

## LIST OF COURSES MBA (E & I) 2023-25 BATCH

### First Year

#### Term 1

Course Code	Course Name	E&I Credits
EI-502	Energy and Infrastructure Sector - Technology and Management Perspective I	1.5
AC-503	Accounting for Managers	1.5
AC-504	Financial Statement Analysis and Reporting	1.5
EC-502	Macroeconomics	3.0
MM-501	Marketing Management I	3.0
GM-501	Business Communication I	3.0
OB-503	Organizational Theory & Design	3.0
OM-501	Operations Management I	3.0
FN-502	Excel Based Business Modelling	1.5
QM-501	Quantitative Methods I	3.0
<b>Total Credits</b>		<b>24.0</b>

#### Term 2

Course Code	Course Name	E&I Credits
EI-503	Energy and Infrastructure Sector - Technology and Management Perspective II	1.5
MM-503	Marketing Management II	1.5
AC-502	Cost & Management Accounting	1.5
AC-505	Financial Investigation and Forensic Accounting	1.5
EC-505	Managerial Economics	3.0
FN-501	Financial Management I	3.0
HR-501	Human Resources Management	3.0
IS-501	Management Information Systems	1.5
IS-502	Managerial Computing	1.5
GM-505	Environmental, Social and Governance (ESG)	1.5
QM-502	Quantitative Methods II	3.0
IP-501	Group Project on Industry (To Be Done in Term-II: Technological Aspects & Term-III Commercial Aspects)	-----
<b>Total Credits</b>		<b>22.5</b>

**Term 3**

Course Code	Course Name	E&I Credits
EI-501	An Introduction to E & I Sector – A Business Perspective	1.5
GM-502	Business Communication II	3.0
GM-503	Business Research Methods	1.5
MM-504	Marketing Management III	1.5
FN-503	Financial Management II	3.0
EC-503	Competition and Strategy	1.5
OM-503	Operations Research	1.5
OM-502	Operations Management II	3.0
OB-501	Organizational Behaviour	3.0
IP-501	Group Project on Industry (To Be Done in Term–II: Technological Aspects & Term– III Commercial Aspects)	1.5
<b>Total Credits</b>		<b>21.0</b>

**Note: First Year MBA (E & I) Total Credits 67.5 + 3.0 Credits Summer Internship (SI-501)**

**Second Year****Core Courses (15.0 Credits)**

Course Code	Course Name	E&I Credits
GM-601	Corporate Strategy	1.5
GM-603	Business Consulting	1.5
BA-600	Introduction to Business Analytics	1.5
OM-604	Project Management	3.0
GM-605	Legal Aspects of Business	3.0
GM-608	International Business Management	1.5
FN-610	Management Control Systems	1.5
GM-607	Entrepreneurship	1.5
<b>TOTAL</b>		<b>15.0</b>
IP-602	Business Dissertation * ( To be counted in Major Specialisation (E&I Credit)	3.0

\* 1. This course is taken up for E&I Sectorial specialization based on broader categorization of research problem.

2. This course is not offered in group hence each individual student is required to register this course in his/her interest of specialization.

3. For E&I students, 3 Credit of Business dissertation will be counted for their E&I specialization.”

**Electives (Total 28.5 Credits to be earned including 3.0 credits of Business Dissertation in Energy Domain course)**

**Energy & Infrastructure Discipline Elective Courses**

(Maximum total Credits available= 36.0 spread over 22 electives; Minimum 18.0 Credits to be earned from the following list)

Course Code	Course Name	Credits	Term
MM-601	Brand Management in E&I Sector (M)	1.5	Term IV
MM-602	Business of Liquefied Natural Gas (M)	1.5	Term IV
FN-602	Energy Trade & Risk Management (F)	3	Term IV
EI-606	Climate Change and Sustainability (M/F/O)	1.5	Term IV
EI-602	International Maritime Affairs in E&I Sector (O/M)	1.5	Term IV
OM-608	Managing Oil & Gas Contracts (O)	1.5	Term IV
OM-615	Managing Refineries (O)	1.5	Term IV
EI-604	Managing Renewable Energy Business (M/F/O)	1.5	Term V
EI-603	Power Sector Management (M/F/O)	1.5	Term V
EC-603	Pricing of Energy Products (F)	1.5	Term V
MM-604	Marketing of Petroleum Oil Lubricants (M)	3	Term V
MM-609	City Gas Distribution Business (M)	1.5	Term V
FN-608	Energy Financing (F)	1.5	Term V
OM-602	Managing Oil & Gas Business Operations (O)	1.5	Term V
AC-601	Oil & Gas Accounting & Taxation (F)	1.5	Term VI
OM-611	Supply Chain and Logistics Management in E&I Sector (O)	1.5	Term VI
EC-601	Energy Economics (F)	1.5	Term VI
GM-606	Energy Laws	1.5	Term VI
EC-602	Carbon Finance (F)	1.5	Term VI
EI-601	Enterprise Asset Management (O / A)	1.5	Term VI
HR-606	Health, Safety & Environment Management (O/H)	1.5	Term VI
EI-605	Renewable Energy Project Management	1.5	Term VI
	<b>TOTAL</b>	<b>36.0</b>	

Note: F, M, O, A & 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.

**Marketing Discipline Elective Courses**

Course Code	Course Name	Credits	Term
MM-608	Business to Business Marketing	1.5	Term 4
MM-610	Electronic Business	1.5	Term 4
MM-606	Managing Services Business	1.5	Term 5
MM-612	Strategic Marketing in Practice	1.5	Term 6
MM-617	Marketing Analytics	1.5	Term 6
	<b>TOTAL</b>	<b>7.5</b>	

**Finance Discipline Elective Courses**

Course Code	Course Name	Credits	Term
FN-618	Corporate Tax Planning	1.5	Term V
FN-614	International Finance	1.5	Term V
FN-617	Corporate Restructuring and Business Valuations	1.5	Term VI
	<b>TOTAL</b>	<b>4.5</b>	

**Human Resources Management Discipline Elective Courses**

Course Code	Course Name	Credits	Term
HR-603	Training and Development	1.5	Term 4
OB-606	Leadership Skills	3	Term 4
OB-602	Creativity and Innovation Management	1.5	Term 5
OB-601	Managing Cross-Cultural Issues	1.5	Term 5
HR-610	Human Resource Analytics	1.5	Term 6
	<b>TOTAL</b>	<b>9.0</b>	

**Operations Discipline Elective Courses**

Course Code	Course Name	Credits	Term
OM-616	Technology and Innovations Management	1.5	Term V
OM-606	Business Process Re-engineering	1.5	Term-V
OM-610	Operations Strategy	1.5	Term VI
	<b>TOTAL</b>	<b>4.5</b>	

**Business Analytics Elective Courses**

Course Code	Course Name	Credits	Term
BA-602	Decision Science using Python/R	1.5	Term 4
BA-607	Machine Learning for Business	1.5	Term 5
BA-603	Data Visualisation Techniques	1.5	Term 5
BA-601	Big Data Management	1.5	Term 5
BA-605	FinTech and Block Chain	1.5	Term 6
BA-609	Marketing Analytics	1.5	Term 6
	<b>TOTAL</b>	<b>9.0</b>	

**Open/General Discipline Elective Courses**

Course Code	Course Name	Credits	Term
IP-601	Course on Independent Study (CIS)	3.0	*
	<b>TOTAL</b>	<b>3.0</b>	

**\*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 SoM.**

**\*A student can opt for a *Course on Independent Studies (CIS)* either in project format or MOOC format with prior approval of the allocated faculty supervisor and the area chair/MBA**

Programme Chair/Academic Committee. The student has to work under supervision of the faculty supervisor for completing all the requirements of the project course/MOOC. In case of a MOOC, total online hours should be close to either 12-15 hours (1.5 credits) or 26-30 hours (3.0 credits) to be considered as CIS. Even after having MOOC certificate, the student has to complete written assignment/ exam/viva voce requirement for the course completion. The final grading of CIS has to be approved by the faculty supervisor.

**Note: A student has to complete minimum 18.0 credits from Energy & Infrastructure Courses plus 3.0 credit of Business Dissertation in Energy domain. Rest 7.5 credits may be earned from other functional/general courses or a student can take all 28.5 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.