

Course Code	Course Title	Periods / week			Credits	CAT
		Lecture	Tutorial	Practical		
<b>SEMESTER 1</b>						
P23MGT01	Management Principles and Practice	3	0	0	3	PC
P23MGT02	Organisational Behaviour	3	0	0	3	PC
P23MGT03	Economics for Decision Making	3	1	0	4	PC
P23MGT04	Financial and Management Accounting	3	1	0	4	PC
P23MGT05	Business Statistics and Operations Research	3	1	0	4	PC
P23MGT06	Legal Aspects of Business	3	0	0	3	PC
<b>Practicals</b>						
P23MGP07	Communicative Skill Development *	0	0	4	2	EEC
P23MGP08	Employability Skill Development*	0	0	4	2	EEC
	<b>Total 29 Periods</b>	<b>18</b>	<b>3</b>	<b>8</b>	<b>25</b>	
<b>SEMESTER 2</b>						
P23MGT09	Marketing Management	3	0	0	3	PC
P23MGT10	Financial Management	3	1	0	4	PC
P23MGT11	Human Resource Management	3	0	0	3	PC
P23MGT12	Operations and Total Quality Management	3	1	0	4	PC
P23MGT13	Entrepreneurship Development	3	0	0	3	PC
P23MGT14	Business Research Methods	3	1	0	4	PC
<b>Practicals</b>						
P23MGP15	Data Analysis and Business Modeling	0	0	4	2	PC
P23MGP16	Entrepreneurship Skill Development*	0	0	4	2	EEC
	<b>Total 26 Periods</b>	<b>18</b>	<b>2</b>	<b>6</b>	<b>25</b>	
*No End Semester Examination required for this course						

CAT - Category; FC–Foundation Course; PC - Professional Core;  
PE - Professional Elective; EEC - Employability Enhancement Course;

Course Code	Course Title	Periods / week			Credits	CAT
		Lecture	Tutorial	Practical		
<b>SEMESTER 3</b>						
P23MGT17	Strategic Management	3	1	0	4	PC
P23MGT18	International Business	3	1	0	4	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
	Elective V	3	0	0	3	PE
	Elective VI	3	0	0	3	PE
<b>Practical</b>						
P23MGP19	Project Skill Development*	0	0	4	2	EEC
	<b>Total 30 Periods</b>	<b>24</b>	<b>2</b>	<b>4</b>	<b>28</b>	
*No End Semester Examination required for this course						
<b>SEMESTER 4</b>						
P23MGJ20	Project Work	0	0	24	12	EEC
	<b>Total 24 Periods</b>	<b>0</b>	<b>0</b>	<b>24</b>	<b>12</b>	

CAT - Category; FC –Foundation Course; PC - Professional Core;  
PE - Professional Elective; EEC - Employability Enhancement Course;

### III SEMESTER- PROFESSIONAL ELECTIVES

#### FUNCTIONAL SPECIALIZATIONS

Course Code	Course Title
<b>Marketing Management</b>	
P23MGT51	Retail and Service Marketing
P23MGT52	Marketing Metrics and Performance
P23MGT53	Rural Marketing

P23MGT54	Consumer Marketing Analytics
P23MGT55	Integrated Marketing Communication
P23MGT56	Brand and Digital Marketing
<b>Financial Management</b>	
P23MGT57	Financial System and Practices
P23MGT58	Financial Services and Modeling
P23MGT59	Equity Research and Derivatives Management
P23MGT60	Rural Banking and Microfinance
P23MGT61	International Finance
P23MGT62	Digital Banking
<b>Human Resource Management</b>	
P23MGT63	Organisation Design and HR Analytics
P23MGT64	Managing Interpersonal Effectiveness
P23MGT65	Employee Welfare, Training and Development
P23MGT66	Performance Management
P23MGT67	Change and agile management
P23MGT68	Competency Mapping and Development
<b>Systems Management</b>	
P23MGT69	Information Systems Design and Development
P23MGT70	Business Data Analytics
P23MGT71	E-Business Management
P23MGT72	Knowledge Management
P23MGT73	Enterprise Resource Planning
P23MGT74	Executive support System

## SECTORAL SPECIALIZATIONS

<b>Operations and Supply Chain Management</b>	
P23MGT75	Lean Six Sigma
P23MGT76	Industry 4.0
P23MGT77	Supply Chain Concepts and Planning
P23MGT78	Reverse and Contract Logistics
<b>Entrepreneurship</b>	
P23MGT79	Creativity, Innovation and Entrepreneurship
P23MGT80	Intellectual Property Rights
P23MGT81	Entrepreneurship and Small Business
P23MGT82	Building a Sustainable Enterprise
<b>Hospital and Health Care Management</b>	
P23MGT83	Healthcare Management
P23MGT84	Healthcare System Management
P23MGT85	Service Operation Management in Hospitals
P23MGT86	Entrepreneurship in Healthcare Management
<b>Agribusiness Management</b>	
P23MGT87	Agribusiness Environment
P23MGT88	Value Chain in Agribusiness
P23MGT89	ICT for Agriculture Management
P23MGT90	Entrepreneurship in Agribusiness

**Note:** A course would be run with contact classes if there is a minimum of at least 6 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 semester. As per the new regulations, students can choose six electives (courses) from the Functional and Sectoral specializations three from each respectively as detailed below:

Option 1: One Functional specialization (Marketing Management, Financial Management, Human Resource Management and Systems Management) and one Sectoral specialization (Operations and Supply Chain Management, Entrepreneurship, Hospital and Health Care Management and Agribusiness Management)

Option 2: Two Functional specializations (Marketing Management, Financial Management, Human Resource Management and Systems Management)

#### **SUMMARY OF CREDITS DISTRIBUTION**

CAT	Credits / Semester				Total Credits
	I	II	III	IV	
<b>FC</b>	-	-	-	-	-
<b>PC</b>	21	23	8	-	52
<b>PE</b>	-	-	18	-	18
<b>EEC</b>	4	2	2	12	20
<b>Total</b>	25	25	28	12	<b>90</b>

CAT - Category; FC –Foundation Course; PC - Professional Core;  
PE - Professional Elective; EEC - Employability Enhancement Course