

# MBA PROGRAMMES

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# Key Changes and Developments



# 7 MBA Programmes

**MBA(through  
Online mode)**

**With 5  
specialisations**

1. Human Resource Management
2. Financial Management
3. Operations Management
4. Marketing Management
5. Services Management (Newly introduced)

02

**MBA in Human  
Resource  
Management**

03

**MBA in Financial  
Management**

04

**MBA in  
Operations  
Management**

05

**MBA in  
Marketing  
Management**

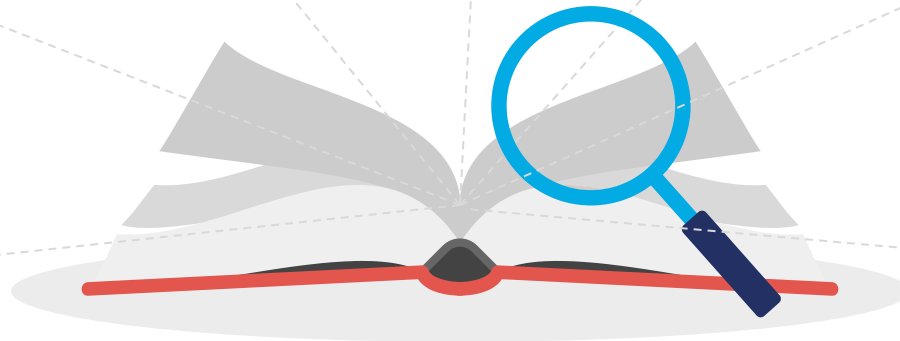
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**MBA (through  
ODL/distance  
mode)**

01

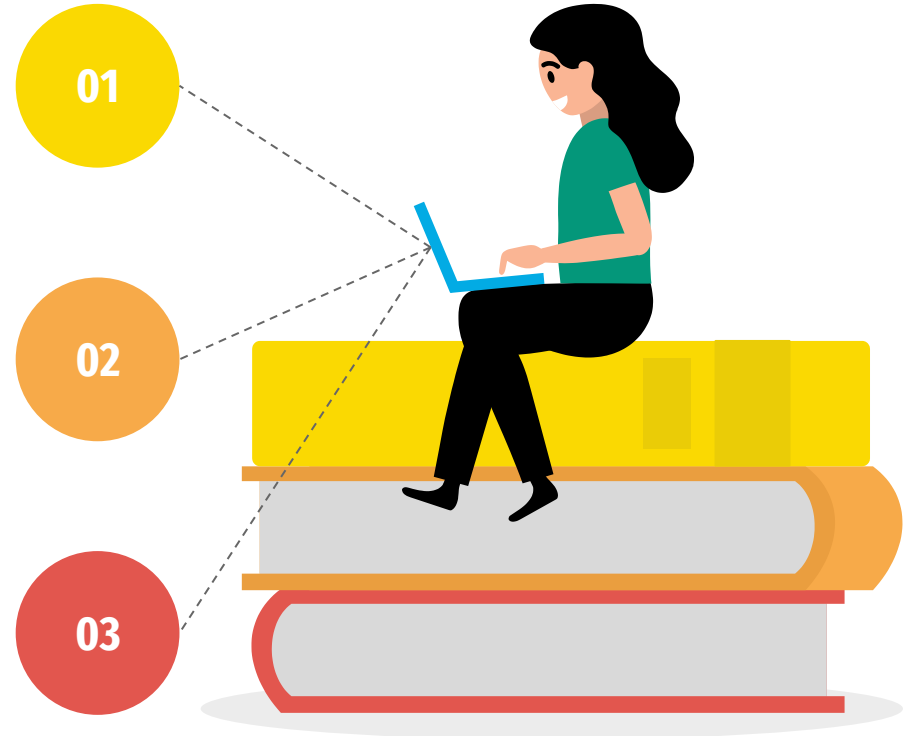
**MBA ( Banking &  
Finance )**

07



# ELIGIBILITY CRITERIA

- Passed any Bachelor Degree with Minimum 3 years duration and at least 50% marks (45% in case of candidates belonging to reserved category).
- Qualifying in OPENMAT or any other entrance test not required
- Experience not required



# PROGRAMME FEATURES

## MBA

01

⦿ Seven Courses in each Semester

02

⦿ Four Semesters

03

Duration : Minimum Two Years Maximum Four Years

04

- ⦿ In order to get an MBA degree a student has to complete 28 courses as follows:
  - ⦿ Twenty (20) Core courses and Seven (07) specialisation courses
  - ⦿ One (01) Project course

05

- ⦿ Exit Point: PGDIM (on demand from the student) on completion of 14 courses of first two semesters

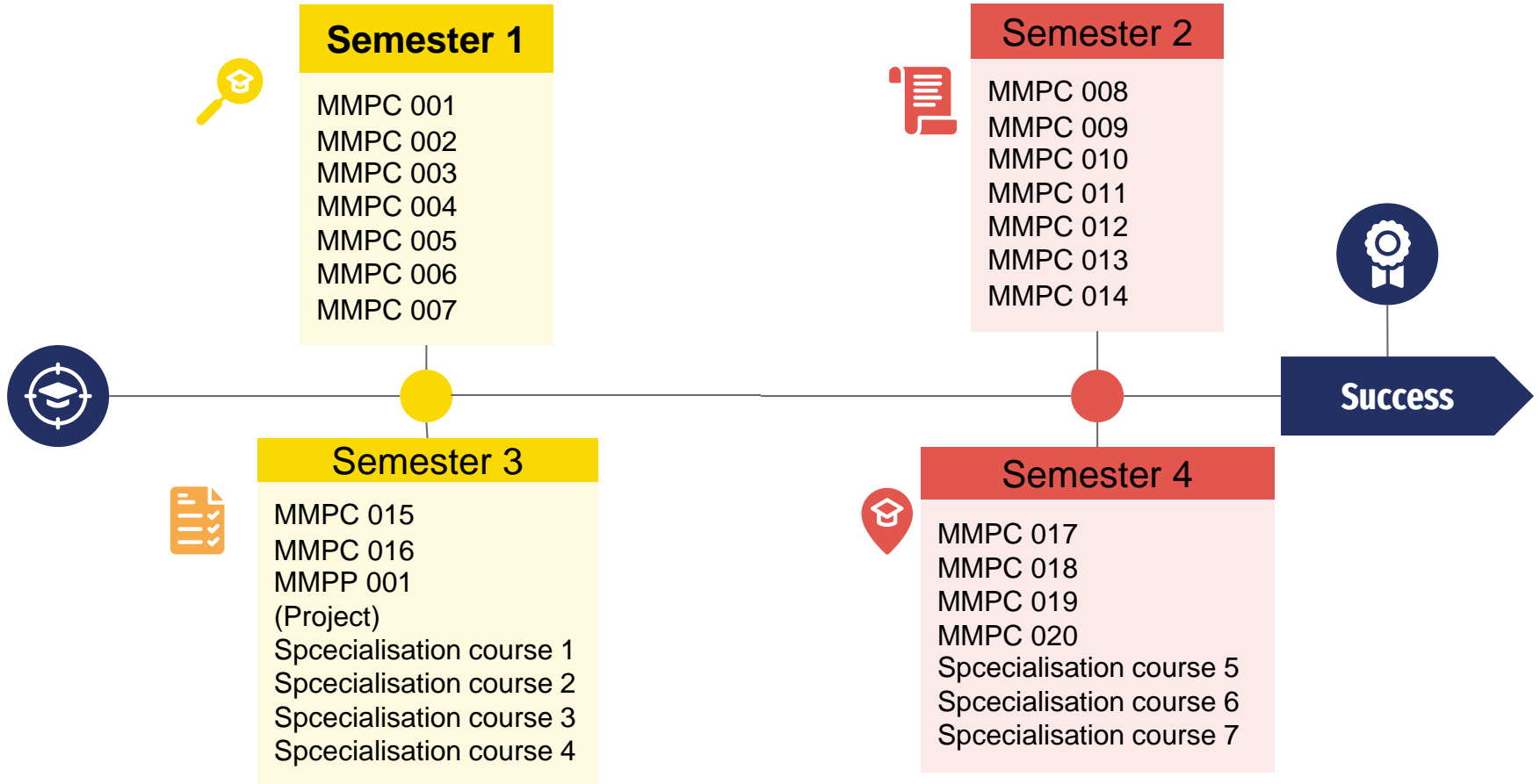
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⦿ 28 Courses and 116 Credits

















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Semester Wise Registration

















# Programme Structure



# SEMESTER 1











	Course code		Course Title	Credit Weightage
	MMPC-001		Management Functions And Behaviour	4
	MMPC -002		Management Of Human Resources	4
	MMPC -003		Business Environment	4
	MMPC -004		<i>Accounting For Managers(New)</i>	4
	MMPC -005		Management Of Machines And Materials	4
	MMPC -006		Marketing For Managers	4
	MMPC-007		<i>Business Communication (New)</i>	4

# SEMESTER 2























	Course code		Course Title	Credit Weightage
	MMPC -008		Information Systems For Managers	4
	MMPC -009		Quantitative Analysis For Managerial Applications	4
	MMPC-010		Managerial Economics	4
	MMPC-011		Social Process and Behavioural Issues	4
	MMPC-012		Strategic Management	4
	MMPC-013		<i>Business Laws (New)</i>	4
	MMPC-014		Financial Management	4



# SEMESTER 3

✓	Course code		Course Title	Credit Weightage
✓			CORE COURSES	
✓	MMPC -015		Research Methodology for Management Decisions	4
✓	MMPC -016		<i>International Business Management</i>	4
✓	MMPP-001		Project Course	8
✓			<b><u>Specialisation Courses (any 4 from any one of the areas of specialisation):</u></b>	
✓				4
✓				4
✓				4
✓				<b>4</b>

# SEMESTER 4

	Course code		Course Title	Credit Weightage
			CORE COURSES	
	MMPC -017		Advanced Strategic Management	4
	MMPC -018		<i>Entrepreneurship (New)</i>	4
	MMPC-019		Total Quality Management	4
	MMPC-020		<i>Business Ethics (New)</i>	4
			<b><u>Specialisation Courses (any 3 from any one of the areas of specialisation):</u></b>	
				4
				4
				4
			<b>Total no. Of Credits in the programme (28+28+32+28)</b>	<b>116</b>

## **List of Area-wise Specialization Courses (7 Courses to be selected, four in 3<sup>rd</sup> and three in 4<sup>th</sup> Semester): HUMAN RESOURCE MANAGEMENT SPECIALISATION**

<b>Course code</b>	<b>Course Title</b>
<b>MMPH-001</b>	<b>Organisational Design, Development and Change</b>
<b>MMPH-002</b>	<b>Human Resource Development</b>
<b>MMPH-003</b>	<b>Human Resource Planning</b>
<b>MMPH-004</b>	<b>Industrial Relations</b>
<b>MMPH-005</b>	<b>Managing Change in Organisations</b>
<b>MMPH-006</b>	<b>Organisational Dynamics</b>
<b>MMPH-007</b>	<b>Compensation and Reward Management</b>
<b>MMPH-008</b>	<b>Labour Laws</b>
<b>MMPH-009</b>	<b>International Human Resource Management</b>

## List of Area-wise Specialization Courses (7 Courses to be selected, four in 3<sup>rd</sup> and three in 4<sup>th</sup> Semester); FINANCIAL MANAGEMENT SPECIALISATION

Course code	Course Title
MMPF-001	Working Capital Management
MMPF-002	Capital Investment and Financing Decision
MMPF-003	Management Control Systems
MMPF-006	Management of Financial Services
MMPF-007	Equity Markets
MMPF-004	Security Analysis and Portfolio Management
MMPF-005	International Financial Management
MMPF-008	Equity Derivatives
MMPF-009	Commodity Markets
MMPF-010	Currency and Debt Markets
MMPF-011	Management of Insurance Services

## List of Area-wise Specialization Courses (7 Courses to be selected, four in 3<sup>rd</sup> and three in 4<sup>th</sup> Semester) OPERATIONS MANAGEMENT SPECIALISATION

Course code	Course Title
MMPO-001	Operations Research
MMPO-002	Project Management
MMPO-003	Production/ Operations Management
MMPO-005	Logistics and Supply Chain Management
MMPO-004	Management Information System
MMPO-006	Material Management
MMPO-507	Maintenance Management
MMPO-508	Management of R&D and Innovation
MMPO-509	International Logistics Management

## List of Area-wise Specialization Courses (7 Courses to be selected, four in 3<sup>rd</sup> and three in 4<sup>th</sup> Semester) MARKETING MANAGEMENT SPECIALISATION

Course code	Course Title
MMPM-001	Consumer Behaviour
MMPM-002	Sales Management
MMPM-003	Product Management
MMPM-005	Marketing of Services
MMPM-004	International Marketing
MMPM-006	Marketing Research
MMPM-008	Management of Marketing Communication and Advertising
MMPM-011	Rural Marketing
MP-012	Retail Marketing

## List of Area-wise Specialization Courses (7 Courses to be selected, four in 3<sup>rd</sup> and three in 4<sup>th</sup> Semester) Services Management (New) SPECIALISATION

Course code	Course Title
MMPH-002	Human Resource Development
MMPO-005	Logistics and Supply Chain Management
MMPF-006	Management of Financial Services
MMPM-005	Marketing of Services
MMPM-012	Retail Marketing
MMPF-012	Marketing of Financial Services
MMPF-011	Management of Insurance Services

# Admission Process

**Online  
application**



**01**

Candidates can directly take admission without entrance test and prior experience

**02**

Fixed number of courses in each semester

**03**

The registration will be semester-wise and the validity of each course would expire on completion of the maximum duration of the programme i.e. 4 years

**04**

The courses will be offered semester wise

**05**

Each semester will have fixed courses on offer



**Total Programme Fee is INR.62,000/-**  
(15500/- each semester)

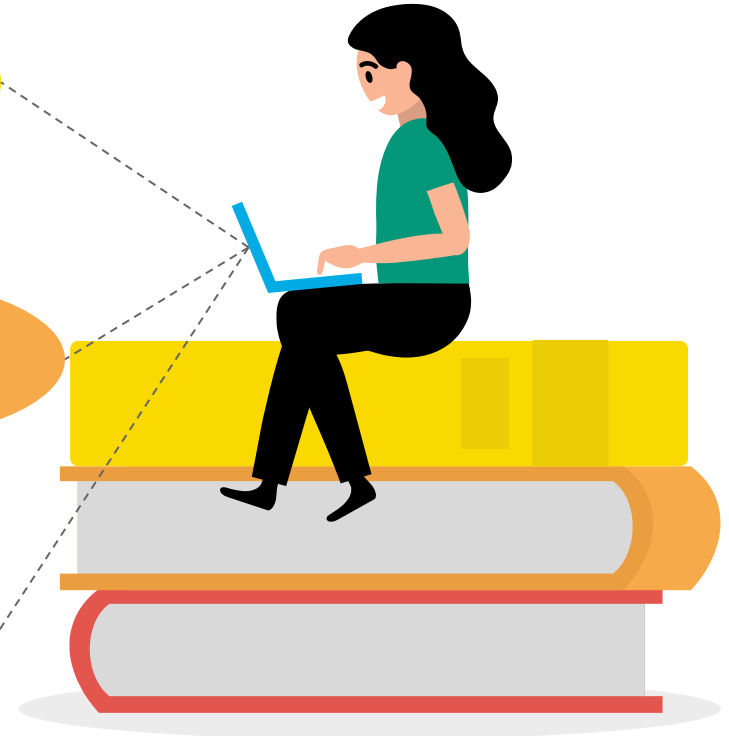
All the assignments will be valid for 1  
year i.e 2 semesters

- PGDIM (on demand from the student) on completion of 14 courses of first two semesters
- MBA ON COMPLETION OF 28 COURSES INN FOUR SEMESTERS

Fees

Assignments

Exit  
Option



# MBA (Banking & Finance) PROGRAMME



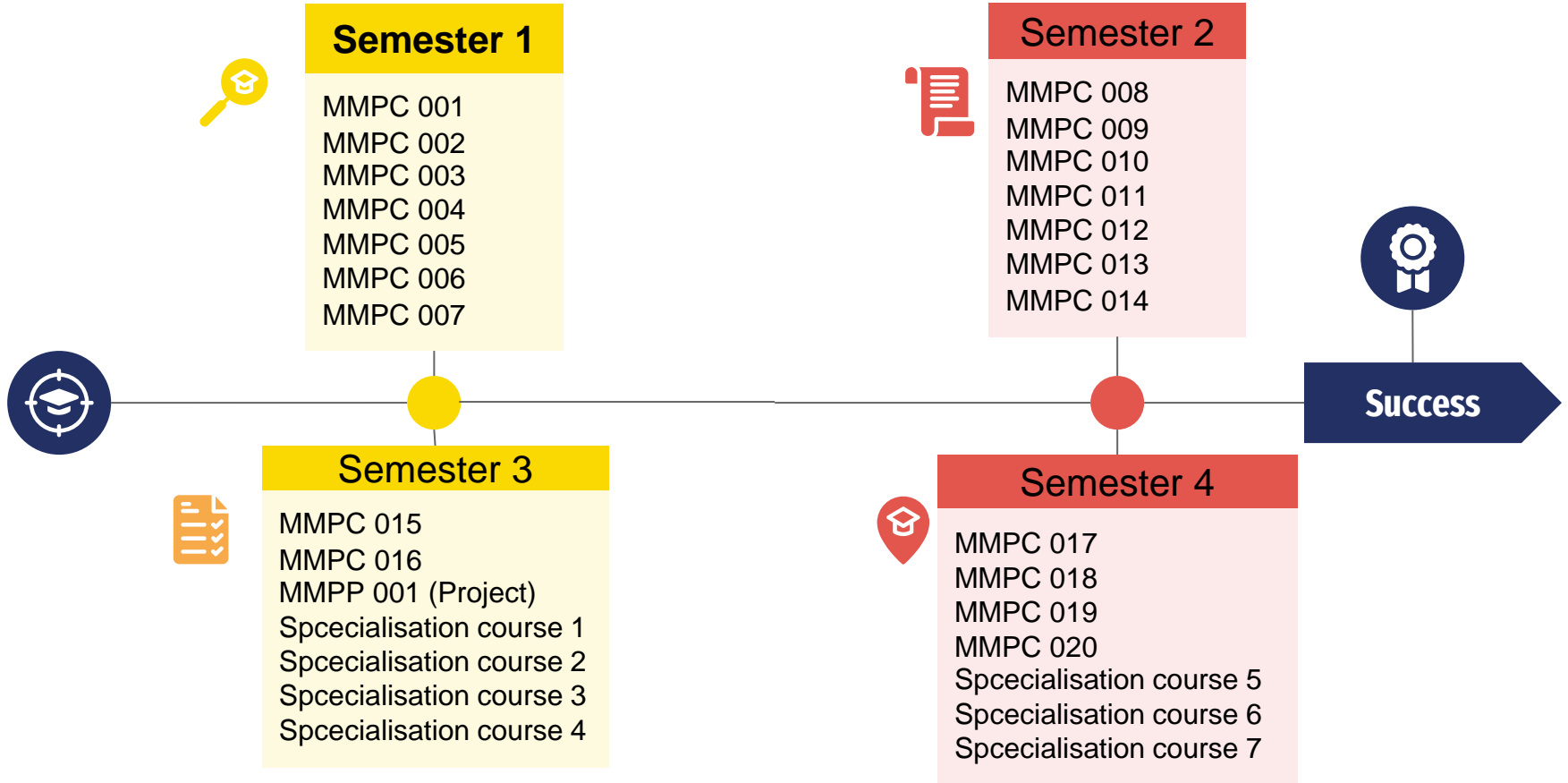
PROGRAMME  
CODE:MBF



## ELIGIBILITY

- Passed Bachelor Degree with Minimum 3 years duration and at least 50% marks (45% in case of candidates belonging to reserved category);
- Should have passed the CAIIB examinations of the Indian Institute of Banking & Finance, Mumbai, and awarded the requisite qualification/credentials thereof by the Institute; and
- Should have been working with the banking or financial services sector for a period of at least two years.

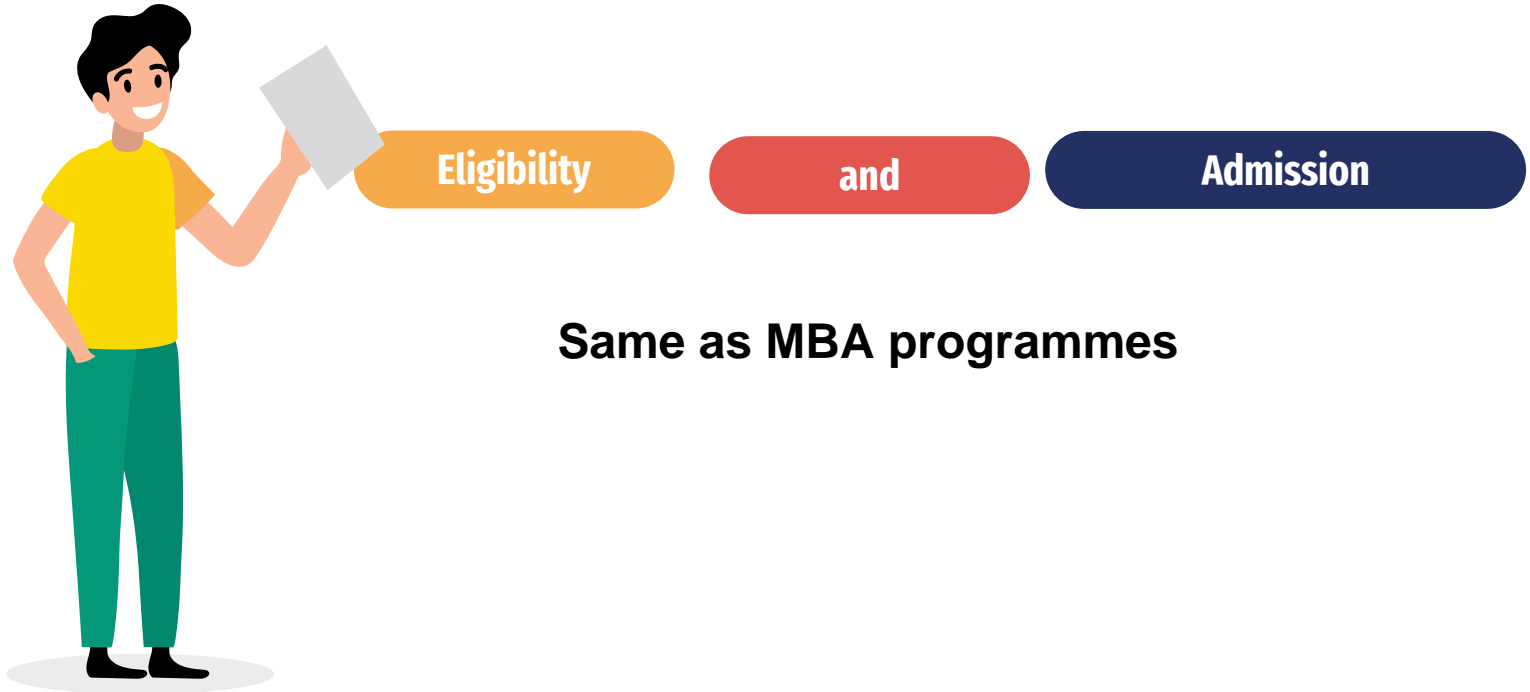
# Programme Structure



## SPECIALISATION COURSES

Course code	Course Title	Credit Weightage
MMPF 006	Management of financial Services	4
MMPB 001	Bank Financial Management	4
MMPB 002	International Banking Management	4
MMPB 003	Electronic Banking and IT in Banks	4
MMPB 004	Risk management in Banks	4
MMPB 005	Marketing of Financial Services	4
MMPF 011	Management of Financial Services	4
MMPB 006	Ethics and Corporate Governance in Banks	4

# MBA in HRM/FM/MM/OM



Eligibility

and

Admission

Same as MBA programmes

# Programme Structure-MBAHM

*Semester-wise courses to be selected for registration/ re-registration:*

Course code	Course Title	Course code	Course Title
<b>Semester -1 (7 Courses)</b>		<b>Semester-2 (7 Courses)</b>	
MMPC-001	Management Functions and Organisational Processes	MMPC-008	Information Systems for Managers
MMPC-002	Human Resource Management	MMPC-009	Management of Machines and Materials
MMPC-003	Business Environment	MMPC-010	Managerial Economics
MMPC-004	Accounting for Managers	MMPC-011	Social Processes and Behavioural Issues
MMPC-005	Quantitative Analysis for Managerial Applications	MMPC-012	Strategic Management
MMPC-006	Marketing Management	MMPC-013	Business Laws
MMPC-007	Business Communication	MMPC-014	Financial Management
<b>Semester-3 (7 Courses)</b>		<b>Semester-4 (7 Courses)</b>	
MMPC-015	Research Methodology for Management Decisions	MMPC-017	Advanced Strategic Management
MMPC-016	International Business Management	MMPC-018	Entrepreneurship
MMPP 001	Project Course (Equivalent to 2 Courses)	MMPC-020	Business Ethics and CSR
<b>Specialisation Courses (4)</b>		<b>Specialisation Courses (4)</b>	
MMPH-001	Organizational Theory and Design	Specialisation Course 5	specialisation course
MMPH-002	Human Resource Development	Specialisation Course 6	specialisation course
MMPH-004	Industrial and Employment Relations	Specialisation Course 7	specialisation course
MMPH-007	Compensation and Reward Management	Specialisation Course 8	specialisation course

# Programme Structure-MBAFM

*Semester-wise courses to be selected for registration/ re-registration:*

Course code	Course Title	Course code	Course Title
<b>Semester -1 (7 Courses)</b>		<b>Semester-2 (7 Courses)</b>	
MMPC-001	Management Functions and Organisational Processes	MMPC-008	Information Systems for Managers
MMPC-002	Human Resource Management	MMPC-009	Management of Machines and Materials
MMPC-003	Business Environment	MMPC-010	Managerial Economics
MMPC-004	Accounting for Managers	MMPC-011	Social Processes and Behavioural Issues
MMPC-005	Quantitative Analysis for Managerial Applications	MMPC-012	Strategic Management
MMPC-006	Marketing Management	MMPC-013	Business Laws
MMPC-007	Business Communication	MMPC-014	Financial Management
<b>Semester-3 (7 Courses)</b>		<b>Semester-4 (7 Courses)</b>	
MMPC-015	Research Methodology for Management Decisions	MMPC-018	Entrepreneurship
MMPC-016	International Business Management	MMPC-019	Total Quality Management
MMPP-001	Project Course (Equivalent to 2 Courses)	MMPC-020	Business Ethics and CSR
<b>Specialisation Courses (4)</b>		<b>Specialisation Courses (4)</b>	
MMPF-001	Working Capital Management	Specialisation Course 5	specialisation course
MMPF-002	Capital Investment and Financing Decisions	Specialisation Course 6	specialisation course
MMPF-003	Management Control Systems	Specialisation Course 7	specialisation course
MMPF-006	Management of Financial Services	Specialisation Course 8	specialisation course

# Programme Structure-MBAMM

*Semester-wise courses to be selected for registration/ re-registration:*

Course code	Course Title	Course code	Course Title
<b>Semester -1 (7 Courses)</b>		<b>Semester-2 (7 Courses)</b>	
MMPC-001	Management Functions and Organisational Processes	MMPC-008	Information Systems for Managers
MMPC-002	Human Resource Management	MMPC-009	Management of Machines and Materials
MMPC-003	Business Environment	MMPC-010	Managerial Economics
MMPC-004	Accounting for Managers	MMPC-011	Social Processes and Behavioural Issues
MMPC-005	Quantitative Analysis for Managerial Applications	MMPC-012	Strategic Management
MMPC-006	Marketing Management	MMPC-013	Business Laws
MMPC-007	Business Communication	MMPC-014	Financial Management
<b>Semester-3 (7 Courses)</b>		<b>Semester-4 (7 Courses)</b>	
MMPC-015	Research Methodology for Management Decisions	MMPC-017	Advanced Strategic Management
MMPC-016	International Business Management	MMPC-018	Entrepreneurship
MMPP 001	Project Course (Equivalent to 2 Courses)	MMPC-020	Business Ethics and CSR
<b>Specialisation Courses (4)</b>		<b>Specialisation Courses (4)</b>	
MMPM-001	Consumer Behaviour	Specialisation Course 5	specialisation course
MMPM-002	Sales Management	Specialisation Course 6	specialisation course
MMPM-003	Product and Brand Management	Specialisation Course 7	specialisation course
MMPM-005	Marketing of Services	Specialisation Course 8	specialisation course



# Programme Structure-MBAOM

*Semester-wise courses to be selected for registration/ re-registration:*

Course code	Course Title	Course code	Course Title
<b>Semester -1 (7 Courses)</b>		<b>Semester-2 (7 Courses)</b>	
MMPC-001	Management Functions and Organisational Processes	MMPC-008	Information Systems for Managers
MMPC-002	Human Resource Management	MMPC-009	Management of Machines and Materials
MMPC-003	Business Environment	MMPC-010	Managerial Economics
MMPC-004	Accounting for Managers	MMPC-011	Social Processes and Behavioural Issues
MMPC-005	Quantitative Analysis for Managerial Applications	MMPC-012	Strategic Management
MMPC-006	Marketing Management	MMPC-013	Business Laws
MMPC-007	Business Communication	MMPC-014	Financial Management
<b>Semester-3 (7 Courses)</b>		<b>Semester-4 (7 Courses)</b>	
MMPC-015	Research Methodology for Management Decisions	MMPC-018	Entrepreneurship
MMPC-016	International Business Management	MMPC-019	Total Quality Management
MMPP 001	Project Course (Equivalent to 2 Courses)	MMPC-020	Business Ethics and CSR
<b>Specialisation Courses (4)</b>		<b>Specialisation Courses (4)</b>	
MMPO-001	Operations Research	Course 5	specialisation course
MMPO-002	Project Management	Course 6	specialisation course
MMPO-005	Logistics and Supply Chain Management	Course 7	specialisation course
MMPO-006	Material Management	Course 8	specialisation course



**Thank You**