

LIST OF COURSES MBA (GM) 2023-25 BATCH

First Year

Term 1

Course Code	Course Name	GM Credits
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
Total Credits		22.5
EI-502	Energy and Infrastructure Sector - Technology and Management Perspective I	1.5 (Audit Course)

Term 2

Course Code	Course Name	GM Credits
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
QM-502	Quantitative Methods II	3.0
GM-505	Environmental, Social and Governance (ESG)	1.5
IP-501	Group Project on Industry (To Be Done in Term-II: Technological Aspects & Term-III Commercial Aspects)	-----
Total Credits		21.0
EI-503	Energy and Infrastructure Sector - Technology and Management Perspective II	1.5 (Audit Course)

Term 3

Course Code	Course Name	GM Credits
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
Total Credits		19.5
EI-501	An Introduction to E & I Sector – A Business Perspective	1.5 (Audit Course)

Audit Course:

The Energy domain foundation courses in first year (one per term) shall be offered as Audit Courses to GM students in first year. This will educate the students about basic terms and language pertaining to the Energy sector as they are part of the Energy University. The introductory 1.5 credit courses taught in MBA (E&I) in the first year (1.5 credits per trimester) are to be offered to the MBA (GM) students as Audit courses with following outcomes:

- a. Being students at an Energy University, this will create basic understanding of the Energy and Infrastructure sector, both from a Technology as well as Business perspective. This will also create a good understanding of social, economic and geopolitical aspects of the Energy Sector which is desirable from a B-School student at an Energy University.
- b. A Pass/ Fail shall be provided to the students who audit the course. This shall reflect in their transcript. However, the students have to fulfil all components of the course including Assessment. Result shall be retained at School level.
- c. If a MBA (GM) student develops interest for the Energy sector, he/she shall get an opportunity at the end of first year to switch to MBA (E&I). In this situation, the audit courses shall be converted to credited course, similar to any existing MBA (E&I) student.

Note: First Year MBA (General Management) Total Credits: 63.0 + 3.0 Credits Summer Internship

Second Year

Core Courses (Credit 15.0)

Course Code	Course Name	GM Credits
GM-601	Corporate Strategy	1.5
GM-603	Business Consulting	1.5
GM-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
	TOTAL	15.0
IP-602	Business Dissertation * (To be counted in Major Specialisation (E&I/Mktg/Fin/HR Credit)	3

* *“This course is counted for functional specialization like Marketing, Finance, Human Resources and Operations based on broader categorization of research problem.*

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

For GM students, 3 Credit of Business dissertation will be counted for their Major (18 credits) specialization based on their choice.

Electives (33.0 Credits to be earned including 3.0 credits of Business Dissertation course in Major Specialization)

Marketing Discipline Elective Courses

Course Code	Course Name	Credits	Term
MM-608	Business to Business Marketing	1.5	Term 4
MM-603	Consumer Behaviour	1.5	Term 4
MM-610	Electronic Business	1.5	Term 4
MM-605	Marketing Research and Information Systems	1.5	Term 4
MM-615	Retail Management	1.5	Term 5
MM-611	Integrated Marketing Communications	1.5	Term 5
MM-614	International Marketing	1.5	Term 5
MM-606	Managing Services Business	1.5	Term 5
MM-607	Strategic Brand Management	1.5	Term 5
MM-613	Digital Marketing	1.5	Term 6
MM-612	Strategic Marketing in Practice	1.5	Term 6
MM-617	Marketing Analytics	1.5	Term 6
MM-616	Sales and Distribution Management	1.5	Term 6
	TOTAL	19.5	

Finance Discipline Elective Courses

Course Code	Course Name	Credits	Term
FN-621	Wealth Management	1.5	Term 4
FN-604	Investment Analysis and Portfolio Management	3	Term 4
FN-611	Project Financing	1.5	Term 4
FN-605	Management of Financial Services	3	Term 4
FN-614	International Finance	1.5	Term 5
FN-607	Derivatives & Risk Management	1.5	Term 5
FN-606	Corporate Taxation and Financial Planning	3	Term 5
FN-619	Management of Banking Operations	1.5	Term 5
FN-620	FinTech and Block Chain	1.5	Term 6
FN-617	Corporate Restructuring and Business Valuations	1.5	Term 6
	TOTAL	19.5	

Human Resources & Organizational Behaviour Discipline Elective Courses

Course Code	Course Name	Credits	Term
HR-612	Industrial Relations & Labour Law	3	Term 4
HR-603	Training & 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-607	Recruitment & Selection	1.5	Term 5
HR-604	Compensation & Benefits Management	1.5	Term 6
HR-610	Human Resource Analytics	1.5	Term 6
	TOTAL	15.0	

Productions & Operations Discipline Elective Courses

Course Code	Course Name	Credits	Term
OM-621	Advanced Supply Chain and Logistics Mgmt.	1.5	Term 4
OM-619	Contracts Management	1.5	Term 4
OM-613	Enterprise Systems and IT Strategy	1.5	Term 4
OM-616	Technology and Innovations Management	1.5	Term 5
OM-606	Business Process Re-engineering	1.5	Term 5
OM-614	Lean Six Sigma Management	1.5	Term 5
OM-610	Operations Strategy	1.5	Term 6
OM-617	Total Quality Management	1.5	Term 6
	TOTAL	12.0	

Business Analytics Elective Courses

Course Code	Course Name	Credits	Term
BA-608	Management Simulation	1.5	Term 4
BA-602	Decision Science using Python	1.5	Term 4
BA-604	Enterprise Systems and IT Strategy	1.5	Term 4
BA-607	Machine Learning for Business	1.5	Term 5
BA-603	Data Visualization Techniques	1.5	Term 5
BA-601	Big Data Management	1.5	Term 5
BA-609	Marketing Analytics	1.5	Term 6
BA-605	Fintech and Block Chain	1.5	Term 6
BA-606	Human Resource Analytics	1.5	Term 6
	TOTAL	13.5	

Open/General Discipline Elective Courses

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

***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.

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.

- 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.