

# MBA PROGRAM

## MODIFIED CURRICULUM (2008-2010)

### SEMESTER-I

Course No.	Course Title	L	T	P	T	Credit
MBA-101	Principle & Practices of Management	3	1	0	4	3.5
MBA-103	Organization Behaviour	3	1	0	4	3.5
MBA-105	Managerial Economics	3	1	0	4	3.5
MBA-107	Management Accounting	3	1	0	4	3.5
MBA-109	Marketing Management	3	1	0	4	3.5
MBA-111	Business Communication	3	1	0	4	3.5
MBA-113	Business Statistics	2	1	0	3	2.5
MBA-115	Computer Application in Management	2	0	2	3	3.0

**Credits: 26.5**

### SEMESTER-II

Course No.	Course Title	L	T	P	T	Credit
MBA-102	Financial Management	3	1	0	4	3.5
MBA-104	Human Resource Management	3	1	0	4	3.5
MBA-106	Production & Operations Management	3	1	0	4	3.5
MBA-108	Management Information System	3	1	0	4	3.5
MBA-110	Quality Management	3	1	0	4	3.5
MBA-112	Business Environment	3	1	0	4	3.5
MBA-114	Business Ethics	2	1	0	3	2.5
MBA-116	Business Application Software	0	0	4	4	2.0

**Credits: 25.5**

**SEMESTER-III**

Course No.	Course Title	L	T	P	T	Credit
MBA-201	International Business	3	1	0	4	3.5
MBA-203	Business Law & Corporate Taxation	3	1	0	4	3.5
MBA-205	Entrepreneurship & Project Management	3	1	0	4	3.5
211/221/231/241	Maj. Specialization HRM (Any 3 electives)	3	1	0	4	3.5(each)
213/223/233/243	Maj. Specialization Financial Mgt. (Any 3 electives)	3	1	0	4	3.5(each)
215/225/235/245	Maj. Specialization Marketing Mgt. (Any 3 electives)	3	1	0	4	3.5(each)
217/227/237/247	Maj. Specialization IT Mgt. (Any 3 electives)	3	1	0	4	3.5(each)
219/229/239/249	Maj. Specialization IB Mgt. (Any 3 electives)	3	1	0	4	3.5(each)
	Minor Specialization (Any 2 electives out of a Maj. Specialization other than one's own Maj. Spln.)	3	1	0	4	3.5(each)
MBA-207	Summer Training				150	4.0

**Credits: 32.0****SEMESTER-IV**

Course No.	Course Title	L	T	P	T	Credit
MBA-202	Strategic Management	3	1	0	4	3.5
MBA-204	E-Commerce	3	1	0	4	3.5
MBA-206	Project	-	-	-	-	6.0
212/222/232/242	Maj. Specialization HRM (Any 3 electives)	3	1	0	4	3.5(each)
214/224/234/244	Maj. Specialization Financial Mgt. (Any 3 electives)	3	1	0	4	3.5(each)
216/226/236/246	Maj. Specialization Marketing Mgt. (Any 3 electives)	3	1	0	4	3.5(each)
218/228/238/248	Maj. Specialization IT Mgt. (Any 3 electives)	3	1	0	4	3.5(each)
220/230/240/250	Maj. Specialization IB Mgt. (Any 3 electives)	3	1	0	4	3.5(each)
	Minor Specialization (Any 2 electives out of a Maj. Specialization as chosen in 3 <sup>rd</sup> Semester)	3	1	0	4	3.5(each)

**Credits: 30.5**

**Note:** In 1<sup>st</sup> and 2<sup>nd</sup> Semester, candidates are required to take Core courses only. In 3<sup>rd</sup> and 4<sup>th</sup> Semesters apart from the Core subjects, each candidate is required to opt for a Major Specialization (3 electives) out of the 5 viz. (1) Human Resources Management, (2) Financial Management, (3) Marketing Management, (4) Information Technology Management and (5) International Business Management and a Minor Specialization (2 electives) from either of the remaining 4 Major Specializations. An elective course will be run if it is opted by at least 8 students.

### **List of Electives for 3<sup>rd</sup> Semester**

MBA-211 Dynamics of Industrial Relations  
MBA-221 Organisational Development  
MBA-231 Management Training and Development  
MBA-241 Managerial Behaviour and Effectiveness  
MBA-213 Financial Institutions and Markets  
MBA-223 Merchant Banking and Financial Services  
MBA-233 Security Analysis and Portfolio Management  
MBA-243 Insurance and Risk Management  
MBA-215 Advertising and Sales Promotion Management  
MBA-225 Sales and Distribution Management  
MBA-235 Product and Brand Management  
MBA-245 Consumer Behaviour  
MBA-217 Business Intelligence  
MBA-227 Decision Support System  
MBA-237 Database Management System  
MBA-247 Enterprise Resource Planning for Management  
MBA-219 Foreign Trade Procedures and Documentation  
MBA-229 Foreign Exchange Management  
MBA-239 Indian Foreign Trade & Policy  
MBA-249 International Trade Logistics

### **List of Electives for 4<sup>th</sup> Semester**

MBA-212 Strategic Human Resource Management  
MBA-222 Legal Framework for Human Resource Management  
MBA-232 Interpersonal and Group Processes  
MBA-242 Compensation Management  
MBA-214 International Financial Management  
MBA-224 Working Capital Management  
MBA-234 Derivatives Management  
MBA-244 International Trade Finance  
MBA-216 Retail Management  
MBA-226 International Marketing  
MBA-236 Marketing of Services  
MBA-246 Supply Chain Management  
MBA-256 Customer Relationship Management  
MBA-218 Security Management  
MBA-228 Strategic Management of Information Technology  
MBA-238 Networking Management  
MBA-248 Systems Management  
MBA-220 International Strategic Management  
MBA-230 International Marketing  
MBA-240 International Financial Management  
MBA-250 International Business Laws