

### 1<sup>st</sup> Semester

| Paper Code | Paper Name                          | Course Coordinator  |
|------------|-------------------------------------|---------------------|
| MBA-101    | Principle & Practices of Management | Dr. Mohammad Firoz  |
| MBA-103    | Organization Behavior               | Dr. Rajendera Kumar |
| MBA-105    | Managerial Economics                | Dr. Rajendera Kumar |
| MBA-107    | Accounting for Managers             | Dr. Mohammad Firoz  |
| MBA-109    | Business Environment                | Dr. Neeraj Kaushik  |
| MBA-111    | Soft Skills Development             | Dr. Neeraj Kaushik  |
| MBA-113    | Business Statistics                 | Dr. Neeraj Kaushik  |
| MBA-115    | Computer Application In Management  | Dr. Neeraj Kaushik  |

### 2nd Semester

| Paper Code | Paper Name                        | Course Coordinator  |
|------------|-----------------------------------|---------------------|
| MBA-102    | Financial Management              | Dr. Mohammad Firoz  |
| MBA-104    | Human Resource Management         | Dr. Rajendera Kumar |
| MBA-106    | Production & Operation Management | Dr. Neeraj Kaushik  |
| MBA-108    | Marketing Management              | Dr. Neeraj Kaushik  |
| MBA-110    | Total Quality Management          | Dr. Mohammad Firoz  |
| MBA-112    | Business Ethics                   | Dr. Rajendera Kumar |
| MBA-114    | Research Methodology              | Dr. Neeraj Kaushik  |
| MBA-116    | Management Information System     | Dr. Neeraj Kaushik  |

### 3<sup>rd</sup> Semester

| Paper Code                       | Paper Name                            | Course Coordinator                                        |
|----------------------------------|---------------------------------------|-----------------------------------------------------------|
| MBA-201                          | International Business                | Dr. Rajendera Kumar                                       |
| MBA-203                          | Business Law & Corporate Taxation     | Dr. Neeraj Kaushik                                        |
| MBA-205                          | Entrepreneurship Development          | Dr. Rajendera Kumar                                       |
| MBA-207                          | Summer Training                       | Dr. Rajendera Kumar/Dr. Neeraj Kaushik/Dr. Mohammad Firoz |
| <b>Human Resource Management</b> |                                       |                                                           |
| MBA-211                          | Labour Laws                           | Dr. Rajendera Kumar                                       |
| MBA-221                          | Organizational Change and Development | Dr. Rajendera Kumar                                       |
| MBA-231                          | Management Training and Development   | Dr. Rajendera Kumar                                       |
| MBA-241                          | Counseling Skills for Managers        | Dr. Rajendera Kumar                                       |
| MBA-251                          | Performance Management                | Dr. Rajendera Kumar                                       |

| Paper Code                  | Paper Name                                | Course Coordinator |
|-----------------------------|-------------------------------------------|--------------------|
| <b>Financial Management</b> |                                           |                    |
| MBA-213                     | Financial Institution & Markets           | Dr. Mohammad Firoz |
| MBA-223                     | Merchant Banking & Financial Services     | Dr. Mohammad Firoz |
| MBA-233                     | Security Analysis & Portfolio Management. | Dr. Mohammad Firoz |
| MBA-243                     | Insurance and Risk Management             | Dr. Mohammad Firoz |
| MBA-253                     | Project Finance                           | Dr. Mohammad Firoz |
| <b>Marketing Management</b> |                                           |                    |
| MBA-215                     | Integrated Marketing Communication        | Dr. Neeraj Kaushik |
| MBA-225                     | Sales & Distribution Management           | Dr. Neeraj Kaushik |
| MBA-235                     | Product & Brand Management                | Dr. Neeraj Kaushik |
| MBA-245                     | Consumer Behaviour                        | Dr. Neeraj Kaushik |
| MBA-255                     | Emerging Concepts in Marketing            | Dr. Neeraj Kaushik |

#### 4th Semester

| Paper Code                       | Paper Name                                         | Course Coordinator                                         |
|----------------------------------|----------------------------------------------------|------------------------------------------------------------|
| MBA-202                          | Strategic Management                               | Dr. Neeraj Kaushik                                         |
| MBA-204                          | Digital Marketing and E-Commerce                   | Dr. Neeraj Kaushik                                         |
| MBA-206                          | Dissertation Report                                | Dr. Rajendera Kumar/ Dr. Neeraj Kaushik/Dr. Mohammad Firoz |
| <b>Human Resource Management</b> |                                                    |                                                            |
| MBA-212                          | Human Resource Development: Strategies and Systems | Dr. Rajendera Kumar                                        |
| MBA-222                          | Dynamics of Industrial Relations                   | Dr. Rajendera Kumar                                        |
| MBA-232                          | Interpersonal & Group Dynamics                     | Dr. Rajendera Kumar                                        |
| MBA-242                          | Compensation Management                            | Dr. Rajendera Kumar                                        |
| MBA-252                          | Cross Cultural Management                          | Dr. Rajendera Kumar                                        |
| <b>Financial Management</b>      |                                                    |                                                            |
| MBA-214                          | International Financial Management                 | Dr. Mohammad Firoz                                         |
| MBA-224                          | Working Capital Management                         | Dr. Mohammad Firoz                                         |
| MBA-234                          | Derivatives Management                             | Dr. Mohammad Firoz                                         |
| MBA-244                          | Microfinance                                       | Dr. Mohammad Firoz                                         |
| MBA-254                          | Commercial Bank Management                         | Dr. Mohammad Firoz                                         |
| <b>Marketing Management</b>      |                                                    |                                                            |
| MBA-216                          | Retail Management                                  | Dr. Neeraj Kaushik                                         |
| MBA-226                          | Relationship Marketing                             | Dr. Neeraj Kaushik                                         |

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| Paper Code | Paper Name                        | Course Coordinator |
|------------|-----------------------------------|--------------------|
| MBA-236    | Marketing of Services             | Dr. Neeraj Kaushik |
| MBA-246    | Supply Chain Management           | Dr. Neeraj Kaushik |
| MBA-256    | Emerging Concepts in Marketing-II | Dr. Neeraj Kaushik |

### Pre Ph.D Courses

| Paper Code | Paper Name             | Course Coordinator                                        |
|------------|------------------------|-----------------------------------------------------------|
| MBA-701    | Research Methodology   | Dr. Neeraj Kaushik                                        |
| MBA-702    | Software Computing     | Dr. Neeraj Kaushik                                        |
| MBA-703    | Advances in Management | Dr. Rajendera Kumar/Dr. Neeraj Kaushik/Dr. Mohammad Firoz |
| MBA-704    | Report & Seminar       | Dr. Rajendera Kumar/Dr. Neeraj Kaushik/Dr. Mohammad Firoz |

*Neeraj*  
26/10/2020  
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