

**Trimester - I**

Course	Title	Hrs	Marks	Credit
PGDM 101	Financial Accounting For Managers	30	100	3
PGDM 102	Business Communication	30	100	3
PGDM 103	Managerial Economics	30	100	3
PGDM 104	Statistics	30	100	3
PGDM 105	IT for Managers	30	100	3
PGDM 106	Principles of Management	30	100	3
PGDM 107	Advanced Excel	20	50	2
PGDM 175	<b>Industrial Domain Knowledge (IDK)</b>	30	100	3
	Project: Organizational Structure Study, Book Review, Out Bound Training, Current Affairs, Corporate Interface etc			

**Trimester - II**

Course	Title	Hrs	Marks	Credit
PGDM 201	Marketing Management	30	100	3
PGDM 202	Business Law	30	100	3
PGDM 203	Management Accounting and Control	30	100	3
PGDM 204	Enterprise Resource Planning	30	100	3
PGDM 205	Organisational Behaviour	30	100	3
PGDM 206	Operations Research	30	100	3
PGDM 207	Written Analysis and Communication	20	50	2
PGDM 275	<b>Industrial Domain Knowledge (IDK)</b>	30	100	3
	Current Affairs, Corporate Interface etc			

**Trimester - III**

Course	Title	Hrs	Marks	Credit
PGDM 301	Business Analytics	30	100	3
PGDM 302	E-Business	30	100	3
PGDM 303	Research Methodology	30	100	3
PGDM 304	Financial Management	30	100	3
PGDM 305	Fundamentals of Services Management	30	100	3
PGDM 306	Operations Management	30	100	3
PGDM 307	Leadership in organizations	20	50	2
PGDM 375	<b>Industrial Domain Knowledge (IDK)</b>	30	100	3
	Current Affairs, Corporate Interface etc			

## YEAR – II

### Trimester - IV

Course	Title	Hrs	Marks	Credit
PGDM 401	Strategic Management	30	100	3
<b>ANALYTICS AND MANAGEMENT SCIENCE SPECIALISATION</b>				
PGDM 440	Analytics for Finance - Minor	30	100	3
PGDM 441	Marketing Analytics - Minor	30	100	3
	Certificate course on R for data science			
	<i>Functional Electives / Finance Major</i>			
PGDM 411	Strategic Financial Management	30	100	3
PGDM 412	Mergers & Acquisition	30	100	3
PGDM 414	Management of Financial Services	30	100	3
PGDM 415	Project Appraisal and Finance	30	100	3
	<i>Functional Electives / Finance Minor</i>			
PGDM 414	Management of Financial Services	30	100	3
	<i>Functional Electives / Marketing Major</i>			
PGDM 431	Distribution & Supply Chain Management	30	100	3
PGDM 432	Consumer Behaviour	30	100	3
PGDM 433	Sales Management & Negotiation Skills	20	50	2
PGDM 434	Retail Management	30	100	3
	<i>Functional Electives / Marketing Minor</i>			
PGDM 432	Consumer Behaviour	30	100	3
	<i>Functional Electives / Human Resource Major</i>			
PGDM 421	Work Force Planning & Selection	30	100	3
PGDM 422	IHRM	30	100	3
PGDM 423	Performance Management & Employee Counseling	30	100	3
PGDM 424	Labor Laws 1	30	100	3
	<i>Functional Electives / Human Resource Minor</i>			
PGDM 421	Work Force Planning & Selection	30	100	3
	<b>SIP (All specializations)</b>			
PGDM 481	Project: Summer Internship (2 months) Corporate Interface	30	100	3

### Trimester - V

Course	Title	Hrs	Marks	Credit
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PGDM 501	Entrepreneurship	30	100	3
PGDM 502	Business Ethics	20	50	2
<b>ANALYTICS AND MANAGEMENT SCIENCE SPECIALISATION</b>				
PGDM 541	Predictive Analytics I with introduction to Data Mining - Minor	30	100	3
	Certificate course on Data Visualization			
	<b><i>Functional Electives / Finance Major</i></b>			
PGDM 511	Financial Derivatives	30	100	3
PGDM 512	Security Analysis & Portfolio Management	30	100	3
PGDM 513	International Financial Management	30	100	3
PGDM 514	Financial Risk Management	30	100	3
	<b><i>Functional Electives / Finance Minor</i></b>			
PGDM 515	Financial Risk Management	30	100	3
	<b><i>Functional Electives / Marketing Major</i></b>			
PGDM 521	Strategic Marketing Management	30	100	3
PGDM 522	Rural Marketing	30	100	3
PGDM 523	Marketing Research	30	100	3
PGDM 524	Digital & Social Media Marketing	20	50	2
	<b><i>Functional Electives / Marketing Minor</i></b>			
PGDM 524	Digital & Social Media Marketing	20	50	2
	<b><i>Functional Electives / Human Resource Major</i></b>			
PGDM 531	Organizational Change & Development	30	100	3
PGDM 532	Compensation Management	30	100	3
PGDM 533	Labor Laws II	20	50	2
PGDM 534	Training & Development	20	50	2
	<b><i>Functional Electives / Human Resource Minor</i></b>			
PGDM 534	Training & Development	20	50	2
	<b>Course of Independent Study (CIS)</b>			
PGDM 575	Seminars Corporate Interface	30	100	3

### Trimester - VI

Course	Title	Hrs	Marks	Credit
PGDM 601	International Business	30	100	3
<b>ANALYTICS AND MANAGEMENT SCIENCE SPECIALISATION</b>				
PGDM 640	Predictive Analytics II - Minor	30	100	3
PGDM 641	Big Data Analytics - Minor	30	100	3

	<b><i>Functional Electives / Finance Major/Minor</i></b>			
PGDM 611	Management of Banks	30	100	3
PGDM 612	Txation for Managers	30	100	3
	<b><i>Functional Electives / Marketing Major/Minor</i></b>			
PGDM 621	Business to Business	20	50	2
PGDM 622	Brand Management	30	100	3
	<b><i>Functional Electives / HR Major/Minor</i></b>			
PGDM 631	HR Skills	20	50	2
PGDM 632	Human Resource Metrics & Analytics	30	100	3
	<b>Course of Independent Study (CIS)</b>			
PGDM 675	Seminars Corporate Interface	30	100	3
	<b>TOTAL</b>			