

Appendix – 8

MBA (E&I) COURSE STRUCTURE (CLASSIFIED AS PER UGC-CBCS GUIDELINES)

Sr. No	Course Code	Subject	Course/ Category wise Credits
A- FOUNDATION COURSES			
A1: Compulsory Foundation Courses			
1	EI-502	Energy and Infrastructure Sector - Technology and Management Perspective I	1.5
2	AC-503	Accounting for Managers	1.5
3	AC-504	Financial Statement Analysis and Reporting	1.5
4	EC-502	Macroeconomics	3.0
5	MM-501	Marketing Management I	3.0
7	OB-503	Organizational Theory & Design	3.0
8	OM-501	Operations Management I	3.0
9	FN-502	Excel Based Business Modelling	1.5
10	EI-503	Energy and Infrastructure Sector - Technology and Management Perspective II	1.5
11	MM-503	Marketing Management II	1.5
12	AC-502	Cost & Management Accounting	1.5
13	AC-505	Financial Investigation and Forensic Accounting	1.5
14	EC-501	Managerial Economics	3.0
15	FN-501	Financial Management I	3.0
16	HR-501	Human Resources Management	3.0
18	QM-501	Quantitative Methods I	3.0
19	IS-501	Management Information Systems	1.5
20	GM-505	Environmental, social and governance (ESG)	1.5
21	EI-501	An Introduction to E & I Sector – A Business Perspective	1.5
23	GM-503	Business Research Methods	1.5
24	MM-504	Marketing Management III	1.5
25	FN-503	Financial Management II	3.0
26	EC-503	Competition and Strategy	1.5
27	OM-503	Operations Research	1.5
28	OM-502	Operations Management II	3.0
29	OB-501	Organizational Behaviour	3.0
30	QM-502	Quantitative Methods II	3.0
Total (A1)			58.5
A2: Value based foundation courses (Man-making education)			
1	GM-501	Business Communication I	3.0
2	GM-502	Business Communication II	3.0
3	IS-502	Managerial Computing	1.5
4	IP-501	Group Project (To Be Done in Term–II: Technological Aspects & Term–III Commercial Aspects)	1.5
5	SI-501	Summer Internship	3.0
Total (A2)			12.0
Total (A = A1 + A2)			70.5

B: CORE COURSES / DEPARTMENT CORE COURSES			
1	GM-601	Corporate Strategy	1.5
2	GM-603	Business Consulting	1.5
3	GM-609	Business Analytics	3.0
4	OM-604	Project Management	3.0
5	GM-605	Legal Aspects of Business	3.0
6	GM-608	International Business Management	1.5
7	FN-610	Management Control Systems	1.5
8	IP-602	Business Dissertation (To be counted in Functional Area Credit)	3.0
Total (B)			19.5

C: ELECTIVE COURSES			
<u>Electives (Total 27.0 Credits to be earned)</u>			
Energy & Infrastructure Discipline Elective Courses (Maximum total Credits available= 36.0 spread over 22 electives; Minimum 21.0 Credits to be earned within this stream of courses including Business Disertation)			
Sr. No	Course Code	Subject	Course/Category wise Credits
1.	MM-601	Brand Management in E&I Sector (M)	1.5
2.	MM-602	Business of Liquefied Natural Gas (M)	1.5
3.	FN-602	Energy Trade & Risk Management (F)	3.0
4.	EC-602	Carbon Finance (F)	1.5
5.	EI-602	International Maritime Affairs in E&I Sector (O/M)	1.5
6.	OM-608	Managing Oil & Gas Contracts (O)	1.5
7.	OM-615	Managing Refineries (O)	1.5
8.	EI-604	Managing Renewable Energy Business (M/F/O)	1.5
9.	EI-603	Power Sector Management (M/F/O)	1.5
10.	EC-603	Pricing of Energy Products (F)	1.5
11.	MM-604	Marketing of Petroleum Oil Lubricants (M)	3.0
12.	MM-609	City Gas Distribution Business (M)	1.5
13.	FN-608	Energy Financing (F)	1.5
14.	OM-602	Managing Oil & Gas Business Operations (O)	1.5
15.	AC-601	Oil & Gas Accounting & Taxation (F)	1.5
16.	OM-611	Supply Chain and Logistics Management in E&I Sector (O)	1.5
17.	EI-606	Climate Change and Sustainability (M/F/O)	1.5
18.	EC-601	Energy Economics	1.5
19.	GM-606	Energy Laws	1.5
20.	EI-601	Enterprise Asset Management (O / A)	1.5
21.	HR-606	Health, Safety & Environment Management (O/H)	1.5
22.	EI-605	Renewable Energy Project Management	1.5
Total (C)			36.0
Note: Note: F, M, O, BA & H in parentheses indicate that these E&I courses are also having a secondary classification under Finance, Marketing, Operations, Business Analytics and Human Resources areas respectively. A student has to complete minimum (21.0) credits from Energy & Infrastructure Courses. Rest 6 credits may be earned from other functional/general courses or a student can take all 27.0 credits within E & I courses. Some of the E & I Discipline Electives are also sub-classified under Marketing/Finance/HR/Business Analytics/Operations function Electives. Rest of the credits they can earn from remaining E & I courses and / or other functional area electives. To get functional sub-specialization within E & I domain needs following credits:			

Operations Credits = 9 Credits

Finance Credits = 9 Credits

Marketing Credits = 9 Credits

HR Credits = 9 Credits

BA Credits = 9 Credits

Notes:

1. Only selected electives will be offered, as may be decided by the Academic Chair for each term.
2. The term-wise distribution of courses may also vary from what is indicated above.
3. An Elective course will be conducted only if there are 10 or more students registered for the course.
4. A student will be allowed to add or drop a course until 2 sessions for the full credit course and 1 session for the half credit course, has been conducted. However, if the drop in students results in the number of registered students to fall below 10, the course will be withdrawn for that batch
5. No student will be allowed to make changes to their elective courses after 2 sessions.

Minimum Credits: A student must successfully complete a minimum 111 credit hours of class work plus 3.0 credits of summer internship. The maximum number of credit that a student could register for at no extra charge is 117 including summer internship.

C: ELECTIVE COURSES

C1: Discipline Electives

Marketing Discipline Elective Courses (Total Credits = 6.0, 4 electives)

Sr. No	Course Code	Subject	Course/Category wise Credits
1	MM-608	Business to Business Marketing	1.5
2	MM-610	Electronic Business	1.5
3	MM-606	Managing Services Business	1.5
4	MM-612	Strategic Marketing in Practice	1.5
Total (C)			6.0

Note:

A student has to complete **minimum (21.0)** credits from Energy & Infrastructure Courses. Rest 6 credits may be earned from other functional/general courses or a student can take all 27.0 credits within E & I courses. Some of the E & I Discipline Electives are also sub-classified under Marketing/Finance/HR/Business Analytics/Operations function Electives. Rest of the credits they can earn from remaining E & I courses and / or other functional area electives. To get functional sub-specialization within E & I domain needs following credits:

Operations Credits = 9 Credits

Finance Credits = 9 Credits

Marketing Credits = 9 Credits

HR Credits = 9 Credits

BA Credits = 9 Credits

C: ELECTIVE COURSES

C1: Discipline Electives

Finance Discipline Elective Courses (Total Credits = 4.5, 3 electives)

Sr. No	Course Code	Subject	Course/Category wise Credits
1	FN-617	Corporate Restructuring and Business Valuations	1.5
2	FN-618	Corporate Tax Planning	1.5
3	FN-614	International Finance	1.5
Total (C)			4.5

Note:

A student has to complete **minimum (21.0)** credits from Energy & Infrastructure Courses. Rest 6 credits may be earned from other functional/general courses or a student can take all 27.0 credits within E & I courses. Some of the E & I Discipline Electives are also sub-classified under Marketing/Finance/HR/Business Analytics/Operations function Electives. Rest of the credits they can earn from remaining E & I courses and / or other functional area electives. To get functional sub-specialization within E & I domain needs following credits:

Operations Credits = 9 Credits

Finance Credits = 9 Credits

Marketing Credits = 9 Credits

HR Credits = 9 Credits

BA Credits = 9 Credits

C: ELECTIVE COURSES**C1: Discipline Electives****Human Resource Management Discipline Elective Courses (Total Credits = 7.5, 5 electives)**

Sr. No	Course Code	Subject	Course/Category wise Credits
1	HR-603	Training and Development	1.5
2	OB-602	Creativity and Innovation Management	1.5
3	OB-601	Managing Cross-Cultural Issues	1.5
4	HR-610	Human Resource Analytics	1.5
5	OB-603	Leadership Skills	1.5
Total (C)			7.5

Note:

A student has to complete **minimum (21.0)** credits from Energy & Infrastructure Courses. Rest 6.0 credits may be earned from other functional/general courses or a student can take all 27.0 credits within E & I courses. Some of the E & I Discipline Electives are also sub-classified under Marketing/Finance/HR/Business Analytics/Operations function Electives. Rest of the credits they can earn from remaining E & I courses and / or other functional area electives. To get functional sub-specialization within E & I domain needs following credits:

Operations Credits = 9 Credits

Finance Credits = 9 Credits

Marketing Credits = 9 Credits

HR Credits = 9 Credits

BA Credits = 9 Credits

C: ELECTIVE COURSES**C1: Discipline Electives****Operations Management Discipline Elective Courses (Total Credits = 4.5, 3 electives)**

Sr. No	Course Code	Subject	Course/Category wise Credits
1	OM-610	Operations Strategy	1.5
2	OM-606	Business Process Re-engineering	1.5
3	OM-616	Technology and Innovations Management	1.5
Total (C)			4.5

Note:

A student has to complete **minimum (21.0)** credits from Energy & Infrastructure Courses. Rest 6.0 Credits may be earned from other functional/general courses or a student can take all 27.0 credits within E & I courses. Some of the E & I Discipline Electives are also sub-classified under Marketing/Finance/HR/Business Analytics/Operations function Electives. Rest of the credits they can earn from remaining E & I courses and / or other functional area electives. To get functional sub-specialization within E & I domain needs following credits:

Operations Credits = 9 Credits
Finance Credits = 9 Credits
Marketing Credits = 9 Credits
HR Credits = 9 Credits
BA Credits = 9 Credits

C: ELECTIVE COURSES

C1: Discipline Electives

Business Analytics Management Discipline Elective Courses (Total Credits = 7.5, 5 electives)

Sr. No	Course Code	Subject	Course/Category wise Credits
1	BA-602	Decision Science using Python	1.5
2	BA-607	Machine Learning for Business	1.5
3	BA-603	Data Visualization Techniques	1.5
4	BA-601	Big Data Management	1.5
5	BA-605	Fintech and BlockChain	1.5
Total (C)			7.5

Note:

A student has to complete **minimum (21.0)** credits from Energy & Infrastructure Courses. Rest 6.0 credits may be earned from other functional/general courses or a student can take all 27.0 credits within E & I courses. Some of the E & I Discipline Electives are also sub-classified under Marketing/Finance/HR/Business Analytics/Operations function Electives. Rest of the credits they can earn from remaining E & I courses and / or other functional area electives. To get functional sub-specialization within E & I domain needs following credits:

Operations Credits = 9 Credits
Finance Credits = 9 Credits
Marketing Credits = 9 Credits
HR Credits = 9 Credits
BA Credits = 9 Credits

C: ELECTIVE COURSES

C2: Generic Elective & Open Elective Courses (Total Credits = 3.0, 1 electives)

Sr. No	Course Code	Subject	Course/Category wise Credits
1	IP-601	Course on Independent Study (CIS)*	3.0
Total (C)			3.0

Note:

***Course on Independent Study (CIS) – 3.0 credits to be planned over two terms either IV and V or V and VI. It will be available on exceptional needs with special approval from Competent Authority of SPM.**

A student has to complete **minimum (21.0)** credits from Energy & Infrastructure Courses. Rest 6.0 credits may be earned from other functional/general courses or a student can take all 27.0 credits within E & I courses. Some of the E & I Discipline Electives are also sub-classified under Marketing/Finance/HR/Business Analytics/Operations function Electives. Rest of the credits they can earn from remaining E & I courses and / or other functional area electives. To get functional sub-specialization within E & I domain needs following credits:

Operations Credits = 9 Credits
Finance Credits = 9 Credits
Marketing Credits = 9 Credits
HR Credits = 9 Credits
BA Credits = 9 Credits

Appendix – 9

MBA (GM) COURSE STRUCTURE (CLASSIFIED AS PER UGC-CBCS GUIDELINES)

Sr. No	Course Code	Subject	Course/ Category wise Credits
A- FOUNDATION COURSES			
A1: Compulsory Foundation Courses			
1.	AC-503	Accounting for Managers	1.5
2.	AC-504	Financial Statement Analysis and Reporting	1.5
3.	EC-502	Macroeconomics	3.0
4.	MM-501	Marketing Management I	3.0
5.	OB-503	Organizational Theory & Design	3.0
6.	OM-501	Operations Management I	3.0
7.	FN-502	Excel Based Business Modelling	1.5
8.	MM-503	Marketing Management II	1.5
9.	AC-502	Cost & Management Accounting	1.5
10.	AC-505	Financial Investigation and Forensic Accounting	1.5
11.	EC-501	Managerial Economics	3.0
12.	FN-501	Financial Management I	3.0
13.	HR-501	Human Resources Management	3.0
14.	QM-501	Quantitative Methods I	3.0
15.	IS-501	Management Information Systems	1.5
16.	GM-505	Environmental, social and governance (ESG)	1.5
17.	GM-503	Business Research Methods	1.5
18.	MM-504	Marketing Management III	1.5
19.	FN-503	Financial Management II	3.0
20.	EC-503	Competition and Strategy	1.5
21.	OM-503	Operations Research	1.5
22.	OM-502	Operations Management II	3.0
23.	OB-501	Organizational Behaviour	3.0
24.	QM-502	Quantitative Methods II	3.0
Total (A1)			54.0
A2: Value based foundation courses (Man-making education)			
1	GM-501	Business Communication I	3.0
2	GM-502	Business Communication II	3.0
3	IS-502	Managerial Computing	1.5
4	IP-501	Group Project (to be done in Term–II: Technological Aspects & Term–III Commercial Aspects)	1.5
5	SI-501	Summer Internship	3.0
Total (A2)			12.0
Total (A = A1 + A2)			66.0

B: CORE COURSES / DEPARTMENT CORE COURSES			
1	GM-601	Corporate Strategy	1.5
2	GM-603	Business Consulting	1.5
3	GM-609	Business Analytics	3.0
4	OM-604	Project Management	3.0
5	GM-605	Legal Aspects of Business	3.0
6	GM-608	International Business Management	1.5
7	FN-610	Management Control Systems	1.5
8	GM-607	Entrepreneurship	1.5
9	IP-602	Business Dissertation * (To be counted in Major Specialisation (E&I/Mktg/Fin/HR Credit)	3.0
Total (B)			19.5
C: ELECTIVE COURSES			
C1: Discipline Electives			
Marketing Discipline Elective Courses (Total Credits = 18.0, 12 electives)			
Sr. No	Course Code	Subject	Course/Category wise Credits
1	MM-608	Business to Business Marketing	1.5
2	MM-603	Consumer Behaviour	1.5
3	MM-613	Digital Marketing	1.5
4	MM-610	Electronic Business	1.5
5	MM-605	Marketing Research and Information Systems	1.5
6	MM-615	Retail Management	1.5
7	MM-611	Integrated Marketing Communications	1.5
8	MM-614	International Marketing	1.5
9	MM-606	Managing Services Business	1.5
10	MM-607	Strategic Brand Management	1.5
11	MM-612	Strategic Marketing in Practice	1.5
12	MM-616	Sales and Distribution Management	1.5
Total (C)			18.0
Note:			
Minimum Credits: A student must successfully complete a minimum 111 credit hours of class work plus 3.0 credits of summer internship. The maximum number of credit that a student could register for at no extra charge is 117 including summer internship.			
1. To get Major in any functional area (e.g. Marketing, Finance), a student has to choose minimum 18.0 credits from that specific area.			
2. To get Minor in any functional area (e.g. HR, Operations) a student has to complete minimum 12.0 credits from the specific area.			

C: ELECTIVE COURSES			
C1: Discipline Electives			
Finance Discipline Elective Courses (Total Credits = 19.5, 10 electives)			
Sr. No	Course Code	Subject	Course/Category wise Credits
1	FN-619	Management of Banking Operations	1.5
2	FN-604	Investment Analysis and Portfolio Management	3.0
3	FN-605	Management of Financial Services	3.0

4	FN-611	Project Financing	1.5
5	FN-617	Corporate Restructuring and Business Valuations	1.5
6	FN-607	Derivatives & Risk Management	1.5
7	FN-606	Corporate Taxation and Financial Planning	3.0
8	FN-620	FinTech and Block Chain	1.5
9	FN-621	Wealth Management	1.5
10	FN-614	International Finance	1.5
Total (C)			19.5

Note:

Minimum Credits: A student must successfully complete a minimum 111 credit hours of class work plus 3.0 credits of summer internship. The maximum number of credit that a student could register for at no extra charge is 117 including summer internship.

1. To get Major in any functional area (e.g. Marketing, Finance), a student has to choose minimum 18.0 credits from that specific area.
2. To get Minor in any functional area (e.g. HR, Operations) a student has to complete minimum 12.0 credits from the specific area.

C: ELECTIVE COURSES

C1: Discipline Electives

Human Resource Management Discipline Elective Courses (Total Credits = 12.0, 8 electives)

Sr. No	Course Code	Subject	Course/Category wise Credits
1	HR-601	Industrial Relations & Labour Law	1.5
2	HR-603	Training & Development	1.5
3	OB-602	Creativity and Innovation Management	1.5
4	OB-601	Managing Cross-Cultural Issues	1.5
5	HR-607	Recruitment & Selection	1.5
6	HR-604	Compensation & Benefits Management	1.5
7	HR-610	Human Resource Analytics	1.5
8	OB-603	Leadership Skills	1.5
Total (C)			12.0

Note:

Minimum Credits: A student must successfully complete a minimum 111 credit hours of class work plus 3.0 credits of summer internship. The maximum number of credit that a student could register for at no extra charge is 117 including summer internship.

1. To get Major in any functional area (e.g. Marketing, Finance), a student has to choose minimum 18.0 credits from that specific area.
2. To get Minor in any functional area (e.g. HR, Operations) a student has to complete minimum 12.0 credits from the specific area.

C: ELECTIVE COURSES

C1: Discipline Electives

Operations Management Discipline Elective Courses (Total Credits = 12.0, 8 electives)

Sr. No	Course Code	Subject	Course/Category wise Credits
1	OM-606	Business Process Re-engineering	1.5
2	OM-617	Total Quality Management	1.5
3	OM-613	Enterprise Systems and IT Strategy	1.5
4	OM-605	Advanced Supply Chain and Logistics Management	1.5
5	OM-616	Technology and Innovations Management	1.5
6	OM-619	Contracts Management	1.5
7	OM-610	Operations Strategy	1.5
8	OM-614	Lean Six Sigma Management	1.5
Total (C)			12.0

Note:

Minimum Credits: A student must successfully complete a minimum 111 credit hours of class work plus 3.0 credits of summer internship. The maximum number of credit that a student could register for at no extra charge is 117 including summer internship.

1. To get Major in any functional area (e.g. Marketing, Finance), a student has to choose minimum 18.0 credits from that specific area.
2. To get Minor in any functional area (e.g. HR, Operations) a student has to complete minimum 12.0 credits from the specific area.

C: ELECTIVE COURSES**C1: Discipline Electives****Business Analytics Management Discipline Elective Courses (Total Credits = 12.0, 8 electives)**

Sr. No	Course Code	Subject	Course/Category wise Credits
1	BA-602	Decision Science using Python	1.5
2	BA-604	Enterprise Systems and IT Strategy	1.5
3	BA-607	Machine Learning for Business	1.5
4	BA-603	Data Visualization Techniques	1.5
5	BA-601	Big Data Management	1.5
6	BA-608	Management Simulation	1.5
7	BA-605	Fintech and Block Chain	1.5
8	BA-606	Human Resource Analytics	1.5
Total (C)			12.0

Note:

Minimum Credits: A student must successfully complete a minimum 111 credit hours of class work plus 3.0 credits of summer internship. The maximum number of credit that a student could register for at no extra charge is 117 including summer internship.

1. To get Major in any functional area (e.g. Marketing, Finance), a student has to choose minimum 18.0 credits from that specific area.
2. To get Minor in any functional area (e.g. HR, Operations) a student has to complete minimum 12.0 credits from the specific area.

C: ELECTIVE COURSES**C2: Generic Elective & Open Elective Courses (Total Credits = 3.0, 1 elective)**

Sr. No	Course Code	Subject	Course/Category wise Credits
1	IP-601	Course on Independent Study (CIS) *	3.0
Total (C)			3.0

Note:

***Course on Independent Study (CIS) – 3.0 credits to be planned over two terms either IV and V or V and VI. It will be available on exceptional needs with special approval from Competent Authority of SPM.**

Minimum Credits: A student must successfully complete a minimum 111 credit hours of class work plus 3.0 credits of summer internship. The maximum number of credit that a student could register for at no extra charge is 117 including summer internship.

1. To get Major in any functional area (e.g. Marketing, Finance), a student has to choose minimum 18.0 credits from that specific area.
2. To get Minor in any functional area (e.g. HR, Operations) a student has to complete minimum 12.0 credits from the specific area.

An elective may be “Generic Elective” focusing on those courses which add generic proficiency to the students.

An elective may be “Discipline centric” or may be chosen from an unrelated discipline. It may be called an “Open Elective.”

Disclaimer : School of Petroleum Management reserves the right to alter, modify and edit the contents of this document.