

**TABLE – 1**  
**COURSES IN THE FIRST YEAR – 2015-17**

Term	Course Title	Credits
1	Financial Accounting	3
	Fundamentals of Data Analysis	3
	Human Resources Management	3
	Information Technology for Management	3
	Managerial Communication – 1	2
	Marketing Management	3
	Micro Economics	3
	<b>Term – I Total Credits</b>	<b>20</b>
2	Advanced Data Analysis	3
	Corporate Finance - I	3
	Ethics & Values in Management	2
	Knowledge Seminar	2
	Management Accounting	2
	Management Information Systems	3
	Managerial Communication – 2	2
	Production & Operations Management	3
	Understanding People in Organizations	3
	<b>Term – II Total Credits</b>	<b>23</b>
3	Business Law	2
	Corporate Finance – II	2
	Decision Modelling and Optimization	3
	International Business	3
	Logistics & Supply Chain Management	3
	Macro Economics	3
	Marketing Research	2
	Organizational Dynamics	3
	Socially Relevant Project	2
	<b>Term – III Total Credits</b>	<b>23</b>
	<b>Total Core Credits in First Year</b>	<b>66</b>
SIP	Summer Internship Project (undertaken at the end of Year I from April 1 <sup>st</sup> to May 31 <sup>st</sup> )	3

**TABLE – 2**

**COURSES IN THE SECOND YEAR (PROVISIONAL) – 2014-16**

**PART – I (CORE COURSES)**

The list of II Year courses on offer for 2015-16 as indicated below:

Term	Area	Course Title	Credits
IV	General Core*	Business Policy and Strategic Management	3
V		Global Markets & Strategic Perspectives	1.5
VI		Business Landscape	3
I & V	Soft Core❖	Yoga & Wellness Management	2

- \*General Core – Compulsory for all students  
❖Soft Core – Compulsory for all students, involves skills development and practical exposure.

**PART - II (Elective Courses)**

Term	Area	Course Title	Credits	
4	Finance	** Financial Derivatives	3	
		**Investment Analysis & Portfolio Management	3	
		Investment Banking	2	
		*Financial Services	0	
	Systems	** Managing Software Projects	3	
		Social Media, Cloud Analytics and Mobility	1	
	Operations	** Services Operations Management	3	
		Production Planning & Control	3	
		Strategic Quality Management	3	
	Marketing	** Product Management	3	
		Sales and Distribution Management	3	
		Managing Services	3	
		Brand Management & Integrated Marketing Communication	4	
	HR	** Compensation Management	3	
		Performance Management	3	
		Advanced Recruitment & Selection	2	
	General	Leadership for Global Citizenship	2	
	<b>Term IV Total Credits</b>			<b>44</b>

Term	Area	Course Title	Credits
5	Finance	Project Appraisal	2
		Banking & Financial Institutions	3
		Business Analysis and Valuation	3
	Systems	** Enterprise Resource Planning	3
		E - Business	3
		IT Outsourcing- Trends and Strategies	2
	Operations	Lean and Green Management	3
		Strategic Outsourcing	3
		Managing New Enterprises	3
	Marketing	** Business Negotiations	3
		Business Marketing	3
		Digital Marketing (Internet Marketing)	2
	HR	**Organizational Development	2
		International HRM	3
	General	Corporate Social Responsibility	2
Strategy in Action		3	
		<b>Term V Total Credits</b>	<b>43</b>

Term	Area	Course Title	Credits
6	Finance	Mergers & Acquisitions	3
		International Finance	3
		Strategic Financial Management	2
		Seminar on Behavioral Finance	0
		Contemporary Issues in International Business & Finance	0
	Systems	Business Intelligence	3
		Business Data Management	3
		IT Strategies for Startups	1
		IT Audit and Governance	1
	Operations	** Technology Management & Innovation	3
		Project Management	3
	HRM	Human Capital Management	2
		Labour Laws & IR	2
		Talent Management	3
		Workplace Learning and Development	2
	Marketing	Consumer Behaviour	2
		Retail Management	3
	General	Communication Strategies for Leaders	1
		Crisis Communication	1
		Entrepreneurship	2
		<b>Term VI Total Credits</b>	<b>40</b>

\*\* Core Elective

– Compulsory for students wishing to specialize in an area

\*SC

– Seminar Course is a course which is run in interactive workshop mode. The duration of the course is 10 to 12 hours across a maximum of three days.