



## Department of Management Details of MBA Programme

### Requirements

The course requirements of the MBA programme are spelt out in terms of courses belonging to different categories in the table below:

Category	No. of Units	No. of Courses
Named Courses	40-60	15- 20
Elective(s) 12-18 4-6	12- 18	4- 6
Subtotal 55 (Min.) 20 (Min.)	55 (Min.)	20 (Min.)
PS or Dissertation	20 or 16	1
<b>Total</b>	<b>70 (Min.)</b>	<b>21 (Min.)</b>

Semester wise Pattern for Students Admitted to MBA						
Year		First Semester	U		Second Semester	U
I	MBA C314	Business Structure & Processes	3	MBA C416	Corporate Finance & Taxation	4
	MBA C320	Managerial Skills	2	MBA C319	Negotiation Skills & Techniques	2
	MBA C312	Managerial Economics	3	MBA C418	Marketing	4
	MBA C411	Organizational Behaviour	4	MBA C412	Human Resource Management	4
	MBA C431	Managerial Communication	2	MBA C419	Production & Operations Management	4
	MBA C322	Management Framework & Functions	2	MBA C471	Management Information Systems	3
	MBA C313	Legal and Economic Environment of Business	4			
	MBA C413	Quantitative Methods	4	MBA C421	Supply Chain Management	4
	MBA C415	Financial & Management Accounting	4			
			-----			25
			28			
II	MBA C422	Business and Society	4	BITS G560	Practice School	20
	MBA C423	Business Policy & Strategic Management	4		OR	
	MBA C424	International Business	3	BITS G561	Dissertation	16
		Elective(s)	12			
			-----			16/20
			23			

Note: This is a currently operative pattern as approved by the Senate-appointed committee, subject to change if situation warrants.

# ELECTIVES

<b>Engineering &amp; Technology Management</b>	<b>L P U</b>
MBA C414 Technology Management	3 0 3
MBA C425 R & D Management	3 0 3
MBA C429 Recent Advances in ETM	4
MBA G512 Manufacturing Strategy	4
MBA G522 Total Quality Management	4
MBA G523 Project Management	4
MBA G552 Total Productive Maintenance	4
 <b>IT Enabled Services Management</b>	
BITS C489 Enterprise Resource Planning	3 0 3
MBA C426 Database Management Systems	4
MBA C427 e-Business and Internet Marketing	4
MBA C428 Internet Security and Cyber-laws	4
MBA C451 Internetworking Technologies	3 0 3
MBA C481 Expert Systems	4
MBA C488 Services Management System	3 0 3
MBA G622 Software Project Management	4
 <b>Finance</b>	
BITS C493 Business Analysis and Valuation	3 0 3
EA C475 Financial Engineering	3 0 3
FIN C413 Risk Management and Insurance	3 0 3
MBA C437 Security Analysis and Portfolio Management	3 0 3
MBA C454 Project Appraisal	3 0 3
MBA C436 Strategic Financial Management	3 0 3
FIN C341 Investment Banking and Financial Services	3 0 3
FIN C312 International Financial Markets & Services	3 0 3
CDP C323 Functions and Working of Stock Exchanges	3 0 3
 <b>Marketing</b>	
MBA C483 Marketing Research	3 0 3
EA C474 Retail Management Systems	3 0 3
MBA C433 Advertising and Sales Promotion	3 0 3
BITS C486 Product and Brand Management	3 0 3
MGTS C442 Consumer Behaviour	3 0 3
MGTS C462 Services Marketing	3 0 3
MGTS C481 Industrial Marketing	3 0 3

