



# Master Of Business Administration (Online MBA)

# Program Structure & Subjects



# For Admission related queries:

+91 <u>8080935250</u>



# THE NEW WAY TO MBA

# **Specialization**

- Marketing & Sales Management
- Digital Marketing Management
- Human resource Management
- HR Analytics
- Hospitality Management
- Finance and Accounting Management
- Global Finance Management
- Insurance Management
- Retail Management
- International Business Management
- Production and Operations Management
- Entrepreneurship and Leadership Management
- Information technology Management
- Petroleum and Natural Gas Management
- Digital Entrepreneurship
- Business Analytics
- Data Science

Page 01 Page 02 Page 03 Page 04 Page 05 Page 06 Page 07 Page 08 Page 09 Page 10 Page 11 Page 12 Page 13 Page 14 Page 15 Page 16 Page 17



## **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



# **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



### 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



# **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



### **MBA Program Structure**

### **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



### **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



# **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



### **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



# **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



### **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



### **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



### **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



### **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



### **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



### **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



# **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



# **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 ?

ENROLL NOW →

For Admission related queries:

+91 <u>8080935250</u>

