

Trimester I

Principles and Practice of Mgt.
Written Analysis and Communication
Managerial Economics
Indian Business Environment
Financial Accounting
Organizational Behaviour
I.T. for Business
Quantitative Methods – I
Oral and Presentation Skills

Trimester II

Business Laws
Managerial Communication
Management Information System
Human Resource Management
Financial Management- I
Operations Management
Marketing Management
Quantitative Methods – II
CBA
Soft Skills

Trimester III

Business Ethics
Business Policy and Strategic Mgt.
Operations Research
International Business Environment
Financial Management – II
Entrepreneurship Development
Research Methodology
E-Business
CBA
Minor Project
Viva-Voce

Trimester IV

I. Financial Management
Financial Institutions and Markets
Security Analysis and Portfolio Mgt.
Financial Derivatives
Financial Services

II Human Resource Management
Human Resource Planning
Performance Management
Human Resource Development
Industrial Relations

III Marketing Management
Sales Management
Consumer Behaviour
Customer Relationship Management
E-Marketing

IV Systems
Systems Analysis and Design
E-Commerce
Data Base Management Systems
Enterprise Resource Planning

V Insurance Management
Risk Management
Principles and Practices of Insurance
Life Insurance & Products
General Insurance & Products

Trimester V

I. Financial Management
Management Control Systems
Financial Engineering
Strategic Financial Management
International Financial Management

II. Human Resource Management
Negotiation and Conflict Resolution
Strategic HRM
Global HRM
Employment Laws

III. Marketing Management
Services Marketing
Global Marketing
Retail Marketing
Management of Advertising

IV. Systems
Mobile Computing and M-Commerce
Business Intelligence
IT MIS and Corporate Communications
Network Operations Management

V. Insurance Management
Elements of Actuarial Science
Insurance Law and Regulations
Underwriting and Claims Management
Insurance Marketing

Trimester VI

Major Project work for 12 weeks
Project Seminar
Project Evaluation

Specializations**Trimester IV**

I. Financial Management
Strategic Financial Management
Financial Engineering
Security Analysis and Portfolio Mgt.
Financial Institutions and Markets
Financial Derivatives
International Financial Management
Management Control Systems
Financial Services

II Human Resource Management
Human Resource Planning
Performance Management
Compensation Management
Industrial Relations
Negotiation and Conflict Resolution
Change Management
Global HRM
Strategic HRM

III Marketing Management
Sales & Distribution Management
Consumer Behaviour
Customer Relationship Management
E-Marketing
Services Marketing
Global Marketing
Retail Marketing
Management of Advertising

IV Systems Management
Systems Analysis and Design
Data Base Management Systems
E-Commerce
Information Security and Ctrl. Systems
Enterprise Resource Planning
IT MIS and Corporate Communications

Systems Audit

Knowledge Management

V Insurance Management
Risk Management
Insurance Business Environment
Life Insurance and Group & Health Insu.
General Insurance: P & C
Underwriting and Claims Management
Actuarial Science- I
Legal & Regulatory Aspects of Insu.
Mktg. of Insurance Products & Services

Trimester V

I. Financial Management
Cost Management
Working Capital Management
Treasury & Forex Management
Corporate Tax Planning
Project Management
Tax Planning and Management
Indirect Taxes Management
Venture Capital Management

II Human Resource Management
Labour Laws
Human Resource Development
Participative Management
Employee Welfare and Administration
Leadership
Labour Laws – II
Management of Industrial Discipline
Recruiting and Selection

III Marketing Management

Sales Promotion Management
Supply Chain Management
Marketing Research
Strategic Marketing
Rural Marketing
Logistics Management
Product Management
Brand Management

IV Systems Management
Business Intelligence
Mobile Computing & M-Commerce
Network Operations Management
Cyber Laws
IT Project Management
Data Warehousing & OLAP
Fourth Generation Languages
IT in Service Sector

V Insurance Management
Management of Insurance Institutions
Enterprise Risk Management
Insurance Investment and Accounting
Liability Insurance
Strategy & Mgt. of Insurance Companies
Actuarial Science- II
Marine Insurance
Re Insurance & Insurance Operations