

COURSES AND CREDITS

Trimester I				
Sr. No	Subject Code	Courses	Credits	Sessions (70 min)
1	A24G101	Managerial Economics	3	3
2	A24G102	Perspective Management	2	2
3	A24G103	Business Communication	2	2
4	A24G104	Marketing Management	3	3
5	A24G105	Organizational Behavior	3	3
6	A24G106	Cost and Management Accounting	3	3
7	A24G107	AI for Managers (AIM)	2	2
		Japanese Language L5- stage I	NC	
		Excel-Advanced (EA)	NC	
		Industrial Visits/Speaker Series*	NC	
		Club activities**	NC	
		Total	18	18
<p>* Alternate Saturdays</p> <p>** Functional clubs (Marketing, Finance, HR, Systems & Operations) & Special clubs (Debate, Entrepreneurship, Consulting, Leadership Development, Technology and Innovation, Women in Business)</p>				

Trimester II				
Sr. No.	Subject Code	Courses	Credits	Sessions (70 min)
1	A24G201	Research Methodology	2	2
2	A24G202	Legal Aspects of Business	2	2
3	A24G203	Finance for Managers	3	3
4	A24G204	Human Resource Management	3	3
5	A24G205	Marketing Application & Strategy	3	3
6	A24G206	Business Analytics	3	3
7	A24G207	Presentation Skills	2	2
8	A24L301	Leadership Enhancement Activity Program –(LEAP) (3-4 weeks) #	2	
		Japanese Language L5- stage II	NC	
		Live Projects/ Industrial Visits/Speaker Series	NC	
		Club activities	NC	
		Total	18	18
# After Trimester II – Evaluation during Trimester III				

Trimester III				
Sr. No	Course code	Courses	Credits	Sessions (70 min)
1	A24G301	Operation Management	3	3
2	A24G302	International Business Management	3	3
3	A24G303	Design Thinking	2	2
4	E24X301	Elective 1	3	3
5	E24X302	Elective 2	3	3
6	E24X303	Elective 3	3	3
7	E24X304	Elective 4/ Self Learning Course 1	3	3
8	A24SIP401	Summer Internship Program (12-14 weeks)##	4	
		Live Projects/ Industrial Visits/Speaker Series	NC	
		Club activities	NC	
		Total	22	
## After Trimester III- Evaluation during Trimester IV				

Trimester IV				
Sr. No.	Course code	Courses	Credits	Sessions (70 min)
1	A24G401	Business strategy	3	
2	A24G402	Project Management	3	
3	E24X405	Elective 5	3	
4	E24X406	Elective 6	3	
5	E24X407	Elective 7	3	
6	E24X408	Elective 8 / Self Learning Course 2	3	
		Japanese Language L4- stage I	NC	
		Live Projects/ Industrial Visits/Speaker Series	NC	
		Club activities	NC	
		International study tour-CCC	NC	
		Total	22	

Trimester V				
Sr. No.	Course code	Courses	Credits	Sessions (70 min)
1	A24G501	Business plan proposal-Project & Viva-voce	3	3
2	A24G502	Empirical study Proposal-Project & Viva-voce	2	2
3	E24X509	Elective 9	3	3
4	E24X510	Elective 10	3	3
5	E24X511	Elective 11	3	3
6	E24X512	Elective 12 / Self Learning Course 3	3	3
		Japanese Language L4- stage II	NC	
		Skill development	NC	
		Business Models/ Enhancement of Domain Knowledge	NC	
		International guidance/ Route to PhD	NC	
		Total	17	

Trimester VI				
Sr. No.	Course code	Courses	Credits	Sessions (70 min)
1	A24G601	Contemporary Business Skills	NC	
2	E24R601	Empirical Study	4	
		Total Credits	4	
Program Credits			101	

ELECTIVES

Finance

1. Financial Derivatives
2. Investment Analysis & Portfolio Management
3. Merger & Acquisitions (MAR)
4. Indian Banking & Financial Services
5. Data Mining & Business Intelligence
6. Big Data Analytics
7. Corporate Taxation
8. Venture Capital & Private Equity
9. Enterprise Risk Management & Insurance
10. Finance Analytics
11. International Finance
12. Financial Considerations & GST for Sales Functions
13. Financial Decision Making under Information Asymmetries
14. Financial Markets
15. Financial Modeling Using Excel
16. Advanced Financial Modelling Using R
17. Financial Risk Management
18. Financial Technical Analysis
19. Fixed Income Securities

20. Indian Accounting Standards
21. International Business Economics
22. International Financial Management
23. Issues in Empirical Finance
24. Mergers, Acquisition and Corporate Restructuring
25. Options and Futures

HR

1. Industrial Relations & Employee Welfare
2. Learning & Development
3. Strategic HRM
4. Performance Management
5. Organization Planning & Development
6. Compensation & Benefits Management
7. Competency-Based Management
8. Personal Growth Lab
9. Talent Management
10. HR Analytics
11. Assertiveness Training
12. Building Learning Organisations
13. Consulting to Management
14. Cross-Cultural Management
15. Decision Making for Effective Leadership
16. Designing Organisations for Uncertain Environment
17. Indian Philosophy and Leadership Excellence
18. Leadership, Influence and Power
19. Management of Creativity
20. Management of Relationships
21. Personal Effectiveness and Self-Leadership
22. Political Behavior & Impression Management in Organizations
23. Stress Management
24. Transactional Analysis
25. Zen and the Executive Mind

Marketing

1. Product & Brand Management
2. Retailing
3. Rural Marketing
4. Consumer Behaviour
5. Sales & Distribution Management
6. Services Marketing
7. Advertising & Sales Promotion
8. Digital Marketing
9. Customer Relationship Management
10. Marketing Analytics
11. Advertising and Sales Promotion
12. Business-to-Business Marketing

13. Competition and Globalization
14. Consumer Behaviour
15. International Marketing
16. Marketing Decision Models
17. Marketing Engineering
18. Marketing Fair
19. Marketing in Emerging Countries
20. Marketing in Practice
21. Marketing Metrics for Marketing Performance Evaluation
22. Marketing Research
23. Pricing Management
24. Product and Brand Management
25. Qualitative Market Research
26. Sports and Tourism Marketing
27. Strategic Marketing

Operations

1. Enterprise Resource Planning
2. Strategic Operations & Process Innovation
3. Supply Chain Analytics
4. Service Operations Management
5. Project Management
6. Procurement & Materials Management
7. Advanced Inventory Control
8. Advanced Operations Research
9. Business Intelligence and Data Mining
10. Demand and Business Forecasting
11. Logistics and Supply Chain Management
12. Materials Management
13. Production Planning and Control
14. Project Management
15. Service Operations Management
16. Technology Management [also SM]
17. Theory of Constraints

IT & Analytics

1. Information System for Managers
2. Digital Transformation
3. Multivariate Analysis
4. Business Analytics using R/Python
5. Big Data Analytics
6. Agile Methodology
7. Database Management & Data Warehousing BI
8. IT Strategy
9. IT Project Management
10. Cloud Computing, IoT & AI
11. Artificial Intelligence
12. IT & Analytics

13. Blockchain Application for Managers
14. Business and Data Communications Networks
15. Business Intelligence and Data Mining [also PODS]
16. Business Modeling Through System Dynamics
17. Data Structures
18. DBMS with Oracle
19. Decision Support Systems
20. Leading Digital: Turning Technology into Business Transformation
21. Information Security and Risk Management
22. Intellectual Property Rights
23. Managing Business Process Outsourcing
24. Object-Oriented Programming
25. Software Project Management