

**Name of the School: School of Business Management  
Common for Bangalore, Hyderabad, Navi Mumbai & Indore Campus**

**Proposed structure of Master of Business Administration (MBA)**

**Batch 2025-27**

<b>Sr. No.</b>	<b>Course Name</b>	<b>Credits</b>	<b>Area</b>
<b>Trimester I - Total 21 Credits</b>			
1	Managerial Communication I	3	Communication
2	Microeconomics	3	Economics
3	Financial and Accounting and Analysis	3	Finance
4	Ethical Issues in Management	1.5	General Management
5	Organizational Behaviour 1	3	Human Resources & Behavioural Sciences
6	Marketing Management 1	3	Marketing
7	Statistical Inference for Decision Making	3	Operations & Data Science
8	Contract, Competition and Consumer Laws	1.5	Business Environment & Strategy
9	Group Process Lab (NC Comp. Workshop - 4.5hrs)	0	Human Resources & Behavioural Sciences
10	Interview Skills (NC Comp. workshop - 3hrs)	0	Human Resources & Behavioural Sciences
11	Speech Neutralisation for Global Audience (NC Interest-based workshop)- 3 Hours	0	Communication
<b>Trimester II - Total 21 Credits</b>			
1	Industry and Competitive Landscape Analysis	1.5	Business Environment & Strategy
2	Managerial Communication II	1.5	Communication
3	Macroeconomics	3	Economics
4	Management Accounting for Decision Making	3	Finance
5	Organizational Behaviour 2	3	Human Resources & Behavioural Sciences
6	Marketing Management 2	3	Marketing
7	Storytelling with Data	1.5	Operations & Data Science
8	Modelling & Optimization for Business Decisions	3	Operations & Data Science
9	Value Risks & Capital Markets	1.5	Finance
<b>Trimester III - Total 18 Credits (16.5 Core+1.5 elective)</b>			

1	Corporate Sustainability	3	Business Environment & Strategy
2	Strategic Management	3	Business Environment & Strategy
3	Leadership Communication & Decision Making	1.5	Communication
4	Corporate Finance	3	Finance
5	Human Resource Management	1.5	Human Resources & Behavioural Sciences
6	Business Research Methods	1.5	Operations & Data Science
7	Production & Operations Management	3	Operations & Data Science
	<b>Elective Courses: Any one of the following</b>		
8	Financial Modelling	1.5	Finance
9	Sales Management	1.5	Marketing
10	Predictive Analytics	1.5	Operations & Data Science
11	Negotiations Skills & Processes (NC - Comp. Workshop - 7 hours)	Non Credit	Human Resources & Behavioural Sciences
12	We Care	Non Credit	Business Environment & Strategy
<b>Trimester IV - Total 18 Credits (3 core +15 elective)</b>			
	<b>Compulsory Course</b>		
1	CAPSTONE Business Simulation	3.0	Business Environment & Strategy
	<b>Elective Courses</b>		
2	Global Strategic Management	3.0	Business Environment & Strategy
3	International Business	3.0	Business Environment & Strategy
4	Management Consulting	3.0	Business Environment & Strategy
5	Entrepreneurship	3.0	Business Environment & Strategy
6	Advanced Financial Statement Analysis	3.0	Finance
7	Business Valuation	3.0	Finance
8	Commercial Bank Management	3.0	Finance
9	Financial Derivatives	3.0	Finance
10	Financial Econometrics	3.0	Finance
11	Investment Analysis and Portfolio Management	3.0	Finance
12	Strategic Financial Management	3.0	Finance



13	Learning & Development	3.0	Human Resources & Behavioural Sciences
14	Legal Framework of Industrial Relations (Non credit Interest based workshop - 10hours)	0.0	Human Resources & Behavioural Sciences
15	Recruitment and Selection	3.0	Human Resources & Behavioural Sciences
16	Total Rewards	3.0	Human Resources & Behavioural Sciences
17	Business Process Modelling and Management	3.0	IT/Analytics
18	Financial Econometrics	3.0	IT/Analytics
19	Multivariate Data Analysis	3.0	IT/Analytics
20	Marketing Analytics	3.0	IT/Analytics
21	Consumer Behaviour	3.0	Marketing
22	Integrated Marketing Communication	3.0	Marketing
23	Pricing Strategies	3.0	Marketing
24	Product Strategy	3.0	Marketing
25	Marketing Analytics	3.0	Marketing
26	Project Management	3.0	Operations & Data Science
27	Supply Chain Management	3.0	Operations & Data Science
28	Total Quality Management	3.0	Operations & Data Science
	<b>Total</b>	<b>18</b>	

Note 1: Student can select any 5 elective (totaling to 15 credits) courses from the list of electives offered above (i.e. 1 comp + 5 Elect : 3+15=18 Credits)

Note 2: Students who have opted for 'Financial Econometrics' from the Finance stream, cannot opt for 'Financial Econometrics' from the IT/Analytics stream and vice versa.

Note 3 : Students who have opted for 'Marketing Analytics' from the Marketing stream, cannot opt for 'Marketing Analytics' from the IT/Analytics stream and vice versa.

#### Trimester V - Total 12 Credits (12 elective)

	Elective Courses		
1	Games of Strategy	3.0	Business Environment & Strategy
2	Innovation Management	3.0	Business Environment & Strategy
3	Business Strategies for the New Economy	3.0	Business Environment & Strategy

4	Corporate Turnaround	3.0	Business Environment & Strategy
5	Mergers, Acquisitions and Corporate Restructuring	3.0	Business Environment & Strategy
6	Behavioural Finance	3.0	Finance
7	Financial Analytics	3.0	Finance
8	Financial Risk Management	3.0	Finance
9	Fixed Income Securities & Debt Markets	3.0	Finance
10	International Finance	3.0	Finance
11	Investment Banking	3.0	Finance
12	Value Investing	3.0	Finance
13	Wealth Management	3.0	Finance
14	Organization Development & Change	3.0	Human Resources & Behavioural Sciences
15	Performance Management at Work	3.0	Human Resources & Behavioural Sciences
16	People Analytics	3.0	Human Resources & Behavioural Sciences
17	Wage-related and Social Security legislation	3.0	Human Resources & Behavioural Sciences
18	Artificial Intelligence for Managers	3.0	IT/Analytics
19	Data-Centric Machine Learning for Managers	3.0	IT/Analytics
20	Financial Analytics	3.0	IT/Analytics
21	People Analytics	3.0	IT/Analytics
22	Operations and Supply Chain Analytics	3.0	IT/Analytics
23	Retail Management	3.0	Marketing
24	Services Marketing	3.0	Marketing
25	Strategic Brand Management	3.0	Marketing
26	Digital Marketing	3.0	Marketing
27	Operations and Supply Chain Analytics	3.0	Operations & Data Science
28	Logistics Management	3.0	Operations & Data Science
29	Strategic Sourcing & E- Procurement	3.0	Operations & Data Science
30	Technology Driven Excellence in Value Chain	3.0	Operations & Data Science
<b>Total</b>		<b>12</b>	



Note 1: Student can select any 4 elective (totaling to 12 credits) courses from the list of electives offered above

Note 2: Students who have opted for 'Financial Analytics' from the Finance stream, cannot opt for 'Financial Analytics' from the IT/Analytics stream and vice versa.

Note 3: Students who have opted for 'People Analytics' from the Human Resources & Behavioural Sciences stream, cannot opt for 'People Analytics' from the IT/Analytics stream and vice versa.

Note 4: Students who have opted for 'Operations and Supply Chain Analytics' from the Operations Data Science stream, cannot opt for 'Operations and Supply Chain Analytics' from the IT/Analytics stream and vice versa.

**Trimester VI - Total 12 Credits (12 elective)**

	Elective Courses		
1	Enterprise Risk Management	3.0	Business Environment & Strategy
2	Managing Growth	3.0	Business Environment & Strategy
3	Strategic Performance Management and Control	3.0	Business Environment & Strategy
4	Alternative Investment Markets	3.0	Finance
5	Corporate Tax Planning	3.0	Finance
6	Private Equity	3.0	Finance
7	Sustainable Finance	3.0	Finance
8	Technology in Financial Services	3.0	Finance
9	Emotional Intelligence at Work	3.0	Human Resources & Behavioural Sciences
10	Talent Management	3.0	Human Resources & Behavioural Sciences
11	Social Psychology and Organizational Effectiveness	3.0	Human Resources & Behavioural Sciences
12	Consumer Data Analytics	3.0	IT/Analytics
13	Retail Analytics	3.0	IT/Analytics
14	Business Marketing	3.0	Marketing
15	Customer Relationship Management	3.0	Marketing
16	Marketing Strategy	3.0	Marketing
17	Sustainable Marketing	3.0	Marketing
18	Operations Strategy	3.0	Operations & Data Science
19	Service Operations Management	3.0	Operations & Data Science
20	Green Supply Chain Management	3.0	Operations & Data Science
	<b>Total</b>	<b>12</b>	

Note 1: Student can select any 4 elective (totaling to 12 credits) courses from the list of electives offered above.

- [Each (3) credit will be of 20 sessions of 90 minutes each
- [Each (1.5) credit will be of 10 sessions of 90 minutes each]