Term-wise MBA Program Structure:

Course Code	Courses/Workshops/Projects	Credits	Remarks
TERM I			
MBA711	Accounting for Decision Making	2	
MBA712	Entrepreneurship, Creativity & Innovation	2	
MBA713	Managerial Economics	2	
MBA714	Statistics for Business	2	
IRP-701	Professionalism and Professional Communication	0	Workshop
IRP-702	Getting to Yes! Negotiation, Consensus, and Resolution	0	Workshop
	SUB TOTAL	**8**	
TERM II			
MBA721	Business Ethics	1	
MBA722	Corporate Finance	2	
MBA723	Marketing Management	2	
MBA724	Operations Management	2	
MBA725	Organizational Behaviour & Human Resource Management	2	
IRP-703	Leadership in the Global Context	0	Workshop
IRP-704	Extraordinary Performance: Working Effectively with and through Others	0	Workshop
	SUB TOTAL	**9**	
TERM III			
MBA731	Strategic Management	2	
	Concentration Courses	6	
GIP-700	Global Immersion Program	1	
IOP-701	Industry Orientation Project	2	Project
IRP-705	Strategic Thinking and Design	0	Workshop
	SUB TOTAL	**11**	
TERM IV			
	Concentration Courses	6	
IOP-702	Applied Industry Project	3	Project

IRP-706	Interviews and Interviewing	0	Workshop
IRP-707	Decision-Making, Planning, and Implementation	0	Workshop
	SUB TOTAL	**9**	
	TOTAL CREDITS	**37**	

The courses title for Core and Electives along with workshops are as follows:

CORE COURSES:

	Course Code	Name of course	Term	Credits
1	MBA711	Accounting for Decision Making	I	2
2	MBA712	Entrepreneurship, Creativity & Innovation	I	2
3	MBA 713	Managerial Economics	I	2
4	MBA 714	Statistics for Business	I	2
5	MBA 721	Business Ethics	II	1
6	MBA 722	Corporate Finance	II	2
7	MBA 723	Marketing Management	II	2
8	MBA 724	Operations Management	II	2
9	MBA 725	Organizational Behavior & Human Resource Management	II	2
10	MBA 731	Strategic Management	III	2
		TOTAL CREDITS		**18**

Concentration Courses

I. FINANCE:

S.No	Course Code	Name of course	Credits
1	MBA732	Financial Markets and Institutions	2
2	MBA 733	Financial Analysis and Valuation	2
3	MBA 734	Investment Analysis and Portfolio Management	2
4	MBA 735	Derivatives Securities	2
5	MBA 736	International Finance	2
6	MBA 737	Risk Management & Insurance	2
7	MBA 740	Corporate Restructuring	2
8	MBA 741	International Banking	2
		TOTAL CREDITS (Any 6 Courses)	**16**

II. OPERATIONS:

Sl.no	Course Code	Name of course	Credits
1	MBA742	Supply Chain Management	2
2	MBA743	Total Quality Management	2

3	MBA744	Project Management	2
4	MBA745	Logistics Management	2
5	MBA746	Service Operations Management	2
6	MBA747	Operations Analytics	2
7	MBA748	Operations Strategy	2
8	MBA749	Technological Innovation and Transformation	2
9	MBA750	Strategic Sourcing & Procurement	2
		TOTAL CREDITS (Any 6 Courses)	**18**

III. MARKETING:

S.no	Course Code	Name of course	Credits
1	MBA751	Brand Management	2
2	MBA752	Customer Relationship Management	2
3	MBA753	Digital Marketing	2
4	MBA754	Retail Management	2
5	MBA756	Business to Business Marketing	2
6	MBA757	Integrated Marketing Communications	2
7	MBA758	Marketing of Services	2
8	MBA759	Consumer Behavior	2
		TOTAL CREDITS (Any 6 Courses)	**16**

IV. ENTREPRENEURSHIP:

S.no	Course Code	Name of course	Credits
1	MBA760	Strategy for Start-Ups	2
2	MBA761	Value Proposition & Business Model	2
3	MBA762	Fundraising & Crowdsourcing	2
4	MBA763	Lean Start-Up and Effectuation	2
5	MBA764	Social Innovation and Entrepreneurship	2
6	BMA765	Family Business Management	2
		TOTAL CREDITS	**12**

V. DIGITAL BUSINESS:

S.no	Course Code	Name of course	Credits
1	MBA766	Digital Startups	2
2	MBA767	Big Data for Decision Making	2
3	MBA768	Growth Strategy for Digital world	2
4	MBA769	Web and Digital Analytics	2
5	MBA770	Valuation of Digital business	2
6	MBA771	Digital Accounting	2
		TOTAL CREDITS	**12**

In addition to the concentration courses seven workshops helps them to be more industry ready. These workshops are pass/fail courses without any credits.

INDUSTRY READINESS PROGRAM (IRP) WORKSHOPS:

Sl.No	Code	Name of course	Credits
1	IRP-701	Professionalism and Professional Communication	0
2	IRP-702	*Getting to Yes!* Negotiation, Consensus, and Resolution	0
3	IRP-703	Leadership in the Global Context	0
4	IRP-704	Extraordinary Performance: Working Effectively with and through Others	0
5	IRP-705	Strategic Thinking and Design	0
6	IRP-706	Interviews and Interviewing	0
7	IRP-707	Decision-Making, Planning, and Implementation	0
		TOTAL CREDITS	**0**