

TIMSR

Course List of PGDM Batch 2018-20

Semester I

| Course Code | Course | Core / Specialization | Sem | Marks | Credits |
|--------------------------------------|--|------------------------------|------------|--------------|----------------|
| C101 | Business Communication | Core | I | 100 | 4 |
| C102 | Quantitative Techniques in Business | Core | I | 100 | 4 |
| C103 | Human Resource Management | Core | I | 100 | 4 |
| C104 | Marketing Management | Core | I | 100 | 4 |
| C105 | Operations Management | Core | I | 100 | 4 |
| C106 | Accounting for Managers | Core | I | 100 | 4 |
| C107 | Cost Accounting | Core | I | 50 | 2 |
| C108 | Self Management | Core | I | 50 | 2 |
| Certification Programm | | | | | |
| CT - 101 | IT Skills for Managers | Core | I | 50 | 2 |
| CT - 102 | Creativity & Innovation Management | Core | I | 50 | 2 |
| CT - 103 | Foreign Language | Core | I | 50 | 2 |
| Finance Electives (Any Two) | | | | | |
| F101 | Basics of Banking Operations | Specialization | I | 100 | 4 |
| F102 | Financial Markets and Institutions | Specialization | I | 100 | 4 |
| F103 | Marketing of Financial Services | Specialization | I | 100 | 4 |
| F104 | Finance Consultancy | Specialization | I | 100 | 4 |
| Operation Electives (Any Two) | | | | | |
| O101 | Basics Of Logistics | Specialization | I | 100 | 4 |
| O102 | Materials Management | Specialization | I | 100 | 4 |
| O103 | Inventory Management | Specialization | I | 100 | 4 |
| O104 | Productivity Management | Specialization | I | 100 | 4 |
| HR Electives (Any Two) | | | | | |
| H101 | Training & Development | Specialization | I | 100 | 4 |
| H102 | HR Leadership & Emotional Intelligence | Specialization | I | 100 | 4 |
| H103 | Employer Branding | Specialization | I | 50 | 2 |
| H104 | Green HRM practices | Specialization | I | 50 | 2 |

| H105 | Role of HR in M&A | Specialization | I | 50 | 2 |
|--|---------------------------------------|------------------------------|------------|--------------|----------------|
| H106 | Cases in HR | Specialization | I | 50 | 2 |
| Marketing Electives (Any Two) | | | | | |
| M101 | Digital Marketing | Specialization | I | 100 | 4 |
| M102 | Retail Management | Specialization | I | 100 | 4 |
| M103 | Green Marketing | Specialization | I | 100 | 4 |
| M104 | Public Policy & Industry | Specialization | I | 100 | 4 |
| Semester II | | | | | |
| Course Code | Course | Core / Specialization | Sem | Marks | Credits |
| C201 | Business Economics | Core | II | 100 | 4 |
| C202 | Research Methodology | Core | II | 50 | 2 |
| C203 | Business Writing | Core | II | 50 | 2 |
| C204 | Organizational Behaviour | Core | II | 100 | 4 |
| C205 | Principles & Practices of Management | Core | II | 50 | 2 |
| C206 | Financial Management | Core | II | 50 | 2 |
| C207 | Self Management | Core | II | 50 | 2 |
| Finance Certification Programm | | | | | |
| CTF - 201 | Financial Modeling | Core | II | 50 | 2 |
| CTF - 202 | Investment Banking and Private Equity | Core | II | 50 | 2 |
| Finance Electives (Any Four) | | | | | |
| F201 | Analysis of Financial Statements | Specialization | II | 100 | 4 |
| F202 | Alternative Investments | Specialization | II | 100 | 4 |
| F203 | Aspects of Taxation | Specialization | II | 100 | 4 |
| F204 | Start-up Finance | Specialization | II | 100 | 4 |
| F205 | Strategic Cost Management | Specialization | II | 100 | 4 |
| F206 | Corporate Governance | Specialization | II | 100 | 4 |
| Operations Certification Programm | | | | | |
| CTO - 201 | Lean Six Sigma | Core | II | 50 | 2 |
| CTO - 202 | EXIM | Core | II | 50 | 2 |
| Operations Electives (Any Four) | | | | | |

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|---|--|------------------------------|------------|--------------|----------------|
| O201 | Supply Chain Management | Specialization | II | 100 | 4 |
| O202 | Total Quality Management | Specialization | II | 100 | 4 |
| O203 | Industrial Engineering Applications & Mgmt. | Specialization | II | 100 | 4 |
| O204 | New Product Development & Concurrent Engineering | Specialization | II | 100 | 4 |
| O205 | Operations Modeling | Specialization | II | 100 | 4 |
| O206 | World Class Manufacturing Practices | Specialization | II | 100 | 4 |
| HR Certification Programm | | | | | |
| CTH - 201 | Recruitment and Selection | Core | II | 50 | 2 |
| CTH - 202 | Learning & Development | Core | II | 50 | 2 |
| HR Electives (Any Four) | | | | | |
| H201 | Organization Theories Structures and Design | Specialization | II | 100 | 4 |
| H202 | Human Resource Planning and Development | Specialization | II | 100 | 4 |
| H203 | Industrial Relations and Labour Welfare | Specialization | II | 100 | 4 |
| H204 | Competency and Performance Management | Specialization | II | 100 | 4 |
| H205 | Human Resource Information System | Specialization | II | 100 | 4 |
| H206 | Team Development and Management | Specialization | II | 50 | 2 |
| H207 | Role of HR in Knowledge Management | Specialization | II | 50 | 2 |
| Marketing Certification Programm | | | | | |
| CTM - 201 | Digital Marketing | Core | II | 50 | 2 |
| CTM- 202 | Sales Management | Core | II | 50 | 2 |
| Marketing Electives (Any Four) | | | | | |
| M201 | Sales Management & Personal Selling | Specialization | II | 100 | 4 |
| M202 | Business to Business Marketing | Specialization | II | 100 | 4 |
| M203 | Product & Brand Management | Specialization | II | 100 | 4 |
| M204 | Services Marketing | Specialization | II | 100 | 4 |
| M205 | Marketing for Non Profit Organization | Specialization | II | 100 | 4 |
| M206 | Customer Relationship Management | Specialization | II | 100 | 4 |
| Semester III | | | | | |
| Course Code | Course | Core / Specialization | Sem | Marks | Credits |
| C301 | Self Management | Core | III | 50 | 2 |

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|---------------------------------------|--|----------------|-----|-----|---|
| C302 | Summer Internship Project (SIP) | Core | III | 100 | 4 |
| Certification Program | | | | | |
| CT -301 | Legal Aspects of Business | Core | III | 50 | 2 |
| CTF -301 | Advance Certification in Equity Trading and Investment | Core | III | 100 | 4 |
| Finance Electives (Any Six) | | | | | |
| F301 | Corporate valuation and Restructuring | Specialization | III | 100 | 4 |
| F302 | Derivatives and Commodities Market | Specialization | III | 100 | 4 |
| F303 | Security Analysis and Portfolio Management | Specialization | III | 100 | 4 |
| F304 | International Finance | Specialization | III | 100 | 4 |
| | Group 1 (Any 2) | | | | |
| F305 | Project Finance in Emerging Economies | Specialization | III | 100 | 4 |
| F306 | Treasury and Funds Management | Specialization | III | 100 | 4 |
| F307 | Behavioral Finance | Specialization | III | 100 | 4 |
| | OR | | | | |
| | Group 2 (Any 2) | | | | |
| F308 | Business Analytics | Specialization | III | 100 | 4 |
| F309 | Strategic Financial Management | Specialization | III | 100 | 4 |
| F310 | Fixed Income Securities | Specialization | III | 100 | 4 |
| Certification Program | | | | | |
| CT -301 | Legal Aspects of Business | Core | III | 50 | 2 |
| CTO - 301 | Operations Analytics | Core | III | 50 | 2 |
| CTO - 302 | Webxpress Certification | Core | III | 50 | 2 |
| Operations Electives (Any Six) | | | | | |
| O301 | Service Operations Management | Specialization | III | 100 | 4 |
| O302 | Operations Strategy | Specialization | III | 100 | 4 |
| O303 | Operations Planning & Control | Specialization | III | 100 | 4 |
| O304 | Technolgy Mgmt. Incl. Mfg. Strategies | Specialization | III | 100 | 4 |
| O305 | Adv. Supply Chain Mgmt. | Specialization | III | 100 | 4 |

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|--------------------------------------|--|----------------|-----|-----|---|
| O306 | Business Process Re-eng. | Specialization | III | 100 | 4 |
| O307 | Strategic Sourcing | Specialization | III | 100 | 4 |
| O308 | Purchase Management | Specialization | III | 100 | 4 |
| Certification Program | | | | | |
| CT -301 | Legal Aspects of Business | Core | III | 50 | 2 |
| CTH - 301 | HR Analytics | Core | III | 50 | 2 |
| CTH - 302 | Compensation and Benefits | Core | III | 50 | 2 |
| HR Electives (Any Six) | | | | | |
| H301 | Human Resource Audit | Specialization | III | 50 | 2 |
| H302 | Strategic HRM | Specialization | III | 50 | 2 |
| H303 | Organization Development | Specialization | III | 100 | 4 |
| H304 | Labor Legislation | Specialization | III | 100 | 4 |
| H305 | Global HRM | Specialization | III | 50 | 2 |
| H306 | Talent Management | Specialization | III | 50 | 2 |
| H307 | Industrial Psychology & Psychometric Testing | Specialization | III | 100 | 4 |
| H308 | Emerging Trends in HRM | Specialization | III | 100 | 4 |
| H309 | Building Learning Organization | Specialization | III | 100 | 4 |
| Certification Program | | | | | |
| CT -301 | Legal Aspects of Business | Core | III | 50 | 2 |
| CTM - 301 | Marketing Analytics | Core | III | 50 | 2 |
| CTM - 302 | Retail Management | Core | III | 50 | 2 |
| Marketing Electives (Any Six) | | | | | |
| M301 | Marketing Strategies | Specialization | III | 100 | 4 |
| M302 | Rural Marketing | Specialization | III | 100 | 4 |
| M303 | Integrated Marketing Communication | Specialization | III | 100 | 4 |
| M304 | Consumer Buying Behaviour | Specialization | III | 100 | 4 |

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|------|--|----------------|-----|-----|---|
| M305 | Distribution & Supply chain Management | Specialization | III | 100 | 4 |
| M306 | International Marketing | Specialization | III | 100 | 4 |
| M307 | Marketing through research | Specialization | III | 100 | 4 |
| M308 | Luxury Marketing | Specialization | III | 100 | 4 |

Semester IV

FINANCE ,MKT,HR OPS

| Course Code | Course | Core / Specialization | Sem | Marks | Credits |
|--------------------|-----------------------------|------------------------------|------------|--------------|----------------|
| C401 | Business Ethics & CSR | Core | IV | 100 | 4 |
| C402 | Entrepreneurship Management | Core | IV | 100 | 4 |
| C403 | Strategic Management | Core | IV | 100 | 4 |