

Semester- I

No.	Sub. Code	Subject Title	Workload			Marks		
			T	P	Tot	Uni	Int	Total
1	J010101	MANAGEMENT CONCEPTS & APPLICATIONS	4	-	4	80	20	100
2	J010102	ECONOMICS FOR BUSINESS DECISIONS	4	-	4	80	20	100
3	J010103	ACCOUNTING FOR MANAGERS	4	-	4	80	20	100
4	J010104	MANAGERIAL STATISTICS & RESEARCH METHODOLOGY	4	-	4	80	20	100
5	J020105	ORGANISATIONAL BEHAVIOR	4	-	4	80	20	100
6	J010106	LEGAL ASPECTS OF BUSINESS	4	-	4	80	20	100
7	J010107	COMMUNICATION SKILLS	4	-	4	-	100	100
8	J030108	INFORMATION TECHNOLOGY FOR MANAGEMENT	2	2	4	-	100	100

Note: - The students shall be required to appear for a subject related to Environment Management separately.

Semester- II

No.	Sub. Code	Subject Title	Workload			Marks		
			T	P	Tot	Uni	Int	Total
9	J010109	PRODUCTION & MATERIALS MANAGEMENT	4	-	4	80	20	100
10	J020110	HUMAN RESOURCE MANAGEMENT	4	-	4	80	20	100
11	J010111	MARKETING MANAGEMENT	4	-	4	80	20	100
12	J010112	MANAGEMENT ACCOUNTING	4	-	4	80	20	100
13	J010113	INTERNATIONAL BUSINESS	4	-	4	80	20	100
14	J010114	OPERATION RESEARCH FOR MANAGERS	4	-	4	80	20	100
15	J010115	INDIAN ECONOMIC ENVIRONMENT	4	-	4	-	100	100
16	J010116	BUSINESS & ETHICAL VALUES	4	-	4	-	100	100

Note: - Students will have to undergo fifty days in plant training or summer training. They shall be assessed at the end of third Semester.

Semester- III

Sub. Code	Subject Title	Workload			Marks		
		T	P	Tot	Uni	Int	Total
J010201	Business Policy And Strategic Management	4	-	4	80	20	100
See Groups	Group i to v first Specialisation paper 01	4	-	4	80	20	100
See Groups	Group I To V Second Specialisation Paper 01	4	-	4	80	20	100
See Groups	Group I To V First Specialisation Paper 02	4	-	4	80	20	100
See Groups	Group I To V Second Specialisation Paper 2	4	-	4	80	20	100
J010206	Disaster Management	4	-	4	-	100	100
J010207	Summer Training	-	-	-	-	100	100
J010208	Foreign Language - I	4	-	4	-	100	100
						Total	800

1. The elective is offered if minimum 10 students are opting for the any of areas given below:
2. The student has to select two areas of specialization from the following which are offered by the institute
3. Specialization area codes are as follows: (A) Marketing (B) Finance (C) Human Resource Management (D) International Business Management (E) Retail (F) Production and Operations Management
4. Both the Electives have equal weight age and there is no concept like Major and Minor
5. The specialization is grouped as under:

Group I : Marketing and other areas

Group II : Finance and other areas

Group III : HRM and other areas

Group IV : IB and other areas

Group V : Retail and PoM

ELECTIVES GROUPS: SEMESTER III**GROUP I: PAPER No. 01**

(A) MKTG	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(A) MKTG	J0102M01	Advertising & Sales Promotion	(B) FINANCE	J0102F01	Security Analysis And Portfolio Management
(A) MKTG	J0102M01	Advertising & Sales Promotion	(C) HRM	J01020H01	Human Resource Development
(A) MKTG	J0102M01	Advertising & Sales Promotion	(D) IB	J0102IB01	Export Import Policy Procedure & Documentation
(A) MKTG	J0102M01	Advertising & Sales Promotion	(E) RETAIL	J0102R01	Retail Management And Franchising
(A) MKTG	J0102M01	Advertising & Sales Promotion	(F) POM	J0102P01	Production Planning And Control

GROUP II: PAPER No. 01

(B) FIN	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(B) FIN	J0102F01	Security Analysis And Portfolio Management	(C) HRM	J01020H01	Human Resource Development
(B) FIN	J0102F01	Security Analysis And Portfolio Management	(D) IB	J0102IB01	Export Import Policy Procedure & Documentation
(B) FIN	J0102F01	Security Analysis And Portfolio Management	(E) RETAIL	J0102R01	Retail Management And Franchising
(B) FIN	J0102F01	Security Analysis And Portfolio Management	(F) POM	J0102P01	Production Planning And Control

GROUP III: PAPER No. 01

(C) HRM	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(C) HRM	J01020H01	Human Resource Development	(D) IB	J0102IB01	Export Import Policy Procedure & Documentation
(C) HRM	J01020H01	Human Resource Development	(E) RETAIL	J0102R01	Retail Management And Franchising
(C) HRM	J01020H01	Human Resource Development	(F) POM	J0102P01	Production Planning And Control

GROUP IV: PAPER No. 01

(D) INT BUS	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(D) IB	J0102IB01	Export Import Policy Procedure & Documentation	(E) RETAIL	J0102R01	Retail Management And Franchising
(D) IB	J0102IB01	Export Import Policy Procedure & Documentation	(F) POM	J0102P01	Production Planning And Control

SEMESTER III: Paper 01**GROUP V:**

(E) RETAIL	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(E) RETAIL	J0102R01	Retail Management And Franchising	(F) POM	J0102P01	Production Planning And Control

ELECTIVES GROUPS: - SEMESTER III**GROUP I: PAPER No. 2**

(A) MKTG	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(A) MKTG	J0102M02	Consumer Behavior And Marketing Research	(B) FIN	J0102F02	Management Of Financial Services
(A) MKTG	J0102M02	Consumer Behavior And Marketing Research	(C) HRM	J0102H02	Management Of Industrial Relations And Labour Laws
(A) MKTG	J0102M02	Consumer Behavior And Marketing Research	(D) IB	J0102IB02	International Marketing
(A) MKTG	J0102M02	Consumer Behavior And Marketing Research	(E) RETAIL	J0102R02	Merchandising, Display and Advertising
(A) MKTG	J0102M02	Consumer Behavior And Marketing Research	(F) POM	J0102P02	Materials Management

GROUP II : PAPER No. 2

(B) FIN	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(B) FIN	J0102F02	Management Of Financial Services	(C) HRM	J01020H02	Management Of Industrial Relations And Labour Laws
(B) FIN	J0102F02	Management Of Financial Services	(D) IB	J01021B02	International Marketing
(B) FIN	J0102F02	Management Of Financial Services	(E) RETAIL	J0102R02	Merchandising, Display and Advertising
(B) FIN	J0102F02	Management Of Financial Services	(F) POM	J0102P02	Materials Management

GROUP III: Paper NO. 02

(C) HRM	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(C) HRM	J01020H02	Management Of Industrial Relations And Labour Laws	(D) IB	J01021B02	International Marketing
(C) HRM	J01020H02	Management Of Industrial Relations And Labour Laws	(E) RETAIL	J0102R02	Merchandising, Display and Advertising
(C) HRM	J01020H02	Management Of Industrial Relations And Labour Laws	(F) POM	J0102P02	Materials Management

GROUP IV: Paper NO. 02

(D) INT BUS	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(D) IB	J0102IB02	International Marketing	(E) RETAIL	J0102R02	Merchandising, Display and Advertising
(D) IB	J0102IB02	International Marketing	(F) POM	J0102P02	Materials Management

GROUP V: Paper NO. 02

(E) RETAIL	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(E) RETAIL	J0102R02	Merchandising, Display and Advertising	(F) PO M	J0102P02	Materials Management

GROUP V: Paper NO. 02
Semester IV

Sub. Code	Subject Title	Workload			Marks		
		T	P	Tot	Uni	Int	Total
J010209	Management Control System	4	-	4	80	20	100
See Groups	Group I to V First Specialisation Paper 03	4	-	4	80	20	100
See Groups	Elective - I Group I to V Second Specialisation Paper 03	4	-	4	80	20	100
See Groups	Group I to V First Specialisation Paper 04	4	-	4	80	20	100
See Groups	Group I to V Second Specialisation Paper 04	4	-	4	80	20	100
J010214	Entrepreneurship Development	4	-	4	-	100	100
J010215	Foreign Language - II	4	-	4	-	100	100
J010216	Project Report	-	-	-	100 Viva	100 Project Report	200
						Total	900

ELECTIVES GROUPS - Semester IV**GROUP I : PAPER No . 3**

(A) MKTG	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(A) MKTG	J0102M03	Services and Strategic Marketing	(B) FIN	J0102F03	International Finance
(A) MKTG	J0102M03	Services and Strategic Marketing	(C) HRM	J0102H03	H R Planning and Audit
(A) MKTG	J0102M03	Services and Strategic Marketing	(D) IB	J0102IB03	Global Business Environment
(A) MKTG	J0102M03	Services and Strategic Marketing	(E) RETAIL	J0102R03	Supply Chain Management
(A) MKTG	J0102M03	Services and Strategic Marketing	(F) POM	J0102P03	Industrial Management

GROUP II : PAPER No . 3

(B) FIN	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(B) FIN	J0102F03	International Finance	(C) HRM	J01020H03	H R Planning and Audit
(B) FIN	J0102F03	International Finance	(D) IB	0102IB03	Global Business Environment
(B) FIN	J0102F03	International Finance	(E) RETAIL	J0102R03	Supply Chain Management
(B) FIN	J0102F03	International Finance	(F) POM	J0102P03	Industrial Management

GROUP III: PAPER No.3

(C) HRM	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(C) HRM	J0102H03	H R Planning and Audit	(D) IB	0102IB03	Global Business Environment
(C) HRM	J0102H03	H R Planning and Audit	(E) RETAIL	J0102R03	Supply Chain Management
(C) HRM	J0102H03	H R Planning and Audit	(F) POM	J0102P03	Industrial Management

GROUP IV: PAPER No.3

(D) INT BUS	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(D) IB	J0102IB03	Global Business Environment	(E) RETAIL	J0102R03	Supply Chain Management
(D) IB	J0102IB03	Global Business Environment	(F) POM	J0102P03	Industrial Management

GROUP V: PAPER No.4

(E) RETAIL	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(E) RETAIL	J0102R03	Supply Chain Management	(F) PO M	J0102P03	Industrial Management

ELECTIVES GROUPS: - Semester IV**GROUP I: PAPER No. 4**

(A) MKTG	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(A) MKTG	J0102M04	Retail Marketing and Customer Relationship Management	(B) FIN	J0102F04	Corporate Finance and Mergers and Acquisitions
(A) MKTG	J0102M04	Retail Marketing and Customer Relationship Management	(C) HRM	J0102H04	Compensation Management
(A) MKTG	J0102M04	Retail Marketing and Customer Relationship Management	(D) IB	J0102IB04	International Economics
(A) MKTG	J0102M04	Retail Marketing and Customer Relationship Management	(E) RETAIL	J0102R04	HRM in Retail
(A) MKTG	J0102M04	Retail Marketing and Customer Relationship Management	(F) POM	J0102P04	Total Quality Management

GROUP II: PAPER No.4

(B) FIN	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(B) FIN	J0102F04	Corporate Finance and Mergers and Acquisitions	(C) HRM	J0102H04	Compensation Management
(B) FIN	J0102F04	Corporate Finance and Mergers and Acquisitions	(D) IB	J0102IB04	International Economics
(B) FIN	J0102F04	Corporate Finance and Mergers and Acquisitions	(E) RETAIL	J0102R04	HRM in Retail
(B) FIN	J0102F04	Corporate Finance and Mergers and Acquisitions	(F) POM	J0102P04	Total Quality Management

GROUP III: PAPER No.4

(C) HRM	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(C) HRM	J0102H04	Compensation Management	(D) IB	J0102IB04	International Economics
(C) HRM	J0102H04	Compensation Management	(E) RETAIL	J0102R04	HRM in Retail
(C) HRM	J0102H04	Compensation Management	(F) POM	J0102P04	Total Quality Management

GROUP IV: PAPER No.4

(D) INT BUS	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(D) IB	J0102IB04	International Economics	(E) RETAIL	J0102R04	HRM in Retail
(D) IB	J0102IB04	International Economics	(F) POM	J0102P04	Total Quality Management

GROUP V: PAPER No.4

(E) RETAIL	Subject Code	Name of subject	Other Specialization area	Subject code	Name of the subject
(E) RETAIL	J0102R04	HRM in Retail	(F) POM	J0102P04	Total Quality Management