

FIRST SEMESTER

Course Components	Title of the Paper	Inst. Hours	Credits	MAX MARKS		
				Cia	External	Total
Core- Paper-I	Management Principles and Business Ethics	4	4	25	75	100
Core Paper- II	Quantitative and Research Methods in Business	4	4	25	75	100
Core Paper – III	Organizational Behaviour	4	4	25	75	100
Core Paper- IV	Accounting for Managers	4	4	25	75	100
Core Paper – V	Managerial Economics	4	4	25	75	100
Extra Disciplinary- I	Innovation and Entrepreneurship	3	3	25	75	100
	*Soft Skills - I	2	2	40	60	100

SECOND SEMESTER

Course Components	Title of the Paper	Inst. Hours	Credits	Max Marks		
				Cia	External	Total
Core Paper-VI	Legal System in Business	4	4	25	75	100
Core Paper VII	Applied Operational Research	4	4	25	75	100
Core Paper VIII	Human Resource Management	4	4	25	75	100
Core Paper IX	Marketing Management	4	4	25	75	100
Core Paper X	Operations Management	4	4	25	75	100
Core Paper XI	Financial Management	4	4	25	75	100
Extra Disciplinary- II	International Business	3	3	25	75	100
	*Soft Skills-II	2	2	40	60	100

THIRD SEMESTER

Course Components	Title of the Paper	Inst. Hours	Credits	Max Marks		
				Cia	External	Total
Core Paper-XII	Strategic Management	4	4	25	75	100
Core Paper - XIII	Management Information System	4	4	25	75	100
Elective Paper –I	**Choose any one from the list	3	3	25	75	100
Elective Paper –II	**Choose any one from the list	3	3	25	75	100
Elective Paper – III	**Choose any one from the list	3	3	25	75	100
Elective Paper- IV	**Choose any one from the list	3	3	25	75	100
	*Soft Skills -III	2	2	40	60	100
	***Internship		2			

***** Internship will be carried out during the summer vocation of the first year and marks should be sent to the University by the College and the same will be included in the Third Semester Marks Statement.**

FOURTH SEMESTER

Course Components	Title of the Paper	Inst. Hours	Credits	Max Marks		
				Cia	External	Total
Elective Paper-V	Choose any one from the list	3	3	25	75	100
Elective Paper- VI	Choose any one from the list	3	3	25	75	100
Core Paper-XIV	# Project Work & Viva- Voce		8			200
	*Soft Skills - IV	2	2	40	60	100

*** Refer to Soft Skills (PG) Syllabus for Soft Skills and Internship.**

**** Students should choose Six Elective Course from the following list in consultation with the Head of the Institution.**

The Project Work will be evaluated jointly by TWO Examiners (i.e. one for Internal and the other for External) for a Maximum of 150 Marks (6 Credits).

The Viva- Voce will be conducted with Two Examiners (i.e. one for Internal and the other for External) for a Maximum of 50 Marks (2 Credits).

List of Elective Courses:

1. Marketing Research and Consumer Behaviour
2. Corporate Finance
3. Advertising Management and Sales Promotion
4. Sales and Distribution Management
5. Security Analysis and Portfolio Management
6. Tax Management
7. Brand Management
8. Industrial Marketing
9. Database Management Systems
10. Services Marketing
11. System Analysis and Design
12. Decision Support System
13. E-Business
14. Merchant Banking and Financial Services
15. Human Resources Development
16. Customer Relationship Management
17. Performance Management
18. Organisational Development
19. Retail Marketing
20. Rural Marketing
21. Derivatives Management
22. Banking and Insurance
23. Industrial and Labour Relations
24. International Marketing
25. Supply Chain Management
26. Quality Management
27. Principles and Practices of Logistics Management
28. Inventory & Warehousing Management
29. Domestic and International Logistics
30. Health Policy and Health Care Systems
31. Hospital Planning and Administration
32. Hospital Records Management