

**SVKM'S NMIMS, School of Business Management**  
**Master of Business Administration (MBA): Second Year (2023-2024)**

|                                   | Trimester IV  | Trimester V   | Trimester VI   |
|-----------------------------------|---|---|--|
| Compulsory Courses                | <ul style="list-style-type: none"> <li>• CAPSTONE® Business Simulation (3)</li> <li>• Summer Internship</li> </ul>  |   |  |
| Business Environment and Strategy | <ul style="list-style-type: none"> <li>• Business Models and Planning (3)</li> <li>• Infrastructure Consulting and Management (3)</li> <li>• Innovation Management (3)</li> <li>• Managing Turnaround Strategies (3)</li> <li>• Strategic perspectives in Indian businesses (3)</li> <li>• Strategy, Value Creation and Management (3)</li> </ul> | <ul style="list-style-type: none"> <li>• Competency Building for Consulting (3)</li> <li>• Corporate Governance (3)</li> <li>• International Business Management (3)</li> <li>• Management Consulting (3)</li> <li>• Public Policy (3)</li> <li>• Social Entrepreneurship and Consulting (3)</li> <li>• Strategic Alliance (3)</li> </ul> | <ul style="list-style-type: none"> <li>• Entrepreneurship Management (3)</li> <li>• Intellectual Property Rights (3)</li> <li>• Management &amp; Measurement of Social Impact (3)</li> <li>• Strategy Lab-Managing Disruption &amp; Hyper competition (3)</li> </ul>   |
| Communication                     | <ul style="list-style-type: none"> <li>• Advanced Negotiation Skills (3)</li> </ul>   | <ul style="list-style-type: none"> <li>• Intercultural and Strategic Communication (3)</li> <li>• Storytelling for Business (3)</li> </ul>  | <ul style="list-style-type: none"> <li>• Communication and Leadership through Literature (3)</li> <li>• Leadership Communication Through Neuro Linguistic Programming (3)</li> <li>• Persuasive communication (3)</li> </ul>   |
| Economics                         | <ul style="list-style-type: none"> <li>• Applied Macroeconomics (3)</li> <li>• Emerging Market Economies (3)</li> </ul>   | <ul style="list-style-type: none"> <li>• Econometric Methods for Decision Making (3)</li> <li>• Economics for Business Policy (3)</li> <li>• Industrial Organization (3)</li> </ul>   | <ul style="list-style-type: none"> <li>• Behavioral Economics (3)</li> <li>• Game theory and its application (3)</li> </ul>  |
| Finance Area                      | <ul style="list-style-type: none"> <li>• Commercial Bank Management (3)</li> <li>• Financial Analysis and Business Valuation (3)</li> <li>• Futures and Options (3)</li> <li>• Investment Analysis and Portfolio Management (3)</li> <li>• Strategic Cost Management (3)</li> <li>• Strategic Financial Management (3)</li> </ul>                 | <ul style="list-style-type: none"> <li>• Behavioral Finance (3)</li> <li>• Fixed Income Securities (3)</li> <li>• Mergers and Acquisitions (3)</li> <li>• Private Equity and Venture Finance (3)</li> <li>• Project Finance (3)</li> <li>• Sustainable Finance (3)</li> </ul>   | <ul style="list-style-type: none"> <li>• Alternative Investments and Hedge Funds (3)</li> <li>• Consumer Finance (3)</li> <li>• Financial Risk Management (3)</li> <li>• International Banking and Finance (3)</li> <li>• Managing Corporate Financial Distress (3)</li> <li>• Structured Finance (3)</li> </ul> |

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|--|--|--|---|
|  |  |  | <ul style="list-style-type: none"> <li>• Wealth Management (3)</li> <li>• Wholesale and Retail Financing (3)</li> </ul>   |
| Human Resource and Behavioral Sciences | <ul style="list-style-type: none"> <li>• Managing High Performance (3)</li> <li>• Strategic HRM (3)</li> </ul>   | <ul style="list-style-type: none"> <li>• Building Resilient Organizations: Managing Crisis and Transformation (3)</li> <li>• Driving Business Outcomes Through Total Rewards (1.5)</li> <li>• Strategic Leadership (1.5)</li> </ul>  | <ul style="list-style-type: none"> <li>• Emotional Intelligence-Developing Abilities for Superior Performance (3)</li> <li>• Talent Management (3)</li> <li>• Workplace Diversity, Equity and Inclusion (3)</li> </ul>      |
| Marketing Area                         | <ul style="list-style-type: none"> <li>• Behavioral Science and Marketing (3)</li> <li>• Brand Management (3)</li> <li>• Consumer Behaviour (3)</li> <li>• Integrated Marketing Communication (3)</li> <li>• Marketing Research (3)</li> <li>• Product Management and Marketing (3)</li> <li>• Sales and Channel Management (3)</li> </ul> | <ul style="list-style-type: none"> <li>• B2B Marketing (3)</li> <li>• International Marketing (3)</li> <li>• Qualitative Marketing Research (3)</li> <li>• Retail Marketing Management (3)</li> <li>• Service Marketing and Innovation (3)</li> <li>• Social Media Marketing (3)</li> <li>• Digital Marketing (3)</li> </ul> | <ul style="list-style-type: none"> <li>• Customer Relationship Management (3)</li> <li>• Marketing Analytics (3)</li> <li>• Marketing Strategy(3)</li> <li>• Rural Marketing (3)</li> <li>• Social marketing (3)</li> </ul> |

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|------------------------------|---|--|---|
| Operations and Data Sciences | <ul style="list-style-type: none"> <li>• Cryptocurrency and its applications (3)</li> <li>• Data Exploration &amp; Visualization (3)</li> <li>• Managing Cybersecurity Risks in the Information age (3)</li> <li>• Quality Management for Productivity and Performance Improvement (3)</li> <li>• Services Operations Management (3)</li> <li>• Social Networking and Web Analytics (3)</li> <li>• Supply Chain Management (3)</li> </ul> | <ul style="list-style-type: none"> <li>• Building Digital Business (3)</li> <li>• Digital Product Design &amp; Development (3)</li> <li>• Industry 4.0 for Resilient Operations (3)</li> <li>• Multivariate Data Analysis (3)</li> <li>• Project Management (3)</li> <li>• Technology in Finance - Fintech, Decentralized Finance (3)</li> </ul> | <ul style="list-style-type: none"> <li>• AI concepts and Applications in Business (3)</li> <li>• Applying Agile Concepts in Program Management (3)</li> <li>• Big Data on IoT (3)</li> <li>• Enterprise Risk Management (3)</li> <li>• Leveraging Machine Learning in Business Applications (3)</li> <li>• Operations Strategy (3)</li> <li>• Operations Analytics (3)</li> </ul> |
|                              | No. of full Credits Electives to be chosen:15   | No. of full Credits Electives to be chosen: 12   | No. of full Credits Electives to be chosen: 12  |
| Non Credit Workshop-Optional | Income Tax (6 hours)  |  |   |
| Total Credits                | <b>18</b>   | <b>12</b>  | <b>12</b>   |
| Total Courses                | <b>6</b>  | <b>4</b>   | <b>4</b>  |
| Year Total Credits           | <b>42</b>   |  |   |

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

Summer Internship: Non Credit Compulsory Course

However, the candidate needs to satisfactorily complete the project as an essential partial fulfilment 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 mins. Areas may have essential workshops/ MOOC, **which** will be compulsory for students concentrating in those areas.