

Semester-wise Course Plan as per prescribed programme model Framework

#	Course Code	Course Title	Course Type	Credit					Credit Units
				L	T	PS	FW	SW	
Semester - 1									
1	ACCT602	Accounting for Managers	Core Courses	2	0	0	0	2	3
2	CSIT648	Applications of Disruptive Technologies in Business	Core Courses	2	0	0	0	2	3
3	ECON605	Managerial Economics	Core Courses	2	0	0	0	2	3
4	ENTR601	Entrepreneurship and New Venture Creation	Employability & Skill	2	0	0	0	2	3
	HR601	Organisational Behaviour	Core Courses	2	0	0	0	2	3
	MKTG601	Marketing Management	Core Courses	2	0	0	0	2	3
	QAM601	Statistics for Management	Core Courses	2	0	0	0	2	3
		Business communication	VAC	2	0	0	0	2	3
		FBL	VAC	0	1	0	0	2	2
Total Credit									26
Semester - 2									
	FIBA601	Financial Management	Core Courses	2	0	0	0	2	3
	HR612	Human Resource Management	Core Courses	2	0	0	0	2	3
	LAW670	Legal Aspects of Business	Core Courses	2	0	0	0	2	3
	POM602	Operations Management	Core Courses	2	0	0	0	2	3
	QAM603	Business Research Methods	Core Courses	2	0	0	0	2	3
	VAC	Behavioural Science	VAC	2	0	0	0	2	3
		FBL	VAC	0	1	0	0	2	2
	SEC	Group1/ Group 2	Specialisation electives	4	0	0	0	4	6
Total Credit									26
Semester - 3									
	STRA701	Strategic Management	Core Courses	3	0	0	0	2	4
	IT660	Business Analytics and Modelling	Employability & Skill Enhancement	2	0	0	0	2	3
	VAC	FBL	VAC	0	1	0	0	2	2
	MSSI600	Summer Internship	Mandatory Courses	0	0	0	0	0	3
	SEC	Group1/ Group 2	Specialisation electives	10	0	0	0	14	17
Total Credit									26
	MGMT705	Management in Action - Social Economic and Ethical Issues	Core Courses	3	0	0	0	2	4
	MSDS600	Dissertation	Non- Teaching Credit Courses	0	0	0	0	0	6
	VAC	FBL	VAC	0	1	0	0	2	2
	SEC	Group1/ Group 2	Specialisation electives	8	0	0	0	10	13
Total Credit									25
Minimum credit for program - 103									

Specialisation Electives Group

Group (Any 1)	Specialisation	Code	Course	Credit					Total Credit
				L	T	PS	FW	SW	
Semester -2									
Group 1	Human Resource	HR61 1	Organization Change and Development	2	0	0	0	2	3
		HR704	Negotiation and Conflict Management	2	0	0	0	2	3
Group 2	Marketing	MKTG604	Consumer Behaviour	2	0	0	0	2	3
		MKTG722	Marketing of Services	2	0	0	0	2	3
Semester -3									
Group 1	Human Resource	HR717	Performance and Competency Management	2	0	0	0	4	4
		HR718	Workplace psychology	2	0	0	0	4	4
		HR703	Recruitment Selection and Retention	2	0	0	0	2	3
		HR712	Compensation and Reward Management	2	0	0	0	2	3
		HR714	Strategic Human Resource Management	2	0	0	0	2	3
Total								17	
Group 2	Marketing	MKTG740	Marketing Analytics	2	0	0	0	4	4
		RUR712	Rural Marketing	2	0	0	0	4	4
		MKTG736	Marketing Channel Management	2	0	0	0	2	3
		MKTG711	Product and Brand Management	2	0	0	0	2	3
		MKTG733	Digital Marketing	2	0	0	0	2	3
Total								17	
Semester -4									
Group 1	Human Resource	HR727	Global Human Resource Management	2	0	0	0	4	4
		HR721	Leading Change in Organizations	2	0	0	0	2	3
		HR715	Training and Development	2	0	0	0	2	3
		HR731	Organization Design and Structural Processes	2	0	0	0	2	3
Group 2	Marketing	MKTG723	Pricing Strategies	2	0	0	0	4	4
		MKTG732	International Strategic Marketing	2	0	0	0	2	3
		MKTG739	Marketing Strategies	2	0	0	0	2	3
		MKTG738	Social Marketing	2	0	0	0	2	3
Total Credit								13	