management
MB – 558	Business Process Re-engineering
MB – 559	Spread Sheet Modelling for Business Decisions
MB – 560	Service Operations Management
MB – 561	Project Management
MB – 562	Operations Strategy
MB – 563	Inventory Management
MB – 564	Materials Management
MB – 565	Six Sigma
MB – 566	Warehousing Management
MB – 567	
MB – 568	

Strategy

MB – 569	Managing International Strategy
MB – 570	Social Entrepreneurship
MB – 571	Managing Growth Strategies
MB – 572	Management of Innovation
MB – 573	Competitive Strategy
MB – 574	Strategy Implementation and Business Transformation
MB – 575	Family Businesses Management
MB – 576	Building high performance organizations
MB – 577	Managing Intellectual Property Rights
MB – 578	Knowledge Management and Learning Organization
MB – 579	Strategic Alliances and Corporate Restructuring
MB – 580	Leadership, Vision and Entrepreneurship

Information Technology

MB – 581	E-Governance
MB – 582	Cyber Security & Business Intelligence
MB – 583	Strategic Management for IT
MB – 584	Software Project Management
MB – 585	Data Mining
MB – 586	
MB – 587	
MB – 588	
MB – 589	
MB – 590	
MB – 591	
MB – 592	




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

*Ann Singh*  
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List of Electives to be offered to other schools:

S. No.	Code	Name of Subjects	Credits
1	MB - 465	Basic Professional Development Lab	2
2	MB - 470	Advance Professional Development Lab	2
3	MB - 101	Principles and Practices of Management	3
4	MB- 457	Organizational Behaviour	3
5	MB-513	Entrepreneurship & New Venture Planning	3

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