

COURSE STRUCTURE: GENERAL			
1 <sup>ST</sup> YEAR			
I TERM	II TERM	III TERM	Credits
Principal of Management	Marketing Management	Financial Management	3.0
Organizational Behavior	Production & Operation Management	Research Methodology	3.0
Accounting for managers	Business Communication-II(Written)	Human Resource Management	3.0
Business Economics-I(Micro)	Business Statistics	Quantitative Methods for Decision Making	3.0
Business Mathematics & Computer Application	Business Economics-II (Macro)	Management Information System	3.0
Business Communication-I(oral)	Entrepreneurship	Strategic Management	3.0
French	French	Business Law	3.0
Total			21.00

COURSE STRUCTURE: HRM			
1 <sup>ST</sup> YEAR			
I TERM	II TERM	III TERM	Credits
Principal of Management	Marketing Management	Financial Management	3.0
Organizational Behavior	Production & Operation Management	Performance Management	3.0
Accounting for Management	Business Communication-II(Written)	Management of Industrial Relation	3.0
Business Economics-I(Micro)	Business Statistics	Quantitative Methods for Decision Making	3.0
Human Resource Management	Business Economics-II(Macro)	Management Information System	3.0
Business Communication-I(oral)	Entrepreneurship	Functional Management: Trade Union	3.0
French	French	Functional Management: Collective Bargaining	3.0
Total			21.00

Note:

1. All the above courses are compulsory for students
2. Summer Project Assignment: The Project Duration is of 8 to 10 weeks
3. In between the terms Personality development and soft skill courses will be Provided

COURSE STRUCTURE:

2<sup>ND</sup> YEAR (Dual specialization- General)

Term	Marketing	HRM	Finance	IT	IB	Credits
IV	Core Course : Indian Management in Contemporary Business Practices and Business Ethics					3.0
	Product and Brand Management	Global HRM	Project Appraisal and finance	System Analysis and Design	International Business	3.0
	International Marketing	Recruitment ,Selection and Retention Management	Cost Accounting and taxation	Six Sigma & Quality control in IT	International Marketing	3.0
	Sales and Distribution Management	Employee Training and Development	Advanced Financial Management	SPSS	Global HRM	3.0
V	Core Course : Social Involvement Project					3.0
	Strategic Marketing	Strategic HRM	Strategic Financial Management	E-Commerce	International Economics	3.0
	Service Marketing	Compensation Management	Banks and Institutional Finance	Software Engineering Management	International Business Negotiation	3.0
	Advertising & Sales Promotion	Organizational Development & Change Management	Security Analysis & Portfolio Management	IT Applications	Cross Cultural Management	3.0
VI	Core Course : Business Ethics					3.0
	Retailing Management	Conflict Management in HRM	Insurance Management	Data Base Management	Global Business Environment & Role of MNCS	3.0
	Rural Marketing	Leadership and Change Management	International Finance	SQL Programme	International Finance	3.0
	Dissertation	Dissertation	Dissertation	Dissertation	Dissertation	3.0
Total						24.00

Note: Core Course is Compulsory. The Dissertation project component will be equivalent to 1 course, 3 Elective courses are to be chosen from the list furnished above with regards to functional areas viz, Marketing, Finance, HRM, International Business and Information Technology

COURSE STRUCTURE- 2<sup>ND</sup> YEAR (Dual specialization -HRM)

Term	HRM	Marketing	Finance	IT	IB	Credits
IV	Core Course : Indian Management in Contemporary Business Practices and Business Ethics					3.0
	Global HRM	Product and Brand Management	Project Appraisal and finance	System Analysis and Design	International Business	3.0
	Recruitment ,Selection and Retention Management	International Marketing	Cost Accounting and taxation	Six Sigma & Quality control in IT	International Marketing	3.0
	Employee Training and Development	Sales and Distribution Management	Advanced Financial Management	SPSS	Global HRM	3.0
V	Core Course : Social Involvement Project					3.0
	Strategic HRM	Strategic Marketing	Strategic Financial Management	E-Commerce	International Economics	3.0
	Compensation Management	Service Marketing	Banks and Institutional Finance	Software Engineering Management	International Business Negotiation	3.0
	Organizational Development & Change Management	Advertising & Sales Promotion	Security Analysis & Portfolio Management	IT Applications	Cross Cultural Management	3.0
VI	Core Course : Business Ethics					3.0
	Conflict Management in HRM	Retailing Management	Insurance Management	Data Base Management	Global Business Environment & Role of MNCS	3.0
	Leadership and Change Management	Rural Marketing	International Finance	SQL Programme	International Finance	3.0
	Dissertation	Dissertation	Dissertation	Dissertation	Dissertation	3.0
Total						24.00

Note: Core Course is Compulsory. The Dissertation project component will be equivalent to 1 course, 3 Elective courses from HRM are compulsory to be chosen, the remaining 3 courses are to be chosen from any of the other specializations from the list furnished above with regards to functional areas viz, Marketing, Finance, International Business and Information Technology.