

FIRST YEAR

<p>Term I Orientation Program</p> <ul style="list-style-type: none"> • Computer Usage Skills • Mathematics • Statistics <p>Core Courses</p> <ul style="list-style-type: none"> • Managerial Economics • Financial Accounting and Control • Business Law • Business Communication • Principles of Management • Organisational Behavior • Marketing Management -I • Fundamentals of Statistics 	<p>Term II Core Courses</p> <ul style="list-style-type: none"> • Macro Economics & Economic Policy • Management Accounting • Corporate Finance-I • Management of Human Resources • Marketing Management - II • Operations Management-I • Applied statistical Decision Making • Research Methodology 	<p>Term III Core Courses</p> <ul style="list-style-type: none"> • Business Environment • Corporate Finance-II • Business Ethics & Corporate Governance • Industry Studies • Industry Relations • Organisation Structure, Process & Design • Managing Information System • Operations Management-II • Environment Management • Decision Models for Management
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SECOND YEAR

<p>Term IV Core Courses</p> <ul style="list-style-type: none"> • Strategic Management - I • Strategic Information Technology <p>Elective Courses</p> <ul style="list-style-type: none"> • Using Econometrics for Business Forecasting • Corporate Valuation, Mergers & Acquisitions • Strategic Cost Management • Management of Banks & other Financial Institutions • International Finance • Insurance Management • Summer Project • Industrial Relations & Applied Labour law • OD: Diagnosis & Interventions • Reward Management 	<p>Term V Core Courses</p> <ul style="list-style-type: none"> • Strategic Management II <p>Elective Courses</p> <ul style="list-style-type: none"> • Security Analysis & Portfolio Mgt. • Management Control Systems • Futures, options & risk management • Management Consultancy • Performance Management System • Strategic Human Resource Management • Human Resource Budgeting • Training & Development • E-Business & Enterprise Applications 	<p>Term VI Core Courses</p> <ul style="list-style-type: none"> • Capstone Exercise <p>Elective Courses</p> <ul style="list-style-type: none"> • Corporate Tax Planning • Merchant Banking & Financial services • Learning organisations and Leadership • Managerial Competencies and Career Development • Human Resource Information System • Knowledge Management • Relationship Marketing • New Product Management • International Marketing • Design and Development Products and Services • Quantitative Models and Decision Techniques
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<ul style="list-style-type: none">• Business Application Using Data Base Management• Consumer Behaviour• Sales and Distribution Management• Brand Management• Business to Business Marketing• Marketing Research• Operations Strategy• Supply Chain Management• Total Quality & Productivity Management• Total Inventory Management• Systems Integration• Project Management	<ul style="list-style-type: none">• Systems Modelling & Simulation• Rural Marketing• Advertising & Sales Promotion Management• Retailing and Franchising• Services Marketing• Materials Management• Operations Transformation Management• Logistics Management• Operations Improvement Techniques• Change Management	
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