

**Curriculum**  
**MASTER OF BUSINESS ADMINISTRATION**  
**YEAR 1**

**First Semester: 8 Compulsory Papers of 100 marks each = 800 Marks**

- 101 Management Theory: Principles and Processes**
- 102 Managerial Economics**
- 103 Quantitative Methods**
- 104 Accounting for Managers**
- 105 Business Legislation**
- 106 International Business Environment & Research Methodology**
- 107 Business Communication and Environmental Studies**
- 108 Computer Applications in Business**

**Second Semester: 8 Compulsory Papers of 100 marks each = 800 Marks**

- 201 Organisational Behaviour and Management of Change**
- 202 Financial Management**
- 203 Marketing Management**
- 204 Human Resource Management**
- 205 Production and Operations Management**
- 206 Business Policy and Strategic Management**
- 207 Corporate Governance and Legislation**
- 208 Rural Administration and Management**

**YEAR 2**

**Third Semester: 2 Compulsory and 6 Specialisation Papers (4 from Major and 2 from Minor) of 100 Marks each = 800 Marks**

- 301 } Project Work (including viva-voce) - equivalent to Two Papers**
- 302 } Six Specialisation Papers – Four from Major Specialisation Group**
- 303 } and Two from Minor Specialisation Group**
- to }**
- 308 }**

**Fourth Semester: 6 Specialisation Papers (4 from Major and 2 from Minor) and 2 Compulsory Papers of 100 Marks each = 800 Marks**

- 401 } Six Specialisation Papers –Four from Major Specialisation Group**
- to } and Two from Minor Specialisation Group**
- 406 }**
- 407 Dissertation (equivalent to One Paper)**
- 408 Grand Viva (including both the Project and the Specialisation viva)**

## Specialisation Papers

### Finance Management

**Third Semester: Four Papers (of which *first two* Papers will be offered as Minor for students of other Major Groups)**

- F303 Financial and Investment Analysis**
- F304 Management Control System and Auditing**
- F305 Portfolio Management**
- F306 Advanced Financial Accounting**

**Fourth Semester: Four Papers (of which *first two* Papers will be offered as Minor for students of other Major Groups)**

- F401 Corporate Taxation**
- F402 International Financial Management**
- F403 Financial Institutions and Markets**
- F404 Management of Financial Services**

### Marketing Management

**Third Semester: Four Papers (of which *first two* Papers will be offered as Minor for students of other Major Groups)**

- M303 Consumer Behaviour and Customer Relationship Management**
- M304 Sales and Distribution Management**
- M305 Advertising and Sales Promotion Management**
- M306 Marketing of Services**

**Fourth Semester: Three Papers (of which *first two* Papers will be offered as Minor for students of other Major Groups)**

- M401 Industrial Marketing**
- M402 Marketing Research and Forecasting Techniques**
- M403 Retail and e-Marketing**
- M404 International Marketing**

## **Specialisation Papers**

### **Human Resource Management**

**Third Semester: Four Papers (of which *first two* Papers will be offered as Minor for students of other Major Groups)**

- HR303 Human Resource: Policy and Strategy**
- HR304 Human Resource: Planning and Utilisation**
- HR305 Human Resource Development**
- HR306 Industrial Relations**

**Fourth Semester: Four Papers (of which *first two* Papers will be offered as Minor for students of other Major Groups)**

- HR401 Industrial Organisation and Labour Welfare Laws**
- HR402 Compensation Management**
- HR403 Industrial Psychology and Organisational Dynamics**
- HR404 Cross Cultural and Global Human Resource**

### **Operations and Systems Management**

**Third Semester: Four Papers (of which *first two* Papers will be offered as Minor for students of other Major Groups)**

- OS303 Production, Planning and Control**
- OS304 Programming Languages and Computer Networking Principles**
- OS305 Operations Research**
- OS306 Structured Systems Analysis & Designing and Software Engineering**

**Fourth Semester: Four Papers (of which *first two* Papers will be offered as Minor for students of other Major Groups)**

- OS401 Total Quality Management**
- OS402 Database Management System (DBMS) and Structured Query Language (SQL)**
- OS403 E-Commerce Programming Languages**
- OS404 Web Development of Internet Applications**