

**SVKM's NMIMS , School of Business Management**

**Master of Business Administration (MBA): Second Year (2019-2020)**

	Trimester IV	Trimester V	Trimester VI
Compulsory Courses	<ul style="list-style-type: none"> <li>• Summer Internship **</li> <li>• Strategy Implementation (3)</li> <li>• CAPSTONE® Business Simulation (3)</li> </ul>		
Business Environment and Strategy	<ul style="list-style-type: none"> <li>• Infrastructure Consulting and Management (3)</li> <li>• Innovation Management (3)</li> <li>• Managing Turnaround Strategies (3)</li> <li>• Business Models and Planning (3)</li> <li>• Strategies for Transformation in a Digital World (3)</li> <li>• Strategy, Value Creation and Management (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Risk and Advisory Consulting (3)</li> <li>• Strategic Alliance (3)</li> <li>• Management Consulting (3)</li> <li>• Public Policy (3)</li> <li>• International Business Management (3)</li> <li>• Building &amp; Managing Networked Businesses (3)</li> <li>• Social Entrepreneurship and Consulting (3)</li> <li>• Strategic perspectives in Indian businesses (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Entrepreneurship and Venture Capital Management (3)</li> <li>• Intellectual Property Rights (3)</li> <li>• Strategy Lab-Managing Disruption &amp; Hyper competition (3)</li> <li>• Green Business Management (3)</li> <li>• Management &amp; Measurement of Social Impact (3)</li> </ul>
Communication	<ul style="list-style-type: none"> <li>• Negotiation Skills (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Intercultural and Strategic Communication(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>• Emerging Market Economies (3)</li> <li>• Applied Macroeconomics (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Econometric Methods for Decision Making (3)*</li> <li>• Advanced Microeconomics for Managerial Decisions (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Game theory and its application (3)</li> <li>• Economics of Infrastructure Development and Management (3)</li> </ul>
Finance Area	<ul style="list-style-type: none"> <li>• Fixed Income Securities (3)</li> <li>• Advanced Financial Statement Analysis and Reporting (3)</li> <li>• Mergers and Acquisitions (3)</li> <li>• Commercial Bank Management (3)</li> <li>• Investment Analysis and Portfolio Management (3)</li> <li>• Strategic Cost Management (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Futures and Options (3)</li> <li>• Mergers and Acquisitions (3)</li> <li>• Project Finance (3)</li> <li>• Private Equity and Venture Finance (3)</li> <li>• Investment Analysis and Portfolio Management (3)</li> <li>• Strategic Financial Management (3)</li> <li>• Financial Consulting (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Structured Finance (3)</li> <li>• Alternative Investments and Hedge Funds (3)</li> <li>• Managing Corporate Financial Distress (3)</li> <li>• Wealth Management (3)</li> <li>• Commodity Markets (3)</li> <li>• Financial Risk Management (3)*</li> <li>• Wholesale and Retail Financing (3)</li> <li>• Private Equity and Venture Finance (3)</li> </ul>

	<ul style="list-style-type: none"> <li>• Strategic Financial Management (3)</li> </ul>	<ul style="list-style-type: none"> <li>• International Finance (3)</li> <li>• Behavioral Finance (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Film and media financing (3)</li> <li>• Healthcare financing (3)</li> </ul>
Human Resource and Behavioral Sciences	<ul style="list-style-type: none"> <li>• Managing High Performance (3)</li> <li>• Diversity management (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Redefining rewards and incentives (1.5)</li> <li>• Leadership Crucible (1.5)</li> <li>• Driving Organizational Change: Strategies and Behavioral Interventions (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic HRM (3)</li> <li>• Talent Management (3)</li> <li>• Emotional Intelligence-Developing Abilities for Superior Performance (3)</li> </ul>
Information System	<ul style="list-style-type: none"> <li>• New Dimensions of SCM &amp; CRM analytics (3)</li> <li>• Social Media and Web Analytics (3)*</li> <li>• Artificial Intelligence and Cognitive Computing (3)</li> <li>• Business Analysis (3)</li> <li>• Digital Strategy for Transforming Business (3)</li> <li>• Societal impact of Information technology (3)</li> <li>• Basics of Crypto currency &amp; Block chain (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Green IT (1.5)</li> <li>• Marketing of IT Products and Services (3)</li> <li>• Intelligent Transport System and GIS (1.5)</li> <li>• Cloud Computing and Cloud migration (1.5)</li> <li>• IoT and Emerging Technologies (3)</li> <li>• Leveraging Machine Learning using Python (1.5)</li> <li>• Technology in Finance- Fintech (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Technology Ventures (3)</li> <li>• Cyber Security (3)</li> <li>• Big Data Strategy and Technology Innovation (3)</li> <li>• Business Process Management(3)</li> <li>• Digital Platforms and Data Monetization (3)</li> <li>• IT Strategic Outsourcing (1.5)</li> <li>• Agile Program Management (1.5)</li> <li>• Generating Business Value through IT (3)</li> <li>• Business Dynamics of IT Industry (1.5)</li> <li>• Knowledge Management (1.5)</li> </ul>
Marketing Area	<ul style="list-style-type: none"> <li>• Consumer Behaviour (3)</li> <li>• Marketing Research (3)*</li> <li>• Sales Management (3)</li> <li>• Integrated Marketing Communication (3)</li> <li>• Services Marketing (3)</li> <li>• Brand Management (3)</li> <li>• Distribution (3)</li> <li>• Digital Marketing (3)</li> </ul>	<ul style="list-style-type: none"> <li>• International Marketing (3)</li> <li>• Sales Management (3)</li> <li>• Marketing of Financial Services (3)</li> <li>• B2B Marketing (3)</li> <li>• Brand Management (3)</li> <li>• Retail Marketing (3)</li> <li>• Social Media Marketing (3)</li> <li>• Content Marketing Strategy (1.5)</li> <li>• Marketing Finance (1.5)</li> </ul>	<ul style="list-style-type: none"> <li>• Marketing Analytics (3)*</li> <li>• Rural Marketing (3)</li> <li>• Innovations in Marketing (3)</li> <li>• Customer Relationship Management (3)</li> <li>• Sales Promotion (3)</li> <li>• Social marketing (3)</li> <li>• B2B Marketing (3)</li> <li>• Marketing Strategy (3)</li> </ul>
Operations and Decision Sciences	<ul style="list-style-type: none"> <li>• Advanced Data Analysis (3)*</li> <li>• Service Operation Management (3)</li> <li>• Logistics Management (3)</li> <li>• Supply Chain Management (3)</li> </ul>	<ul style="list-style-type: none"> <li>• Supply Chain Management (3)</li> <li>• Modeling for Decision Making (3)</li> <li>• Project Management (3)</li> <li>• Predictive Analytics (3)*</li> <li>• Visual Analytics (3)*</li> </ul>	<ul style="list-style-type: none"> <li>• Project Management (3)</li> <li>• Supply chain analytics (3)*</li> <li>• Operations Strategy (3)</li> </ul>

		<ul style="list-style-type: none"> <li>Advanced Data Analysis(3)*</li> </ul>	
	No. of full Credits to be chosen:15	No. of full Credits to be chosen:15	No. of full Credits to be chosen:15
2019-20	Total No. of Credits: 21	Total No. of Credits: 15	Total No. of Credits: 15
Total No. of Credits: 51			

**\* These courses will be considered for Analytics concentration**

\*\* Summer Internship: Non-credit compulsory course.

**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.

Program Chairperson

Assistant Registrar

Dy.Registrar (Mgmt.Education)

Associate Dean

Provost & Dean SBM