

| <b>SEMESTER 1</b>                               | <b>SEMESTER 2</b>                       |
|---|---|
| <b>Course Name</b>                              | <b>Course Name</b>                      |
| Managerial Theories, Approaches and Function    | Business Research Methods               |
| Managerial Economics for Business Decisions     | Financial Management                    |
| Organisational Behaviour                        | Human Resource Management               |
| Financial Accounting                            | Management of Operations                |
| Marketing Management                            | Legal Aspects of Business               |
| Business Statistics for Analytics               | Operation Research and Decision Science |
| Business Communication & Personal Effectiveness | Macroeconomics for Managers             |
| Business Environment                            | Business Analytics                      |
| Entrepreneurship Development                    | Design Thinking                         |
| Advances Excel for Business Decisions           | Corporate Social Responsibility         |

| SEMESTER 3  |   |   |  |   |  |
|---|---|---|--|---|--|
| Core Courses                                      | Specialization Bucket: Financial Management (FIN) | Specialization Bucket: Marketing Management (MKT)       | Specialization Bucket: Human Resource Management (HRM) | Specialization Bucket: Operation Management           | Specialization Bucket: Agri Business Management  |
| Summer Internship Project*                        | Advanced Corporate Finance                        | Strategic Brand Management                              | HR Audit and Scorecard                                 | Supply Chain and Logistics: Modelling and Design      | Innovative Technology in Agriculture             |
| Strategic Management                              | Security Analysis & Portfolio Management          | Sales Force and Channel Management                      | HR Analytics   | Procurement and Material Management                   | Marketing of Agri Inputs and Outputs             |
| Business Simulation for Strategic Decision Making | Financial Statement and Analysis                  | Marketing Research                                      | Organisational Development & Change                    | Service Operations Management                         | Post-Harvest Techniques and Management           |
| Innovation Management                             | Introduction to Financial Markets & Institution   | Digital and Social Media Marketing                      | Industrial Relations                                   | Quality Management                                    | Rural & Agriculture Marketing                    |
| Open Electives                                    |   |   |  |   |  |
| -   | Commercial Banking                                | Marketing in emerging Markets                           | Performance Management system                          | Enterprise Resource Planning                          | Management of Agricultural Business Cooperatives |
| -   | Financial Modelling                               | Rural & Agriculture Marketing                           | Talent Management                                      | Theory of Constraints                                 | Commodity, future markets and derivatives        |
| -   | Project Feasibility and Financing                 | Sport & Entertainment Marketing                         | Public Relations and Corporate Communications          | Manufacturing Resource Planning                       | Microfinance for Agri Business                   |
| -   | Corporate Taxation                                | Tourism & Hospitality Marketing                         | Conflict & Negotiation Management                      | Healthcare Operations                                 | Remote Sensing and GPS                           |
| -   | Fixed Income Securities                           | Marketing for Bottom of Pyramid                         | HR Consulting  | Facility Planning                                     | Fertiliser technology and management             |
| -   | Treasury Management                               | Selling & Negotiation Skills for Marketing Professional | Organizational Leadership                              | Challenges and opportunities in Operations Management | Poultry and Hatchery Management                  |

**SEMESTER 4**

| <b>Core Courses</b>                       | <b>Specialization Bucket: Financial Management (FIN)</b> | <b>Specialization Bucket: Marketing Management (MKT)</b> | <b>Specialization Bucket: Human Resource Management (HRM)</b> | <b>Specialization Bucket: Operation Management</b> | <b>Specialization Bucket: Agri Business Management</b> |
|---|--|--|---|--|--|
| Dissertation Project-II*                  | International Finance Management                         | Marketing Strategy                                       | Strategic Human Resource Management                           | Operations Strategy & Control                      | Quality Management in Agriculture                      |
| Advance Project Management                | Goods and Services Tax                                   | Consumer Behaviour                                       | Managing Cross Cultural Workforce and Diversity               | Project Management                                 | Food Retail Management                                 |
| Game Theory for Strategic Thinking        | Derivative Markets                                       | Service Marketing  | Instruments in HRD & OD                                       | Supply Chain Analytics & Strategy                  | Agri Supply Chain Management                           |
| Corporate Governance & Ethics             | Financial Risk Management                                | Integrated Marketing Communication                       | Human Resource Decision Support System                        | Business Analysis                                  | Agri Import & Export Management                        |
| Concept and Application in Sustainability | -  | -  | -   | -  | -  |
| <b>Open Electives</b>                     |  |  |   |  |  |
| -   | Investment Banking                                       | International Marketing                                  | HR Statutory Compliances                                      | International Trade and Logistics                  | Business Policy  |
| -   | Mergers & Acquisitions                                   | Marketing of Financial Services                          | Emotional Intelligence at work Place                          | Warehouse Management                               | Financing of Agri Business                             |
| -   | Wealth Management  | Retailing Marketing                                      | Economics of HR   | Technology And Innovation Management               | Farm Business Management                               |
| -   | Principles of Insurance                                  | Marketing of Luxury Products                             | Coaching and Mentoring  | Operations Excellence in Manufacturing             | Web design   |
| -   | Advance Technical Analysis                               | B to B Marketing   | Employer Branding   | Quality Standard                                   | Seed Production Technology & Management                |
| -   | Behavioral Finance                                       | Customer Relationship Marketing                          | Compensation Management                                       | Sustainable Supply chain Management                | Management of Floriculture and Land Scaping            |