

(Semester One & Two are Common for all Streams)

**MBA 1st Semester**

Course Code	Course Title	Division of Marks			Duration Of Exams
		Ext.	Int.	Total	
CP-101	Management Process & Organisational Behaviour	70	30	100	3Hrs.
CP-102	Business Statistics	70	30	100	3Hrs.
CP-103	Managerial Economics	70	30	100	3Hrs.
CP-104	Business Environment	70	30	100	3Hrs.
CP-105	Business Communication	70	30	100	3Hrs.
CP-106	Accounting for Manages	70	30	100	3Hrs.
CP-107	Computer Applications in Management	50(Th.) 50(P.)	-	100	3Hrs.
CP-108	Seminar*	-	50	50	

\*The Seminar will be presented by each student on any topic relating to Indian Ethos and Values and current Socio-Economic context.

**MBA 2nd Semester**

<b>Course Code</b>	<b>Course Title</b>	<b>Division of Marks</b>			<b>Duration Of Exams</b>
		<b>Ext.</b>	<b>Int.</b>	<b>Total</b>	
CP-201	Management Science	70	30	100	3Hrs.
CP-202	Marketing management	70	30	100	3Hrs.
CP-203	Human Resource & management	70	30	100	3Hrs.
CP-204	Financial Management	70	30	100	3Hrs.
CP-205	Business Research Methodology	70	30	100	3Hrs.
CP-206	Production and Operations Management	70	30	100	3Hrs.
CP-207	E- Commerce	70	30	100	3Hrs.
CP-208	Comprehensive Viva - Voce	-	50	50	

**MBA 3rd Semester**

**(3<sup>rd</sup> Semester's Common Subjects)**

Course Code	Course Title	Division of Marks			Duration Of Exams
		Ext.	Int.	Total	
CP-301	Business Policy and Strategic Management	70	30	100	3Hrs.
CP-302	Business legislation	70	30	100	3Hrs.
CP-303	Summer Training Report	50	50*	100	

(Plus 6 Optional Papers by selection 4 papers from Major area and 2 papers from Minor areas)

\* Internal evaluation will be based on seminar presentation.

**Optional Subjects**

**MARKETING**

Course Code	Course Title	Division of Marks			Duration Of Exams
		Ext.	Int.	Total	
MM-301	Advertising Management	70	30	100	3Hrs.
MM-303	Product and Brand Management	70	30	100	3Hrs.
MM-304	Consumer Behavior	70	30	100	3Hrs.
MM-307	Marketing Research	70	30	100	3Hrs.

## FINANCE

Course Code	Course Title	Division of Marks			Duration Of Exams
		Ext.	Int.	Total	
FM-301	Financial Decision Analysis	70	30	100	3Hrs.
FM-302	Foreign Exchange Management	70	30	100	3Hrs.
FM-306	Management of Financial Institutions	70	30	100	3Hrs.
FM-307	Security Analysis and Investment Management	70	30	100	3Hrs.

## HRM

Course Code	Course Title	Division of Marks			Duration Of Exams
		Ext.	Int.	Total	
HRM-301	Management of Industrial Relations	70	30	100	3Hrs.
HRM-304	Compensation Management	70	30	100	3Hrs.
HRM-305	Managing Interpersonal and Group Processes	70	30	100	3Hrs.
HRM-306	Human Resources Planning and Development	70	30	100	3Hrs.

**MBA 4th Semester**

**(4<sup>th</sup> Semester's Common Subjects)**

Course Code	Course Title	Division of Marks			Duration Of Exams
		Ext.	Int.	Total	
CP-401	Entrepreneurship Development	70	30	100	3Hrs.
CP-402	Research Project	100	-	100	-
CP-403	Comprehensive Viva Voce (including viva voce on research project)	50	-	50	-

(Plus 6 Optional Papers by selection 4 papers from Major area and 2 papers from Minor areas)

**Optional Subjects**

**MARKETING**

Course Code	Course Title	Division of Marks			Duration Of Exams
		Ext.	Int.	Total	
MM-401	International Marketing	70	30	100	3Hrs.
MM-402	Industrial Marketing	70	30	100	3Hrs.
MM-403	Service Marketing	70	30	100	3Hrs.
MM-404	Direct Marketing	70	30	100	3Hrs.

## FINANCE

Course Code	Course Title	Division of Marks			Duration Of Exams
		Ext.	Int.	Total	
FM-402	International Financial Management	70	30	100	3Hrs.
FM-404	Financial Derivatives	70	30	100	3Hrs.
FM-406	Project Management	70	30	100	3Hrs.
FM-407	Portfolio Management	70	30	100	3Hrs.

## HRM

Course Code	Course Title	Division of Marks			Duration Of Exams
		Ext.	Int.	Total	
HRM-403	Management Training and Development	70	30	100	3Hrs.
HRM-404	Organizational Change and Intervention Strategies	70	30	100	3Hrs.
HRM-405	Human Resource Management: Strategies and Systems	70	30	100	3Hrs.
HRM-406	Global Human Resource Management	70	30	100	3Hrs.