

**MAULANA AZAD NATIONAL INSTITUTE OF  
TECHNOLOGY, BHOPAL-462003**

**DEPARTMENT OF MANAGEMENT STUDIES**



***MASTER OF BUSINESS ADMINISTRATION (M.B.A. FULL TIME)***

**SCHEME OF STUDY (2024-2026)**

**FIRST SEMESTER:**

COURSE CODE	SUBJECTS	SCHEME OF STUDIES PERIOD PER WEEK			TOTAL CREDITS
		L	T	P	
MBA24511	MANAGERIAL PRESENTATION SKILLS AND TRAINING	2	0	0	0
MBA24512	BASICS OF STATISTICS	3	0	0	2
MBA24513	ORGANIZATIONAL BEHAVIOR	3	0	0	3
MBA24514	HUMAN RESOURCE MANAGEMENT	3	0	0	3
MBA24515	ACCOUNTING FOR MANAGERS	3	0	0	3
MBA24516	FUNDAMENTALS OF MARKETING MANAGEMENT	3	0	0	3
MBA24517	MICROECONOMICS	3	0	0	3
MBA24518	BUSINESS AND CORPORATE LAWS	3	0	0	3
MBA24519	MANAGEMENT INFORMATION SYSTEMS	3	0	0	3
MBA24520	E- BUSINESS	3	0	0	3
<b>TOTAL HOURS:29</b>		<b>TOTAL CREDITS</b>			<b>26</b>
<b>TOTAL CREDITS (CUMULATIVE):26</b>					

**SECOND SEMESTER:**

COURSE CODE	SUBJECTS	SCHEME OF STUDIES PERIOD PER WEEK			TOTAL CREDITS
		L	T	P	
MBA24521	BUSINESS MODELING LAB I	0	0	2	2
MBA24522	FINANCIAL MANAGEMENT	3	0	0	3
	OPEN ELECTIVE	3	0	0	3
MBA24524	MACROECONOMICS	3	0	0	3
MBA24525	BUSINESS ETHICS AND CORPORATE GOVERNANCE	3	0	0	3

MBA24526	OPERATIONS RESEARCH	3	0	0	3
MBA24527	BUSINESS RESEARCH METHODOLOGY	2	0	0	2
MBA24528	ADVANCED MARKETING MANAGEMENT	3	0	0	3
MBA24529	OPERATIONS MANAGEMENT	3	0	0	3
<b>TOTAL HOURS:25</b>		<b>TOTAL CREDITS</b>			<b>25</b>
<b>TOTAL CREDITS (CUMULATIVE):51</b>					

### THIRD SEMESTER:

COURSE CODE	SUBJECTS	SCHEME OF STUDIES PERIOD PER WEEK			TOTAL CREDITS
		L	T	P	
MBA24611	MANAGING STARTUPS	3	0	0	3
MBA24612	STRATEGIC MANAGEMENT	3	0	0	3
MBA24613	SUMMER TRAINING AND PROJECT REPORT	0	0	4	2
MBA24614	STATISTICS FOR BUSINESS DECISIONS	3	0	1	3
MBA24615	BUSINESS MODELING LAB II	0	0	2	2
	ELECTIVE1(1 <sup>ST</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE2(1 <sup>ST</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE3(1 <sup>ST</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE1 (2 <sup>ND</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE2 (2 <sup>ND</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE3 (2 <sup>ND</sup> SPECIALIZATION)	3	0	0	2
<b>TOTAL HOURS: 34</b>		<b>TOTAL CREDITS</b>			<b>25</b>
<b>TOTAL CREDITS (CUMULATIVE):76</b>					

### FOURTH SEMESTER:

COURSE CODE	SUBJECTS	SCHEME OF STUDIES PERIOD PER WEEK			TOTAL CREDITS
		L	T	P	
MBA24621	SUPPLY CHAIN MANAGEMENT	3	0	0	3
MBA24622	PROJECT MANAGEMENT	3	0	0	3
MBA24623	INTERNATIONAL BUSINESS AND TRADE	3	0	0	3
MBA24624	DISSERTATION	0	0	6	3
	ELECTIVE4(1 <sup>ST</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE5(1 <sup>ST</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE6(1 <sup>ST</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE4 (2 <sup>ND</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE5 (2 <sup>ND</sup> SPECIALIZATION)	3	0	0	2
	ELECTIVE6 (2 <sup>ND</sup> SPECIALIZATION)	3	0	0	2
<b>TOTAL HOURS: 33</b>		<b>TOTAL CREDITS</b>			<b>24</b>
<b>TOTAL CREDITS (CUMULATIVE) :100</b>					

## LIST OF SPECIALIZATIONS

### OPEN ELECTIVES:

**INSTRUCTIONS: STUDENTS NEED TO PICK ANY THREE SPECIALIZATION PAPERS/COURSES FROM THE FOUR SPECIALIZATION/COURSES AVAILABLE IN MBA 2<sup>ND</sup> YEAR (SEMESTER III AND IV).**

COURSE CODE	COURSE NAME	SEM
MBA24523	DESIGN THINKING	II
MBA24530	INTELLECTUAL PROPERTY ASSET MANAGEMENT	II
MBA24531	TECHNOLOGY INNOVATION AND MANAGEMENT	II

### MARKETING MANAGEMENT:

COURSE CODE	COURSE NAME	SEM
MBA24651	INTEGRATED MARKETING COMMUNICATION	III
MBA24652	PRODUCT AND BRAND MANAGEMENT	III
MBA24653	CONSUMER BEHAVIOUR	III
MBA24654	DIGITAL MARKETING	III
MBA24655	SALES MANAGEMENT	IV
MBA24656	MARKETING OF SERVICES	IV
MBA24657	RETAIL MARKETING	IV
MBA24658	INDUSTRIAL MARKETING (B2B)	IV

### FINANCIAL MANAGEMENT:

COURSE CODE	COURSE NAME	SEM
MBA24661	FINANCIAL DERIVATIVE	III
MBA24662	FINANCIAL ANALYTICS	III
MBA24663	SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT	III
MBA24664	INTERNATIONAL FINANCE MANAGEMENT	III
MBA24665	FINANCIAL MARKETS AND INSTITUTIONS	IV
MBA24666	MERGERS, ACQUISITIONS AND CORPORATE RESTRUCTURING	IV
MBA24667	FINANCIAL RISK MANAGEMENT	IV
MBA24668	INFRASTRUCTURE FINANCE	IV

### HUMAN RESOURCE MANAGEMENT:

COURSE CODE	COURSE NAME	SEM
MBA24671	COMPENSATION AND BENEFITS	III

MBA24672	INDUSTRIAL RELATIONS	III
MBA24673	LABOUR LAWS	III
MBA24674	ORGANIZATIONAL DEVELOPMENT AND CHANGE MANAGEMENT	III
MBA24675	INTERNATIONAL HUMAN RESOURCE MANAGEMENT	IV
MBA24676	ORGANIZATIONAL WORK LIFE BALANCE	IV
MBA24677	NEGOTIATION AND CONFLICT MANAGEMENT	IV
MBA24678	TALENT MANAGEMENT	IV