

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

COURSE OUTLINE FOR II SEMESTER

SEMESTER II						
Sl. No	Details (Course Type / Name)	Max Marks	Max Marks	Total	Hrs/Week	Credits
Compulsory Courses:		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
Total for Compulsory Courses		225	300	525	22	22
Specialization Courses						
<i>(Students to choose as many subjects as desired subjects to minimum credits per semester as per Table above)</i>						
General and Operations Mgt:						
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
Total for General Mgmt. Courses		75	100	175	7	7
Marketing:						
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
Total for Marketing Courses		100	175	275	11	11
Finance:						
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
Total for Finance Courses		125	175	300	12	12
Human Resource:						
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
Total for HR Courses		75	125	200	8	8
Total for II Semester Courses		600	875	1475	60	60

