

**MBA & MBA (IB) SECOND SEMESTER – CHOICE BASED CREDIT SYSTEM  
(NEW SYLLABUS)**

**COURSE OUTLINE FOR II SEMESTER**

<b>SEMESTER II</b>						
Sl. No	Details (Course Type / Name)	Max Marks	Max Marks	Total	Hrs/Week	Credits
<b>Compulsory Courses:</b>		I.A.	Sem Exam			
B01	Quantitative Methods – II	25	25	50	2	2
B02	Financial Management	25	25	50	2	2
B03	Marketing Research	25	50	75	3	3
B04	Production & Operations Management	25	25	50	2	2
B05	Organizational Behaviour	25	50	50	3	3
B06	Macro-Economics for Managers	25	25	50	2	2
B07	Summer In-Plant Training (Project)	50	50	100	4	4
BOE	Open Elective Course	25	75	100	4	4
<b>Total for Compulsory Courses</b>		<b>225</b>	<b>300</b>	<b>525</b>	<b>22</b>	<b>22</b>
<b>Specialization Courses</b>						
<i>(Students to choose as many subjects as desired subjects to minimum credits per semester as per Table above)</i>						
<b>General and Operations Mgt:</b>						
B08	Management Information System	25	25	50	2	2
B09	Total Quality Management	25	50	75	3	3
B10	Small Enterprise Management	25	25	50	2	2
<b>Total for General Mgmt. Courses</b>		<b>75</b>	<b>100</b>	<b>175</b>	<b>7</b>	<b>7</b>
<b>Marketing:</b>						
B11	Industrial Marketing	25	50	75	3	3
B12	Consumer Behaviour	25	50	75	3	3
B13	Distribution & Logistics Management	25	50	75	3	3
B14	Services Marketing	25	25	50	2	2
<b>Total for Marketing Courses</b>		<b>100</b>	<b>175</b>	<b>275</b>	<b>11</b>	<b>11</b>
<b>Finance:</b>						
B15	Financial Markets	25	50	75	3	3
B16	Derivatives Markets	25	50	75	3	3
B17	Insurance Management	25	25	50	2	2
B18	Merchant Banking & Fin. Services	25	25	50	2	2
B19	Costing Fundamentals for Managers	25	25	50	2	2
<b>Total for Finance Courses</b>		<b>125</b>	<b>175</b>	<b>300</b>	<b>12</b>	<b>12</b>
<b>Human Resource:</b>						
B20	Legal Envt. & Industrial Relations	25	50	75	3	3
B21	Performance Appraisal & Counseling	25	50	75	3	3
B22	Leadership Styles	25	25	50	2	2
<b>Total for HR Courses</b>		<b>75</b>	<b>125</b>	<b>200</b>	<b>8</b>	<b>8</b>
<b>Total for II Semester Courses</b>		<b>600</b>	<b>875</b>	<b>1475</b>	<b>60</b>	<b>60</b>

