MBA COURSE STRUCTURE

**Semester-I:**

101 - Management Process & Organization Behavior
102 - Quantitative Techniques for Management
103 - Managerial Economics
104 - Indian Business Environment
105 - Accounting for Managers
106 - IT for Managers (WP) (20 Marks Practical)
107 - Managerial Communication Skills
108 - Business Law

**Semester-II:**

201 - Financial Management
202 - Marketing Management
203 - Human Resource Management
204 - Production and Operations Management
205 - Research Methodology for Management
206 - International Business Environment
207 - Managing Organizational Dynamics
208 - Entrepreneurship Development
209 - Viva-Voce
Semester-III:
301- Operations Research
302- I Specialization Paper-1
303- I Specialization Paper-2
304- I Specialization Paper-3
305- II Specialization Paper-1
306- II Specialization Paper-2
307- II Specialization Paper-3

Semester-IV:
401- Business Policy and Strategic Management
402- I Specialization Paper-4
403- I Specialization Paper-5
404- I Specialization Paper-6
405- II Specialization Paper-4
406- II Specialization Paper-5
407- II Specialization Paper-6
408- Project Report
409- Viva-Voce
SPECIALIZATION PAPERS

Financial Management (FM):

FM301- Security Analysis and Portfolio Management
FM302- Marketing of Financial Services
FM303- Accounting Standards and Financial Reporting
FM304- Risk and Insurance Management
FM405- Financial Derivatives
FM406- Strategic Financial Management
FM407- International Financial Management
FM408- Income Tax

Marketing Management (MM):

MM301- Consumer Behavior and CRM
MM302- Sales and Distribution Management
MM303- Advertising and Brand Management
MM304- Industrial Marketing
MM405- Retail and E-Marketing
MM406- Global Marketing Management
MM407- Services Marketing Management
MM408- Rural Marketing
Human Resources Management (HRM):

HRM 301- Human Resource Planning and Development
HRM 302- Legal Framework Governing Human Relations
HRM 303- Compensation and Welfare Management
HRM 304- Management of IR
HRM 405- Contemporary HRM
HRM 406- International HRM
HRM 407- Performance Management Systems
HRM 408- Strategic HRM

International Business (IB):

IB 301- Foreign Trade Management
IB 302- International Financial Management
IB 303- Export Import Procedures and Documentation
IB 304- International Business Laws
IB 405- International Trade Logistics
IB 406- International Marketing
IB 407- International Accounting
IB 408- International Financial Institutions
Systems Management (SM):

- IT 301- Computers for Managers
- IT 302- Systems Management
- ELECTIVE PAPER SM (303/304/305)
  - IT 303- Enterprise Resource Planning and Manufacturing Execution systems
- IT 304- Project Management
- IT 305- Knowledge Management
- IV Semester
- IT 406- Information Security Management
- IT 407- Advanced MIS
- ELECTIVE PAPER SM (303/304/305)
- IT 408- E-Commerce
- IT 409- Database Management Systems
- IT 410- Business Intelligence