

Name of the School: School of Business Management			
Proposed structure of <i>Master of Business Administration (MBA)</i>			
Batch 2026-27 - Academic Year 2026-27			
Sr. No.	Course Name	Credits	Area
Trimester I - Total 22.5 Credits			
1	Managerial Communication I	3	Communication
2	Microeconomics	3	Economics
3	Financial and Accounting and Analysis	3	Finance
4	Ethical Issues in Management	1.5	General Management
5	Organizational Behaviour I	3	Human Resources & Behavioural Sciences
6	Marketing Management I	3	Marketing
7	Statistical Inference for Decision Making	3	Operations & Data Science
8	Contract, Competition and Consumer Laws	1.5	Business Environment & Strategy
9	Generative AI and Prompt Engineering Essentials	1.5	Coursera
9	Group Process Lab (NC Comp. Worshop - 4hrs)	0	Human Resources & Behavioural Sciences
10	Interview Skills (NC Comp. workshop - 3hrs)	0	Human Resources & Behavioural Sciences
11	Speech Neutralisation for Global Audience (NC Interest-based workshop)- 3 Hours	0	Communication
Trimester II - Total 21 Credits			
1	Industry and Competitive Landscape Analysis	1.5	Business Environment & Strategy
2	Managerial Communication II	1.5	Communication
3	Macroeconomics	3	Economics
4	Management Accounting for Decision Making	3	Finance
5	Organizational Behaviour 2	3	Human Resources & Behavioural Sciences
6	Marketing Management 2	3	Marketing
7	Storytelling with Data	1.5	Operations & Data Science
8	Modelling & Optimization for Business Decisions	3	Operations & Data Science
9	Value Risks & Capital Markets	1.5	Finance
Trimester III - Total 18 Credits (16.5 Core+1.5 eletive)			
1	Corporate Sustainability	3	Business Environment & Strategy
2	Strategic Management	3	Business Environment & Strategy
3	Leadership Communication & Decision Making	1.5	Communication
4	Corporate Finance	3	Finance
5	Human Resource Management	1.5	Human Resources & Behavioural Sciences
6	Business Research Methods	1.5	Operations & Data Science
7	Production & Operations Management	3	Operations & Data Science
8	Financial Modelling (Elective)	1.5	Finance
9	Sales Management (Elective)	1.5	Marketing
10	Predictive Analytics (Elective)	1.5	Operations & Data Science
11	Negotiations Skills & Processes (NC - Comp. Workshop - 7.5 hours)	Non Credit	Human Resources & Behavioural Sciences
12	We Care	Non Credit	Business Environment & Strategy

Trimester IV - Total Credits 18 (1 Comp + 5 Elect)

	Compulsory Course		
1	CAPSTONE Business Simulation	3.0	Business Environment & Strategy
	Elective Courses		area
2	Entrepreneurship	3.0	Business Environment & Strategy
3	Global Strategic Management	3.0	Business Environment & Strategy
4	International Business	3.0	Business Environment & Strategy
5	Management Consulting	3.0	Business Environment & Strategy
6	Advanced Financial Statement Analysis	3.0	Finance
7	Business Valuation	3.0	Finance
8	Commercial Bank Management	3.0	Finance
9	Financial Derivatives	3.0	Finance
10	Financial Econometrics	3.0	Finance
11	Investment Analysis and Portfolio Management	3.0	Finance
12	Learning & Development	3.0	Human Resources & Behavioural Sciences
13	Legal Framework of Industrial Relations (Workshop- 10hrs)	0.0	Human Resources & Behavioural Sciences
14	Recruitment and Selection	3.0	Human Resources & Behavioural Sciences
15	Total Rewards	3.0	Human Resources & Behavioural Sciences
16	Artificial Intelligence for Managers	3.0	IT/ Analytics
17	Business Process Modelling and Management	3.0	IT/ Analytics
18	Data Analytics for Business	3.0	IT/ Analytics
19	Financial Econometrics	3.0	IT/ Analytics
20	Marketing Analytics	3.0	IT/ Analytics
21	Distribution Management	3.0	Marketing
22	Consumer Behaviour	3.0	Marketing
23	Integrated Marketing Communication	3.0	Marketing
24	Marketing Analytics	3.0	Marketing
25	Pricing Strategies	3.0	Marketing
26	Product Strategy	3.0	Marketing
27	Project Management	3.0	Operations & Data Science
28	Supply Chain Management	3.0	Operations & Data Science
29	Total Quality Management	3.0	Operations & Data Science

Strategic Financial Management

Note 1: Student can select any 5 elective (totaling to 15 credits) courses from the list of electives offered above (i.e. 1 comp + 5 Elect : 3+15=18 Credits)

Note 2: Students who have opted for 'Financial Econometrics' from the Finance stream, cannot opt for 'Financial Econometrics' from the IT/ Analytics stream and vice versa.

Note 3 : Students who have opted for 'Marketing Analytics' from the Marketing stream, cannot opt for 'Marketing Analytics' from the IT/ Analytics stream and vice versa.

Trimester V - Total Credits 12 (4 Elect)

	Elective Courses		area
1	Business Strategies for the New Economy	3.0	Business Environment & Strategy
2	Corporate Turnaround	3.0	Business Environment & Strategy
3	Games of Strategy	3.0	Business Environment & Strategy
4	Innovation Management	3.0	Business Environment & Strategy
5	Mergers, Acquisitions and Corporate Restructuring	3.0	Business Environment & Strategy
6	Behavioural Finance	3.0	Finance
7	Financial Analytics	3.0	Finance
8	Financial Risk Management	3.0	Finance
9	Fixed Income Securities & Debt Markets	3.0	Finance
10	International Finance	3.0	Finance
11	Investment Banking	3.0	Finance
12	Value Investing	3.0	Finance
13	Wealth Management	3.0	Finance
14	Organization Development & Change	3.0	Human Resources & Behavioural Sciences
15	People Analytics	3.0	Human Resources & Behavioural Sciences
16	Performance Management at Work	3.0	Human Resources & Behavioural Sciences
17	Wage-related and Social Security legislation	3.0	Human Resources & Behavioural Sciences
18	Machine Learning for Managers	3.0	IT/ Analytics
19	Visual Analytics	3.0	IT/ Analytics
20	Financial Analytics	3.0	IT/ Analytics
21	Operations and Supply Chain Analytics	3.0	IT/ Analytics
22	People Analytics	3.0	IT/ Analytics
23	Digital Marketing	3.0	Marketing
24	Retail Strategy	3.0	Marketing
25	Services Marketing	3.0	Marketing
26	Strategic Brand Management	3.0	Marketing
27	Logistics Management	3.0	Operations & Data Science
28	Operations and Supply Chain Analytics	3.0	Operations & Data Science
29	Strategic Sourcing & E- Procurement	3.0	Operations & Data Science
30	Technology Driven Excellence in Value Chain	3.0	Operations & Data Science

Retail Management

Note 1: Student can select any 4 elective (totaling to 12 credits) courses from the list of electives offered above

Note 2: Students who have opted for 'Financial Analytics' from the Finance stream, cannot opt for 'Financial Analytics' from the IT/ Analytics stream and vice versa.

Note 3: Students who have opted for 'People Analytics' from the Human Resources & Behavioural Sciences stream, cannot opt for 'People Analytics' from the IT/ Analytics stream and vice versa.

Note 4: Students who have opted for 'Operations and Supply Chain Analytics' from the Operations Data Science stream, cannot opt for 'Operations and Supply Chain Analytics' from the IT/ Analytics stream and vice versa.

Trimester VI - Credits 12 (4 Elect)

	Elective Courses		Area
1	Enterprise Risk Management	3.0	Business Environment & Strategy
2	Managing Growth	3.0	Business Environment & Strategy
3	Strategic Performance Management and Control	3.0	Business Environment & Strategy
4	Alternative Investment Markets	3.0	Finance
5	Corporate Tax Planning	3.0	Finance
6	Private Equity	3.0	Finance
7	Sustainable Finance	3.0	Finance
8	Technology in Financial Services	3.0	Finance
9	Emotional Intelligence at Work	3.0	Human Resources & Behavioural Sciences
10	Social Psychology and Organizational Effectiveness	3.0	Human Resources & Behavioural Sciences
11	Talent Management	3.0	Human Resources & Behavioural Sciences
12	Consumer Data Analytics	3.0	IT/Analytics
13	Digital Leadership in the Age of Industry 5.0	3.0	IT/Analytics
14	Retail Analytics	3.0	IT/Analytics
15	Business Marketing	3.0	Marketing
16	Customer Relationship Management	3.0	Marketing
17	Marketing Strategy	3.0	Marketing
18	Rural Marketing	3.0	Marketing
19	Green Supply Chain Management	3.0	Operations & Data Science
20	Operations Strategy	3.0	Operations & Data Science
21	Service Operations Management	3.0	Operations & Data Science

Note 1: Student can select any 4 elective (totaling to 12 credits) courses from the list of electives offered above.

Sustainable Market