

**SVKM's NMIMS, School of Business Management
Master of Business Administration (MBA): Second Year (2020-2021)**

	Trimester IV	Trimester V	Trimester VI
Compulsory Courses	<ul style="list-style-type: none"> • Summer Internship • Strategy Implementation (3) • CAPSTONE® Business Simulation (3) • Corporate Sustainability (1.5) 		
Business Environment and Strategy	<ul style="list-style-type: none"> • Infrastructure Consulting and Management (3) • Innovation Management (3) • Managing Turnaround Strategies (3) • Business Models and Planning (3) • Strategies for Transformation in a Digital World (3) • Strategy, Value Creation and Management (3) 	<ul style="list-style-type: none"> • Risk and Advisory Consulting (3) • Strategic Alliance (3) • Management Consulting (3) • Public Policy (3) • International Business Management (3) • Building & Managing Networked Businesses (3) • Social Entrepreneurship and Consulting (3) • Strategic perspectives in Indian businesses (3) • Strategic Management for Core-Sector Companies (3) 	<ul style="list-style-type: none"> • Entrepreneurship and Venture Capital Management (3) • Intellectual Property Rights (3) • Strategy Lab-Managing Disruption & Hyper competition (3) • Green Business Management (3) • Management & Measurement of Social Impact (3)
Communication	<ul style="list-style-type: none"> • Advanced Negotiation Skills (3) 	<ul style="list-style-type: none"> • Intercultural and Strategic Communication (3) 	<ul style="list-style-type: none"> • Communication and Leadership through Literature (3) • Persuasive communication (3)
Economics	<ul style="list-style-type: none"> • Emerging Market Economies (3) • Applied Macroeconomics (3) 	<ul style="list-style-type: none"> • Econometric Methods for Decision Making (3) • Information and Regulatory Economics (3) 	<ul style="list-style-type: none"> • Game theory and its application (3) • Economics of Infrastructure Development and Management (3) • Industrial Organization (3)
Finance Area	<ul style="list-style-type: none"> • Mergers and Acquisitions (3) • Financial Analysis and Reporting (3) • Commercial Bank Management (3) • Investment Analysis and Portfolio Management (3) 	<ul style="list-style-type: none"> • Futures and Options (3) • Mergers and Acquisitions (3) • Project Finance (3) • Private Equity and Venture Finance (3) 	<ul style="list-style-type: none"> • Structured Finance (3) • Alternative Investments and Hedge Funds (3) • Managing Corporate Financial Distress (3)

	<ul style="list-style-type: none"> • Strategic Cost Management (3) • Strategic Financial Management (3) • Futures and Options (3) 	<ul style="list-style-type: none"> • Investment Analysis and Portfolio Management (3) • Strategic Financial Management (3) • Financial Consulting (3) • International Finance (3) • Behavioral Finance (3) • Fixed Income Securities (3) 	<ul style="list-style-type: none"> • Wealth Management (3) • Commodity Markets (3) • Financial Risk Management (3) • Wholesale and Retail Financing (3) • Film and media financing (3) • Healthcare financing (3)
Human Resource and Behavioral Sciences	<ul style="list-style-type: none"> • Managing High Performance (3) • Diversity management (3) 	<ul style="list-style-type: none"> • Driving Organizational Change: Strategies and Behavioral Interventions (3) • Strategic Leadership (1.5) • Driving Business Outcomes Through Total Rewards (1.5) 	<ul style="list-style-type: none"> • Strategic HRM (3) • Talent Management (3) • Emotional Intelligence-Developing Abilities for Superior Performance (3)
Marketing Area	<ul style="list-style-type: none"> • Consumer Behaviour (3) • Marketing Research (3) • Sales Management (3) • Integrated Marketing Communication (3) • Services Marketing (3) • Brand Management (3) • Distribution (3) • Digital Marketing (3) 	<ul style="list-style-type: none"> • International Marketing (3) • Sales Management (3) • Marketing of Financial Services (3) • B2B Marketing (3) • Brand Management (3) • Retail Marketing (3) • Social Media Marketing (3) • Consumer Behaviour (3) 	<ul style="list-style-type: none"> • Marketing Analytics (3) • Rural Marketing (3) • Innovations in Marketing (3) • Customer Relationship Management (3) • Sales Promotion (3) • Social marketing (3) • B2B Marketing (3) • Customer Driven Marketing Strategy (3)
Operations and Data Sciences	<ul style="list-style-type: none"> • Digital Business Models (3) • Service Operation Management (3) • Logistics Management (3) • Supply Chain Management (3) • Social Media and Web Analytics (3) * • Basics of Crypto currency & Block chain (3) * • Digital Platforms and Data Monetization (3) * • Advanced Data Analysis (3) * 	<ul style="list-style-type: none"> • Green IT (1.5) • Marketing of IT Products and Services (3) • Cloud Computing and Cloud migration (1.5) • Societal impact of Information technology (3) • Software Project Management (1.5) • Supply Chain Management (3) • Modeling for Decision Making (3) • Project Management (3) • IoT and Emerging Technologies (3) * • Leveraging Machine Learning using 	<ul style="list-style-type: none"> • Technology Ventures (3) • Cyber Security (3) • Business Process Management (3) • IT Strategic Outsourcing (1.5) • Agile Program Management (1.5) • Business Dynamics of IT Industry (1.5) • Business Analysis (3) • Intelligent Transport System and GIS (1.5) • Business Blueprinting and implementing SCM in business (3) # • Project Management (3) • Supply chain analytics (3) • Operations Strategy (3)

		Python (1.5) * • Technology in Finance- Fintech (3) * • Predictive Analytics (3) * • Visual Analytics (3) * • Advanced Data Analysis (3) *	• Big Data Strategy and Technology Innovation (3) * • AI concepts and Applications in Business (3) *
	No. of full Credits to be chosen:15	No. of full Credits to be chosen:15	No. of full Credits to be chosen:15
Compulsory Workshop		Corporate Governance (1.5)\$	
2020-2021	Total No. of Credits: 22.5	Total No. of Credits: 15	Total No. of Credits: 15

Total No. of Credits: 54

Summer Internship: Non-credit compulsory course.

Prerequisite course is Supply Chain Management.

\$ Corporate Governance (1.5) - Students can opt for it in either of the Trimesters subject to availability of seats.

* These courses will be considered for Data analytics.

Students will also have access to Interdisciplinary courses offered by schools under SVKM's NMIMS as per University norms.

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 80 min. Areas may have essential workshops/ **MOOC** which will be compulsory for students concentrating in those areas.