



**Paari School of Business (PSB)**

**Master of Business Administration  
2023-25 Batch**

## Master of Business Administration

### Semester I

Course Code	Course Name	DC/EC	L	T	P	C
MBA 100	Business Statistics	DC	2	0	1	3
MBA 101	Accounting for Managers	DC	2	0	1	3
MBA 102	Operations Research	DC	2	0	1	3
MBA 103	Marketing Management	DC	2	0	1	3
MBA 104	Organizational Behavior	DC	2	0	1	3
MBA 105	Economics for Managers	DC	2	0	1	3
MBA 106	Samaj Seva	DC	0	0	4	2
MBA 107	Mind and Soul Training	DC	0	0	4	2
MBA 108	Happening Happenings	DC	0	0	4*	2
	* Credits will be allotted in Sem IV		<b>Total</b>			<b>24</b>

### Semester - II

Course Code	Course Name	DC/EC	L	T	P	C
MBA 200	Business Research Methods	DC	2	0	1	3
MBA 201	Human Resource Management	DC	2	0	1	3
MBA 202	Decision Science and Analytics	DC	2	0	1	3
MBA 203	Business Law	DC	2	0	1	3
MBA 204	Operations Management	DC	2	0	1	3
MBA 205	Financial Management	DC	2	0	1	3
MBA 206	Business Communication	DC	2	0	1	3
MBA 207	Foreign Language (Choice of 5 Languages)	DC	2	0	1	3
			<b>Total</b>			<b>24</b>

### Semester - III

Course Code	Course Name	DC/EC	L	T	P	C
MBA 300	International Business	DC	2	0	1	3
MBA 301	Strategic Management in Digital Age	DC	2	0	1	3
MBA 302	Business Ethics and Corporate Governance	DC	2	0	1	3
MBA 303	Workshop Series	DC	2	0	1	3
Electives	4 Major + 2 Minor Courses (3 Credits Each)	DC	2	0	1	6x3=18
MBA 304	Internship **	DC	2	0	1	6
			<b>Total</b>			<b>36</b>

\*\* Internship will be done during the Summer Break, between Semester II & Semester III

### Semester - IV

Course Code	Course Name	DC/EC	L	T	P	C
MBA 400	Industry Analysis (Capstone)	DC	0	0	4	2
MBA 401	SME Consulting	DC	0	0	4	2
MBA 402	Design Thinking	DC	2	0	1	3
MBA 304	Event Conduction	DC	0	0	6	3
Electives	4 Major + 2 Minor Courses (3 Credits each)	EC	2	0	1	6x3=18
			<b>Total</b>			<b>28</b>

# List of Core Electives

S.No	Finance - List of Core Electives
1	Business Analysis & Valuation
2	Financial Derivatives
3	Financial Institutions and Markets
4	Security Analysis and Portfolio Management
5	Advanced Financial Management
6	Financial Analytics
7	Financial Risk Management
8	Emerging trends in Finance
9	Mergers and Acquisitions and Corporate Restructuring
10	Bank Management
11	Corporate Taxation
12	International Finance
13	Private Equity and Venture Capital
14	Behavioral Finance
15	Computational Finance
16	Financial Planning and Wealth Management
17	Live Trading (Simulation Based)

S.No	Marketing - List of Core Electives
1	Strategic Marketing
2	International Marketing
3	Consumer Behaviour
4	Digital Marketing
5	B2B Marketing
6	Services Marketing
7	Brand Management
8	Strategic Business Negotiation
9	Mark Strat with Simulation
10	Retailing Management
11	Sales and Distribution Management
12	Integrated Marketing Communication
13	Rural Marketing
14	Customer Relationship Management

<b>S.No</b>	<b>HR - List of Core Electives</b>
1	Talent Acquisition and Retention
2	Training in Organisations
3	Industrial Relations & Labour Laws
4	Performance Management System
5	Compensation Management System
6	Leadership in Organisation
7	Managerial Competencies & Career
8	Development
9	Human Resource Metrics and
10	Analytics
11	Organisational Structure & Design
12	Organisational Change & Development
13	Strategic Business Negotiation
14	High Performance Team
15	Strategic HRM
16	New Age HR
17	International HRM
18	Managing Diversity at Workplace

<b>S.No</b>	<b>Analytics - List of Core Electives</b>
1	Advanced Data Analytics
2	Data Visualisation
3	Spreadsheet Modeling
4	Machine Learning Techniques
5	Applications of Deep Learning
6	Applications of Natural Language Processing
7	Web and Social Media Analytics
8	Supply Chain Analytics
9	HR Analytics
10	Marketing Analytics
11	Big Data Analytics
12	Text Analytics