

Module		Name of the course	Credits
A	Web Learning	Online Modules	Quantitative Methods
			Financial Accounting
			Foundation Exam
	Total A		
B	General Management Foundation	Cluster I	Financial Statement Analysis and Management Accounting
			Business Economics
			Quantitative Methods
			Management and Organization Behavior
			Decision Science
			Business Communication (spread over GM A & B)
			Design Thinking and Innovation
			Leadership Lab - I
			Science of Spirituality
			Critical Thinking
Total B			9.5
C	General Management Functional	Cluster II	Human Resource Management
			Operations Management
			Strategic Technology
			Marketing Management
			Business Policy and Strategy
			Corporate Finance
			Business Environment
			Business Research Methods
			Design Thinking Project
			Comprehensive Exam
Total C			9
Total Semester I (A+B+C)			19.5
D	Functional Specialisation	Cluster I	8 Specialisation courses
			Corporate Internship Project
			Integrated Special Field Exam
	Total D		
E	General Management Integration + DOCC	Cluster II	Social Immersion
			Blue Ocean Strategy
			Business Consulting
			Business Laws
			International Business
			Decision Making Through Simulation
			Negotiation & Cross Cultural Communication
			Gender & Leadership
			Leadership Lab-II
			Data Visualisation
			Customer Experience Mapping
Customised General Electives			
Total E			9.5
Total Semester II (D+E)			20.5
Total Credits - Programme (Semester I and Semester II)			40

**Non credit compulsory workshops**

Profile Mapping and Resume Building

Learning to Learn Workshop

Case Method Workshop

Business Computing Using Spreadsheets

Personal Branding Workshop

Taking charge / Corporate Etiquette

## Information Management

- ▶ IT Strategy
- ▶ IT Consulting Management
- ▶ Business Intelligence System
- ▶ Business Enterprise System
- ▶ Business Forecasting
- ▶ Digital Disruption Transformation
- ▶ Reinventing Business with IoT, AI ML
- ▶ IT in Financial Services
- ▶ Machine Learning, Neural Networks
- ▶ Transformation Through Cloud
- ▶ Technology & Services Management
- ▶ IT Product Management

## Human Resource Management

- ▶ Organisation Development
- ▶ Employee Relations & Labour Legislations
- ▶ Learning & Development
- ▶ Performance Management
- ▶ Talent Acquisition and Manpower Planning
- ▶ HR Analytics and Digital HR
- ▶ Total Reward Management
- ▶ Strategic HRM
- ▶ Measurement in Social Sciences

## Marketing

- ▶ Buyer Behaviour
- ▶ B2B Sales & Distribution Management
- ▶ Marketing Research
- ▶ Strategic Marketing
- ▶ Strategic Brand Management
- ▶ Digital Marketing & Analytics
- ▶ Analytics for Marketing Decision-making
- ▶ Pricing Strategy
- ▶ Services Marketing

## Finance

- ▶ Key Legal & Taxation Aspects of Finance
- ▶ Corporate Valuation
- ▶ Financial Modelling
- ▶ Debt Securities and Treasury Management
- ▶ Managing Banks & Financial Institutions
- ▶ Marketing Financial Products and Services
- ▶ Mergers & Acquisitions
- ▶ International Finance

## Operations & Supply Chain Management

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| <ul style="list-style-type: none"> <li>▶ Manufacturing Planning &amp; Control</li> <li>▶ Supply Chain: Strategy and Planning</li> <li>▶ Supply Chain: Logistics Management</li> <li>▶ Service Operations Management</li> <li>▶ Operations Strategy</li> <li>▶ Management Science</li> </ul> | <ul style="list-style-type: none"> <li>▶ Strategic Cost &amp; Profitability Management</li> <li>▶ Logistics and Fulfilment in E- Business</li> <li>▶ Project Management</li> <li>▶ Supply Chain Analytics</li> <li>▶ Simulation Modelling with ARENA</li> <li>▶ Business Enterprise Systems</li> </ul> |
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\* the list is tentative and based on 2018 curriculum. This is subject to change in 2019.

\*\* Choice to offer for electives as extra credit is available.