

You can select courses from both terms.

Term II

Cost & Management Accounting	Core	3
Macroeconomics	Core	3
Organisational Behaviour II	Core	3
Presentation Skills	Core	2
Marketing II	Core	3
Quantitative Techniques II	Core	3
Contemporary Business Environment	Core	2
Manufacturing Operations	Core	3

Term V

International Business	Core	3
Business Ethics	Core	2

List of Elective courses (all carry 3 credits each) is as follows:

Electives for Term V (Tentative) (Spring Sep – Dec)

CRM & MM	Marketing	CRM & Marketing Metrics
ASP		Advertising & Sales Promotion
PBM		Product & Brand Management
RTL		Retailing
VCPE	Finance	Venture Capital & Private Equity
FD		Financial Derivatives
SFVC		Strategic Finance for Value Creation
IAPM		Investment Analysis & Portfolio Management
TQM	Operations	Total Quality Management
PM		Project Management
SOIM		Strategic Operations and Innovation Management
CM	HR	Compensation Management
CBM		Competency Based Management
OPD		Organisational Development
BDA	Analytics	Big Data Analytics
AM		Agile Methodology
DM		Data Mining