SVKM's NMIMS , School of Business Management Master of Business Administration (MBA): Second Year (2012-2013)			
	Trimester IV	Trimester V	Trimester VI
Compulsory Courses	• Summer Internship ** • Strategy Implementation (1)	• Environmental Management (1) (for 2012-13 batch only)	
Business Environment and Strategy	• Essentials of Management Consulting (1) • Management Consulting –Cognizant (1) • Emergency Preparedness & Disaster Management (1) • Strategic Alliance (1)	• Advisory & Management Consulting (1) • Business Simulation (1) • Innovation Management (1) • Managing Business Turnaround (1)	• Intellectual Property Rights (1) • Entrepreneurship and New Venture Development (1)
Communication	• Negotiation Skills (1)		
Economics	• Emerging Market Economies (0.5)	• Economics of Industrial Organization (0.5)	• Game theory and its application (0.5) • Econometrics (1) • Economics of Infrastructure Development and Management (0.5)
Finance Area	• International Finance (1) • Investment Analysis and Portfolio Management (1) • Quantitative Techniques in Finance (1) • Strategic Cost Management (1) • Advance Financial Statement Analysis (0.5) • Commercial Bank Management (1) • Corporate Tax Planning (0.5)	• Management of Financial Institution (0.5) • Strategic Financial Management (1) • Fixed Income Securities (1) • Risk Management and Derivatives (1) • Project Appraisal and Financing (1) • Mergers & Acquisitions, Corporate Restructuring and Valuation (1)	• Forensic Accounting (0.5) • Commodity Markets (1) • Behavioral Finance (1) • Private Equity and Venture Finance (1) • Insurance Management (1)
Human Resource and Behavioral Sciences	• Behavioral Dynamics in Organization (1) • Employee Relations & Labor Laws (1) • HR Planning, Selection & Recruitment (1) • Performance Management (1)	• Learning and Development (1) • Compensation & Benefits (1) • Change Management and Organization Development (1)	• Strategic HRM (1) • Talent Management (1) • Human Resource Information System (1) • Emotional Intelligence-Developing Abilities for Superior Performance (1)

Information System	• Business Analysis (1) • Business Transformation through IT (1) • Generating Business Value Through IT (1)	• ERP Systems: Technology Planning and Implementation (1) • Business Intelligence (1) • Software Project Management (1)	• E-Business (1) • Business Dynamics of the IT Industry (1) • Technology Ventures (1)
Marketing Area	• Consumer Behaviour (1) • Pricing Strategy (1) • Marketing Research (1) • Sales Management (1) • Integrated Marketing Communication (1) • Service Marketing (1) • Brand Management (1) • Distribution (1)	• International Marketing (1) • Marketing of Financial Services (0.5) • B2B Marketing (1) • Service Marketing (1) • Retail Marketing (1) • Marketing Strategy (0.5) • Media Planning (0.5) • Brand Management (1) • Internet Marketing (1)	• Marketing Engineering & Models (1) • Rural Marketing (1) • Innovations in Marketing (1) • Customer Relationship Management (1) • Sales Promotion (1) • Social Marketing (1)
Operations and Decision Sciences	• Applied Multivariate Analysis (1) • Modeling for Decision Making (1) • Logistics Management (1) • Production Planning and Control (1)	• Service Operation Management (1) • Supply Chain Management (1) • Total Quality Management (1) • Project Management (1) • Rural Logistic Distribution (0.5) • Materials & Inventory Management (0.5)	• Manufacturing Strategy (1) • World Class Manufacturing (1) • Managing Technology (1) • Advance Supply Chain Management (1)
Value added workshops	**Business Environment & Strategy** : 1) Strategies for risk management 2) Global Strategy – International Business 3) Business Analytics - Wipro	**Marketing Area :-** 1) Building Creative, Innovative and Responsive Organizations & Individuals 2) Design Thinking and Product Design	**General Workshops :** 1) Personal Financial Planning
	No. of Credits to be chosen: 5	No. of Credits to be chosen:5	No. of Credits to be chosen: 5

2012-13	Total No. of Credits: 6 Total Session: 120	Total No. of Credits: 6 Total Sessions: 120 Total No. of Credits: 17	Total No. of Credits : 5 Total Sessions: 100
2013-15	Total No.of Credits : 6	Total No.of Credits : 6 Total No.of Credits : 16	Total No.of Credits : 4

** Summer Internship: Non-credit compulsory course. However the candidate needs to satisfactorily complete the project as an essential partial fulfillment of the requirements for award of MBA degree

Figures in bracket represent number of credits. Each full credit will be of 20 sessions. Each session of 1 hr & 30 min.

Areas may have essential workshop which will be compulsory for students concentrating in those areas.