

Course Code	Course Title	Periods / week			Credits	CAT
		Lecture	Tutorial	Practical		
<b>SEMESTER 1</b>						
P21MGT01	Management Principles and Practice	3	0	0	3	PC
P21MGT02	Organisational Behaviour	3	0	0	3	PC
P21MGT03	Economics for Decision Making	3	1	0	4	PC
P21MGT04	Financial and Management Accounting	3	1	0	4	PC
P21MGT05	Business Statistics and Operations Research	3	1	0	4	PC
P21MGT06	Legal Aspects of Business	3	1	0	4	PC
P21MGP07	Professional Skill Development – I*	0	0	2	1	EEC
<b>Total 23 Periods</b>		<b>18</b>	<b>4</b>	<b>2</b>	<b>23</b>	
<b>SEMESTER 2</b>						
P21MGT08	Total Quality Management	3	0	0	3	PC
P21MGT09	Marketing Management	3	0	0	3	PC
P21MGT10	Financial Management	3	0	0	3	PC
P21MGT11	Human Resource Management	3	0	0	3	PC
P21MGT12	Entrepreneurship Development	3	0	0	3	PC
P21MGT13	Business Research Methods	3	1	0	4	PC
P21MGP14	Data Analysis and Business Modeling	0	0	4	2	EEC
P21MGP15	Professional Skill Development – II*	0	0	2	1	EEC
<b>Total 22 Periods</b>		<b>18</b>	<b>1</b>	<b>6</b>	<b>22</b>	

\*No End Semester Examination required for this course

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<b>SEMESTER 3</b>						
P21MGT16	Management Information System	3	0	0	3	PC
P21MGT17	Business Environment and Ethics	3	0	0	3	PC
	Elective I	3	0	0	3	PE
	Elective II	3	0	0	3	PE
	Elective III	3	0	0	3	PE
	Elective IV	3	0	0	3	PE
P21MGJ18	Project Work	0	0	8	4	EEC
P21MGP19	Professional Skill Development – III*	0	0	2	1	EEC
<b>Total 23 Periods</b>		<b>18</b>	<b>0</b>	<b>10</b>	<b>23</b>	
*No End Semester Examination required for this course						
<b>SEMESTER 4</b>						
P21MGT20	Strategic Management	3	0	0	3	PC
P21MGT21	International Business	3	0	0	3	PC
	Elective I	3	0	0	3	PE
	Elective II	3	0	0	3	PE
	Elective III	3	0	0	3	PE
	Elective IV	3	0	0	3	PE
<b>Total 18 Periods</b>		<b>18</b>	<b>0</b>	<b>0</b>	<b>18</b>	

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**PROFESSIONAL ELECTIVES****ELECTIVES FOR III SEMESTER****FUNCTIONAL SPECIALIZATIONS**

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<b>Course Code</b>	<b>Course Title</b>
<b>Marketing Management</b>	
P21MGT51	Retail Management
P21MGT52	Services Marketing
P21MGT53	Marketing Metrics and Analytics
P21MGT54	Rural Marketing
<b>Financial Management</b>	
P21MGT55	Banking System and Practices
P21MGT56	Financial Services
P21MGT57	Financial Modeling
P21MGT58	Equity Research and Portfolio Management
<b>Human Resource Management</b>	
P21MGT59	Organisation Design and Development
P21MGT60	Managing Interpersonal Effectiveness
P21MGT61	Labour Welfare and Industrial Relations
P21MGT62	Performance Management
<b>Systems Management</b>	
P21MGT63	Information Systems Design and Development
P21MGT64	Business Data Analytics
P21MGT65	E-Commerce
P21MGT66	Knowledge Management

**SECTORAL SPECIALIZATIONS**

**Operations and Supply Chain Management**

P21MGT67      Lean Six Sigma

P21MGT68      Industry 4.0

**Entrepreneurship**

P21MGT69      Creativity, Innovation and Entrepreneurship

P21MGT70      Intellectual Property Rights

**Hospital and Health Care Management**

P21MGT71      Healthcare Management

P21MGT72      Healthcare System Management

**Agribusiness Management**

P21MGT73      Agribusiness Environment

P21MGT74      Value Chain in Agribusiness

**ELECTIVES FOR IV SEMESTER**

**FUNCTIONAL SPECIALIZATIONS**

**Marketing Management**

P21MGT75      Consumer Behavior

P21MGT76      Integrated Marketing Communication

P21MGT77      Brand Management

P21MGT78      Digital Marketing

**Financial Management**

P21MGT79      Rural Banking and Microfinance

P21MGT80      International Trade Finance

P21MGT81      Mergers, Acquisitions and Restructuring

P21MGT82      Derivatives Management

**Human Resource Management**

P21MGT83	HR Analytics
P21MGT84	Behavioural Modification and Management
P21MGT85	Competency Mapping and Development
P21MGT86	Training and Development

**Systems Management**

P21MGT87	Enterprise Resource Planning
P21MGT88	Decision Support System
P21MGT89	Business Intelligence
P21MGT90	Software Project Management System

**SECTORAL SPECIALIZATIONS**

**Operations and Supply Chain Management**

P21MGT91	Supply Chain Concepts and Planning
P21MGT92	Reverse and Contract Logistics

**Entrepreneurship**

P21MGT93	Entrepreneurship and Small Business
P21MGT94	Building a Sustainable Enterprise

**Hospital and Health Care Management**

P21MGT95	Service Operation Management in Hospitals
P21MGT96	Entrepreneurship in Healthcare Management

**Agribusiness Management**

P21MGT97	ICT for Agriculture Management
P21MGT98	Entrepreneurship in Agribusiness

**Note:** A course would be run with contact classes if there is a registration of minimum 15 students. However the final decision to offer the elective rests with the department. The students have the following choices in selecting their specialization papers in the III and IV semesters, as per the new regulations, Four electives will be offered in functional specializations and Sectoral specializations, two courses in each.

1. Opting for any one stream of functional specialization and any one stream of Sectoral specialization
2. Opting for any two streams of functional specializations.

Elective Options taken in third semester will continue in the fourth semester.

**SUMMARY OF CREDIT DISTRIBUTION**

CAT	Credits / Semester				Total Credits
	I	II	III	IV	
<b>FC</b>	0	0	0	0	<b>0</b>
<b>PC</b>	22	19	6	6	53
<b>PE</b>	-	-	12	12	24
<b>EEC</b>	1	3	5	-	9
<b>Total</b>	23	22	23	18	86

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