

Name of the School School of Business Management			
Proposed structure of <i>Master of Business Administration (MBA - Common)</i>			
Batch 2023-25			
S.No	Course Name	Credits	Area
<b>Trimester I</b>			
	<b>Compulsory Courses</b>		
1	Managerial Communication I	3.0	Communication
2	Microeconomics	3.0	Economics
3	Financial and Management Accounting	3.0	Finance
4	Ethical Issues in Management	1.5	General Management
5	Organizational Behaviour 1	3.0	Human Resources & Behavioural Sciences
6	Marketing Management 1	3.0	Marketing
7	Statistical Inference for Decision Making	3.0	Operations & Data Science
8	Group Process Lab	0.0	Human Resources & Behavioural Sciences
	<b>Total</b>	<b>19.5</b>	
<b>Trimester II</b>			
	<b>Compulsory Courses</b>		
1	Contract, Competition and Consumer Laws	1.5	Business Environment & Strategy
2	Industry and Competitive Landscape Analysis	1.5	Business Environment & Strategy
3	Managerial Communication II	1.5	Communication
4	Macroeconomics	3.0	Economics
5	Financial Statement Analysis	1.5	Finance
6	Organizational Behaviour 2	3.0	Human Resources & Behavioural Sciences
7	Business Research Methods	1.5	Marketing
8	Marketing Management 2	1.5	Marketing
9	Business Analytics	1.5	Operations & Data Science
10	Modelling & Optimization for Business Decisions	3.0	Operations & Data Science
	<b>Total</b>	<b>19.5</b>	
<b>Trimester III</b>			
	<b>Compulsory Courses</b>		
1	Corporate Sustainability	3.0	Business Environment & Strategy
2	Strategic Management	3.0	Business Environment & Strategy
3	Business Communication & Analysis	1.5	Communication
4	Corporate Finance	3.0	Finance
5	Human Resource Management	1.5	Human Resources & Behavioural Sciences
6	Enterprise Systems in The Digital Age	3.0	Operations & Data Science
7	Production & Operations Management	3.0	Operations & Data Science
8	<b>Elective Course (Choose any one)</b>		
	Financial Markets and Modelling	3.0	Finance
	Sales and Channel Management		Marketing
	Data Analytics for Business		Operations & Data Science
9	Negotiations Skills & Processes	0.0	Human Resources & Behavioural Sciences
10	Train Your Brain	0.0	Operations & Data Science
11	We Care	Non Credit	Business Environment & Strategy
	<b>Total</b>	<b>21</b>	
<b>Trimester IV</b>			
	<b>Compulsory Course</b>		
1	Business Simulation	3.0	General Management
	<b>Elective Courses</b>		
2	Games of Strategy	3.0	Business Environment & Strategy
3	Global Strategic Management	3.0	Business Environment & Strategy
4	International Business	3.0	Business Environment & Strategy
5	Management Consulting	3.0	Business Environment & Strategy
6	Advanced Financial Statement Analysis	3.0	Finance
7	Business Valuation	3.0	Finance

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8	Commercial Bank Management	3.0	Finance
9	Financial Derivatives	3.0	Finance
10	Financial Econometrics	3.0	Finance
11	Investment Analysis and Portfolio Management	3.0	Finance
12	Learning & Development	3.0	Human Resources & Behavioural Sciences
13	Legal Framework of Industrial Relations	3.0	Human Resources & Behavioural Sciences
14	Recruitment and Selection	3.0	Human Resources & Behavioural Sciences
15	Total Rewards	3.0	Human Resources & Behavioural Sciences
16	Business Process Modelling and Management	3.0	IT/Analytics
17	Financial Econometrics	3.0	IT/Analytics
18	Multivariate Data Analysis	3.0	IT/Analytics
19	Story Telling with Data	3.0	IT/Analytics
20	Consumer Behaviour	3.0	Marketing
21	Digital Marketing	3.0	Marketing
22	Integrated Marketing Communication	3.0	Marketing
23	Pricing Strategies	3.0	Marketing
24	Product Strategy	3.0	Marketing
25	Operations Strategy	3.0	Operations & Data Science
26	Project Management	3.0	Operations & Data Science
27	Supply Chain Management	3.0	Operations & Data Science
28	Total Quality Management	3.0	Operations & Data Science
	<b>Total</b>	<b>18</b>	

Note 1: Student can select any 5 elective (totaling to 15 credits) courses from the list of electives offered above (i.e. 1 comp + 5 Elect : 3+15=18 Credits)

Note 2: Students who have opted for 'Financial Econometrics' from the Finance stream, cannot opt for 'Financial Econometrics' from the IT/ Analytics stream and vice versa.

Trimester V			
	Elective Courses		
1	Business Strategies for the New Economy	3.0	Business Environment & Strategy
2	Corporate Turnaround	3.0	Business Environment & Strategy
3	Entrepreneurship	3.0	Business Environment & Strategy
4	Mergers, Acquisitions and Corporate Restructuring	3.0	Business Environment & Strategy
5	Financial Analytics	3.0	Finance
6	Financial Risk Management	3.0	Finance
7	Fixed Income Securities & Debt Markets	3.0	Finance
8	International Finance	3.0	Finance
9	Investment Banking	3.0	Finance
10	Value Investing	3.0	Finance
11	Wealth Management	3.0	Finance
12	Organization Development & Change	3.0	Human Resources & Behavioural Sciences
13	Performance Management at Work	3.0	Human Resources & Behavioural Sciences
14	People Analytics	3.0	Human Resources & Behavioural Sciences
15	Wage-related and Social Security legislation	3.0	Human Resources & Behavioural Sciences
16	Data-Centric Machine Learning for Managers	3.0	IT/Analytics
17	Financial Analytics	3.0	IT/Analytics
18	Marketing Analytics	3.0	IT/Analytics
19	People Analytics	3.0	IT/Analytics
20	Marketing Analytics	3.0	Marketing
21	Retail Management	3.0	Marketing
22	Services Marketing	3.0	Marketing
23	Strategic Brand Management	3.0	Marketing

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S.No	Course Name	Credits	Area
24	Logistics Management	3.0	Operations & Data Science
25	Service Operations Management	3.0	Operations & Data Science
26	Strategic Sourcing & E- Procurement	3.0	Operations & Data Science
27	Technology Driven Excellence in Value Chain	3.0	Operations & Data Science
<b>Total</b>		<b>12</b>	

Note 1: Student can select any 4 elective (totaling to 12 credits) courses from the list of electives offered above

Note 2: Students who have opted for 'Financial Analytics' from the Finance stream, cannot opt for 'Financial Analytics' from the IT/Analytics stream and vice versa

Note 3 : Students who have opted for 'Marketing Analytics' from the Marketing stream, cannot opt for 'Marketing Analytics' from the IT/Analytics stream and vice versa


Note 4 : Students who have opted for 'People Analytics' from the Human Resources & Behavioural Science stream, cannot opt for 'People Analytics' from the IT/Analytics stream and vice versa

Trimester VI			
	Elective Courses		
1	Enterprise Risk Management	3.0	Business Environment & Strategy
2	Managing Growth	3.0	Business Environment & Strategy
3	Strategic Performance Management and Control	3.0	Business Environment & Strategy
4	Alternative Investment Markets	3.0	Finance
5	Behavioural Finance	3.0	Finance
6	Corporate Tax Planning	3.0	Finance
7	Private Equity	3.0	Finance
8	Strategic Financial Management	3.0	Finance
9	Emotional Intelligence at Work	3.0	Human Resources & Behavioural Sciences
10	Social Psychology and Organizational Effectiveness	3.0	Human Resources & Behavioural Sciences
11	Talent Management	3.0	Human Resources & Behavioural Sciences
12	Artificial Intelligence for Managers	3.0	IT/Analytics
13	Consumer Data Analytics	3.0	IT/Analytics
14	Operations and Supply Chain Analytics	3.0	IT/Analytics
15	Retail Analytics	3.0	IT/Analytics
16	Business Marketing	3.0	Marketing
17	Customer Relationship Management	3.0	Marketing
18	Marketing Strategy	3.0	Marketing
19	Sustainable Marketing	3.0	Marketing
20	Green Supply Chain Management	3.0	Operations & Data Science
21	Innovation Management	3.0	Operations & Data Science
22	Operations and Supply Chain Analytics	3.0	Operations & Data Science
<b>Total</b>		<b>15</b>	

Note 1: Student can select any 4 elective (totaling to 12 credits) courses from the list of electives offered above

Note 2: Students who have opted for 'Operations and Supply Chain Analytics' from the Operations Data Science stream, cannot opt for 'Operations and Supply Chain Analytics' from the IT/Analytics stream and vice versa

Total credits = 102  
Total Subjects = 109

  
Dr. Narayani Ramachandran  
Director, NMIMS Bengaluru