



School of Business

Program Structure of MBA Two Year Full Time Degree (Entry Batch 2018 Onwards)

1 st Semester							2 nd Semester							
Sl. No.	Course Code	Course Title	L	T	S/P	C	Sl. No.	Course Code	Course Title	L	T	S/P	C	
1	BUL6045	Financial Accounting & Decision Making	3	0	0	3	1	BUL6092	Decision Models & Optimization	3	0	0	3	
2	BUL6062	Managerial Economics	3	0	0	3	2	BUL6035	Marketing Decision Making	3	0	0	3	
3	BUL6034	Marketing Management	3	0	0	3	3	BUL6046	Managerial Accounting & Decision Making	3	0	0	3	
4	BUL6091	Statistical Methods for Management Decisions	3	0	0	3	4	BUL6051	Supply Chain Management	3	0	0	3	
5	BUL6023	Management of Organizations	3	0	0	3	5	BUL6024	Leadership Development	3	0	0	3	
6	BUL6017	Business Communication	3	0	0	3	6	BUL6036	Digital & Social Media Marketing	3	0	0	3	
7	BUP6011	Applications of Spreadsheet in Management	0	0	4	2	7	BUP6012	Fundamental Applications of SPSS in Management	0	0	4	2	
Total Credits						20	Total Credits						20	
Note: Besides the courses mentioned above, there are separate slots assigned for Quiz & Presentations etc.							Note: Besides the courses mentioned above, there are separate slots assigned for Quiz & Presentations etc.							
3 rd Semester							4 th Semester							
Sl. No.	Course Code	Course Title	L	T	S/P	C	Sl. No.	Course Code	Course Title	L	T	S/P	C	
1	BUL7011	Strategic Management	3	0	0	3	1	BUL7016	Entrepreneurship	4	0	0	4	
2	BUL7021	Managing Teams	3	0	0	3	2	BUL7017	Business Laws	4	0	0	4	
3	BUL7015	Strategies for Digital Economy	3	0	0	3	3	---	Elective 4	4	0	0	4	
4	---	Elective 1	3	0	0	3	4	---	Elective 5	4	0	0	4	
5	---	Elective 2	3	0	0	3	5	BUD7011	Dissertation	0	0	0	6	
6	---	Elective 3	3	0	0	3	6	BUP7012	Use & Applications of 'R' Software in Management	0	0	4	2	
7	BUT7011	Summer Training	0	0	0	3	Total Credits						24	
8	BUP7011	Advanced Applications of SPSS in Management	0	0	4	2	Note: Besides the courses mentioned above, there are separate 6 slots assigned for Dissertation etc.							
Total Credits						23	Total Credits							24
Note: Besides the courses mentioned above, there are separate 6 slots assigned for Dissertation etc.							Note: Besides the courses mentioned above, there are separate 6 slots assigned for Dissertation etc.							

Total Credits to be earned in order to become eligible for award of MBA (Full Time) Degree: **87**

LIST OF PROGRAM ELECTIVES						
Finance						
S. No.	Course Code	Course Title	L	T	S/P	C
Elective 1	BUE7046	Corporate Finance	3	0	0	3
Elective 2	BUE7047	Financial Statement Analysis	3	0	0	3
Elective 3	BUE7048	Portfolio Management	3	0	0	3
Elective 4	BUE7043	Advanced Corporate Finance	4	0	0	4
Elective 5	BUE7049	Business Valuation, Mergers and Acquisitions	4	0	0	4
Total Credits						17
Marketing						
S. No.	Course Code	Course Title	L	T	S/P	C
Elective 1	BUE7036	Consumer Behavior	3	0	0	3
Elective 2	BUE7037	Marketing Strategy	3	0	0	3
Elective 3	BUE7038	Marketing of Services	3	0	0	3
Elective 4	BUE7039	Advertising & Brand Management	4	0	0	4
Elective 5	BUE7033	Retail & Visual Merchandising	4	0	0	4
Total Credits						17
Human Resource Management						
S. No.	Course Code	Course Title	L	T	S/P	C
Elective 1	BUE7026	Business Turnaround and Organizational Transformation	3	0	0	3
Elective 2	BUE7027	Understanding Workplaces and Industrial Psychology	3	0	0	3
Elective 3	BUE7028	Power and Politics in Organizations	3	0	0	3
Elective 4	BUE7029	Performance & Talent Management	4	0	0	4
Elective 5	BUE7021	Strategic Human Resource Management	4	0	0	4
Total Credits						17
Business Analytics						
S. No.	Course Code	Course Title	L	T	S/P	C
Elective 1	BUE7071	Business Analytics using Data Mining	3	0	0	3
Elective 2	BUE7072	Data Analytics in Finance	3	0	0	3
Elective 3	BUE7073	Transaction Analysis & Modeling	3	0	0	3
Elective 4	BUE7074	Digital Innovation Strategies	4	0	0	4
Elective 5	BUE7075	Marketing Analytics	4	0	0	4
Total Credits						17

NOTE:

Specialization shall be offered to the students in view of faculty expertise and resources available at that time subject to minimum 10 students register for a particular elective course. Decision of offering or not offering any particular elective shall be taken by the Dean FoM / Head-SoB

Evaluation Methodology for Courses with only Lab Components

For courses which consist of only lab component, the evaluation methodology consists of evaluation of theory component and lab component separately out of 100 marks each initially. After this, the marks obtained in the two components are merged together (out of 100 marks) as evaluation of course.

MBA Semester I, First Year													
S.No.	Subject Code	Title of the Subject	Teaching & Credit Scheme					Evaluation & Examination Scheme					
			L	T	P	Total Periods	C	Minor Duration (Hours)	ESE Duration (Hours)	Internal Marks	Minor (I+II) Marks	Major ESE Marks	Total Marks
1	BUL6045	Financial Accounting & Decision Making	3	0	0	48	3	3 Hours (1 Hour 30 Minutes Each)	3 Hours	10	40	50	100
2	BUL6062	Managerial Economics	3	0	0	48	3			10	40	50	100
3	BUL6034	Marketing Management	3	0	0	48	3			10	40	50	100
4	BUL6091	Statistical Methods for Management Decisions	3	0	0	48	3			10	40	50	100
5	BUL6023	Management of Organizations	3	0	0	48	3			10	40	50	100
6	BUL6017	Business Communication	3	0	0	48	3			10	40	50	100
7	BUP6011	Applications of Spreadsheet in Management**	0	0	4	64	2			--	--	100	100
SUB TOTAL			18	0	0	352	20			60	240	400	700
**Note: Evaluation Methodology for Courses with only Lab Components:													
For courses which consist of only lab component, the evaluation methodology consists of evaluation of theory component and lab component separately, initially out of 100 marks. After this, the marks obtained in the two components are merged together (out of 100 marks) as evaluation of course.													
Note: Besides the courses mentioned above, there are separate slots assigned for Quiz & Presentations etc.													

MBA Semester II, First Year													
S.No.	Subject Code	Title of the Subject	Teaching & Credit Scheme					Evaluation & Examination Scheme					
			L	T	P	Total Periods	C	Minor Duration (Hours)	ESE Duration (Hours)	Internal Marks	Minor (I+II) Marks	Major ESE Marks	Total Marks
1	BUL6092	Decision Models & Optimization	3	0	0	48	3	3 Hours (1 Hour 30 Minutes Each)	3 Hours	10	40	50	100
2	BUL6035	Marketing Decision Making	3	0	0	48	3			10	40	50	100
3	BUL6046	Managerial Accounting & Decision Making	3	0	0	48	3			10	40	50	100
4	BUL6051	Supply Chain Management	3	0	0	48	3			10	40	50	100
5	BUL6024	Leadership Development	3	0	0	48	3			10	40	50	100
6	BUL6036	Digital & Social Media Marketing	3	0	0	48	3			10	40	50	100
7	BUP6012	Fundamental Applications of SPSS in Management**	0	0	4	64	2			--	--	100	100
SUB TOTAL			18	0	0	352	20			60	240	400	700
**Note: Evaluation Methodology for Courses with only Lab Components:													
For courses which consist of only lab component, the evaluation methodology consists of evaluation of theory component and lab component separately, initially out of 100 marks. After this, the marks obtained in the two components are merged together (out of 100 marks) as evaluation of course.													
Note: Besides the courses mentioned above, there are separate slots assigned for Quiz & Presentations etc.													

MBA Semester III, Second Year													
S.No.	Subject Code	Title of the Subject	Teaching & Credit Scheme					Evaluation & Examination Scheme					
			L	T	P	Total Periods	C	Minor Duration (Hours)	ESE Duration (Hours)	Internal Marks	Minor (I+II) Marks	Major ESE Marks	Total Marks
1	BUL7011	Strategic Management	3	0	0	48	3	3 Hours (1 Hour 30 Minutes Each)	3 Hours	10	40	50	100
2	BUL7021	Managing Teams	3	0	0	48	3			10	40	50	100
3	BUL7015	Strategies for Digital Economy	3	0	0	48	3			10	40	50	100
4	BUP7011	Advanced Applications of SPSS in Management**	0	0	4	64	2			--	--	100	100
5	---	Elective 1	3	0	0	48	3			10	40	50	100
6	---	Elective 2	3	0	0	48	3			10	40	50	100
7	---	Elective 3	3	0	0	48	3			10	40	50	100
8	BUT7011	Summer Training*	--	--	--	--	3			--	--	--	100
SUB TOTAL			18	0	0	352	23			60	240	400	800
*Note: Evaluation: 100% Evaluated through panel of faculty experts.													
**Note: Evaluation Methodology for Courses with only Lab Components:													
For courses which consist of only lab component, the evaluation methodology consists of evaluation of theory component and lab component separately, initially out of 100 marks. After this, the marks obtained in the two components are merged together (out of 100 marks) as evaluation of course.													
Note: Besides the courses mentioned above, there are separate 6 slots assigned for Dissertation etc.													

MBA Semester IV, Second Year

S.No.	Subject Code	Title of the Subject	Teaching & Credit Scheme					Evaluation & Examination Scheme					
			L	T	P	Total Periods	C	Minor Duration (Hours)	ESE Duration (Hours)	Internal Marks	Minor (I+II) Marks	Major ESE Marks	Total Marks
1	BUL7016	Entrepreneurship	4	0	0	48	4	3 Hours (1 Hour 30 Minutes Each)	3 Hours	10	20	50	100
2	BUL7017	Business Laws	4	0	0	48	4			10	20	50	100
3	BUP7012	Use & Applications of 'R' Software in Management**	0	0	4	64	2			--	--	100	100
4	---	Elective 4	4	0	0	48	4			10	20	50	100
5	---	Elective 5	4	0	0	48	4			10	20	50	100
6	BUD7011	Dissertation*	--	--	--	--	6			--	--	--	100
SUB TOTAL			16	0	0	256	24			40	80	300	600

*Note: Evaluation: 10% of marks evaluated by panel of faculty experts, 30% of marks evaluated by faculty supervisor and 60% of marks evaluated by external expert (academic / industry) from related area.

**Note: Evaluation Methodology for Courses with only Lab Components:

For courses which consist of only lab component, the evaluation methodology consists of evaluation of theory component and lab component separately, initially out of 100 marks. After this, the marks obtained in the two components are merged together (out of 100 marks) as evaluation of course.

Note: Besides the courses mentioned above, there are separate 6 slots assigned for Dissertation etc.