

**MBA FIRST SEMESTER**

Paper Code	Title of the Paper	No of credits	IA Marks	Sem End Exam	Total Marks
A1	Principles of Management	3	25	50	75
A2	Business Environment For Managerial Decision Making.	4	50	50	100
A3	Business Statistics	3	25	50	75
A4	Corporate Communication-I	2	25	25	50
A5	Information Technology for Managers *	3	25	50	75
A6	Marketing Management	4	50	50	100
A7	Human Resource Management	3	25	50	75
A8	Financial Accounting for Managers	3	25	50	75
<b>TOTAL</b>		<b>25</b>	<b>250</b>	<b>375</b>	<b>625</b>

**MBA SECOND SEMESTER**

Paper Code	Title of the Paper	No of credits	IA Marks	Sem End Exam	Total Marks
B1	Production and Operations Management	2	25	25	50
B2	Operations Research	3	25	50	75
B3	Corporate communication-II	2	25	25	50
B4	Financial Management	3	25	50	75
B5	Organisational Behaviour	4	50	50	100
B6	SIP (PROJECT)	4	50	50	100
B7	Business Research & Analytics (OEC)(offered in-house by the department)	4	50	50	100
<b>TOTAL</b>		<b>22</b>	<b>250</b>	<b>300</b>	<b>550</b>

**Specialisation Courses**

(Students to choose as many subjects as desired subjects to minimum credits per semester as per Table above)

<b>GENERAL MANAGEMNT :</b>		No of credits	IA Marks	Sem End Exam	Total Marks
<b>B8</b>	Management Information System	2	25	25	50
<b>B9</b>	Micro Small Management and Medium Enterprise	4	50	50	100
<b>B10</b>	Total Quality Management	3	25	50	75
	<b>Total</b>	<b>9</b>	<b>100</b>	<b>125</b>	<b>225</b>
<b>MAR KETING STREAM:</b>		No of credits	IA Marks	Sem End Exam	Total Marks
<b>B11</b>	Integrated Marketing Communication	3	25	50	75
<b>B12</b>	Consumer Behaviour	3	25	50	75
<b>B13</b>	Business Marketing	3	25	50	75
<b>B14</b>	Service Marketing	3	25	50	75
	<b>Total</b>	<b>12</b>	<b>100</b>	<b>200</b>	<b>300</b>
<b>FINANCE STREAM:</b>		No of credits	IA Marks	Sem End Exam	Total Marks
<b>B15</b>	Financial Markets & Services	4	50	50	100
<b>B16</b>	Cost and Management Accounting	3	25	50	75
<b>B17</b>	Behavioural Finance	2	25	25	50
<b>B18</b>	Insurance and Risk Management	3	25	50	75
	<b>Total</b>	<b>12</b>	<b>125</b>	<b>175</b>	<b>300</b>
<b>HUMAN RESOURCE:</b>		No of credits	IA Marks	Sem End Exam	Total Marks
<b>B19</b>	Applications of Labour Laws	03	25	50	75
<b>B20</b>	Managerial Effectiveness and leadership	03	25	50	75
<b>B21</b>	Career Planning and Development	03	25	50	75
<b>B22</b>	Performance Management and competency Mapping	03	25	50	75
	<b>Total</b>	<b>12</b>	<b>100</b>	<b>200</b>	<b>300</b>

**MBA THIRD SEMESTER**

Paper Code	Title of the Paper	No of credits	IA Marks	Sem End Exam	Total Marks
C1	Strategic Management	4	50	50	100
C2	Business Ethics	2	25	25	50
C3	Legal Aspects of Business	2	25	25	50
C4	Introduction to Entrepreneurship (OEC) (offered in- house by the department)	4	50	50	100
	<b>Total</b>	<b>12</b>	<b>150</b>	<b>150</b>	<b>300</b>
<b>MARKETING STREAM:</b>		<b>No of credits</b>	<b>IA Marks</b>	<b>Sem End Exam</b>	<b>Total Marks</b>
C10	Supply Chain Management	3	25	50	75
C11	Sales Management	3	25	50	75
C12	E-Commerce and Digital marketing	3	25	50	75
C13	Retail Management	3	25	50	75
C14	Strategic Brand Management	3	25	50	75
C15	Rural Marketing	3	25	50	75
C16	Applied Marketing Research	3	25	50	75
	<b>TOTAL</b>	<b>21</b>	<b>175</b>	<b>350</b>	<b>525</b>
<b>FINANCE STREAM:</b>		<b>No of credits</b>	<b>IA Marks</b>	<b>Sem End Exam</b>	<b>Total Marks</b>
C17	Mergers , Acquisitions and Corporate Restructuring	3	25	50	75
C18	Personal Finance and Tax Planning	3	25	50	75
C19	Derivatives Market & Risk Management	3	25	50	75
C20	Principles & Practices in Modern Banking	3	25	50	75
C21	Project Planning, Appraisal & Control	3	25	50	75
C22	International Financial Management	3	25	50	75
C23	Security Analysis & Portfolio Management	4	50	50	100
	<b>TOTAL</b>	<b>22</b>	<b>200</b>	<b>350</b>	<b>550</b>
<b>HUMAN RESOURCE:</b>		<b>No of credits</b>	<b>IA Marks</b>	<b>Sem End Exam</b>	<b>Total Marks</b>
C24	Organisation Development and Institution Building	04	50	50	100
C25	Compensation Management	02	25	25	50
C26	International Human Resource Management	03	25	50	75
C27	Emotional Intelligence and Managerial Effectiveness	03	25	50	75
C28	Talent Management	03	25	50	75
C29	Learning and Development	04	50	50	100
	<b>TOTAL</b>	<b>21</b>	<b>225</b>	<b>300</b>	<b>525</b>

**MBA FOURTH SEMESTER**

Paper Code	Title of the Paper	No of credits	IA Marks	Sem End Exam	Total Marks
D1	Management Control Systems	3	25	50	75
D2	Major Concurrent Project	4	50	50	100
	<b>Total for Compulsory Courses</b>	<b>7</b>	<b>75</b>	<b>100</b>	<b>175</b>
	<b>General and Operations Mgt:</b>				
D3	E-business	3	25	50	75
	<b>Marketing Courses:</b>				
D6	International Marketing	3	25	50	75
D9	Customer Relationship management	2	25	25	50
	<b>Finance Courses:</b>				
D11	Microfinance and Financial Inclusion	3	25	50	75
D12	International Accounting	2	25	25	50
	<b>HRD Courses:</b>				
D15	Career Planning and Development	2	25	25	50
D17	Corporate Restructuring – Human Dimensions	3	25	50	75