

## Curriculum I - MBA

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The core curriculum of MBA focuses on developing essential skills and knowledge in the areas of economics, organization and behaviour, finance and accounting, management control, marketing, human resource management, information systems and quantitative methods. After successfully completing the first year requirements, the students undertake summer training of up to ten weeks at the managerial level. Students analyse and offer solutions to specific managerial problems under the guidance of a faculty member as well as a manager in the host company.

Second year students structure their studies to suit their aptitude and interest. They usually develop one or two major areas of expertise by selecting courses from the 60 to 80 electives that the Institute typically offers. Students willing to delve deeper into a topic that is not covered by the elective courses can do term papers under faculty supervision.

The method of instruction varies. Case studies, lectures, group and individual exercises, class projects, student presentations, simulation games etc., are used in different courses. Many courses bring in industry experts to integrate classroom learning with industry practice.

A list of term-wise and department-wise list of courses taught in the first year currently is as follows:

| Group                          | Term I                                       | Term II  | Term III                                 | Total Credits |
|--------------------------------|--|--|--|---------------|
| <b>Finance &amp; Control</b>   | Corporate Financial Reporting & Analysis (3) | Cost Management (1.5)                            | Corporate Finance (3)                    | 7.5           |
| <b>Organizational Behavior</b> | Organizational Behavior I (3)                | Organizational Behavior II (1.5)                 |  | 4.5           |
| <b>Marketing</b>               | Marketing Management I (3)                   | Marketing Management II (1.5)                    |  | 4.5           |
| <b>Economics</b>               | Microeconomics (3)                           | Macroeconomics (3)                               | India and the World Economy (1.5)        | 7.5           |
| <b>Operations Management</b>   | Statistics for Management (3)                | Risk Management (1.5)<br>Operations Research (3) | Production and Operations Management (3) | 10.5          |

|                                       |  |   |  |             |
|---------------------------------------|--|---|--|-------------|
| <b>Management Information Systems</b> |  | <b>Information Technology and Systems (3)</b> |  | <b>3.0</b>  |
| <b>Strategic Management</b>           |  |   | <b>Strategic Management (3)</b>  | <b>3.0</b>  |
| <b>Human Resources Management</b>     |  |   | <b>Human Resources Management (1.5)</b>                                  | <b>1.5</b>  |
| <b>Public Policy and Management</b>   | <b>Indian Economic &amp; Political History (1.5)</b><br><b>Environment &amp; Development (1.5)</b> |   | <b>Indian Legal System (1.5)</b><br><b>Indian Social Structure (1.5)</b> | <b>6.0</b>  |
| <b>Total</b>                          | <b>18</b>  | <b>15</b>                                     | <b>15</b>  | <b>48.0</b> |
| <b>Qualifying Non-credit courses</b>  | <b>Qualifying Mathematics</b><br><b>Managerial Communication I (15 hours)</b>                      | <b>Managerial Communication II (15 hours)</b> | <b>Business Ethics (15 hours)</b>  |             |

Numbers within () represent the credit points.

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## **SUMMER PROJECT**

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Students who successfully complete the first year of the program are required to do a Summer Project (of 3 credit points) as a compulsory Pass/Fail Credit course during the summer vacation between Terms III and IV. Summer Interns are attached to firms and complete their project under the guidance of a firm representative.

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## **COURSE STRUCTURE FOR MBA SECOND YEAR**

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All courses offered in the Second Year are elective courses.

## **Business Ethics And Communication**

### **Courses offered in recent academic years**

- Advanced Analytical Skills in Communication
- Intercultural Business Communication
- Ethics and Values in International Business
- Communication Management in the Digital Age

## **Economics**

### **Courses offered in recent academic years**

- The Economics of Human Resources
- Decisions & Games
- Econometric Tools for Business Insights
- The Economics of Corporate Sustainability
- Institutions, Markets and Firms : Growth and Structural Change in China and India
- Games and Information
- Alternative Theory of Money
- International Economics
- The Economics of Business Policy
- Topics in Macroeconomics
- Select Issues in Banking and Monetary Policy

## **Finance & Control**

### **Courses offered in recent academic years**

- Options, Futures & Derivatives
- Business Valuation
- Investment Analysis & Portfolio
- Private Equity and Venture Capital (PEVC)
- Bank Management
- Fixed Income Markets
- Financial Risk Management
- Strategic Cost Management
- Credit Risk Management
- Topics in Financial Services
- Treasury Management and Foreign Exchange Markets

### **Human Resources Management**

#### **Courses offered in recent academic years**

- Strategic Planning and Human Resource Management
- Management Consulting

### **Management Information Systems**

#### **Courses offered in recent academic years**

- Business Data Mining
- Business Dynamics
- Creating and Managing Innovative ICT Startups
- Social Network Analytics
- Blockchain and Its Implications
- Analytics in Practice
- Information Visualization

### **Marketing**

#### **Courses offered in recent academic years**

- Sales and Distribution Management
- Strategic Brand Management
- Relationship Marketing
- Sports, Entertainment and Media Marketing
- Internal Marketing
- Digital & Social Media Marketing
- Integrated Marketing Communication
- Consumer Behaviour
- Strategic Marketing
- Marketing Theory and Contemporary Issues
- Managing Retailing
- Pricing Decisions
- International Marketing
- Managing Luxury Business
- Competitive Marketing Strategy with Simulation
- Non-profit and Social Marketing

### **Management Centre for Human Values**

#### **Courses offered in recent academic years**

- Creative Excellence in Management: Insights from Indian Ethos
- Corporate Social Responsibility : Perspectives and Practices
- Entrepreneurship in NGOs
- Leadership Excellence : Insights from Indian Ethos

### **Operations Management**

#### **Courses offered in recent academic years**

- Project Management
- Logistics and Supply Chain Management
- Constraint Management
- Sustainable Supply Chain Management
- Operations Strategy

- Revenue Management & Dynamic Pricing

## **Organizational Behavior**

### **Courses offered in recent academic years**

- Business Research Methods
- Organisational Leadership : Inspiration, Dilemmas & Action
- Management of Creativity
- Management of Change
- Designing Corporate Citizenship Initiatives
- Creating, Managing, and Leading Social Enterprises
- Management of Self in Organisations
- Organising Work: Past, Present and Evolving Possibilities
- Social Innovation
- Global Leadership

## **Public Policy and Management**

### **Courses offered in recent academic years**

- Politics of Development
- Country Risk Analysis
- Managing the Legal & Regulatory Environment of Indian Business
- Managing International Legal Environment
- Rethinking Education Policy
- Managing Public-Private Partnerships
- Planning and Management of World Cities
- Rethinking Markets and Market Framing : India and beyond
- Global Political Economy of the 21st Century
- Indian Defence and National Security Policy

## **Strategic Management**

### **Courses offered in recent academic years**

- Strategic Leadership
- Industry Analysis, Strategy and Performance [IASP]
- Entrepreneurship in Practice
- Corporate Social Irresponsibility
- Global Strategic Management
- Strategic Decision Making in International Business
- Strategy Execution
- Corporate Strategy
- Contemporary Strategic Issues and Managerial Choices
- Digital Strategy and Digital Transformation

**Course offered jointly by Multiple Academic Groups**

- Management Through Films