









# Master Of Business Administration (Online MBA)

# Program Structure & Subjects



# For Admission related queries:





# THE NEW WAY TO MBA

# **Specialization**

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**Duration: 2 Years** 

# Marketing and Sales Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### Semester 3

Bottom of The Pyramid Marketing | Consumer Behaviour | Direct Marketing | Pricing Strategies | Product and Brand Management | Strategic | Management | Minor Project | Professional Ethics

#### Semester 4

Advertising And Sales Promotion | Customer Relationship Management | Marketing of Services | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# **Digital Marketing Management**

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### Semester 3

Digital Customer Analytics | Digital Journey with Brand Management | Performance Marketing | Social Media and Technology Marketing | Strategic Management | Minor Project | Professional Ethics

### Semester 4

Digital Commerce - Reinventing Business Models | Marketing Analytics - Data Tools and Techniques | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# Human Resource Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### **Semester 3**

Compensation and Reward Management | International Human Resource Management | Measurement in Human Resource | Recruitment Selection and Retention | Strategic Human Resource Management | Strategic Management | Minor Project | Professional Ethics

### Semester 4

Leadership and Motivation in Organization | Managerial Counselling | Training and Development | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

### **HR Analytics**

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### Semester 3

Employee Data Visualization | Employee Data, Data Sources and Metrics | Introduction to Human Resource Management | Introduction to Human Resource Technology and Analytics | Strategic Management | Minor Project | Professional Ethics

#### Semester 4

Advanced HR Analytics | Industrial Relations and Employee Relations | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# **Hospitality Management**

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### **Semester 2**

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### **Semester 3**

Accommodation Management | Catering Management | Hospitality and Tourism Management | Managing Front Office in Hospitality | Service Operation Management | Strategic Management | Minor Project | Professional Ethics

### Semester 4

Customer Relationship Management in Hospitality | Entrepreneurship development in Food Industry | Managing Room Revenue for Hospitality Industry | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# Finance and Accounting Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### **Semester 3**

Corporate Tax Planning and Management | Cost and Management Accounting for Decision Making | Management of Financial Services | Project Planning Appraisal and Control | Security Analysis and Portfolio Management | Strategic Management | Minor Project | Professional Ethics

#### Semester 4

Corporate Restructuring, Mergers and Acquisitions | Principles and Practices of Banking | Strategic Financial Management | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

### Global Finance Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### **Semester 3**

Financial Modelling | Global Commodity Trade | International Currency Management | International Finance & Forex Management | Management of Financial Service | Strategic Management | Minor Project | Professional Ethics

### Semester 4

Corporate Restructuring, Mergers and Acquisitions | Financial Engineering | Risk and Insurance in International Trade | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# Insurance Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### **Semester 3**

Fire Insurance and Consequential Loss Insurance | Health Insurance | Motor Insurance and Underwriting | Principles and Practices of General Insurance | Principles and Practices of Life Insurance | Strategic Management | Minor Project | Professional Ethics

### Semester 4

Group Insurance and Retirement Benefit Schemes | Miscellaneous Agriculture Insurance | Practice of Life Insurance Underwriting | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# Retail Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### Semester 3

Mall Management | Merchandising and Category Management | Principles of Retailing | Retail Supply Chain and Logistic Management | Sourcing Vendor Management | Strategic Management | Minor Project | Professional Ethics

#### Semester 4

E-retailing | Luxury Retail | Retail Branding and CRM | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# International Business Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### **Semester 3**

Global Commodity Trade | International Business and Practice | International Business Negotiation | International Currency Management | WTO and International Regulatory Environment | Strategic Management | Minor Project | Professional Ethics

#### Semester 4

Foreign Trade Policy | Global Outsourcing | Managing Business in Emerging Markets | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# Production and Operations Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### Semester 3

Capacity Planning and Management | Operations Planning, Scheduling Control | Project Management | Service Operations Management | Supply Chain Management | Strategic Management | Minor Project | Professional Ethics

#### Semester 4

Lean Sigma | Manufacturing and Service Competitiveness | Operations Strategy | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# Entrepreneurship and Leadership Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### Semester 3

Building Entrepreneurial Culture and Team | Enterprise Planning Appraisal and Financing | Entrepreneurial Marketing | Entrepreneurship and New Venture Creation | Social Entrepreneurship | Strategic Management | Minor Project | Professional Ethics

### Semester 4

Corporate Entrepreneurship | Leading Change in Family Business | Managing Innovation Process | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# Information technology Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### Semester 3

Business Intelligence and Data Analytics | E - Business and Trade | IT Project | Management | System Analysis and Design | Web Enabled Business Process | Strategic Management | Minor Project | Professional Ethics

#### Semester 4

Business Process Management | Enterprise Management | Information Security and Risk Management | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# Petroleum and Natural Gas Management

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### **Semester 3**

Fundamentals of Oil and Gas Business | Fundamentals of Petroleum Exploration | Petro Economics | Project Management | Technology Management and Innovation | Strategic Management | Minor Project | Professional Ethics

### Semester 4

Customer Relationship Management | Environment and Carbon Finance | Fundamentals of Refining | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# Digital Entrepreneurship

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

#### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### Semester 3

Developing Entrepreneurial Skills | Entrepreneurship – Basics | Idea scouting and its development | Planning and launching of the product | Strategic Management | Minor Project | Professional Ethics

#### Semester 4

Financial Aspects in Entrepreneurship | Successful Marketing | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

# **Business Analytics**

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### Semester 3

Analysing and Visualizing Data with Power BI | Forecasting Techniques | Introduction to Business Analytics | Supervised Learning Techniques | Strategic Management | Minor Project | Professional Ethics

#### Semester 4

Big Data Analytics | Optimization and Dimension Reduction Techniques | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing



**Duration: 2 Years** 

### **Data Science**

### Semester 1

Managerial Economics | Statistics for Management | Professional Communication | Accounting for Managers | Marketing Management

### Semester 2

Legal Aspects of Business | Business Research Methods | Financial Management | Human Resource Management | Conflict Resolution and Management

### **Semester 3**

Analytics for Decision Making | Data Engineering | Data Visualization and EDA | Introduction to Data Science | Strategic Management | Minor Project | Professional Ethics

#### Semester 4

Advance Deep Learning | Supervised and Unsupervised Machine Learning | Major Project | Management in Action - Social Economic and Ethical Issues | Digital Marketing





Are You Ready To Take The Next Step In Your Career?

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# For Admission related queries:



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