

10. FEE**Indian Students**

| | |
|-------------------|---------------------|
| Academic Fee p.a. | Rs. 6,55,000 |
| Institute Deposit | Rs. 20,000 |
| Total | Rs. 6,75,000 |

International Students

| | |
|-------------------|----------------------|
| Academic Fee p.a. | Rs. 9,82,500 |
| Institute Deposit | Rs. 20,000 |
| Total | Rs. 10,02,500 |

11. ASSESSMENT

All Internal Courses will have 100% component as internal evaluation at the Institute level. All external courses will have 60% internal component and 40% component as external [University] examination.

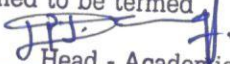
12. STANDARD OF PASSING

The assessment of the student for each examination is done, based on relative performance. Maximum Grade Point (GP) is 10 corresponding to O (Outstanding). For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 4 corresponding to Grade P. Students securing less than 40% absolute marks in each head of passing will be declared FAIL. The University awards a degree to the student who has achieved a minimum CGPA of 4 out of maximum of 10 CGPA for the programme.

13. AWARD OF DEGREE

Master of Business Administration will be awarded at the end of semester IV examination by taking into consideration the performance of all semester examinations after obtaining minimum 4 CGPA out of 10 CGPA

Programme Structure is approved by the Academic Council subject to its norms & conditions. Any provision in the Programme Structure which violates the basic rules & regulations is deemed to be termed "Null & Void".


Head - Academics

**Annexure A
Semester I**

| Catalog Course Code | Course Code | Course Title | Credits | Internal Marks | External Marks | Total Marks |
|---------------------------------------|-------------|--------------------------------------|-----------|----------------|----------------|--------------|
| Core Courses | | | | | | |
| T2216 | 020341101 | Business Statistics | 2 | 100 | - | 100 |
| T2224 | 020341102 | Research Methodology | 1 | 50 | - | 50 |
| T6075 | 020341103 | Managerial Economics | 2 | 60 | 40 | 100 |
| T2114 | 020341104 | Essentials of Marketing Management | 2 | 60 | 40 | 100 |
| T2572 | 020341105 | Human Resource Management | 2 | 60 | 40 | 100 |
| T2528 | 020341106 | Management of Operations | 2 | 60 | 40 | 100 |
| T2003 | 020341107 | Financial Accounting | 2 | 60 | 40 | 100 |
| T2035 | 020341108 | Introduction to Financial Management | 2 | 60 | 40 | 100 |
| T1140 | 020341109 | Legal Aspects of Business | 2 | 60 | 40 | 100 |
| T2573 | 020341110 | Organizational Behavior | 2 | 60 | 40 | 100 |
| T2220 | 020341111 | Operations Research | 2 | 60 | 40 | 100 |
| T2812 | 020341112 | Personal Effectiveness and Growth | 1 | 50 | - | 50 |
| T2239 | 020341113 | Business Communication | 2 | 100 | - | 100 |
| T2353 | 020341114 | Entrepreneurship | 2 | 100 | - | 100 |
| T2214 | 020341115 | Mathematical Prerequisites | 1 | 50 | - | 50 |
| T2566 | 020341116 | Business Awareness Test 1 | 1 | 50 | - | 50 |
| Choose any one from 117 to 120 | | | | | | |
| T6012 | 020341117 | Basic German I | 2 | 100 | - | 100 |
| T6014 | 020341118 | Basic French I | | | | |
| T6016 | 020341119 | Basic Spanish I | | | | |
| T6018 | 020341120 | Basic Chinese I | | | | |
| | | Total | 30 | 1140 | 360 | 1500 |
| T4005 | 020341121 | *Integrated Disaster Management | - | - | - | Letter Grade |

Semester II

| Catalog Course Code | Course Code | Course Title | Credits | Internal Marks | External Marks | Total Marks |
|---|-------------|--|-----------|----------------|----------------|-------------|
| Core Courses | | | | | | |
| T6074 | 020341201 | Macroeconomics for Managers | 2 | 60 | 40 | 100 |
| T2253 | 020341202 | Strategic Management | 2 | 60 | 40 | 100 |
| T2006 | 020341203 | Cost Accounting | 2 | 60 | 40 | 100 |
| T2526 | 020341204 | Supply Chain Management | 2 | 60 | 40 | 100 |
| T2124 | 020341205 | Marketing Research | 3 | 90 | 60 | 150 |
| T2237 | 020341206 | Corporate Social Responsibility | 1 | 50 | - | 50 |
| T2227 | 020341207 | Business Analytics | 2 | 60 | 40 | 100 |
| Total | | | 14 | 440 | 260 | 700 |
| 14 Core + 14 Electives = 28 Credits (10 courses from Area) | | | | | | |
| Electives - Marketing Area | | | | | | |
| T2136 | 020341208 | Sales Force and Channel Management | 2 | 60 | 40 | 100 |
| T2139 | 020341209 | Digital Marketing | 2 | 100 | - | 100 |
| T2148 | 020341210 | Retail Marketing | 2 | 60 | 40 | 100 |
| T2130 | 020341211 | Brand Management | 2 | 60 | 40 | 100 |
| T2152 | 020341212 | Business to Business Marketing | 2 | 60 | 40 | 100 |
| Electives - Finance Area | | | | | | |
| T2051 | 020341213 | Financial Modeling | 2 | 60 | 40 | 100 |
| T2011 | 020341214 | Commercial Banking | 2 | 60 | 40 | 100 |
| T2013 | 020341215 | Derivative Markets | 2 | 100 | - | 100 |
| T2073 | 020341216 | International Finance | 2 | 60 | 40 | 100 |
| T2015 | 020341217 | Introduction to Financial Markets and Institutions | 2 | 60 | 40 | 100 |
| T2059 | 020341218 | Advanced Corporate Finance | 2 | 60 | 40 | 100 |
| Electives - Human Resource Area | | | | | | |
| T2281 | 020341219 | Talent Acquisition | 2 | 60 | 40 | 100 |
| T2284 | 020341220 | Learning and Development | 2 | 60 | 40 | 100 |
| T2296 | 020341221 | Compensation and Reward Management | 2 | 100 | - | 100 |
| T2576 | 020341222 | Performance Management System | 2 | 60 | 40 | 100 |
| T2577 | 020341223 | HRD Instruments | 2 | 60 | 40 | 100 |
| T2286 | 020341224 | Industrial Relations | 2 | 60 | 40 | 100 |
| Electives - Operations Area | | | | | | |
| T2222 | 020341225 | Advanced Operations Research | 2 | 60 | 40 | 100 |

| | | | | | | |
|---|-----------|------------------------------------|---|-----|----|-----|
| T2193 | 020341226 | Project Management | 2 | 60 | 40 | 100 |
| T2527 | 020341227 | Logistics Management | 2 | 60 | 40 | 100 |
| T3312 | 020341228 | Project Management Suite | 2 | 100 | - | 100 |
| T2163 | 020341229 | Quality Management | 2 | 60 | 40 | 100 |
| Electives - Strategy and General Management Area | | | | | | |
| T2607 | 020341230 | Venture and Private Equity Funding | 2 | 60 | 40 | 100 |
| T6068 | 020341231 | Basic Econometrics | 2 | 60 | 40 | 100 |

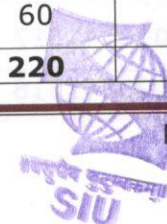
Semester III

| Catalog Course Code | Course Code | Course Title | Credits | Internal Marks | External Marks | Total Marks |
|---|-------------|---|-----------|----------------|----------------|-------------|
| Core Courses | | | | | | |
| T2567 | 020341301 | Business Awareness Test 2 | 1 | 50 | - | 50 |
| T2209 | 020341302 | Business Forecasting | 2 | 60 | 40 | 100 |
| T2658 | 020341303 | Design Thinking | 2 | 100 | - | 100 |
| T2903 | 020341304 | Summer Internship | 4 | 120 | 80 | 200 |
| T2595 | 020341305 | Concepts and Applications in Sustainability | 1 | 50 | - | 50 |
| T6003 | 020341306 | Indian Kaleidoscope - Culture and Communication | 2 | 100 | - | 100 |
| T2244 | 020341307 | Innovation Management | 2 | 100 | - | 100 |
| Total | | | 14 | 580 | 120 | 700 |
| 14 Core+ 16 Electives = 30 Credits | | | | | | |
| Electives - Marketing Area | | | | | | |
| T2118 | 020341308 | Consumer Behavior | 2 | 60 | 40 | 100 |
| T2153 | 020341309 | International Marketing | 2 | 60 | 40 | 100 |
| T2143 | 020341310 | Services Marketing | 2 | 60 | 40 | 100 |
| T2127 | 020341311 | Integrated Marketing Communication | 2 | 60 | 40 | 100 |
| T2145 | 020341312 | Sustainable Marketing | 2 | 60 | 40 | 100 |
| T2154 | 020341313 | Marketing Simulation | 2 | 100 | - | 100 |
| T2144 | 020341314 | Sports and Entertainment Marketing | 2 | 60 | 40 | 100 |
| Electives - Finance Area | | | | | | |
| T2019 | 020341315 | Fixed Income Markets | 2 | 60 | 40 | 100 |
| T2056 | 020341316 | Financial Risk Management | 2 | 60 | 40 | 100 |
| T2043 | 020341317 | Security Analysis and Portfolio Management | 2 | 100 | | 100 |
| T2684 | 020341318 | Financial Analytics | 2 | 60 | 40 | 100 |

| | | | | | | |
|---|-----------|---|---|-----|----|-----|
| T2497 | 020341319 | Investment Banking | 2 | 60 | 40 | 100 |
| T2063 | 020341320 | Project Feasibility and Financing | 2 | 60 | 40 | 100 |
| Electives - Human Resource Area | | | | | | |
| T2288 | 020341321 | Organization Theory Design and Structure | 2 | 60 | 40 | 100 |
| T2574 | 020341322 | Employment Related Laws | 2 | 60 | 40 | 100 |
| T2290 | 020341323 | Leadership and Capacity Building | 2 | 60 | 40 | 100 |
| T2294 | 020341324 | Conflict and Negotiation | 2 | 60 | 40 | 100 |
| T2297 | 020341325 | HRD Audit and Scorecard | 2 | 60 | 40 | 100 |
| T2300 | 020341326 | HR Analytics | 2 | 60 | 40 | 100 |
| T2283 | 020341327 | Talent Management | 2 | 60 | 40 | 100 |
| T2578 | 020341328 | Organization Development and Change | 2 | 60 | 40 | 100 |
| T3143 | 020341329 | ERP - HCM | 2 | 100 | - | 100 |
| Electives - Operations Area | | | | | | |
| T2190 | 020341330 | Operations Planning and Scheduling | 2 | 60 | 40 | 100 |
| T2169 | 020341331 | Warehouse Management | 2 | 60 | 40 | 100 |
| T2187 | 020341332 | Service Operations Management | 2 | 60 | 40 | 100 |
| T2687 | 020341333 | Operations Analytics | 2 | 100 | - | 100 |
| T2525 | 020341334 | World Class Manufacturing Techniques | 2 | 60 | 40 | 100 |
| T2181 | 020341335 | Supply Chain Strategy | 2 | 60 | 40 | 100 |
| T2173 | 020341336 | International Logistics | 2 | 60 | 40 | 100 |
| Electives - Strategy and General Management Area | | | | | | |
| T2367 | 020341337 | Micro Finance and Social Entrepreneurship | 2 | 60 | 40 | 100 |
| T2693 | 020341338 | Visual Analytics | 2 | 60 | 40 | 100 |

Semester IV

| Catalog Course Code | Course Code | Course Title | Credits | Internal Marks | External Marks | Total Marks |
|---------------------|-------------|------------------------------------|----------|----------------|----------------|-------------|
| T2387 | 020341401 | Global Business Environment | 2 | 60 | 40 | 100 |
| T2254 | 020341402 | Game Theory for Strategic Thinking | 2 | 100 | - | 100 |
| T2236 | 020341403 | Corporate Governance and Ethics | 2 | 60 | 40 | 100 |
| Total | | | 6 | 220 | 80 | 300 |



| 6 Core + 6 Elective credits = 12 Credits | | | | | | |
|---|-----------|---|---|-----|----|-----|
| Electives - Marketing Area | | | | | | |
| T2121 | 020341404 | Customer Relationship Management | 2 | 60 | 40 | 100 |
| T2125 | 020341405 | Marketing Strategy | 2 | 100 | - | 100 |
| T2141 | 020341406 | Rural Marketing | 2 | 60 | 40 | 100 |
| T2155 | 020341407 | Marketing Models | 2 | 60 | 40 | 100 |
| Electives - Finance Area | | | | | | |
| T2025 | 020341408 | Microfinance and Social Banking | 2 | 60 | 40 | 100 |
| T2021 | 020341409 | Insurance Management | 2 | 60 | 40 | 100 |
| T2039 | 020341410 | Taxation | 2 | 100 | - | 100 |
| T2055 | 020341411 | Behavioral Finance | 2 | 60 | 40 | 100 |
| Electives - Human Resource Area | | | | | | |
| T2760 | 020341412 | Strategic Human Resource Management | 2 | 60 | 40 | 100 |
| T2298 | 020341413 | Coaching Counseling and Mentoring | 2 | 60 | 40 | 100 |
| T2761 | 020341414 | Trends in Industrial Relations and Labor laws | 2 | 60 | 40 | 100 |
| T2759 | 020341415 | Psychological Issues at Work | 1 | 50 | - | 50 |
| T2299 | 020341416 | Emotional Intelligence at Work Place | 1 | 50 | - | 50 |
| T2289 | 020341417 | Management of Diverse Work Force | 2 | 60 | 40 | 100 |
| Electives - Operations Area | | | | | | |
| T2189 | 020341418 | Operations Strategy and Control | 2 | 60 | 40 | 100 |
| T2195 | 020341419 | Project Risk Management | 2 | 60 | 40 | 100 |
| T3288 | 020341420 | Business Process Management | 2 | 60 | 40 | 100 |
| T2178 | 020341421 | Sectorial Studies in Supply Chain | 2 | 100 | - | 100 |

Summary

| Semester | Internal Credits | External Credits | Total Credits | Total Marks |
|--------------|------------------|------------------|---------------|-------------|
| Semester I | 12 | 18 | 30 | 1500 |
| Semester II | 3 | 25 | 28 | 1400 |
| Semester III | 10 | 20 | 30 | 1500 |
| Semester IV | 4 | 8 | 12 | 600 |
| Total | 29 | 71 | 100 | 5000 |

*Integrated Disaster Management is mandatory for the award of degree.