

Program Structure for the BBA Program (2011-14 Batch)

| Year | Course code | Name of the Course | Periods | | | Contact Hours | Credits | Course code | Name of the Course | Periods | | | Contact Hours | Credits |
|-----------------------------|-------------|--|-----------------------------------|-----------|----------|---------------|-----------|-------------|--|-----------|----------|----------|---------------|-----------|
| | | | L | T | P | | | | | L | T | P | | |
| I | 11BB1101 | English Language Skills-I | 2 | 0 | 2 | 4 | 3 | 11BB1201 | English Language Skills-II | 2 | 0 | 2 | 4 | 3 |
| | 11BB1102 | Introduction to Financial Accounting | 3 | 2 | 0 | 5 | 5 | 11BB1202 | Financial Accounting | 3 | 2 | 0 | 5 | 5 |
| | 11BB1103 | Indian Business Environment | 3 | 0 | 0 | 3 | 3 | 11BB1203 | Business Statistics & Quantitative Methods | 3 | 2 | 0 | 5 | 5 |
| | 11BB1104 | Managerial Economics | 3 | 0 | 0 | 3 | 3 | 11BB1204 | Monitory Economics | 3 | 0 | 0 | 3 | 3 |
| | 11BB1105 | Introduction to Information Technology | 1 | 0 | 4 | 5 | 3 | 11BB1205 | International Business Environment | 3 | 0 | 0 | 3 | 3 |
| | 11BB1106 | Perspectives of Management | 3 | 0 | 0 | 3 | 3 | 11BB1206 | Introductory Psychology | 3 | 0 | 0 | 3 | 3 |
| | 11BB1107 | Contemporary India* | 3 | 0 | 0 | 3 | 0 | | | | | | | |
| | | Total | | 18 | 2 | 6 | 26 | 20 | Total | 17 | 4 | 2 | 23 | 22 |
| Sum mer Term | | | SUMMER PROJECT (6 CREDITS) | | | | | | | | | | | |
| II | 11BB2301 | Financial Management | 3 | 2 | 0 | 5 | 5 | 11BB2401 | Business Report Writing | 2 | 0 | 2 | 4 | 3 |
| | 11BB2302 | Business Laws | 3 | 0 | 0 | 3 | 3 | 11BB2402 | Company Law | 3 | 0 | 0 | 3 | 3 |
| | 11BB2303 | Management | 2 | 1 | 0 | 3 | 3 | 11BB2403 | Production & Service | 3 | 1 | 0 | 4 | 4 |

| | | | | | | | | | | | | | | |
|-----------------------------|----------|----------------------------|-----------------------------------|----------|----------|-----------|-----------|------------|--------------------------------|-----------|----------|----------|-----------|-----------|
| | | Accounting | | | | | | | Operations Management | | | | | |
| | 11BB2304 | Marketing Management | 5 | 0 | 0 | 5 | 5 | 11BB2404 | Human Resources Management | 3 | 0 | 0 | 3 | 3 |
| | 11BB2305 | Organization Behavior | 3 | 0 | 0 | 3 | 3 | 11BB2405 | Soft-Skills-II | 1 | 0 | 4 | 5 | 3 |
| | 11BB2306 | Soft-Skills-I | 2 | 0 | 2 | 4 | 3 | 11BB2406 | Management Information Systems | 3 | 0 | 0 | 3 | 3 |
| | 11BB2307 | Environmental Studies* | 3 | 0 | 0 | 3 | 0 | | | | | | | |
| | | Total | 20 | 4 | 2 | 26 | 22 | | Total | 15 | 1 | 6 | 22 | 19 |
| Sum mer Term | | | SUMMER PROJECT (6 CREDITS) | | | | | | | | | | | |
| III | 11BB3501 | Current Issues in Business | 3 | 0 | 0 | 3 | 3 | Internship | | | | | | |
| | 11BB3502 | Business Policy & Strategy | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 11BB3503 | Business Research Methods | 3 | 2 | 0 | 5 | 5 | | | | | | | |
| | 11BB3xxe | Elective - I | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 11BB3xxe | Elective – II | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 11BB3xxe | Elective-III | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 11BB3xxe | Elective - IV | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | | Total | 21 | 2 | 0 | 23 | 23 | | | | | | | |

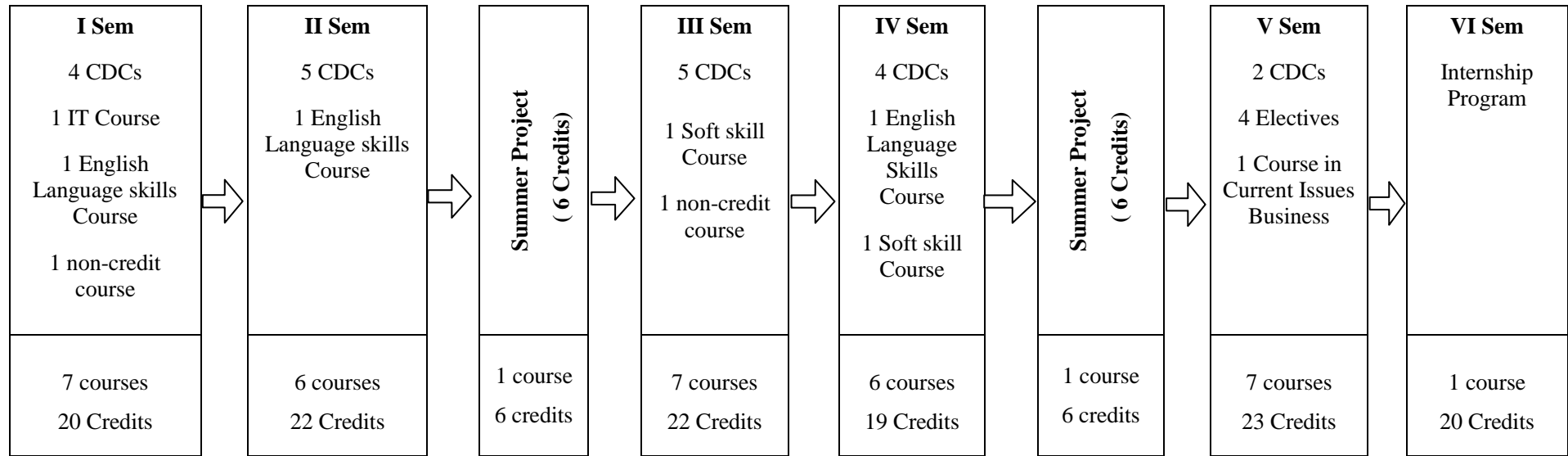
Elective Courses

| Course code | Marketing |
|---------------------------|-------------------------------------|
| 11BB301e | Sales & Distribution Management |
| 11BB302e | Advertising and Sales Promotion |
| 11BB303e | Consumer Behavior |
| 11BB304e | Services Marketing |
| 11BB305e | Rural Marketing |
| Finance | |
| 11BB311e | Working Capital Management |
| 11BB312e | Security Analysis |
| 11BB313e | Portfolio Management |
| 11BB314e | Management of Financial Services |
| 11BB315e | Mutual Funds & Merchant Banking |
| Human Resource Management | |
| 11BB321e | Organizational Change & Development |
| 11BB322e | Training & Development |
| 11BB323e | Performance & Counseling Management |

| 11BB324e | Leadership Development |
|-------------|------------------------------------|
| 11BB325e | Labour Laws |
| Course code | Sectoral Specializations |
| 11BB351e | Banking Theory & Practice |
| 11BB352e | Banking Service Operations |
| 11BB353e | Microfinance |
| 11BB354e | Life Insurance |
| 11BB355e | General Insurance |
| 11BB356e | Management of Insurance Operations |
| 11BB357e | Retail Management |
| 11BB358e | Store Management |
| 11BB359e | Tourism Management |
| 11BB360e | Event Management |
| General | |
| | Critical Thinking |

| | |
|--|------------------|
| | Business Ethics |
| | Entrepreneurship |

Program Structure for BBA Program



| Courses | No. | Credits |
|--|-----|---------|
| CDCs (Compulsory disciplinary courses) | 20 | 73 |
| IT courses | 1 | 3 |
| English Language Skills | 3 | 9 |
| Soft skills courses | 2 | 6 |
| Current Issues in Business | 1 | 3 |
| Electives | 4 | 12 |
| Non-credit courses | 2 | 0 |
| Summer Project | 2 | 12 |
| Summer Internship | 1 | 20 |
| Total | 36 | 138 |

Program Structure for BACHELOR OF HOTEL MANAGEMENT (BHM) Program

| | Semester – I | | | | | | Semester – II | | | | | |
|------------------|--|-----------------------------------|----------|----------|---------------|-----------|--|-----------|----------|----------|---------------|-----------|
| | Course Title | L | T | P | Contact Hours | Credits | Course Title | L | T | P | Contact Hours | Credits |
| Year – I | English Language Skills I | 1 | 0 | 2 | 3 | 2 | English Language Skills II | 1 | 0 | 2 | 3 | 2 |
| | Indian Business Environment | 3 | 0 | 0 | 3 | 3 | International Business Environment | 3 | 0 | 0 | 3 | 3 |
| | Introduction to Hotel Industry | 3 | 0 | 3 | 3 | 3 | Accounting & Finance | 3 | 1 | 0 | 4 | 4 |
| | Introduction to Information Technology | 1 | 0 | 4 | 5 | 3 | Front Office Operations | 2 | 0 | 2 | 4 | 3 |
| | Economics | 4 | 0 | 0 | 4 | 4 | Nutrition & Food Science | 3 | 0 | 0 | 3 | 3 |
| | Perspectives of Management | 3 | 0 | 0 | 3 | 3 | Business Statistics & Quantitative Methods | 3 | 2 | 0 | 5 | 5 |
| | Contemporary India | 3 | 0 | 0 | 3 | 0 | Total | 15 | 3 | 4 | 22 | 20 |
| | Total | 18 | 0 | 9 | 24 | 18 | | | | | | |
| | Summer Term | SUMMER PROJECT (6 CREDITS) | | | | | | | | | | |
| Year – II | Semester – I | | | | | | Semester – II | | | | | |
| | Course Title | L | T | P | Contact Hours | Credits | Course Title | L | T | P | Contact Hours | Credits |
| | Basics of Food Production | 3 | 0 | 2 | 5 | 4 | Food & Beverage Service Operations | 3 | 0 | 2 | 5 | 4 |
| | Accommodation Management | 3 | 0 | 0 | 3 | 3 | Housekeeping Management | 2 | 0 | 2 | 4 | 3 |
| | Food Production Operations | 3 | 0 | 2 | 5 | 4 | Laws Relating to Hotels | 3 | 0 | 0 | 3 | 3 |
| | Organizational Behavior | 3 | 0 | 0 | 3 | 3 | Food Safety & Quality | 3 | 0 | 0 | 3 | 3 |
| | Marketing Management | 5 | 0 | 0 | 5 | 5 | Human Resource Management | 3 | 0 | 0 | 3 | 3 |
| | Soft Skills I | 2 | 0 | 2 | 4 | 3 | Soft Skills II | 2 | 0 | 2 | 4 | 3 |
| | Environmental Studies | 3 | 0 | 0 | 3 | 0 | Information Systems in Hotels | 2 | 0 | 0 | 2 | 2 |
| | Total | 22 | 0 | 6 | 28 | 22 | Total | 18 | 0 | 6 | 24 | 21 |

| Summer Term | SUMMER PROJECT (6 CREDITS) | | | | | | | |
|-------------|----------------------------|---|---|----|---------------|---------------|------------|----|
| Year – III | Semester – I | | | | | Semester – II | | |
| | Course Title | L | T | P | Contact Hours | Credits | | |
| | Tourism in India | 3 | 0 | 0 | 3 | 3 | Internship | 20 |
| | Event Management | 2 | 0 | 2 | 4 | 3 | | |
| | Elective I | 3 | 0 | 0 | 3 | 3 | | |
| | Elective II | 3 | 0 | 0 | 3 | 3 | | |
| | Elective III | 3 | 0 | 0 | 3 | 3 | | |
| | Elective IV | 3 | 0 | 0 | 3 | 3 | | |
| | Foreign Language Course | 3 | 0 | 0 | 3 | 3 | | |
| Total | 20 | 0 | 2 | 22 | 21 | | | |

No. of courses common with BBA : 14

No. of unique courses : 20 (including elective and foreign language courses)

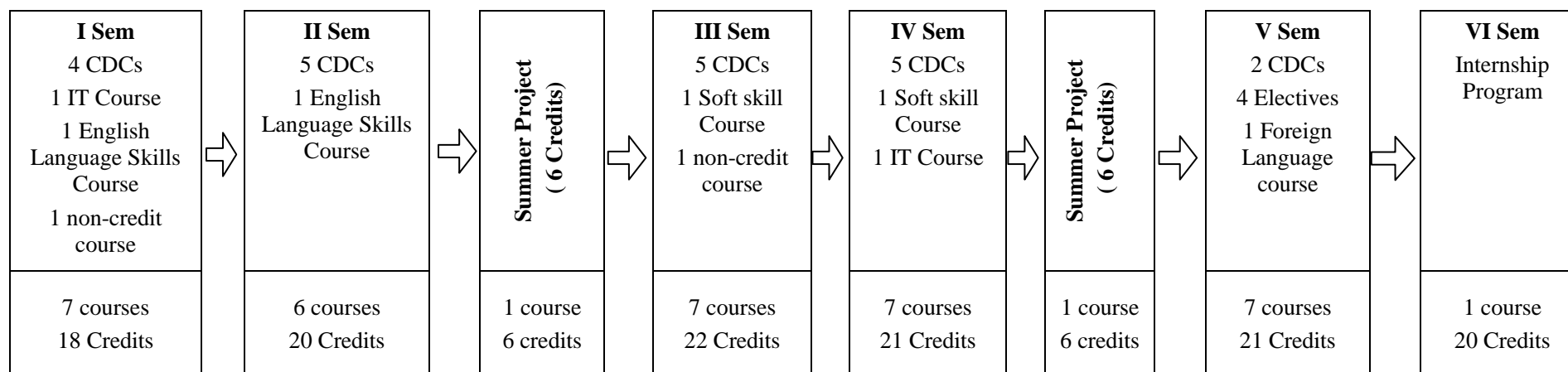
Summer Project/Internship : 3

BHM Electives

| Course Title |
|-----------------------------|
| 1. Advanced F&B Operations |
| 2. Accommodation Management |
| 3. Facility Planning |
| 4. Geography of Tourism |
| 5. Destination Marketing |
| 6. MICE Management |
| 7. Consumer Behavior |
| 8. Services Marketing |
| 9. Sales Management |

| 10. Customer Relationship Management |
|--------------------------------------|
| 11. Tour Organization |
| Foreign Language Course |
| Course Title |
| 1. French |
| 2. German |
| 3. Chinese |
| 4. Spanish |
| 5. Russian |
| 6. Japanese |

Program Structure for BHM Program



| Courses | No. | Credits |
|--|-----|---------|
| CDCs (Compulsory disciplinary courses) | 21 | 72 |
| IT courses | 2 | 5 |
| English Language Skills | 2 | 4 |
| Soft skills courses | 2 | 6 |
| Electives | 4 | 12 |
| Foreign Language course | 1 | 0 |
| Non-credit courses | 2 | 0 |
| Summer Project | 2 | 12 |
| Internship | 1 | 20 |
| Total | 37 | 131 |

Program Structure for the MBA Program (Accounting & Finance)

| Year | Name of the Course | Periods | | | Contact Hours | Credits | Name of the Course | Periods | | | Contact Hours | Credits |
|------|-------------------------------|-----------|----------|----------|---------------|-----------|---|-----------|----------|----------|---------------|-----------|
| | | L | T | P | | | | L | T | P | | |
| I | Perspectives of Management | 3 | 0 | 0 | 3 | 3 | Quantitative Methods and Research Methodology | 2 | 1 | 0 | 3 | 3 |
| | Business Environment | 3 | 0 | 0 | 3 | 3 | Operations Management | 3 | 0 | 0 | 3 | 3 |
| | Managerial Economics | 3 | 0 | 0 | 3 | 3 | International Business | 3 | 0 | 0 | 3 | 3 |
| | Financial Accounting | 2 | 1 | 0 | 3 | 3 | Advanced Financial Accounting | 2 | 1 | 0 | 3 | 3 |
| | Organizational Behavior | 3 | 0 | 0 | 3 | 3 | Financial Management | 2 | 1 | 0 | 3 | 3 |
| | Marketing Management | 3 | 0 | 0 | 3 | 3 | Human Resource Management | 3 | 0 | 0 | 3 | 3 |
| | Accounting Package | 0 | 0 | 4 | 4 | 2 | Business Legislation | 3 | 0 | 0 | 3 | 3 |
| | Business Communication | 1 | 0 | 2 | 3 | 2 | Soft Skills I | 1 | 0 | 2 | 3 | 2 |
| | Total | 18 | 1 | 6 | 25 | 22 | Total | 19 | 3 | 2 | 24 | 23 |
| II | Management Accounting | 2 | 1 | 0 | 3 | 3 | Business Ethics & Corporate Governance | 3 | 0 | 0 | 3 | 3 |
| | Management Information System | 3 | 0 | 0 | 3 | 3 | Portfolio Management | 2 | 1 | 0 | 3 | 3 |
| | Entrepreneurship | 3 | 0 | 0 | 3 | 3 | Strategic Management | 3 | 0 | 0 | 3 | 3 |
| | Company Law | 2 | 1 | 0 | 3 | 3 | Elective I | 2 | 1 | 0 | 3 | 3 |
| | Direct Taxes | 2 | 1 | 0 | 3 | 3 | Elective II | 2 | 1 | 0 | 3 | 3 |
| | Indirect Taxes | 2 | 1 | 0 | 3 | 3 | Elective III | 2 | 1 | 0 | 3 | 3 |
| | Security Analysis | 2 | 1 | 0 | 3 | 3 | Elective IV | 2 | 1 | 0 | 3 | 3 |
| | Soft Skills II | 1 | 0 | 2 | 3 | 2 | Project on Business Analysis | 0 | 4 | 0 | 4 | 4 |

| | | | | | | | | | | | | |
|--|--------------------|-----------|----------|----------|-----------|-----------|--------------|-----------|----------|----------|-----------|-----------|
| | Project Management | 2 | 1 | 0 | 3 | 3 | | 0 | 0 | 0 | 0 | 0 |
| | Total | 19 | 6 | 2 | 27 | 26 | Total | 16 | 9 | 0 | 25 | 25 |

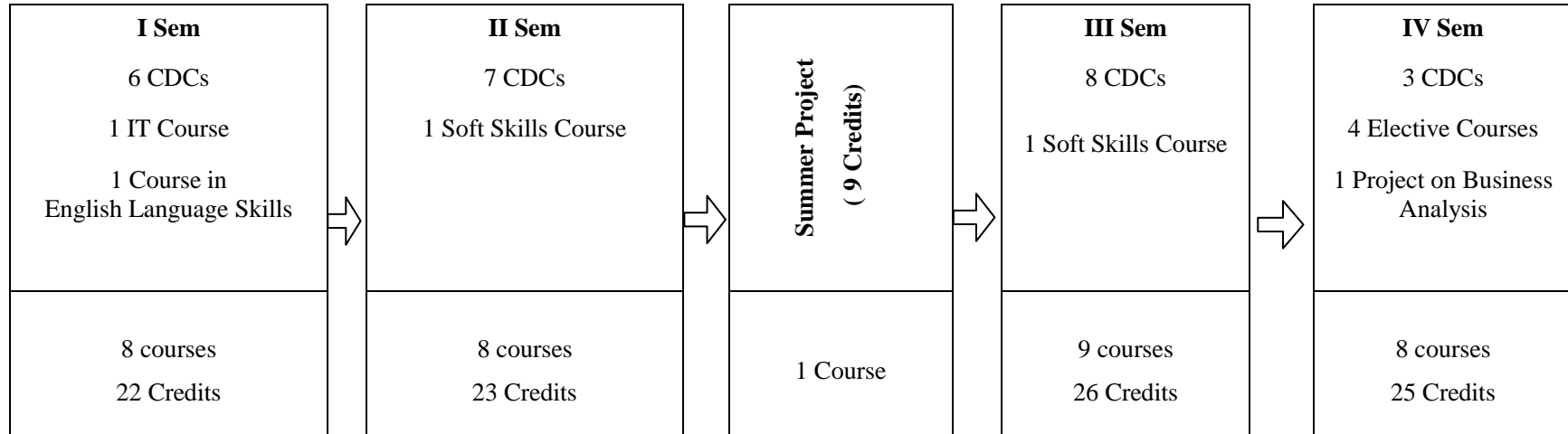
Elective Courses

| |
|---------------------------------|
| Course Title |
| Global Taxation |
| Systems & Special Auditing |
| Accounting & Report Standards |
| Financial Reporting & Analysis |
| International Financial Systems |
| Financial Derivatives |

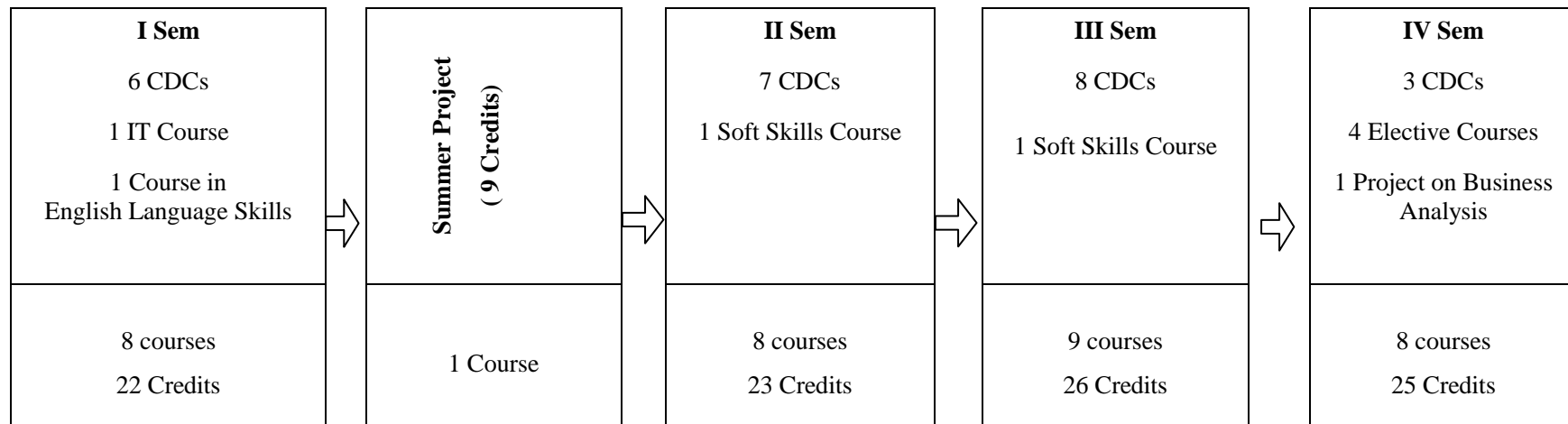
| |
|----------------------------|
| Indian Financial System |
| Financial Modeling |
| Project Management |
| Investment Advisory |
| Risk Management |
| Fund Management & Treasury |
| Investment Banking |

Program Structure for Accounting & Finance Program

Model - I



Model II



| Courses | No. | Credits |
|--|------------|----------------|
| CDCs (Compulsory disciplinary courses) | 23 | 69 |
| IT courses | 2 | 5 |
| English Language | 1 | 2 |
| Soft Skills Courses | 2 | 4 |
| Electives | 4 | 12 |
| Project on Business Analysis | 1 | 4 |
| Internship Program | 1 | 9 |
| | 34 | 105 |

Course Codes for the MBA in Technology Management

| Year | Course Code | Name of the Course | Contact Hours | | | | Credits | Course Code | Name of the Course | Contact Hours | | | | Credits |
|--|-------------------|---------------------------------------|---------------|-----------|----------|----------|-----------|--------------------|---|---------------|-----------|----------|----------|-----------|
| | | | L | T | P | Total | | | | L | T | P | Total | |
| | Semester I | | | | | | | Semester II | | | | | | |
| I | 11MT51C0 | Quantitative Methods | 3 | 0 | 0 | 3 | 3 | 11MT52C0 | Human Resource Management | 3 | 0 | 0 | 3 | 3 |
| | 11MT51C1 | Indian Business Environment | 3 | 0 | 0 | 3 | 3 | 11MT52C1 | Financial Management | 3 | 0 | 0 | 3 | 3 |
| | 11MT51C2 | Engineering Economics | 3 | 0 | 0 | 3 | 3 | 11MT52C2 | Business Research Methodology | 3 | 0 | 0 | 3 | 3 |
| | 11MT51C3 | Fundamentals of Technology Management | 3 | 0 | 0 | 3 | 3 | 11MT52C3 | International Business Environment | 3 | 0 | 0 | 3 | 3 |
| | 11MT51C4 | Financial and Management Accounting | 2 | 1 | 0 | 3 | 3 | 11MT52C4 | Operations & Technology Management | 3 | 0 | 0 | 3 | 3 |
| | 11MT51C5 | Marketing Management | 3 | 0 | 0 | 3 | 3 | 11MT52C5 | Legal Aspects of Technology & Management | 3 | 0 | 0 | 3 | 3 |
| | 11MT51C6 | Organizational Behavior | 3 | 0 | 0 | 3 | 3 | 11MT52C6 | Enterprise Resource Planning | 3 | 0 | 0 | 3 | 3 |
| | 11MT51K7 | Business Communication | 1 | 0 | 2 | 3 | 2 | 11MT52K7 | Soft Skills I | 1 | 0 | 2 | 3 | 2 |
| | | Total | | 21 | 1 | 2 | 24 | 23 | | Total | 19 | 3 | 2 | 24 |
| 11MT50N0 3-month Internship Program – 9 Credits | | | | | | | | | | | | | | |
| II | 11MT61C0 | Supply Chain Management | 3 | 0 | 0 | 3 | 3 | 11MT62C0 | Strategic Management of Technology | 3 | 0 | 0 | 3 | 3 |
| | 11MT61C1 | Management Control Systems | 3 | 0 | 0 | 3 | 3 | 11MT62C1 | Innovation, Research & Development Management | 3 | 0 | 0 | 3 | 3 |
| | 11MT61K2 | Soft Skills 2 | 3 | 0 | 0 | 3 | 2 | 11MT62C2 | Management of Technology Acquisition & Transfer | 3 | 0 | 0 | 3 | 3 |
| | 11MT61C3 | Corporate Social Responsibility | 3 | 0 | 0 | 3 | 3 | 11MT62C3 | Business Ethics & Corporate Governance | 3 | 0 | 0 | 3 | 3 |
| | 11MT61C4 | Management of Intellectual Property | 3 | 0 | 0 | 3 | 3 | 11MT62C4 | Technology Management Project | 3 | 0 | 0 | 3 | 6 |

| | | | | | | | | | | | | | | |
|--|--------------|-----------------------|-----------|----------|----------|-----------|-----------|----------|-----------------------|-----------|----------|----------|-----------|-----------|
| | 11MT61xx | Major Elective 1 | 3 | 0 | 0 | 3 | 3 | 11MT62xx | Major Elective 3 | 3 | 0 | 0 | 3 | 3 |
| | 11MT61xx | Major Elective 2 | 3 | 0 | 0 | 3 | 3 | 11MT62xx | Major Elective 4 | 3 | 0 | 0 | 3 | 3 |
| | 11MT61xx | Functional Elective 1 | 1 | 0 | 2 | 3 | 3 | 11MT62xx | Functional Elective 2 | 1 | 0 | 2 | 3 | 3 |
| | Total | | 17 | 5 | 2 | 24 | 23 | | Total | 16 | 5 | 4 | 25 | 27 |

Major Elective Courses

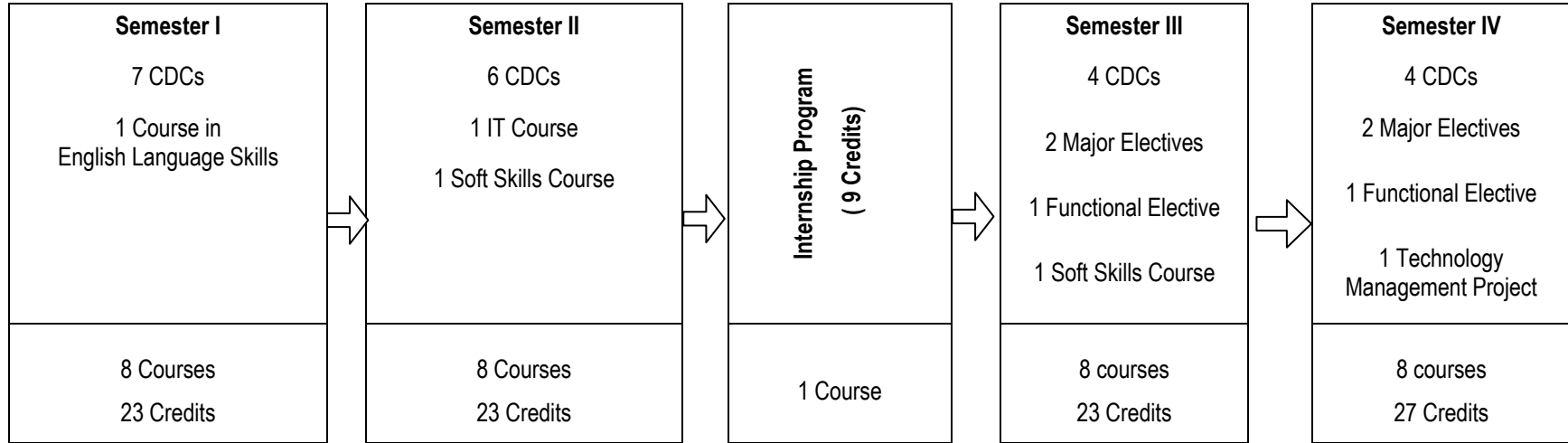
| Course Code | Name of the Course | Contact Hours | | | | Credits | Course Code | Name of the Course | Contact Hours | | | | Credits |
|--|---|---------------|---|---|-------|----------------------------------|-------------|--|---------------|---|---|-------|---------|
| | | L | T | P | Total | | | | L | T | P | Total | |
| Operations and Project Management | | | | | | Infrastructure Management | | | | | | | |
| 11MT6xO0 | Lean Management | 3 | 0 | 0 | 3 | 3 | 11MT6xJ0 | Infrastructure Projects & Policy [SEZs, Highways, Ports, Airports, Telecom, etc] | 3 | 0 | 0 | 3 | 3 |
| 11MT6xO1 | Six Sigma and Modern Manufacturing Systems | 3 | 0 | 0 | 3 | 3 | 11MT6xJ1 | Infrastructure Planning and Design | 3 | 0 | 0 | 3 | 3 |
| 11MT6xO2 | Supply Chain Modeling and Analysis | 3 | 0 | 0 | 3 | 3 | 11MT6xJ2 | Financing Infrastructure Projects | 3 | 0 | 0 | 3 | 3 |
| 11MT6xO3 | Project Resource Allocation and Risk Management | 3 | 0 | 0 | 3 | 3 | 11MT6xJ3 | Infrastructure For Rural & Social Sector and E-Governance | 3 | 0 | 0 | 3 | 3 |
| 11MT6xO4 | Manufacturing Scheduling and Control Systems | 3 | 0 | 0 | 3 | 3 | 11MT6xJ4 | Environment Management of Infrastructure Projects | 3 | 0 | 0 | 3 | 3 |
| 11MT6xO5 | Service Operations Management | 3 | 0 | 0 | 3 | 3 | 11MT6xJ5 | GIS Applications in Infrastructure | 3 | 0 | 0 | 3 | 3 |
| 11MT6xO6 | Operations Strategy | 3 | 0 | 0 | 3 | 3 | 11MT6xJ6 | Resourcing for Infrastructure | 3 | 0 | 0 | 3 | 3 |
| | | | | | | | 11MT6xJ7 | Case studies in Infrastructure Management | 3 | 0 | 0 | 3 | 3 |
| Rural Management | | | | | | Bio-Technology Management | | | | | | | |
| 11MT6xU0 | Introduction to the Rural World | 3 | 0 | 0 | 3 | 3 | 11MT6xY0 | Biotech Industry Fundamentals | 3 | 0 | 0 | 3 | 3 |

| | | | | | | | | | | | | | |
|----------|--|---|---|---|---|---|----------|--|---|---|---|---|---|
| 11MT6xU1 | Rural Marketing | 3 | 0 | 0 | 3 | 3 | 11MT6xY1 | Operations and Quality in the Life Sciences | 3 | 0 | 0 | 3 | 3 |
| 11MT6xU2 | Rural Finance | 3 | 0 | 0 | 3 | 3 | 11MT6xY2 | Innovation and R&D Management in the Life Sciences | 3 | 0 | 0 | 3 | 3 |
| 11MT6xU3 | Rural Technology Management | 3 | 0 | 0 | 3 | 3 | 11MT6xY3 | Marketing of Bio-Technology Products | 3 | 0 | 0 | 3 | 3 |
| 11MT6xU4 | Rural Economy and Development Interventions (Development Programs of Different Institutions) | 3 | 0 | 0 | 3 | 3 | 11MT6xY4 | International Regulations, Law and Policies of Biotechnology | 3 | 0 | 0 | 3 | 3 |
| 11MT6xU5 | Management of Rural Organizations (Co-Operatives and Social Enterprises) | 3 | 0 | 0 | 3 | 3 | 11MT6xY5 | Societal Issues in Bio-Technology | 3 | 0 | 0 | 3 | 3 |
| 11MT6xU6 | Economic Analysis for Rural Management | 3 | 0 | 0 | 3 | 3 | 11MT6xY6 | Clinical Management | 3 | 0 | 0 | 3 | 3 |
| 11MT6xU7 | Rural Society and Polity | 3 | 0 | 0 | 3 | 3 | 11MT6xY7 | Commercialization of Biotechnology and Innovations | 3 | 0 | 0 | 3 | 3 |
| 11MT6xU8 | Case studies in Rural Management | 3 | 0 | 0 | 3 | 3 | 11MT6xY8 | Case studies in Biotechnology Management | 3 | 0 | 0 | 3 | 3 |

Functional Elective Courses

| Course Code | Name of the Course | Contact Hours | | | | Credits | Course Code | Name of the Course | Contact Hours | | | | Credits |
|------------------|----------------------------------|---------------|---|---|-------|------------|---|--|---------------|---|---|-------|---------|
| | | L | T | P | Total | | | | L | T | P | Total | |
| Marketing | | | | | | HRM | | | | | | | |
| 11MT6xM0 | Marketing of Technology Products | 3 | 0 | 0 | 3 | 3 | 11MT6xH0 | Negotiation Skills & Techniques | 3 | 0 | 0 | 3 | 3 |
| 11MT6xM1 | Digital Marketing | 3 | 0 | 0 | 3 | 3 | 11MT6xH1 | Performance Management in Technology based Industries | 3 | 0 | 0 | 3 | 3 |
| 11MT6xM2 | Applied Marketing Analysis | 3 | 0 | 0 | 3 | 3 | 11MT6xH2 | Management of Change | 3 | 0 | 0 | 3 | 3 |
| 11MT6xM3 | B2B Marketing | 3 | 0 | 0 | 3 | 3 | 11MT6xH3 | Leading High Performance Teams and Project Groups | 3 | 0 | 0 | 3 | 3 |
| Finance | | | | | | 11MT6xH4 | Talent Management for Technology based Industries | 3 | 0 | 0 | 3 | 3 | |
| 11MT6xF0 | Corporate Valuation | 3 | 0 | 0 | 3 | 3 | 11MT6xH5 | Competency Mapping for Technology based Industries | 3 | 0 | 0 | 3 | 3 |
| 11MT6xF1 | Corporate Risk Management | 3 | 0 | 0 | 3 | 3 | 11MT6xH6 | Compensation Management in Technology based Industries | 3 | 0 | 0 | 3 | 3 |
| 11MT6xF2 | Functional and Strategic Finance | 3 | 0 | 0 | 3 | 3 | Open Electives | | | | | | |
| 11MT6xF3 | Project Management | 3 | 0 | 0 | 3 | 3 | 11MT6xG0 | Total Quality Management | 3 | 0 | 0 | 3 | 3 |
| 11MT6xF4 | Mergers & Acquisitions | 3 | 0 | 0 | 3 | 3 | 11MT6xG1 | Entrepreneurship | 3 | 0 | 0 | 3 | 3 |
| | | | | | | | 11MT6xG2 | Intrapreneurship | 3 | 0 | 0 | 3 | 3 |
| | | | | | | | 11MT6xG3 | Emerging Trends in Technology | 3 | 0 | 0 | 3 | 3 |
| | | | | | | | 11MT6xG4 | Public Administration | 3 | 0 | 0 | 3 | 3 |
| | | | | | | | 11MT6xG5 | Purchasing and Supply Management | 3 | 0 | 0 | 3 | 3 |
| | | | | | | | 11MT6xG6 | International Competitiveness | 3 | 0 | 0 | 3 | 3 |

Program Structure for the MBA Program in Technology Management



| Courses | No. | Credits |
|--|-----------|------------|
| CDCs (Compulsory disciplinary courses) | 21 | 63 |
| IT courses | 1 | 3 |
| English Language | 1 | 2 |
| Soft Skills Courses | 2 | 4 |
| Major Electives | 4 | 12 |
| Functional Electives | 2 | 6 |
| Technology Management Project | 1 | 6 |
| Internship Program | 1 | 9 |
| Total | 33 | 105 |

Program Structure for Dual Degree BBA – MBA Program

| Year 1 | Course code | Name of the Course | Contact Hours | | | | Credits | Course code | Name of the Course | Contact Hours | | | | Credits | |
|-------------------------------------|-------------|------------------------------------|---------------|-----------|----------|-----------|--------------------|--------------|--------------------------------------|---------------|-----------|-----------|----------|-----------|-----------|
| | | | L | T | P | Total | | | | L | T | P | Total | | |
| Semester I | | | | | | | Semester II | | | | | | | | |
| I | 12BB11K0 | English Language Skills I | 2 | 1 | 0 | 3 | 3 | 12BB12K0 | English Language Skills II | 2 | 1 | 0 | 3 | 3 | |
| | 12BB11C1 | Business Mathematics | 3 | 1 | 0 | 4 | 4 | 12BB12C1 | Introduction to Financial Accounting | 3 | 2 | 0 | 5 | 5 | |
| | 12BB11K2 | Introduction to IT | 1 | 0 | 4 | 5 | 3 | 12BB12C2 | Business Statistics | 3 | 2 | 0 | 5 | 5 | |
| | 12BB11C3 | Human Skills | 3 | 0 | 0 | 3 | 3 | 12BB12C3 | Indian Business Environment | 3 | 0 | 0 | 3 | 3 | |
| | 12BB11C4 | Perspectives of Management | 3 | 0 | 0 | 3 | 3 | 12BB12C4 | Managerial Economics | 3 | 0 | 0 | 3 | 3 | |
| | 12BB11K5 | Business Communication | 2 | 1 | 0 | 3 | 3 | 12BB12K5 | Environment Science | 3 | 0 | 0 | 3 | 0 | |
| | | | | 14 | 3 | 4 | 21 | 19 | Total | | | 17 | 5 | 0 | 22 |
| 12BB10P0 Project – 6 Credits | | | | | | | | | | | | | | | |
| Semester I | | | | | | | Semester II | | | | | | | | |
| II | 12BB21C0 | Macro Economics | 3 | 0 | 0 | 3 | 3 | 12BB22C0 | Company Law | 3 | 0 | 0 | 3 | 3 | |
| | 12BB21C1 | Financial Accounting | 3 | 2 | 0 | 5 | 5 | 12BB22C1 | Financial Management | 3 | 2 | 0 | 5 | 5 | |
| | 12BB21C2 | Business Law | 3 | 0 | 0 | 3 | 3 | 12BB22C2 | Business Report Writing | 2 | 1 | 0 | 3 | 3 | |
| | 12BB21K3 | Foreign Language | 2 | 1 | 0 | 3 | 3 | 12BB22C3 | Taxation | 3 | 2 | 0 | 5 | 5 | |
| | 12BB21C4 | Statistical Data Analysis | 1 | 0 | 4 | 5 | 3 | 12BB22C4 | Business Research Methods | 3 | 1 | 0 | 4 | 4 | |
| | 12BB21C5 | International Business Environment | 3 | 0 | 0 | 3 | 3 | 12BB22K5 | Soft Skills I | 2 | 0 | 2 | 4 | 3 | |
| Total | | | 15 | 3 | 4 | 22 | 20 | Total | | | 16 | 6 | 2 | 24 | 23 |
| 12BB20P1 Project- 6 credits | | | | | | | | | | | | | | | |

| Year | Course codes | Name of the Course | Contact Hours | | | | Credits | Course codes | Name of the Course | Contact Hours | | | | Credits |
|------|-------------------------------------|--|---------------|----------|----------|-----------|-----------|-------------------------------------|--------------------------------|---------------|----------|----------|-----------|-----------|
| | | | L | T | P | Total | | | | L | T | P | Total | |
| | Semester I | | | | | | | Semester II | | | | | | |
| III | 12BB31C0 | Management Accounting | 2 | 1 | 0 | 3 | 3 | 12BB32C0 | Operations Management | 3 | 1 | 0 | 4 | 4 |
| | 12BB31K1 | Soft Skills 2 | 1 | 0 | 4 | 5 | 3 | 12BB32C1 | Human Resource Management | 3 | 0 | 0 | 3 | 3 |
| | 12BB31C2 | Organizational Behaviour | 3 | 0 | 0 | 3 | 3 | 12BB32C2 | Management Information Systems | 3 | 0 | 0 | 3 | 3 |
| | 12BB31C3 | Marketing Management | 5 | 0 | 0 | 5 | 5 | 12BB32C3 | Innovation & Entrepreneurship | 3 | 0 | 0 | 3 | 3 |
| | 12BB31C4 | Business Case studies | 2 | 2 | 0 | 4 | 4 | 12BB32C4 | Strategic Management | 4 | 0 | 0 | 4 | 4 |
| | 12BB31C5 | Project Management | 3 | 1 | 0 | 4 | 4 | 12BB32C5 | Management of Cooperatives/ | 3 | 0 | 0 | 3 | 3 |
| | | | | | | | | 12BB32C6 | Management of MNCs/ | 3 | 0 | 0 | 3 | 3 |
| | | | | | | | | 12BB32C7 | Management of SMEs/ | 3 | 0 | 0 | 3 | 3 |
| | | | | | | | 12BB32C8 | Management of NGOs/ | 3 | 0 | 0 | 3 | 3 | |
| | | | | | | | 12BB32C9 | Management of Family Owned Business | 3 | 0 | 0 | 3 | 3 | |
| | | Total | 16 | 4 | 4 | 24 | 22 | | Total | 19 | 1 | 0 | 20 | 20 |
| | 12BB30P2 Project – 6 Credits | | | | | | | | | | | | | |
| IV | 12BB41C0 | Business Case Studies | 2 | 2 | 0 | 4 | 4 | 12BB42N0 | Internship | | | | | 12 |
| | 12BB41C1 | Business Ethics & Corporate Governance | 3 | 0 | 0 | 3 | 3 | 12BB42P3 | Project | | | | | 8 |
| | 12BB41XX | Elective -1 | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 12BB41XX | Elective -2 | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 12BB41XX | Elective -3 | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 12BB41XX | Elective (Sectoral) | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | | Total | 17 | 2 | 0 | 19 | 19 | | Total | | | | | 20 |

| 12BB40P4 ERP(6 credits) | | | | | | | | | | | | | | |
|-------------------------|-------------------|---------------------|---------------|----------|----------|-----------|-----------|--------------------|--------------------------------|---------------|---|-----------|-------|---------|
| Year | Sr.No | Name of the Course | Contact Hours | | | | Credits | Sr.No | Name of the Course | Contact Hours | | | | Credits |
| | | | L | T | P | Total | | | | L | T | P | Total | |
| | Semester I | | | | | | | Semester II | | | | | | |
| V | 12MB51C0 | Seminar Course | 1 | 2 | 0 | 3 | 3 | 12MB52E0 | Management Application Project | | | | | 20 |
| | 12MB51C1 | Business Analytics | 2 | 2 | 0 | 4 | 4 | | | | | | | |
| | 12MB51XX | Elective 1 | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 12MB51XX | Elective 2 | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 12MB51XX | Elective 3 | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | 12MB51XX | Elective (Sectoral) | 3 | 0 | 0 | 3 | 3 | | | | | | | |
| | Total | | 15 | 4 | 0 | 19 | 19 | Total | | | | 20 | | |

Functional Elective Courses

| Marketing | | | | | | |
|--------------|-----------------------------------|---------------|---|---|-------|---------|
| Course codes | Name of the Course | Contact Hours | | | | Credits |
| | | L | T | P | Total | |
| 12MBx1M0 | Consumer Behaviour | 3 | 0 | 0 | 3 | 3 |
| 12MBx1M1 | Services Marketing | 3 | 0 | 0 | 3 | 3 |
| 12MBx1M2 | International Marketing | 3 | 0 | 0 | 3 | 3 |
| 12MBx1M3 | Sales and Distribution Management | 3 | 0 | 0 | 3 | 3 |
| 12MBx1M4 | Digital Marketing | 3 | 0 | 0 | 3 | 3 |
| 12MBx1M5 | Brand Management | 3 | 0 | 0 | 3 | 3 |
| 12MBx1M6 | Global Marketing Strategy | 3 | 0 | 0 | 3 | 3 |
| 12MBx1M7 | Social Marketing | 3 | 0 | 0 | 3 | 3 |

| Finance | | | | | | |
|---------------------|---|----------------------|----------|----------|--------------|----------------|
| Course codes | Name of the Course | Contact Hours | | | | Credits |
| | | L | T | P | Total | |
| 12MBx1F0 | Financial Services and Markets | 2 | 1 | 0 | 3 | 3 |
| 12MBx1F1 | Security Analysis | 2 | 1 | 0 | 3 | 3 |
| 12MBx1F2 | Personal Financial Planning | 2 | 1 | 0 | 3 | 3 |
| 12MBx1F3 | Corporate Taxation | 2 | 1 | 0 | 3 | 3 |
| 12MBx1F4 | Financial Derivatives (Pre-requisite: Security Analysis) | 2 | 1 | 0 | 3 | 3 |
| 12MBx1F5 | Portfolio Management (Pre-requisite: Security Analysis) | 2 | 1 | 0 | 3 | 3 |
| 12MBx1F6 | Taxation Planning (Pre-requisite: Corporate Taxation) | 2 | 1 | 0 | 3 | 3 |
| 12MBx1F7 | International Financial Reporting | 2 | 1 | 0 | 3 | 3 |
| 12MBx1F8 | Accounting & Finance for Multinationals | 2 | 1 | 0 | 3 | 3 |

| HR | | | | | | |
|---------------------|--|----------------------|----------|----------|--------------|----------------|
| Course codes | Name of the Course | Contact Hours | | | | Credits |
| | | L | T | P | Total | |
| 12MBx1H0 | Performance Management System | 3 | 0 | 0 | 3 | 3 |
| 12MBx1H1 | Training and Development | 3 | 0 | 0 | 3 | 3 |
| 12MBx1H2 | Leadership Skills & Change Management | 3 | 0 | 0 | 3 | 3 |
| 12MBx1H3 | Compensation Management (Pre-requisite: Performance Management Systems) | 3 | 0 | 0 | 3 | 3 |
| 12MBx1H4 | Strategic Human Resource Management | 3 | 0 | 0 | 3 | 3 |
| 12MBx1H5 | Human Resource Development (Pre-requisite: Training & Development) | 3 | 0 | 0 | 3 | 3 |
| 12MBx1H6 | Cross Cultural Management | 3 | 0 | 0 | 3 | 3 |
| 12MBx1H7 | Human Resource Information Systems | 3 | 0 | 0 | 3 | 3 |

| General | | | | | | |
|--------------|----------------------------------|---------------|---|---|-------|---------|
| Course codes | Name of the Course | Contact Hours | | | | Credits |
| | | L | T | P | Total | |
| 12MBx1G1 | Intellectual Property Rights | 3 | 0 | 0 | 3 | 3 |
| 12MBx1G2 | International Trade Logistics | 3 | 0 | 0 | 3 | 3 |
| 12MBx1G3 | Global Climate Change & Business | 3 | 0 | 0 | 3 | 3 |

Sectoral Elective Courses

| Course Code | Name of the Course | Contact Hours | | | | Credits | Course Code | Name of the Course | Contact Hours | | | | Credits |
|-------------------------------|-------------------------------------|---------------|---|---|-------|---------------------------------|-------------|---|---------------|---|---|-------|---------|
| | | L | T | P | Total | | | | L | T | P | Total | |
| Hospitality Management | | | | | | Agro-business Management | | | | | | | |
| 12BB41V0 | Overview of Hospitality Management | 3 | 0 | 0 | 3 | 3 | 12BB41W0 | Overview of Agri-business Management | 3 | 0 | 0 | 3 | 3 |
| 12MB51V1 | Managing Hospitality Services | 3 | 0 | 0 | 3 | 3 | 12MB51W1 | Agricultural Marketing | 3 | 0 | 0 | 3 | 3 |
| Banking | | | | | | Foreign Trade | | | | | | | |
| 12BB41B0 | Overview of Banking | 3 | 0 | 0 | 3 | 3 | 12BB41T0 | International Logistics Management | 3 | 0 | 0 | 3 | 3 |
| 12MB51B1 | Banking Service Operations | 3 | 0 | 0 | 3 | 3 | 12MB51T1 | Export & Import Documentation & Insurance | 3 | 0 | 0 | 3 | 3 |
| Healthcare | | | | | | Information Technology | | | | | | | |
| 12BB41D0 | Overview of Healthcare Management | 3 | 0 | 0 | 3 | 3 | 12BB41I0 | IT Enabled Services | 3 | 0 | 0 | 3 | 3 |
| 12MB51D1 | Management of Healthcare Operations | 3 | 0 | 0 | 3 | 3 | 12MB51I1 | Marketing of Software Solutions (Pre-requisite: Project Management) | 3 | 0 | 0 | 3 | 3 |

| Manufacturing Management | | | | | | | | | | | | |
|--------------------------|--------------------------------------|---|---|---|---|---|--|--|--|--|--|--|
| 12BB41Z0 | Overview of Manufacturing Management | 3 | 0 | 0 | 3 | 3 | | | | | | |
| 12MB51Z1 | Operations Strategy | 3 | 0 | 0 | 3 | 3 | | | | | | |

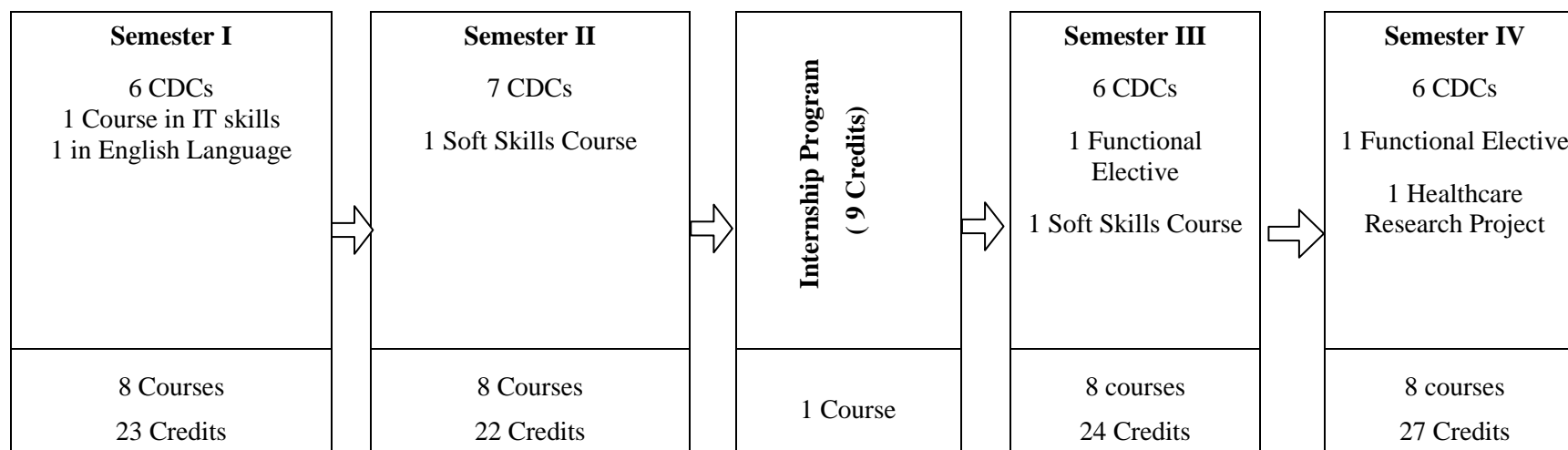
Program Structure of MBA (Healthcare Management)

| Year | Course Code | Name of the Course | Contact Hours | | | | Credits | Course Code | Name of the Course | Contact Hours | | | | Credits |
|------|--|---|---------------|-----------|----------|-----------|-----------|--------------------|--|---------------|-----------|----------|-----------|-----------|
| | | | L | T | P | Total | | | | L | T | P | Total | |
| | Semester I | | | | | | | Semester II | | | | | | |
| I | 12MH51C0 | Perspectives of Management | 3 | 0 | 0 | 3 | 3 | 12MH52C0 | Medical terminology & Medical records | 2 | 0 | 2 | 4 | 3 |
| | 12MH51C1 | Demographics & Bio-Statistics | 2 | 1 | 0 | 3 | 3 | 12MH52C1 | Research Methodology for Healthcare | 2 | 1 | 0 | 3 | 3 |
| | 12MH51C2 | Financial Accounting | 2 | 1 | 0 | 3 | 3 | 12MH52C2 | Financial Management | 2 | 1 | 0 | 3 | 3 |
| | 12MH51C3 | Health Economics | 3 | 0 | 0 | 3 | 3 | 12MH52C3 | Legal Issues in Healthcare | 3 | 0 | 0 | 3 | 3 |
| | 12MH51C4 | Indian Healthcare Environment | 3 | 0 | 0 | 3 | 3 | 12MH52C4 | Marketing Management | 3 | 0 | 0 | 3 | 3 |
| | 12MH51C5 | Organizational Behavior | 3 | 0 | 0 | 3 | 3 | 12MH52C5 | Human Resource Management | 3 | 0 | 0 | 3 | 3 |
| | 12MH51K6 | IT for Managers | 2 | 0 | 2 | 4 | 3 | 12MH52C6 | Hospital Information Systems | 1 | 0 | 2 | 3 | 2 |
| | 12MH51K7 | Business Communication | 1 | 0 | 2 | 3 | 2 | 12MH52K7 | Soft Skills I | 1 | 0 | 2 | 3 | 2 |
| | | Total | | 19 | 2 | 4 | 25 | 23 | | Total | 17 | 2 | 6 | 25 |
| | 12MH50N0 3-month Internship Program – 9 Credits | | | | | | | | | | | | | |
| II | 12MH61C0 | Strategic Management in Healthcare | 3 | 0 | 0 | 3 | 3 | 12MH62C0 | Ethical issues in Healthcare and Hospital Governance | 3 | 0 | 0 | 3 | 3 |
| | 12MH61C1 | Hospital Planning & Organization | 3 | 0 | 0 | 3 | 3 | 12MH62C1 | Total Quality Management in Healthcare | 3 | 0 | 0 | 3 | 3 |
| | 12MH61C2 | Management of Clinical Services | 3 | 0 | 0 | 3 | 3 | 12MH62C2 | Management of Non-Clinical Services | 3 | 0 | 0 | 3 | 3 |
| | 12MH61C3 | Patient care services | 3 | 0 | 0 | 3 | 3 | 12MH62C3 | Healthcare Insurance Management | 3 | 0 | 0 | 3 | 3 |
| | 12MH61C4 | Patient Behavior | 3 | 0 | 0 | 3 | 3 | 12MH62C4 | Supply Chain Management for Hospitals | 3 | 0 | 0 | 3 | 3 |
| | 12MH61C5 | Cost and Management Accounting for Healthcare | 3 | 1 | 0 | 4 | 4 | 12MH62C5 | Counselling skills for Healthcare Managers | 3 | 0 | 0 | 3 | 3 |
| | 12MH61K6 | Soft Skills 2 | 1 | 0 | 2 | 3 | 2 | 12MH62xx | Functional Elective – 2 | 3 | 0 | 0 | 3 | 3 |
| | 12MH61xx | Functional Elective -1 | 3 | 0 | 0 | 3 | 3 | 12MH62E7 | Healthcare Research Project | 3 | 0 | 6 | 9 | 6 |
| | Total | | 22 | 1 | 2 | 25 | 24 | | Total | 24 | 0 | 6 | 30 | 27 |

Functional Electives

| Course Code | Name of the Course | Contact Hours | | | | Credits |
|-------------|--|---------------|---|---|-------|---------|
| | | L | T | P | Total | |
| 12MH6xH1 | Talent Management for Healthcare | 3 | 0 | 0 | 3 | 3 |
| 12MH6xH2 | Training and Development for Healthcare | 3 | 0 | 0 | 3 | 3 |
| 12MH6xH3 | Employee Engagement & People Management | 3 | 0 | 0 | 3 | 3 |
| 12MH6xM1 | Marketing of Healthcare Services | 3 | 0 | 0 | 3 | 3 |
| 12MH6xM2 | Medical Tourism | 3 | 0 | 0 | 3 | 3 |
| 12MH6xM3 | Database Marketing | 3 | 0 | 0 | 3 | 3 |
| 12MH6xF1 | Working Capital Management for Hospitals | 3 | 0 | 0 | 3 | 3 |
| 12MH6xF2 | Project Management for Hospitals | 3 | 0 | 0 | 3 | 3 |

Program Structure for the MBA Program in Healthcare Management



| Courses | No. | Credits |
|--|-----------|------------|
| CDCs (Compulsory disciplinary courses) | 25 | 75 |
| English Language | 1 | 2 |
| IT courses | 1 | 3 |
| Soft Skills Courses | 2 | 4 |
| Functional Electives | 2 | 6 |
| Healthcare Research Project | 1 | 6 |
| Internship Program | 1 | 9 |
| Total | 33 | 105 |

Modified Program Structure for the MBA Program

| Year | Course Code | Name of the Course | Contact Hours | | | | Credits | Course Code | Name of the Course | Contact Hours | | | | Credits |
|------|--|-------------------------------------|---------------|-----------|----------|----------|-----------|--------------------|--|---------------|-----------|----------|----------|-----------|
| | | | L | T | P | Total | | | | L | T | P | Total | |
| | Semester I | | | | | | | Semester II | | | | | | |
| I | 10MB51C0 | Quantitative Methods | 3 | 0 | 0 | 3 | 3 | 10MB52C0 | Human Resource Management | 3 | 0 | 0 | 3 | 3 |
| | 10MB51C1 | Indian Business Environment | 3 | 0 | 0 | 3 | 3 | 10MB52C1 | Financial Management | 2 | 1 | 0 | 3 | 3 |
| | 10MB51C2 | Managerial Economics | 3 | 0 | 0 | 3 | 3 | 10MB52C2 | Business Research Methodology | 3 | 0 | 0 | 3 | 3 |
| | 10MB51C3 | Financial and Management Accounting | 2 | 1 | 0 | 3 | 3 | 10MB52C3 | International Business Environment | 3 | 0 | 0 | 3 | 3 |
| | 10MB51C4 | Marketing Management | 3 | 0 | 0 | 3 | 3 | 10MB52C4 | Operations Management | 3 | 0 | 0 | 3 | 3 |
| | 10MB51C5 | Organizational Behavior | 3 | 0 | 0 | 3 | 3 | 10MB52C5 | Business Legislation | 3 | 0 | 0 | 3 | 3 |
| | 10MB51C6 | IT for Managers | 2 | 0 | 2 | 4 | 3 | 10MB52C6 | Enterprise Resource Planning | 1 | 0 | 4 | 5 | 3 |
| | 10MB51K7 | Business Communication | 1 | 1 | 0 | 2 | 2 | 10MB52K7 | Soft Skills I | 1 | 0 | 2 | 3 | 2 |
| | | Total | | 20 | 2 | 2 | 24 | 23 | | Total | 19 | 1 | 6 | 26 |
| | 10MB50N0 3-month Internship Program – 9 Credits | | | | | | | | | | | | | |
| II | 11MB61C0 | Strategic Management I | 3 | 0 | 0 | 3 | 3 | 11MB62C0 | Strategic Management II | 3 | 0 | 0 | 3 | 3 |
| | 11MB61C1 | Management Control Systems | 3 | 0 | 0 | 3 | 3 | 10MB62C1 | Business Ethics & Corporate Governance | 3 | 0 | 0 | 3 | 3 |
| | 10MB61K2 | Soft Skills 2 | 1 | 0 | 2 | 3 | 2 | 10MB62xx | Elective 1 | 3 | 0 | 0 | 3 | 3 |
| | 10MB61xx | Elective -1 | 3 | 0 | 0 | 3 | 3 | 10MB62xx | Elective 2 | 3 | 0 | 0 | 3 | 3 |
| | 10MB61xx | Elective -2 | 3 | 0 | 0 | 3 | 3 | 10MB62xx | Elective 3 | 3 | 0 | 0 | 3 | 3 |
| | 10MB61xx | Elective -3 | 3 | 0 | 0 | 3 | 3 | 10MB62xx | Elective 4 | 3 | 0 | 0 | 3 | 3 |
| | 10MB61xx | Elective -4 | 3 | 0 | 0 | 3 | 3 | 10MB62xx | Sectoral Elective 2 | 3 | 0 | 0 | 3 | 3 |
| | 10MB61xx | Sectoral Elective 1 | 3 | 0 | 0 | 3 | 3 | 10MB62E8 | Management Research Project | 3 | 0 | 6 | 9 | 6 |

| | | | | | | | | | | | | | |
|--|--------------|-----------|----------|----------|-----------|-----------|--|--------------|-----------|----------|----------|-----------|-----------|
| | Total | 22 | 0 | 2 | 24 | 23 | | Total | 24 | 0 | 6 | 30 | 27 |
|--|--------------|-----------|----------|----------|-----------|-----------|--|--------------|-----------|----------|----------|-----------|-----------|

Functional Elective Courses

| Course Code | Name of the Course | Contact Hours | | | | Credits | Course Code | Name of the Course | Contact Hours | | | | Credits |
|------------------|-----------------------------------|---------------|---|---|-------|----------------|-------------|---|---------------|---|---|-------|---------|
| | | L | T | P | Total | | | | L | T | P | Total | |
| Marketing | | | | | | Finance | | | | | | | |
| 10MB6xM0 | Consumer Behaviour | 3 | 0 | 0 | 3 | 3 | 10MB6xF0 | Financial Services and Markets | 3 | 0 | 0 | 3 | 3 |
| 10MB6xM1 | Services Marketing | 3 | 0 | 0 | 3 | 3 | 10MB61F1 | Security Analysis | 2 | 1 | 0 | 3 | 3 |
| 10MB6xM2 | B2B Marketing | 3 | 0 | 0 | 3 | 3 | 10MB6xF2 | Personal Financial Planning | 2 | 1 | 0 | 3 | 3 |
| 10MB6xM3 | International Marketing | 3 | 0 | 0 | 3 | 3 | 10MB61F3 | Corporate Taxation | 2 | 1 | 0 | 3 | 3 |
| 10MB6xM4 | Sales and Distribution Management | 3 | 0 | 0 | 3 | 3 | 10MB62F4 | Financial Derivatives (Pre-requisite: Security Analysis) | 2 | 1 | 0 | 3 | 3 |
| 10MB6xM5 | Services Marketing | 3 | 0 | 0 | 3 | 3 | 10MB62F5 | Portfolio Management (Pre-requisite: Security Analysis) | 2 | 1 | 0 | 3 | 3 |
| 10MB6xM6 | Brand Management | 3 | 0 | 0 | 3 | 3 | 10MB62F6 | Taxation Planning (Pre-requisite: Corporate Taxation) | 2 | 1 | 0 | 3 | 3 |
| 10MB6xM7 | Customer Relationship Management | 3 | 0 | 0 | 3 | 3 | 10MB61F7 | Project Management | 2 | 1 | 0 | 3 | 3 |

| Course Code | Name of the Course | Contact Hours | | | | Credits |
|----------------------------------|--|---------------|---|---|-------|---------|
| | | L | T | P | Total | |
| Human Resource Management | | | | | | |
| 10MB61H0 | Performance Management System | 3 | 0 | 0 | 3 | 3 |
| 10MB61H1 | Training and Development | 3 | 0 | 0 | 3 | 3 |
| 10MB6xH2 | Industrial Relations & Labour Legislation | 3 | 0 | 0 | 3 | 3 |
| 10MB6xH3 | Leadership Skills & Change Management | 3 | 0 | 0 | 3 | 3 |
| 10MB62H4 | Compensation Management (Pre-requisite: Performance Management Systems) | 3 | 0 | 0 | 3 | 3 |

| | | | | | | |
|----------|---|---|---|---|---|---|
| 10MB6xH5 | Strategic Human Resource Management | 3 | 0 | 0 | 3 | 3 |
| 10MB62H6 | Human Resource Development (Pre-requisite: Training & Development) | 3 | 0 | 0 | 3 | 3 |
| 10MB6xH7 | Knowledge Management | 3 | 0 | 0 | 3 | 3 |

Sectoral Elective Courses

| Course Code | Name of the Course | Contact Hours | | | | Credits | Course Code | Name of the Course | Contact Hours | | | | Credits |
|-------------------|-------------------------------------|---------------|---|---|-------|-------------------------------|-------------|--|---------------|---|---|-------|---------|
| | | L | T | P | Total | | | | L | T | P | Total | |
| Retail | | | | | | Insurance | | | | | | | |
| 10MB61R0 | Overview of Retailing | 3 | 0 | 0 | 3 | 3 | 10MB62S0 | Life Insurance | 3 | 0 | 0 | 3 | 3 |
| 10MB62R1 | Management of Retail Operations | 3 | 0 | 0 | 3 | 3 | 10MB62S1 | General Insurance | 3 | 0 | 0 | 3 | 3 |
| Banking | | | | | | Foreign Trade | | | | | | | |
| 10MB61B0 | Overview of Banking | 3 | 0 | 0 | 3 | 3 | 10MB61T0 | International Logistics Management | 3 | 0 | 0 | 3 | 3 |
| 10MB62B1 | Banking Service Operations | 3 | 0 | 0 | 3 | 3 | 10MB62T1 | Export & Import Documentation & Insurance | 3 | 0 | 0 | 3 | 3 |
| Healthcare | | | | | | Information Technology | | | | | | | |
| 10MB61D0 | Overview of Healthcare Management | 3 | 0 | 0 | 3 | 3 | 10MB61I0 | IT Enabled Services | 3 | 0 | 0 | 3 | 3 |
| 10MB62D2 | Management of Healthcare Operations | 3 | 0 | 0 | 3 | 3 | 10MB62I1 | Marketing of Software Solutions (Pre-requisite: Project Management) | 3 | 0 | 0 | 3 | 3 |

Program Structure for the 5-Year Integrated Dual Degree B.Tech – MBA Program

(The diagram depicts only the Management Courses)

| | | | | | |
|--|--|------------------------------------|---|---|---|
| Summer Semester End of Year III 3 CDCs | Semester VII Engineering Courses | Semester VIII 4 CDCs | Summer Semester End of Year IV 3 CDCs | Semester IX 3 CDCs 4 Functional Electives 1 Sectoral Elective | Semester X 2 CDCs 4 Functional Electives 1 Sectoral Elective 1 Management Thesis |
| 3 Courses 9 Credits | → | 4 Courses 12 Credits | 3 Courses 9 Credits | 8 Courses 24 Credits | 8 Courses 27 Credits |

Program Structure for the 5-Year Integrated Dual Degree B.Tech – MBA Program in Technology Management

(The diagram depicts only the Management Courses)

| | | | | | |
|--|--|------------------------------------|---|---|---|
| Summer Semester End of Year III 4 CDCs | Semester VII Engineering Courses | Semester VIII 4 CDCs | Summer Semester End of Year IV 3 CDCs | Semester IX 3 CDCs 4 Functional Electives 1 Sectoral Elective | Semester X 2 CDCs 4 Functional Electives 1 Sectoral Elective 1 Technology Management Project |
| 4 Courses 12 Credits | → | 4 Courses 12 Credits | 3 Courses 9 Credits | 8 Courses 24 Credits | 8 Courses 27 Credits |

Year/Semester-wise Courses on Offer in the 5-Year Integrated Dual Degree B.Tech-MBA Program and

Year/Semester-wise Courses on Offer in the 5-Year Integrated Dual Degree B.Tech-MBA Program in Technology Management

(The table depicts only the Management Courses)

| Semester | Courses | | Courses | |
|---|--------------------------------------|---------|--|---------|
| | The MBA Program | Credits | The MBA Program in Technology Management | Credits |
| Summer Semester I (After Semester VI) | • Indian Business Environment | 3 | • Indian Business Environment | 3 |
| | • Managerial Economics | 3 | • Engineering Economics | 3 |
| | • Organizational Behavior | 3 | • Fundamentals of Technology Management | 3 |
| | | | • Organizational Behavior | 3 |
| Semester VIII | • Business Research Methodology | 3 | • Business Research Methodology | 3 |
| | • Financial & Management Accounting | 3 | • Financial & Management Accounting | 3 |
| | | | • Human Resource Management | 3 |
| | • Human Resource Management | 3 | • Marketing Management | 3 |
| • Marketing Management | 3 | | | |
| Summer Semester II (After Semester VIII) | • Financial Management | 3 | • Financial Management | 3 |
| | • International Business Environment | 3 | • International Business Environment | 3 |
| | | | • Operations & Technology Management | 3 |
| • Operations Management | 3 | | | |
| Semester IX | • Strategic Management I | 3 | • Management Control Systems | 3 |
| | • Management Control Systems | 3 | • Legal Aspects of Technology & Management | 3 |
| | • Business Legislation | 3 | | |
| | • Elective I | 3 | • Supply Chain Management | 3 |
| | • Elective II | 3 | • Management of Intellectual Property | 3 |
| | • Elective III | 3 | • Corporate Social Responsibility | 3 |

| Semester | Courses | | Courses | |
|--------------|--|---------|---|---|
| | The MBA Program | Credits | The MBA Program in Technology Management | Credits |
| | • Elective IV | 3 | • Major Elective I | 3 |
| | • Sectoral Specialization I | 3 | • Major Elective II | 3 |
| Semester X | | | • Functional Elective I | 3 |
| | • Strategic Management II | 3 | • Strategic Management of Technology | 3 |
| | • Business Ethics & Corporate Governance | 3 | • Business Ethics & Corporate Governance | 3 |
| | • Elective V | 3 | • Innovation, Research & Development Management | 3 |
| | • Elective VI | 3 | | • Management of Technology Acquisition & Transfer |
| | • Elective VII | 3 | • Major Elective III | 3 |
| | • Elective VIII | 3 | • Major Elective IV | 3 |
| | • Sectoral Specialization II | 3 | • Functional Elective II | 3 |
| | • Management Thesis | 6 | • Technology Management Project (TMP) | 6 |
| Total | 81 | | 84 | |

**B. Com (Honours) (Accounting & Finance)
Program Structure**

| | | Semester I | | | | | Semester II | | | | | | | |
|--|--------------|--|----|---|----|----|-------------|--------------|------------------------------------|-----------|----------|-----------|-----------|-----------|
| | Code | Course Title | L | T | P | H | C | Code | Course Title | L | T | P | H | C |
| Year I | 11BC11K0 | English Language Skills I | 2 | 0 | 2 | 4 | 3 | 11BC12K0 | English Language Skills II | 2 | 0 | 2 | 4 | 3 |
| | 11BC11C1 | Principles of Accounting | 3 | 0 | 2 | 5 | 4 | 11BC12C1 | Financial Accounting | 3 | 0 | 2 | 5 | 4 |
| | 11BC11C2 | Indian Business Environment | 3 | 0 | 0 | 3 | 3 | 11BC12C2 | International Business Environment | 3 | 0 | 0 | 3 | 3 |
| | 11BC11C3 | Business Mathematics | 3 | 0 | 2 | 5 | 4 | 11BC12C3 | Quantitative Methods | 3 | 0 | 2 | 5 | 4 |
| | 11BC11C4 | Business Economics | 3 | 0 | 0 | 3 | 3 | 11BC12C4 | Monetary Economics | 3 | 0 | 0 | 3 | 3 |
| | 11BC11K5 | Introduction to Information Technology | 1 | 0 | 4 | 5 | 3 | 11BC12K5 | Business Laws | 3 | 0 | 0 | 3 | 3 |
| | 11BC11K6 | Contemporary India* | 3 | 0 | 0 | 3 | 0 | 11BC12K6 | Accounting Packages | 1 | 0 | 4 | 5 | 3 |
| | Total | | 18 | 0 | 10 | 28 | 20 | Total | | 18 | 0 | 10 | 28 | 23 |
| 11BC10P0 Summer Project (6 Credits) | | | | | | | | | | | | | | |
| Year II | 11BC21C0 | Advanced Financial Accounting | 3 | 0 | 2 | 5 | 4 | 11BC22C0 | Corporate Accounting | 3 | 0 | 2 | 5 | 4 |
| | 11BC21C1 | Financial Management | 3 | 0 | 2 | 5 | 4 | 11BC22C1 | Auditing | 3 | 0 | 0 | 3 | 3 |
| | 11BC21C2 | Cost Accounting – I | 3 | 0 | 2 | 5 | 4 | 11BC22C2 | Cost Accounting - II | 3 | 0 | 2 | 5 | 4 |
| | 11BC21C3 | Indian Financial System | 3 | 0 | 0 | 3 | 3 | 11BC22C3 | Banking | 2 | 0 | 2 | 4 | 3 |
| | 11BC21K4 | Business Communication | 2 | 0 | 2 | 4 | 3 | 11BC22C4 | Business Report Writing | 2 | 0 | 2 | 4 | 3 |
| | 11BC21C5 | Perspectives of Management | 3 | 0 | 0 | 3 | 3 | 11BC22C5 | Human Resource Management | 3 | 0 | 0 | 3 | 3 |

| | | | | | | | | | | | | | | | |
|---|--------------|--|-----------|----------|----------|-----------|--------------------|--------------|--------------------------------|----------|-----------|----------|-----------|-----------|-----------|
| | 11BC21K6 | Environmental Studies* | 3 | 0 | 0 | 3 | 0 | 11BC22C6 | Business Research Methods | 2 | 0 | 2 | 4 | 3 | |
| | Total | | 20 | 0 | 8 | 28 | 21 | Total | | | 18 | 0 | 10 | 28 | 23 |
| 11BC20P0 Summer Project II (6 credits) | | | | | | | | | | | | | | | |
| I Semester | | | | | | | II Semester | | | | | | | | |
| | Code | Course Title | L | T | P | H | C | Code | Course Title | L | T | P | H | C | |
| Year III | 11BC31C0 | Accounting and Reporting Standards | 2 | 0 | 2 | 4 | 3 | 11BC32C0 | Management Information Systems | 3 | 0 | 0 | 3 | 3 | |
| | 11BC31C1 | Systems and Special Auditing | 3 | 0 | 0 | 3 | 3 | 11BC32C1 | Project Management | 3 | 0 | 0 | 3 | 3 | |
| | 11BC31C2 | Banking Law and Practice | 2 | 0 | 2 | 4 | 3 | 11BC32C2 | Corporate and Allied Laws - II | 4 | 0 | 0 | 4 | 4 | |
| | 11BC31C3 | Management Accounting | 3 | 0 | 2 | 5 | 4 | 11BC32C3 | Direct Taxes-II | 3 | 0 | 2 | 5 | 4 | |
| | 11BC31C4 | Direct Taxes – I | 3 | 0 | 2 | 5 | 4 | 11BC32C4 | Indirect Taxes | 3 | 0 | 2 | 5 | 4 | |
| | 11BC31C5 | Marketing Management | 3 | 0 | 0 | 3 | 3 | 11BC32K5 | Soft Skills I | 2 | 0 | 2 | 4 | 3 | |
| | 11BC31C6 | Corporate and Allied Laws -I | 3 | 0 | 2 | 5 | 4 | 11BC32C6 | Commerce Lab I (Accounting) | 1 | 0 | 4 | 5 | 3 | |
| | Total | | 20 | 0 | 8 | 28 | 24 | Total | | | 19 | 0 | 10 | 29 | 24 |
| 11BC30P0 Summer Project (6 Credits) | | | | | | | | | | | | | | | |
| Year IV | 11BC41C0 | Capital Markets | 3 | 0 | 0 | 3 | 3 | 11BC42C0 | Business Strategy | 3 | 0 | 0 | 3 | 3 | |
| | 11BC41C1 | International Financial Management | 2 | 0 | 2 | 4 | 3 | 11BC42C1 | E-Commerce | 2 | 0 | 2 | 4 | 3 | |
| | 11BC41C2 | Security Analysis & Portfolio Management | 3 | 0 | 0 | 3 | 3 | 11BC42C2 | Financial Services | 2 | 0 | 2 | 4 | 3 | |
| | 11BC41C3 | Commerce Lab II (Taxation) | 1 | 0 | 4 | 5 | 3 | 11BC42xx | Elective III | 3 | 0 | 2 | 5 | 4 | |
| | 11BC41K4 | Soft Skills II | 2 | 0 | 2 | 4 | 3 | 11BC42xx | Elective IV | 3 | 0 | 2 | 5 | 4 | |

| | | | | | | | | | | | | | | |
|--|--------------|-------------|-----------|----------|-----------|-----------|-----------|--------------|---------------|-----------|----------|-----------|-----------|-----------|
| | 11BC41xx | Elective I | 3 | 0 | 2 | 5 | 4 | 11BC42P5 | Study Project | 1 | 0 | 6 | 7 | 4 |
| | 11BC41xx | Elective II | 3 | 0 | 2 | 5 | 4 | | | | | | | |
| | Total | | 17 | 0 | 12 | 28 | 23 | Total | | 14 | 0 | 14 | 28 | 21 |

* Non-credit courses

B.Com -Elective Courses Structure

| Course Code | Course Title | L | T | P | H | C |
|-------------|--|---|---|---|---|---|
| 11BC4xZ0 | Human Resource Accounting | 3 | 0 | 2 | 5 | 4 |
| 11BC4xZ1 | Inflation Accounting | 3 | 0 | 2 | 5 | 4 |
| 11BC4xZ2 | Forensic Accounting | 3 | 0 | 2 | 5 | 4 |
| 11BC4xZ3 | Accounting for Listed Companies | 3 | 0 | 2 | 5 | 4 |
| 11BC4xZ4 | Contemporary Accounting Practices | 3 | 0 | 2 | 5 | 4 |
| 11BC4xZ5 | International Financial Reporting standards (IFRS) | 3 | 0 | 2 | 5 | 4 |
| 11BC4xZ6 | Working Capital Management | 3 | 0 | 2 | 5 | 4 |
| 11BC4xF0 | Financial Engineering | 3 | 0 | 2 | 5 | 4 |
| 11BC4xF1 | Fundamentals of Financial Derivatives | 3 | 0 | 2 | 5 | 4 |
| 11BC4xF2 | Risk Management | 3 | 0 | 2 | 5 | 4 |
| 11BC4xF3 | Foreign Exchange Management | 3 | 0 | 2 | 5 | 4 |
| 11BC4xF4 | Export and Import Procedure and Documentation | 3 | 0 | 2 | 5 | 4 |
| 11BC4xQ0 | Corporate Tax Planning & Management | 3 | 0 | 2 | 5 | 4 |
| 11BC4xG0 | Entrepreneurship Development | 3 | 0 | 2 | 5 | 4 |

Legend: L - Lectures, T – Tutorials, P – Practicals/Practice, H - Contact Hours and C - Credits

The course curriculum is presented (**Annexure 05.06A**) in this meeting for approval. The curriculum of the Human Resources Accounting, Inflation Accounting, Forensic Accounting, Accounting for Listed Companies and Contemporary Accounting Practices will be prepared in due course.