

FIRST SEMESTER - MBA*

Sl. No.	Title of the Course	Hard Core/ Soft Core	Number of Credits
MBAH 401	Principles and Practice of Management	HC	4
MBAH 402	Accounting for Managers	HC	4
MBAH 403	Organizational Behaviour	HC	4
MBAH 404	Business Research Methods	HC	4
MBAS 405	Economics for Managers	SC	4
MBAS 406	Communication and Soft Skills	SC	4
MBAS 407	E-Commerce	SC	4
MBAS 408	Computer Applications in Business	SC	4
MBAS 409	Project Management	SC	4

SECOND SEMESTER - MBA*

Sl. No.	Title of the Course	Hard Core/ Soft Core	Number of Credits
MBAH 451	Human Resource Management	HC	4
MBAH 452	Marketing Management	HC	4
MBAH 453	Indian Business Management	HC	4
MBAH 454	Operations Research	HC	4
MBAS 455	Production and Operations Management	SC	4
MBAS 456	Business Ethics and Social Responsibility	SC	4
MBAS 457	Supply Chain Management	SC	4
MBAS 458	Non – Profit Management	SC	4
MBAS 459	Disaster Management	SC	4

THIRD SEMESTER - MBA**

Sl. No.	Title of the Course	Hard Core/ Soft Core	Number of Credits
MBAH 501	Entrepreneurship and Small Business	HC	4

MBAH 502	Management Accounting	HC	4
MBAH 503	International Business Environment	HC	4
SOFT CORE GROUP - 1			
MBAS 504	Strategic Financial Management	SC	4
MBAS 505	Security Analysis and Portfolio Management	SC	4
MBAS 506	Tax Planning	SC	4
SOFT CORE GROUP - 2			
MBAS 507	Marketing Research and Consumer Behaviour	SC	4
MBAS 508	Promotion and Distributions Management	SC	4
MBAS 509	Retail Management	SC	4
SOFT CORE GROUP - 3			
MBAS 510	Training and Development	SC	4
MBAS 511	Employees Relations Management	SC	4
MBAS 512	Stress Management	SC	4

FOURTH SEMESTER - MBA**

Sl. No.	Title of the Course	Hard Core/ Soft Core	Number of Credits
MBAH 551	Strategic Management	HC	4
MBAP 552	Project Report	HC	4
SOFT CORE GROUP - 1			
MBAS 553	Financial Services	SC	4
MBAS 554	International Financial Management	SC	4
MBAS 555	Corporate Financial Restructuring	SC	4
SOFT CORE GROUP - 2			
MBAS 556	International Marketing Management	SC	4
MBAS 557	Services Marketing	SC	4
MBAS 558	Rural Marketing	SC	4
SOFT CORE GROUP - 3			

MBAS 559	Global Human Resources Management	SC	4
MBAS 560	Compensation Management	SC	4
MBAS 561	Performance Management	SC	4

• **Soft Core Courses in I and II Semesters:**

Any two soft core courses from the available Soft Cores shall be selected by a student at the commencement of I and II Semesters. The Department Council/Affiliated College will announce at the beginning of the first and second semesters, any two or more soft core papers which will be offered during I and II semester depending upon the availability of faculty and the demand for soft core courses. The minimum number of students opting for a soft core course should be ten.

****Elective Groups:**

Any one group from the available soft Core Groups shall be selected by a student at the commencement of III Semester. Once a group has been selected, no change in the selected group will be allowed later in the fourth semester. The Department/ Affiliated College will announce at the end of the second semester, any one or more Soft Core Groups which will be offered during III and IV semesters depending upon the availability of faculty members and the demand for soft core group. A Soft Core Group can be offered if there are minimum ten students opting for that group.

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MBAH 454	Operations Research	HC	4
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MBAS 505	Security Analysis and Portfolio Management	SC	4
MBAS 506	Tax Planning	SC	4
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MBAS 507	Marketing Research and Consumer Behaviour	SC	4
MBAS 508	Promotion and Distributions Management	SC	4
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MBAS 557	Services Marketing	SC	4
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