

# PROGRAMME STRUCTURE OVERVIEW

## FOUNDATION YEAR

	<b>First Term</b> <i>Monsoon-Autumn</i>	<b>Second Term</b> <i>Autumn-Winter</i>	<b>Third Term</b> <i>Winter-Spring</i>	<b>Project Term</b> <i>Summer</i>
Compulsory/Paperwork Paper	Indian Wisdom for Management Managerial & Business Communication Management Principles and Processes Business Statistics & Quantitative Techniques for Management Organizational Behaviour and Managing Organization Managerial Economics Marketing Management Concepts & Fundamentals Financial Accounting (Process and Applications) Sadhana / SMT / Utkarsh / Conferences & Seminars	Indian Wisdom for Management Operation Research IT for Modern Corporations (Concepts, Applications in Business & MIS) Human Resource Management Financial Management (Concepts & Fundamentals) Marketing Management Practice in Current Scenario Cost & Management Accounting Personality Development & Interpersonal Skills Sadhana / SMT / Utkarsh / Conferences & Seminars	Indian Wisdom for Management Research Methodology Legal Aspects of Business Production & Operations Management Financial Management (Application & Practice) Business Environment Environmental Management Summer Internship (8 to 10 weeks) Sadhana / SMT / Utkarsh / Conferences & Seminars	Live Project/ Corporate interface/ Consultancy Project

## ADVANCE YEAR

	<b>Fourth Term</b> <i>Monsoon-Autumn</i>	<b>Fifth Term</b> <i>Autumn-Winter</i>	<b>Sixth Term</b> <i>Winter-Spring</i>	
Specialisation/Elective Paper	International Strategic Business & Management Entrepreneurship & Entrepreneurial Process & Cooperatives Management Management Consultancy & Project Management (with PSP/ISS) Organizational Leadership & Leading Through Teams Crisis Management & Case Studies Corporate Interface (Non-Teaching Component) Sadhana / SMT / Utkarsh / Conferences & Seminars	Strategic Management & Business Policy Emotional Intelligence & Transactional Analysis Macro-Economic Policy & Analysis Corporate Governance Dissertation (two weeks) Corporate Interface (Non-Teaching Component) Sadhana / SMT / Utkarsh / Conferences & Seminars	Total Quality Management and Business Process Reengineering Economics of Human Resource Knowledge Management Managing Creativity, Innovation and Learning Organizations Developing New Products & Services Corporate Interface (Non-Teaching Component) Sadhana / SMT / Utkarsh / Conferences & Seminars	<b>PGDM COMPLETION</b>
	<b>MARKETING</b> Consumer Behaviour Managing Marketing Channels & Supply Chain Management Customer Relationship Marketing & Management <b>HR</b> Compensation Management & Retention Performance Management System & Appraisal Redundancy Management & Creative Thinking <b>FINANCE</b> Security Analysis & Portfolio Management International Finance Management Risk & Insurance Management Principles of Analytics & Research Management <b>BARS</b> E Business Systems & E Governance Enterprise Information System & Modeling (ERP)	<b>MARKETING</b> Advertising & Promotion Management Industrial Marketing Retail & Mall Management <b>HR</b> Recruitment, Selection, Training & Development Management of Change & Organizational Development & Design Industrial Relations & Labour Laws (IR&LL) <b>FINANCE</b> Investment Banking & Financial Services Corporate Tax Planning & International Taxation Strategic Financial Management <b>BARS</b> Business Process Systems Business Creativity & Innovation Business & Competitive Intelligence	<b>MARKETING</b> Marketing of Services Social & Rural Marketing Marketing Strategy and Product & Brand Management <b>HR</b> International Human Resource Cross-cultural & Diversity Management Strategic HRM E-HR <b>FINANCE</b> Banking & Financial Markets Financial Engineering & Derivatives Management of Financial Institutions <b>BARS</b> Project Analysis & Feasibility Economics and Demographics of Marketing Data Driven Market Analytics	

