



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 |
| Total | 70 (Min.) | 21 (Min.) |

| 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 C313 | Legal and Economic Environment of Business | 4 | MBA C471 | Management Information Systems | 3 |
| | MBA C413 | Quantitative Methods | | MBA C421 | Supply Chain Management | 4 |
| | MBA C415 | Financial & Management Accounting | 4 | | | |
| | | | | 4 | | |
| 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

Engineering & Technology Management

L P U

| | |
|---------------------------------------|-------|
| 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 |

IT Enabled Services Management

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|--|-------|
| MBA 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 |

Finance

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|---|-------|
| MBA C493 Business Analysis and Valuation | 3 0 3 |
| MBA C475 Financial Engineering | 3 0 3 |
| MBA 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 |
| MBA C341 Investment Banking and Financial Services | 3 0 3 |
| MBA C312 International Financial Markets & Services | 3 0 3 |
| MBA C323 Functions and Working of Stock Exchanges | 3 0 3 |

Marketing

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|--|-------|
| MBA C483 Marketing Research | 3 0 3 |
| MBA C474 Retail Management Systems | 3 0 3 |
| MBA C433 Advertising and Sales Promotion | 3 0 3 |
| MBA C486 Product and Brand Management | 3 0 3 |
| MBA C442 Consumer Behaviour | 3 0 3 |
| MBA C462 Services Marketing | 3 0 3 |
| MBA C481 Industrial Marketing | 3 0 3 |

