

GENERAL MANAGEMENT

COURSES OFFERED

Area	Course Title
Core	Quantitative Methods I
	Quantitative Methods II
	Operations Research
	Essentials of Communication
	Communicating at Work
	Managerial Economics
	Macroeconomics
	Business Policy and Strategic Management
	Business Law
	Ethics and Values in Management
	Knowledge Seminar
	Seminar on Contemporary Issues for Corporate Growth
Electives	Economic Environment and Policy
	Intellectual Property Laws
	Law of Investment and Securities
	Export Documentation
	Corporate Taxation Laws
	Business Negotiation Skills
	Law of Mergers, Amalgamation and Corporate Restructuring
	Knowledge Management
	Environmental Law
	Entrepreneurship and Management of Small and Medi Enterprises
	Nations and Markets
	Law of Business Process Outsourcing
	Legal aspects of Dispute Settlement under WTO

COURSES OFFERED**FINANCE**

Area	Course Title
Core	Financial Accounting Cases in Finance Management Accounting Corporate Finance
Electives	Project Appraisal Securities Analysis and Portfolio Management Financial Derivatives Strategic Cost Management Fixed Income Securities Management of Banks and Financial Institutions International Finance Mergers and Acquisitions Global Reporting Investment Banking

HUMAN RESOURCE MANAGEMENT

Area	Course Title
Core	Organisation Behaviour Human Resource Management and I R laws
Electives	Recruitment and Selection Performance and Compensation Management Strategic HRM Training and Development Organisation Development and Change Management Emerging Trends in HR Talent Management

COURSES OFFERED**MARKETING**

Area	Course Title
Core	Marketing Management I Marketing Management II
Electives	Advertising and Sales Promotion Brand Management International Marketing Sales and Distribution Management Business Marketing Product Management and New Product Planning Quantitative Methods for Market Research Retailing and Franchising Services Marketing Strategic Marketing Internet Marketing Rural and Social Marketing Strategic Selling to Large Accounts

OPERATIONS MANAGEMENT

Area	Course Title
Core	Production and Operations Management Operations Strategy
Electives	Production, Planning and Control Contemporary Issues Total Quality Management Project Management Technology Management Logistics and Supply Chain Management

SYSTEMS



COURSES OFFERED

Area	Course Title
Core	Information Technology for Management Management Information System Structured Systems Analysis and Design
Electives	Business Data Networks Management Relational Database Management Systems Object Oriented Analysis and Design and Unified Modelling Language Software Project Management IT Strategy Enterprise Resource Planning Information Technology Products and Services Management IT Outsourcing Trends and Strategies