

Term-Wise Course Distribution

Term I	Term II	Term III
Financial Reporting, Statements and Analysis (3)	Management Accounting (3)	Corporate Finance (3)
Legal and Business Environment (3)	Marketing Management I (3)	Marketing Management II (3)
Business Statistics and Analytics for Decision-Making (3)	Quantitative Techniques (3)	Operations Management (3)
Indian Ethos and Business Ethics (2)	Organizational Behavior (3)	Human Resource Management (3)
Business Communication I (2)	Business Communication – II (2)	Research Methods (3)
Managerial (Micro) Economics (3)	Indian Economy and Policy (3)	International Business (2)
Managerial Skills for Effectiveness I (1)	Managerial Skills for Effectiveness II (1)	Managerial Skills for Effectiveness III (1)
	Corporate Social Responsibility and Sustainability (2)	
Summer Internship (10-12 Weeks)		
Term IV	Term V	Term VI
Business Strategy (3)	Entrepreneurship Development (2)	Elective (3)
Managerial Skills for Effectiveness I (Non-credit)	Elective (3)	Elective (3)
Elective (3)	Elective (3)	
Elective (3)	Elective (3)	
Elective (3)	Elective (3)	
Elective (3)	Elective (3)	
Elective (3)	Elective (3)	
Elective (3)		

Note:

1. The courses are subject to change as per the changing needs of the corporate world.
2. Number in the bracket indicate credits assigned to respective courses.

List of Courses under Specialization Tracks

<p>Marketing</p> <ol style="list-style-type: none"> 1. Brand Management 2. Consumer Behaviour 3. Retail Management 4. Sales and Distribution Management 5. Digital and Social Media Marketing 6. Films and Sports Marketing 7. Marketing Analytics 8. Strategic Marketing Management 9. Services Marketing 10. Relationship Management 11. International Marketing 12. Integrated Marketing Communication 	<p>International Business</p> <ol style="list-style-type: none"> 1. Export Import Documentation 2. Global Sourcing and Business Development 3. International Business Law 4. International Business Strategy 5. International Marketing Management 6. International HRM 7. International Finance 8. International Business Negotiation 9. International Labour Organization and International Labour Laws 10. Competing in Global Markets
<p>Finance</p> <ol style="list-style-type: none"> 1. Investment Analysis and Portfolio Management 2. Financial Markets and Services 3. Project Appraisal and Finance 4. Mergers, Acquisitions and Corporate Restructuring 5. Financial Derivatives 6. International Finance 7. Managing Banks and Financial Institutions 8. Taxation 9. Wealth Management 	<p>Operations Management</p> <ol style="list-style-type: none"> 1. Supply Chain and Logistics Management 2. Quality Toolkit for Managers 3. Operations Strategy 4. Operations Research Application 5. Operations Analytics 6. Project Management 7. Business Data Analytics 8. E-Business and E- Commerce 9. Behavioural Operations Management 10. Sales and Operations Planning 11. Service Operations Management
<p>Human Resource Management</p> <ol style="list-style-type: none"> 1. Organizational Change and Development 2. Manpower Planning, Recruitment & Selection 3. Employee Relations 4. International HRM 5. Compensation and Benefits Management 6. Performance Management Systems 7. Strategic HRM 8. Learning and Development 9. Leadership Development 	

Note: Electives mentioned above are subject to change based on current industry requirements.