

SUPPORTING DOCUMENTS

CRITERION 1

1.1.1. Curricula developed and implemented have relevance to the local, national, regional and global developmental needs which is reflected in Programme outcomes (POs), Programme Specific outcomes (PSOs) and Course Outcomes (COs) of the Programmes offered by the Institution

SUBMITTED TO

NATIONAL ASSESSMENT AND ACCREDITATION COUNCIL

BY



N. L. Dalmia[®]

Institute of Management Studies and Research

(A School of Excellence of N. L. Dalmia Educational Society)

**N. L. DALMIA INSTITUTE OF
MANAGEMENT STUDIES AND RESEARCH**

FOR

NAAC ACCREDITATION SECOND CYCLE 2022



N. L. Dalmia[®]

Institute of Management Studies and Research

(A School of Excellence of N. L. Dalmia Educational Society)

**Course Outcomes (Cos)
of
Master of Management Studies (MMS)**



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Course Outcomes (Cos) - Master of Management Studies (MMS)

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|--------------------------------------|-------------------------------|------------------------|-----------|
| Semester | I - Core | | |
| Title of the Subject / course | Perspective Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|----------------------------|---|
| 1 | To explain the relationships between organizational mission, goals, and objectives |
| 2 | To comprehend the significance and necessity of managing stakeholders |
| 3 | To conceptualize how internal and external environment shape organizations and their responses |
| 4 | To develop critical thinking skills in identifying ethical, global, and diversity issues in planning, organizing, controlling and leading functions of management |
| 5 | To Understand organizational design and structural issues |
| 6 | To understand that citizenship involves taking conscious steps for societal advancement at individual level and organizational level |

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|--------------------------------------|-----------------------------|------------------------|-----------|
| Semester | I - Core | | |
| Title of the Subject / course | Financial Accounting | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
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| 1 | To understand the basic concepts and fundamentals used in financial |
| 2 | To learn all the intricacies of corporate financial statements. |

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| Semester | I - Core | | |
| Title of the Subject / course | Business Statistics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
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|---|---|
| 1 | To know statistical techniques |
| 2 | To understand different statistical tools |
| 3 | To understand importance of decision support provided by analysis |
| 4 | To appreciate and apply it in business situations using caselets, modeling, |
| 5 | To understand Managerial applications of Statistics |

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| Semester | I - Core | | |
| Title of the Subject / course | Operations Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To expose a student of Management to operations principles. | | |
| 2 | To understand basic operating principles in product and service industry | | |
| 3 | To be able to apply different analytical techniques of operations Management | | |

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|--------------------------------------|-----------------------------|------------------------|-----------|
| Semester | I - Core | | |
| Title of the Subject / course | Managerial Economics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To enable the students to understand both the theory and practice of | | |
| 2 | To ensure that the students are in a position to appreciate the finer nuances of | | |
| 3 | To help the students in applying the knowledge so acquired in policy | | |

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| Semester | I - Elective | | |
| Title of the Subject / course | Effective and Management Communication | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | In all social behavior, communication is essential in building and | | |
| 2 | In business, communication is essential for the smooth and efficient conduct | | |
| 3 | In recent years the importance of communication has greatly increased as a | | |
| 4 | English being globally the language of Management, those with good | | |

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|--------------------------------------|------------------------|------------------------|-----------|
| Semester | I - Elective | | |
| Title of the Subject / course | Business Ethics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To have an in-depth knowledge of the issues concerning Morals, Values, |
| 2 | To prepare the budding managers and entrepreneurs to develop themselves |
| 3 | To imbibe into students the importance of fair transactions, ethical conduct |
| 4 | To expect an Integrity-driven work place scenario from students |
| 5 | To ensure sustainability as a compulsive tool of driving Organisational |
| 6 | To have a balance between the Theoretical and practical aspects of Ethics in |

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|--------------------------------------|---------------------|------------------------|-----------|
| Semester | I - Elective | | |
| Title of the Subject / course | Ecommerce | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To understand the Introduction to Electronic Commerce: Meaning, nature |
| 2 | To understand the Business to Consumer E-commerce Applications |
| 3 | To Understand Business to Business E-Commerce and applications |
| 4 | To analysis the Electronic Payment Systems and Order Fulfillment |
| 5 | To focus on the Security Issues in E-Commerce |
| 6 | To understanding the Management Challenges and Opportunities of E- |

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| Semester | I - Elective | | |
| Title of the Subject / course | Organizational Behaviour | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To provide students understanding how and why people behave in |
| 2 | to provide understanding how to effectively modify their behaviour through |
| 3 | to provide understanding how to effectively modify their behaviour through |

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| Semester | I - Elective | | |
| Title of the Subject / course | Introduction to creativity & Innovation | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To make students aware of their own creative potential and the various ways |
| 2 | To learn tools and techniques for creativity and Innovation |
| 3 | To appreciate the importance and impact of innovation in todays business |
| 4 | To understand the process of innovation |
| 5 | To understand the various issues related to managing innovation in an |

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| | I - Elective | | |
| Title of the Subject / course | Foreign Language (Other than | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | China is the world's fastest growing economy and has become the factory of | | |
| 2 | Many multinationals have invested in China, because of the cheap labor and | | |
| 3 | The course should be able to enable basic communication in Chinese so that | | |
| 4 | To be able to use Chinese in everyday situations such as greeting a person | | |
| 5 | Carry out simple conversations with Chinese people. | | |
| 6 | Read and write simple phrases in pinyin (spelling Chinese words with the | | |
| 7 | Understand the elements of Chinese characters and evaluate the advantages | | |
| 8 | Reflect on cultural differences and similarities between Indian and Chinese | | |

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| | I - Elective | | |
| Title of the Subject / course | Negotiation & Selling Skills | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | The module will sensitize the students to the concepts and importance of | | |
| 2 | The module is designed to introduce the students to the basic elements of the | | |
| 3 | The module will give the students a broad understanding regarding | | |
| 4 | It also creates awareness among the students about the basic qualities, traits | | |

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| | I - Elective | | |
| Title of the Subject / course | IT Skills for Management and Technology | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | To have the basics practical skills of information Technology(i.eHardware - | | |

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| | I - Elective | | |
| Title of the Subject / course | Information Technology for Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To understand the significance of information technology , conceptual | | |
| 2 | To understand role , impact and emerging trends of information technology | | |

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| | I - Elective | | |
| Title of the Subject / course | Personal Grooming / Personal Effectiveness | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | Identify personal thinking habits and their impact | | |
| 2 | Understand and address the barriers to personal effectiveness | | |
| 3 | Apply clear and effective communication skills | | |
| 4 | Develop effective time management skills and the ability to cope with stress | | |

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| | I - Elective | | |
| Title of the Subject / course | Ethos in Indian Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To acquaint the students with both the theory and practice of | | |
| 2 | to expose the students to the finer nuances of the subject, and, | | |
| 3 | to re-orient the outlook of students towards new business ventures and start | | |

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| | II - Core | | |
| Title of the Subject / course | Marketing Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | This coursework is designed to introduce the student to the basic elements of | | |
| 2 | The scope of marketing management is quite broad and the students will be | | |
| 3 | This module is to learn the art and science of choosing target markets and | | |
| 4 | This module will give the student a very broad understanding of what | | |
| 5 | The module will help the student to identify and solve many business | | |

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| | II - Core | | |
| Title of the Subject / course | Financial Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To gain in-depth knowledge of corporate finance and understand the | | |
| 2 | Students should learn to analyze corporate financial statements and other | | |

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| | II - Core | | |
| Title of the Subject / course | Operations Research | | |
| Course Code | For Office use | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To know optimizing techniques | | |
| 2 | To understand its use in decision making in business | | |
| 3 | To Identify and develop operational research model from realsystem | | |
| 4 | This module will give the student a very broad understanding of what | | |
| 5 | To appreciate the mathematical basis for business decision making | | |

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| | II | | |
| Title of the Subject / course | Business Research Methods | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand the importance of research and various methods that | | |
| 2 | Applying Modern Analytical tools for Business Management Decisions | | |
| 3 | To derive strategies from the research | | |
| 4 | To understand the challenges in collecting the data collection and analysis | | |
| 5 | To interpret the data to make meaningful decisions. | | |

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| | II - Core | | |
| Title of the Subject / course | Human Resource Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To prepare a student for a career in industry and services. | | |
| 2 | To facilitate learning in modern concepts, techniques and practices in the | | |
| 3 | To expose the student to different functional areas of Human Resource | | |

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| | II - Elective | | |
| Title of the Subject / course | Legal Aspects of Business & Taxation 100 | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To learn about the important provisions of some of the important business | | |
| 2 | To get exposure to important provisions of Indian Income Tax Act and | | |

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| | II - Elective | | |
| Title of the Subject / course | Cost and Management Accounting 100 Marks | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand the basic cost concepts and techniques of analyzing cost to | | |

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| | II | | |
| Title of the Subject / course | Business Environment | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To sensitize the students to the multi-faceted environment of business. | | |
| 2 | to enable them to appreciate the finer nuances of the environment, and, | | |
| 3 | to improve their ability to operate effectively in the contemporary globalized | | |

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| | II - Elective | | |
| Title of the Subject / course | Ethos in Indian Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To sensitize students to Indian culture and value systems and the impact of | | |
| 2 | To increase the level of awareness of the thought leadership emanating from | | |
| 3 | To bring to focus importance of ethical and responsible behavior on the part | | |

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| | II - Elective | | |
| Title of the Subject / course | Corporate Social Responsibility | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | A fundamental assumption of Ethics & Social Responsibility is that | | |

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| | II - Elective | | |
| Title of the Subject / course | Analysis of Financial Statements | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the advanced tools used in financial statement analysis and |

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| | II - Elective | | |
| Title of the Subject / course | Management Information System | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the basic concept data and information , Framework / |
| 2 | Determining Information Needs for an individual & Organization for |
| 3 | To understand the requirement & analysis of MIS across the functions of the |
| 4 | To emphasis the Information System Development Process and Security |

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| | II | | |
| Title of the Subject / course | Developing Teams and Effective Leadership | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | Developing and managing a team |
| 2 | Understand how to adapt your leadership style to effectively lead and |
| 3 | Strategies for coping with team challenges |
| 4 | Define your leadership philosophy and learn how to communicate it |
| 5 | Earning trust and building relationships |
| 6 | Leading virtual teams |

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| | II - Elective | | |
| Title of the Subject / course | Intellectual Capital and Patenting | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To ensure the fact that students of Business and Managerial Studies are aware |
| 2 | To know and study about the concept and types of Intellectual Property |
| 3 | To understand and appreciate the need to honour and not infringe upon the |
| 4 | To inculcate in the minds of the young managers, entrepreneurs and |
| 5 | To encourage the business fraternity to develop new products, ideas, |
| 6 | To study, understand and acknowledge the trends across the globe in areas |

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| | II - Elective | | |
| Title of the Subject / course | Intellectual Capital and Patenting | | |
| Course Code | | | |

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| Credits | 4 | Duration in Hrs | 40 |
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| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To ensure the fact that students of Business and Managerial Studies are aware | | |
| 2 | To know and study about the concept and types of Intellectual Property | | |
| 3 | To understand and appreciate the need to honour and not infringe upon the | | |
| 4 | To inculcate in the minds of the young managers, entrepreneurs and | | |
| 5 | To encourage the business fraternity to develop new products, ideas, | | |
| 6 | To study, understand and acknowledge the trends across the globe in areas | | |

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| Semester | III-Core | | |
| Title of the Subject / course | International Business | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | To develop a deep understanding of International Management | | |
| 2 | To develop the analytical ability of the student to attain an insight into | | |

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|--------------------------------------|-----------------------------|------------------------|-----------|
| Semester | III-Core | | |
| Title of the Subject / course | Strategic Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To appreciate the role of Strategic thinking in changing business environment | | |
| 2 | To understand the process of Strategy Formulation, Implementation & | | |
| 3 | Focus on application & decision making | | |

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| Semester | III-Core | | |
| Title of the Subject / course | Financial Markets and Institutions | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To understand different components of the Indian Financial system and their | | |
| 2 | To comprehend various products issued through different financial | | |
| 3 | To understand the fixed income market, the different instruments and | | |

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| Semester | III-Core | | |
| Title of the Subject / course | Corporate Valuation and Mergers & | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
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| 1 | To understand the process and set of procedures to be used to estimate the |
| 2 | To learn to make strategic decisions in M&A to enhance a company's growth. |

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| Semester | III-Core | | |
| Title of the Subject / course | Security Analysis and Portfolio Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To understand the factors affecting the prices of different assets and to create |
| 2 | To understand the need for continuous evaluation and review of the portfolio |
| 2 | To learn technical analysis to predict price movements based on indicators |

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| Semester | III-Core | | |
| Title of the Subject / course | Financial Regulations | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To understand the factors affecting the prices of different assets and to create |
| 2 | To learn major intricacies of financial regulations. |

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| Semester | III-Core | | |
| Title of the Subject / course | Derivatives and Risk Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the concepts related to derivatives markets and gain in-depth |
| 2 | To learn the derivatives pricing and application of strategies for financial risk |
| 3 | To acquaint learners with the trading, clearing and settlement mechanism in |

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| Semester | III-Elective | | |
| Title of the Subject / course | Banking and Financial Services Institutions | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To understand different product and services provided by different financial |
| 2 | To comprehend various fund-based and fee-based services provided by |

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| Semester | III-Elective | | |
| Title of the Subject / course | Investment Banking | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | The main objective of the course is to provide students with the necessary | | |
| 2 | This course will provide an introduction and general understanding of | | |
| 3 | The final objective of this course is to show how corporate governance, ethics | | |

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| Semester | III-Elective | | |
| Title of the Subject / course | Investment Banking | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand the basic concepts and fundamentals used in wealth | | |
| 2 | Capability to design appropriate portfolio for the investors based on their | | |

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| Semester | III-Elective | | |
| Title of the Subject / course | Infra and Project Finance | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To learn different sources of project and infrastructure financing. | | |
| 2 | To understand regulatory framework, policies, procedures of project and | | |

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| Semester | III-Elective | | |
| Title of the Subject / course | Strategic Cost Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand the concepts and techniques in cost and management | | |
| 2 | To learn the application of cost and management accounting techniques in | | |

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| Semester | III-Elective | | |
| Title of the Subject / course | Commodities Markets | | |
| Course Code | | | |

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| Credits | 4 | Duration in Hrs | 40 |
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| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To gain the knowledge of emergence of commodities markets and | | |
| 2 | To understand the dynamics of world commodities markets | | |
| 3 | To understand the ecosystem of Indian commodities markets. | | |
| 4 | To acquaint learners with the trading, clearing and settlement mechanism in | | |

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| Semester | III-Elective | | |
| Title of the Subject / course | Mutual Fund | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To get complete understanding of mutual fund industry | | |
| 2 | Students should understand how mutual funds are marketed and how the | | |
| 3 | To acquaint learners with the trading, clearing and settlement mechanism in | | |

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|--------------------------------------|----------------------------|------------------------|-----------|
| Semester | III-Elective | | |
| Title of the Subject / course | Financial Modelling | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To develop excel proficiency. | | |
| 2 | To learn how to develop models in various areas of finance. | | |

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| Semester | III-Elective | | |
| Title of the Subject / course | International Finance | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | To understand the dynamics underlying the global economic environment, | | |
| 2 | To learn the concepts and terminology related to fundamentals of | | |

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| Semester | III-Elective | | |
| Title of the Subject / course | International Finance | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
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|---|--|
| 1 | To understand the dynamics underlying the global economic environment, |
| 2 | To learn the concepts and terminology related to fundamentals of |

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|--------------------------------------|--|------------------------|-----------|
| Semester | III-Core | | |
| Title of the Subject / course | Database Management System & Data | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand the introduction, Meaning and Definition of Database, | | |
| 2 | To understand the Data Models : The importance of data models, Basic | | |
| 3 | Understand applications of Database Management System(DBMS) & RDBMS | | |
| 4 | To understand the Object-Relational Database Management | | |
| 5 | Overview of Structured Query Language and application DBMS to business | | |

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| | III-Core | | |
| Title of the Subject / course | Enterprise Management Systems (EMS) | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | To understand the Enterprise Resource Planning (ERP) - Meaning and | | |
| 2 | To understand the Enterprise Content Management - Role of content | | |
| 3 | To understand the applications areas of ERP, in various industry verticals | | |
| 4 | To understand Enterprise Portals - Concept of an enterprise portal | | |
| 5 | To understand the Enterprise Application Integration- Challenges in | | |

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| | III-Core | | |
| Title of the Subject / course | Big Data and Business Analytics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| | | | |
|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | To understand the Introduction to Big Data and Business Analytics and its | | |
| 2 | To understand the Business Analytics Cycle Introduction, Analytical Tools & | | |
| 3 | To understand Data Mining & decision Making concepts, Predictive | | |
| 4 | To understand the Data Driven Prediction Methods NLP, Regression, | | |

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|--------------------------------------|--|------------------------|-----------|
| | III-Core | | |
| Title of the Subject / course | Big Data and Business Analytics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the Introduction to Big Data and Business Analytics and its |
| 2 | To understand the Business Analytics Cycle Introduction, Analytical Tools & |
| 3 | To understand Data Mining & decision Making concepts, Predictive |
| 4 | To understand the Data Driven Prediction Methods NLP, Regression, |

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|--------------------------------------|-------------------------------|------------------------|-----------|
| | III-Core | | |
| Title of the Subject / course | : Knowledge Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the introduction to Meaning of data, information, knowledge |
| 2 | To Know the conceptual background and framework of KM |
| 3 | Understand the KM Foundations and Solutions KM Foundations |
| 4 | To know the Organizational Structure, Culture, Communities and KM |

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|--------------------------------------|-----------------------------|------------------------|-----------|
| | III-Core | | |
| Title of the Subject / course | Software Engineering | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the in details software development process with issues |
| 2 | Ability to analyze, design, verify, validate, implement, apply and maintain |
| 3 | To help students to develop skills that will enable to construct high quality |

| | | | |
|--------------------------------------|---|------------------------|-----------|
| | III Elective | | |
| Title of the Subject / course | Cloud Computing & Virtualization | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To understand the Enabling Technologies and Cloud Computing Models |
| 2 | Understand the Cloud Operating System, Cloud Architectures including |
| 3 | Principles of Virtualization platforms, Security and Privacy issues in the |

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|--------------------------------------|--|------------------------|-----------|
| | III Elective | | |
| Title of the Subject / course | Information System Security and Audit | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the Need for Information Security and Audit in an |
| 2 | To understand the framework of Concept of Systems Audit |
| 3 | Understand the System & Infrastructure Maintenance |
| 4 | To Know the insights of Security Administration & Operations' |
| 5 | To understand the Global & Indian perspective |

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| | III Elective | | |
| Title of the Subject / course | Data Mining and Business Intelligence | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To understand the Introduction to Data Mining: Introduction, Definition of |
| 2 | To understand the framework of Classification on Data Mining system |
| 3 | Understand the Data Mining Techniques: Introduction, Statistical Perspective |
| 4 | Focus on Business Intelligence |
| 5 | To understand the Business Intelligence Essentials |

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| | III Elective | | |
| Title of the Subject / course | : IT Consulting | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the Data warehousing Components -Building a Data |
| 2 | To understand the framework of The Structure of the Data Warehouse, |
| 3 | To understand the Normalization and denormalization Triggering the Data |

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|--------------------------------------|---------------------------|------------------------|-----------|
| | III Elective | | |
| Title of the Subject / course | : Digital Business | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the Introduction to Digital Business ,framework of Drivers of |
| 2 | To understand the E-Business- Meaning, Retailing in e- Business-products |
| 3 | Developing the Digital Business Support services- e-CRM, e-SCM, e-banking, |
| 4 | To know about -Building Digital business Applications and Infrastructure, |
| | |

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| | III Elective | | |
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|--------------------------------------|-------------------------------------|------------------------|-----------|
| Title of the Subject / course | :Software Project management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | To understand the Introduction, the state of IT project management, need of | | |
| 2 | To understand the project management process, project integration | | |
| 3 | Understand the Introduction, developing the project schedule, project | | |
| 4 | To know the Organization and project planning, the project team, the Project | | |
| 5 | To understand the Managing Project Procurement and Outsourcing , project | | |

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| | III Elective | | |
| Title of the Subject / course | :Governance of Enterprise IT & Compliance | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | To understand the Need for IT Governance (COBIT Framework)Importance | | |

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| | III Elective | | |
| Title of the Subject / course | :Software Project management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To understand the Basic Concepts of Technology and Law and Law of Digital | | |
| 2 | Understand Intellectual Property Issues in Cyber Space | | |
| 3 | To know the insights to Rights of citizens and E-Governance | | |
| 4 | To get aware the Information Technology Act 2000 , Understanding | | |

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|--------------------------------------|--|------------------------|-----------|
| | III Elective | | |
| Title of the Subject / course | Cyber Law & Managing Enterprise IT Risk | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To understand the Introduction, the state of IT project management, need of | | |
| 2 | Understand Intellectual Property Issues in Cyber Space | | |
| 3 | To know the insights to Rights of citizens and E-Governance | | |
| 4 | To get aware the Information Technology Act 2000 , Understanding | | |

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| | III-Core | | |
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|--------------------------------------|-----------------------------------|------------------------|-----------|
| Title of the Subject / course | Training & Development | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | Learning the intricacies of process of training and development and audit | | |

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| | III-Core | | |
| Title of the Subject / course | Compensation and Benefits | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | To understand the concept of compensation, various elements, inflation, laws | | |

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| | III-Core | | |
| Title of the Subject / course | Competency Based HRM and Performance | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | To provide both theoretical and application-oriented inputs on competency | | |
| 2 | To understand the concept of competency and competency based HR | | |
| 3 | 3 To understand the various approaches towards building a competency | | |
| 4 | To understand how to integrate the applications of competency model with | | |
| 5 | To impart the understanding about the Performance Management system | | |

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|--------------------------------------|---|------------------------|-----------|
| | III-Core | | |
| Title of the Subject / course | Labour Laws and Implications on Industrial | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| | | | |
|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | Understanding Nature and Importance of Labour Laws | | |
| 2 | To understand various legislations with their history, basic provisions & case | | |
| 3 | To study current amendments in Labour laws | | |
| 4 | Highlight Labour Laws with IR implications | | |

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|--------------------------------------|---|------------------------|-----------|
| | III-Core | | |
| Title of the Subject / course | Human Resource Planning and Application of | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand the concept of HR Planning and application of technology in |

| | | | |
|-------------------------------|--|-----------------|----|
| | III-Core | | |
| Title of the Subject / course | Labour Laws and Implications on Industrial | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | Understanding Nature and Importance of Labour Laws |
| 2 | To understand various legislations with their history, basic provisions & case |
| 3 | To study current amendments in Labour laws |
| 4 | Highlight Labour Laws with IR implications |

| | | | |
|-------------------------------|--|-----------------|----|
| | III-Core | | |
| Title of the Subject / course | Human Resource Planning and Application of | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| | |
|---|---|
| 1 | To understand the concept of HR Planning and application of technology in |
|---|---|

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|-------------------------------|----------------------------|-----------------|----|
| | III-Electives | | |
| Title of the Subject / course | Personal Growth Laboratory | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | Basics of personality, personality types |
| 2 | Introduction to emotional intelligence |
| 3 | Stress and stress control techniques |
| 4 | Introduction to NLP and transactional analysis |
| 5 | Techniques of effective team building |

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|-------------------------------|---------------|-----------------|----|
| | III-Electives | | |
| Title of the Subject / course | Global HRM | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To understand the concept of Human Resource Management in an |

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|-------------------------------|--------------------------------------|-----------------|----|
| | III-Electives | | |
| Title of the Subject / course | Employee Branding and Employer Value | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---------------------------------------|--|--|
| Learning Objectives | | | |
| 1 | Concept of Employee Brand | | |
| 2 | Concept of Employer Value Proposition | | |
| 3 | Creating and Nurturing Employee Brand | | |

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|-------------------------------|---------------|-----------------|----|
| | III-Electives | | |
| Title of the Subject / course | HR Analytics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | Basics of HR Analytics | | |
| 2 | Introduction to latest technologies including SPSS, Big Data | | |
| 3 | Using HR Analytics for various functions of HR | | |
| 4 | Different Analysis Strategies | | |
| 5 | Ethics and Limitations while using HR Analytics | | |

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| | III-Electives | | |
| Title of the Subject / course | O.S.T.D. | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| | | | |
|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | To understand the organizational design and different factors affecting | | |
| 2 | To study the evolution of organizational theories | | |
| 3 | To appreciate the organizational culture and its effect on organizational | | |

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|-------------------------------|---------------|-----------------|----|
| | III-Electives | | |
| Title of the Subject / course | : HR Audit | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | Understanding HR Accounting and Audit with study of various instruments | | |

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| | III-Electives | | |
|--|---------------|--|--|

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|--------------------------------------|---|------------------------|-----------|
| Title of the Subject / course | Employee Relations and Labour Laws and | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | Understanding Nature and Importance of IR | | |
| 2 | To understand Conflict preventing & resolution methods under IR | | |
| 3 | Discussing practical cases in IR | | |
| 4 | New trends in IR and future of IR | | |

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|--------------------------------------|--------------------------------|------------------------|-----------|
| | III Core | | |
| Title of the Subject / course | Supply Chain Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | Familiarize with the basic concepts of Logistics Management in relation to | | |
| 2 | To explore the major elements of supply chain and expose to leading edge | | |

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|--------------------------------------|-----------------------------|------------------------|-----------|
| | III Core | | |
| Title of the Subject / course | Operations Analytics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | To understand basic aspects of analytics and evaluation | | |
| 2 | To learn various analytical techniques applied in complex real life situations | | |
| 3 | To be able to scale up an academic model to workable practical model by | | |

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|--------------------------------------|--------------------------------------|------------------------|-----------|
| | III Core | | |
| Title of the Subject / course | Service Operations Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | Understanding various types of Service Industry | | |
| 2 | Site selection for service location | | |
| 3 | Role of Operations for Profitability in Service industry | | |
| 4 | Inventory management in Service industry | | |
| 5 | Basics of Outsourcing/Offshoring in Services | | |

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| | III Core | | |
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|--------------------------------------|--|------------------------|-----------|
| Title of the Subject / course | Manufacturing Resource Planning and control | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand importance of manufacturing resources planning and control | | |
| 2 | To give knowledge of quantitative methods as well as various tools of | | |

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| III Core | | | |
| Title of the Subject / course | Materials Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | Importance of Materials Management w.r.t. Business | | |
| 2 | Learning various aspects of Purchase & warehousing | | |
| 3 | Understanding documents control w.r.t. Material movement | | |
| 4 | Materials planning with quantitative models | | |
| 5 | Financial aspects of Materials Management | | |
| 6 | Importance of Ethics in Materials Management | | |

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| : III Electives | | | |
| Title of the Subject / course | World Class Manufacturing | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | To meet global markets which are more turbulent, dynamic and complex. | | |
| 2 | To understand the relevance of World Class Performance in competitive | | |
| 3 | To understand global markets relationship to world class performance | | |
| 4 | To build the framework for world class manufacturing | | |
| 5 | To understand the state Indian manufacturing in relation to world class | | |

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|--------------------------------------|--|------------------------|-----------|
| : III Electives | | | |
| Title of the Subject / course | Business Process Re-engineering And | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | To understand business process reengineering | | |
| 2 | To know the tools and techniques for business process reengineering | | |
| 3 | To understand the importance of Benchmarking the business processes | | |
| 4 | Role of leadership, technology in Business process reengineering | | |

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| | : III Electives | | |
| Title of the Subject / course | Technology Management & Manufacturing | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | How technology can be used in a corporate to gain strategic advantage | | |
| 2 | Contribution of Technology in New product development | | |
| 3 | Use of technology in Product design | | |
| 4 | Application of Technology in a manufacturing company | | |
| 5 | How to compete with better Manufacturing strategy | | |
| 6 | Application of JIT, TOC and Customization as tools to compete in a | | |

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| | : III Electives | | |
| Title of the Subject / course | Strategic Operations Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | Importance of aligning operations strategy to corporate strategy | | |
| 2 | Development of operations strategy and linking market requirements to | | |
| 3 | Implementation of operations strategy | | |
| 4 | Various alternatives available in capacity and manufacturing process | | |
| 5 | Understanding the importance and issues in strategic resource management | | |
| 6 | Role of technology in operations strategy | | |
| 7 | Understanding of application oriented OM tools like Process analysis, | | |

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| | : III Electives | | |
| Title of the Subject / course | Industrial Engineering Applications and | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | To understand industrial engg fundamentals in relation to production and | | |
| 2 | To understand the framework of industrial engineering and its applications | | |
| 3 | Understand applications in service as well as manufacturing domains | | |
| 4 | Developing insights to manage methods and processes for an organization | | |
| 5 | To understand optimal utilization of resources without capital investment | | |

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| | : III Electives | | |
| Title of the Subject / course | Total Quality Management | | |

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|--------------------|----------|------------------------|-----------|
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | Know concept of Total Quality management | | |
| 2 | Know the tools for quality control and management | | |
| 3 | Understand relation of cost and value to business | | |

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|--------------------------------------|--------------------------------|------------------------|-----------|
| | : III Electives | | |
| Title of the Subject / course | International Logistics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | Develop knowledge about international logistics and understand role of | | |

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|--------------------------------------|--|------------------------|-----------|
| | : III Electives | | |
| Title of the Subject / course | Quantitative models in Operations | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To understand the various advance techniques of Operations Research | | |
| 2 | To be able to apply the above techniques for industrial applications | | |
| 3 | To be able to develop an art of model building to real life situation | | |

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|--------------------------------------|--------------------------------|------------------------|-----------|
| | : III Electives | | |
| Title of the Subject / course | Productivity Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To understand importance, scope and application of productivity | | |
| 2 | To understand linkage of productivity concept from individual, department | | |
| 3 | Various approaches, measurement of productivity planning & conditions | | |
| 4 | Productivity as a system approach. | | |

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| | III-Core | | |
| Title of the Subject / course | Sales Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To understand function of sales and its importance |
| 2 | To comprehend the art of managing the sales force |
| 3 | To motivate and manage sales force effectively |
| 4 | To develop critical thinking skills and situational leaderships |
| 5 | To learn the art of solving problems related to sales process on the field |

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| | III-Core | | |
| Title of the Subject / course | Marketing Strategy | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | 1. To understand and predict changes in the macroeconomic environment |
| 2 | . To develop an ability to respond rapidly to changes driven by consumer |

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|-------------------------------|--------------------|-----------------|----|
| | III-Core | | |
| Title of the Subject / course | Consumer Behaviour | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | An understanding of the pre and post purchase consumer behaviour. |
| 2 | To develop conceptual insights into key aspects such as social, psychological |

| | | | |
|-------------------------------|--------------------|-----------------|----|
| | III-Core | | |
| Title of the Subject / course | Services Marketing | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To familiarize students to basic concepts and decision making processes |
| 2 | To help students to understand application of these concepts to various |

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|-------------------------------|------------------------------|-----------------|----|
| | III-Core | | |
| Title of the Subject / course | Product and Brand Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To expose and sensitize the students with the practices of product and |
| 2 | To understand the key issues in Product and Brand Management |

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| | III-Elective | | |
| Title of the Subject / course | Retail Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | To develop the analytical ability of the students to attain an insight into | | |
| 2 | To Understand the techniques for optimal utilization of resources | | |

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| | III-Elective | | |
| Title of the Subject / course | Rural Marketing | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | To develop an understanding of the rural economy of India | | |
| 2 | To develop a marketing program for rural consumers | | |

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|--------------------------------------|----------------------------|------------------------|-----------|
| | III-Elective | | |
| Title of the Subject / course | Marketing Analytics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | To develop an understanding of the rural economy of India | | |
| 2 | To develop a marketing program for rural consumers | | |

| | | | |
|--------------------------------------|--------------------------|------------------------|-----------|
| | III-Elective | | |
| Title of the Subject / course | Digital Marketing | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | To understand the new media, Different types, their strengths and the way | | |
| 2 | To develop the skills to strategize and execute campaigns on new / digital | | |

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|--------------------------------------|---|------------------------|-----------|
| | III-Elective | | |
| Title of the Subject / course | Customer Relationship Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | To develop the skills to strategize and execute campaigns on new / digital |

| | | | |
|-------------------------------|-------------------------------|-----------------|----|
| | III-Elective | | |
| Title of the Subject / course | Marketing Research & Analysis | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|--|
| 1 | This course is designed to acquaint students with the marketing research |
| 2 | This course will help students explore different approaches of Marketing |

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|-------------------------------|------------------|-----------------|----|
| | III-Elective | | |
| Title of the Subject / course | Event Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To familiarize students the basic concepts and decision making processes |
| 2 | To develop the conceptual & management skills at various levels in the area |

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|-------------------------------|----------------------|-----------------|----|
| | III-Elective | | |
| Title of the Subject / course | Healthcare Marketing | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To understand trends and opportunities in the health care sector |
| 2 | Formulate marketing strategy and tactics for the health care sector |

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|-------------------------------|--|-----------------|----|
| | III-Elective | | |
| Title of the Subject / course | Distribution and Supply Chain Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | |
|---------------------|---|
| 1 | To develop an understanding of the role of distribution and supply chain in |

| | | | |
|-------------------------------|-------------------|--|--|
| | III-Elective | | |
| Title of the Subject / course | Tourism Marketing | | |

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|--------------------|----------|------------------------|-----------|
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand the application of marketing concepts to the tourism | | |

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| | III-Elective | | |
| Title of the Subject / course | Marketing of Banking & Financial Services | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To develop an understanding into the concept and practices in the BFS | | |

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| Semester | IV - Elective | | |
| Title of the Subject / course | Commercial Banking | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand the concepts and fundamentals of Commercial Banking | | |
| 2 | To understand the Structure and growth of banking and various services | | |

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|--------------------------------------|---------------------------|------------------------|-----------|
| Semester | IV - Elective | | |
| Title of the Subject / course | Business Analytics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|---|--|--|
| Learning Objectives | | | |
| 1 | To gain understanding of relevant statistical tools applicable for Business | | |
| 2 | To learn data mining techniques using Excel and R | | |
| 3 | To evaluate various models of Business Analytics. | | |

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|--------------------------------------|---|------------------------|-----------|
| Semester | IV - Elective | | |
| Title of the Subject / course | Venture Capital and Private Equity | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | To develop general understanding of the venture capital and private equity | | |
| 2 | Provide an understanding of the private equity investment process starting | | |
| 3 | Develop analytical valuation and deal structuring techniques used in venture | | |
| 4 | To prepare students for future jobs in VCPE and related industries | | |

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| Semester | IV Core | | |
| Title of the Subject / course | Project Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To introduce students of Management to concepts of Project | | |
| 2 | To apply and evaluate success parameters of cost ,time and quality in project | | |
| 3 | To apply various techniques as cpm/ pert/ earned value analysis and | | |
| 4 | To enable student to conceive an idea, evaluate it's feasibility and make it | | |

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| Semester | IV - Elective | | |
| Title of the Subject / course | Commercial Banking | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | To understand the concepts and fundamentals of Commercial Banking, | | |
| 2 | To understand the Structure and growth of banking and various services | | |

| | | | |
|--------------------------------------|---------------------------|------------------------|-----------|
| Semester | IV - Elective | | |
| Title of the Subject / course | Business Analytics | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|---|--|--|
| 1 | To gain understanding of relevant statistical tools applicable for Business | | |
| 2 | To learn data mining techniques using Excel and R. | | |
| 3 | To evaluate various models of Business Analytics | | |

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|--------------------------------------|---|------------------------|-----------|
| Semester | IV - Elective | | |
| Title of the Subject / course | Venture Capital and Private Equity | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

| Learning Objectives | | | |
|----------------------------|--|--|--|
| 1 | To develop general understanding of the venture capital and private equity | | |
| 2 | Provide an understanding of the private equity investment process starting | | |
| 3 | Develop analytical valuation and deal structuring techniques used in | | |
| 4 | To prepare students for future jobs in VCPE and related industries. | | |

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| Semester | (IV) III - Elective | | |
| Title of the Subject / course | Strategic Information Technology | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand the strategic use of Information Technology for Competitive | | |
| 2 | To understand Emerging trends of information technology to devise | | |

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| Semester | (IV) III - Elective | | |
| Title of the Subject / course | System Applications and Case Study | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To understand the Importance , scope and need of case study and | | |
| 2 | To have the practical applications areas of information technology | | |

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| Semester | (IV) III - Elective | | |
| Title of the Subject / course | Managing Technology Business & | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | To understand the Need and Significance of IT Resource Management | | |
| 2 | Understand applications of Determining IT and Information System's | | |
| 3 | IT & Information Systems resources Implementation and Acceptance | | |

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| Semester | IV - Elective | | |
| Title of the Subject / course | OD and Change Management | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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|----------------------------|--|--|--|
| Learning Objectives | | | |
| 1 | Basics of Change Management | | |
| 2 | Understanding OD Approaches and Models | | |
| 3 | Understanding Organizational Development - Diagnostics | | |
| 4 | Different Strategies, Approaches and Models | | |
| 5 | Trends in OD and Change Management | | |

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| Semester | IV - Elective | | |
| Title of the Subject / course | Strategic HRM with Global Perspective | | |

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| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | To learn the basics of HR strategy formulation and implementation in | | |

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| Semester | IV - Elective | | |
| Title of the Subject / course | Management of Corporate Social | | |
| Course Code | | | |
| Credits | 4 | Duration in Hrs | 40 |

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| Learning Objectives | | | |
| 1 | According to Companies Act, 2013, at least 2% of a company's average net | | |




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