

**SVKM'S NMIMS - School of Business Management**

**Master of Business Management (MBA)**

**First Year (2024 - 2025) : Building Integrated Perspective of Management for Leadership**

|                      | <b>Trim I</b>   | <b>Trim II</b>  | <b>Trim III</b>   |
|----------------------|---|---|---|
|                      | <ul style="list-style-type: none"> <li>• Ethical Issues in Management (1.5)</li> <li>• Microeconomics (3)</li> <li>• Managerial Communication I (3)</li> <li>• Financial Accounting and Analysis (3)</li> <li>• Marketing Management 1 (3)</li> <li>• Organizational Behaviour 1(3)</li> <li>• Statistical Inference for Decision Making (3)</li> </ul> | <ul style="list-style-type: none"> <li>• Contract, Competition and Consumer Laws (1.5)</li> <li>• Industry and Competitive Landscape Analysis (1.5)</li> <li>• Macroeconomics (3)</li> <li>• Managerial Communication II (1.5)</li> <li>• Management Accounting (1.5)</li> <li>• Business Research Methods (1.5)</li> <li>• Marketing Management 2 (1.5)</li> <li>• Organizational Behaviour 2 (3)</li> <li>• Story-telling with Data (1.5)</li> <li>• Modelling &amp; Optimization for Business Decisions (3)</li> </ul> | <ul style="list-style-type: none"> <li>• Corporate Sustainability (3)</li> <li>• Strategic Management (3)</li> <li>• Business Communication &amp; Analysis (1.5)</li> <li>• Corporate Finance (3)</li> <li>• Human Resource Management (1.5)</li> <li>• Technology Enablers of Digital Business (3)</li> <li>• Production &amp; Operations Management (3)</li> <li><b>Elective: Any one of the following</b></li> <li>• Financial Markets and Modelling (3)</li> <li>• Sales and Channel Management (3)</li> <li>• Data Analytics for Business (3)</li> </ul> |
| Non Credit Workshops | <ul style="list-style-type: none"> <li>• Group Process Lab (Compulsory workshop - 4 hours)</li> <li>• Interview Skills ( Compulsory workshop - 3 hours)</li> </ul>  | Non-Credit Interest-Based workshops: (3 - hours) <ul style="list-style-type: none"> <li>• Speech Neutralisation for Global Audience</li> <li>• Applied Behavioural Design for Problem solving</li> </ul>  | <ul style="list-style-type: none"> <li>• Negotiations Skills &amp; Processes (Compulsory workshop -7 hours)</li> <li>• Train your Brain (Optional Workshop – 3 hours)</li> <li>• We- Care</li> <li>• Development Sector in India: Stakeholders, Skillsets and Opportunities (Compulsory 3 hours Workshop )</li> </ul>   |
| Total Credits        | 19.5  | 19.5  | 21  |
| Total Courses        | 7   | 10  | 8   |
| Year totalCredits    | 60  |   |   |

- [Each (3) credit will be of 20 sessions of 80 minutes each]
- [Each (1.5) credit will be of 10 sessions of 80 minutes each]

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