

**SVKM's NMIMS, School of Business Management**  
**Master of Business Administration (MBA): Second Year (2022-2023)**

	Trimester IV	Trimester V	Trimester VI
Compulsory Courses	<ul style="list-style-type: none"> <li>• CAPSTONE® Business Simulation (3)</li> <li>• Corporate Sustainability (1.5)</li> <li>• Strategy Implementation (3)</li> <li>• Summer Internship</li> </ul>	Corporate Governance (1.5) \$	
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>• 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>• 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>• Information and Regulatory Economics (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Economics of Infrastructure Development and Management (3)</li> <li>• Game theory and its application (3)</li> <li>• Industrial Organization (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> </ul>	<ul style="list-style-type: none"> <li>• Behavioral Finance (3)</li> <li>• Financial Consulting (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>• Strategic Financial Management (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Alternative Investments and Hedge Funds (3)</li> <li>• Commodity Markets (3)</li> <li>• Consumer Finance (3)</li> <li>• Financial Risk Management (3)</li> <li>• Film and media financing (3)</li> <li>• Healthcare financing (3)</li> <li>• International Banking and Finance (3)</li> </ul>

			<ul style="list-style-type: none"> <li>• Managing Corporate Financial Distress (3)</li> <li>• Structured Finance (3)</li> <li>• Wholesale and Retail Financing (3)</li> <li>• Wealth Management (3)</li> </ul>
Human Resource and Behavioral Sciences	<ul style="list-style-type: none"> <li>• Diversity management (3)</li> <li>• Managing High Performance (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Driving Business Outcomes Through Total Rewards (1.5)</li> <li>• Driving Organizational Change: Strategies and Behavioral Interventions (3)</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>• Strategic HRM (3)</li> <li>• Talent Management (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>• Management and Marketing Lessons in Political Campaigns (3)</li> <li>• Marketing Analytics (3)</li> <li>• Marketing Strategy(3)</li> <li>• Rural Marketing (3)</li> <li>• Social marketing (3)</li> </ul>
Operations and Data Sciences	<ul style="list-style-type: none"> <li>• Basics of Crypto currency &amp; Block chain (3)</li> <li>• Digital Platforms and Data Monetization (3)</li> <li>• Digital Strategy for Transforming Business (3)</li> <li>• Managing Cybersecurity Risks in the Information age (3)</li> <li>• Modeling for Decision Making (3)</li> <li>• Multivariate Data Analysis: Techniques and Applications (3)</li> <li>• Quality Management for Productivity and Performance Improvement (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Industry 4.0 for Resilient Operations (3)</li> <li>• IoT Applications for New Business Market (3)</li> <li>• Leveraging Machine Learning in Business Applications (3)</li> <li>• Logistics Management (3)</li> <li>• Management Strategies for Enterprise Cloud Systems (3)</li> <li>• Marketing of IT Products and Services (3)</li> </ul>	<ul style="list-style-type: none"> <li>• AI concepts and Applications in Business (3)</li> <li>• Applied Simulation Modeling (3)</li> <li>• Applying Agile Concepts in Program Management (3)</li> <li>• Big Data and its Ecosystem (3)</li> <li>• Data Exploration &amp; Visualization (3)</li> <li>• Enterprise Risk Management (3)</li> <li>• Operations Strategy (3)</li> <li>• Technology application in SC processes (3)</li> <li>• Technology Ventures (3)</li> <li>• Supply chain analytics (3)</li> </ul>

	<ul style="list-style-type: none"> <li>• Services Operations Analytics (3)</li> <li>• Social Networking and Web Analytics (3)</li> <li>• Supply Chain Management (3)</li> </ul>	<ul style="list-style-type: none"> <li>• New Product Design &amp; Development For High Tech Product (3)</li> <li>• Project Management (3)</li> <li>• Technology Management in the Digital Age (3)</li> <li>• Technology in Finance - Fintech, Decentralized Finance (3)</li> </ul>	
	No. of full Credits Electives to be chosen:15	No. of full Credits Electives to be chosen: 15	No. of full Credits Electives to be chosen: 15
Non Credit Workshop-Optional	Income Tax (6 hours)		
Total Credits	22.5	15 / 16.5	15 / 16.5
Total Courses	8	5 / 6	5 / 6
Year Total Credits	<b>54</b>		

Summer Internship: Non-credit compulsory course.

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

**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.