MAULANA AZAD NATIONAL INSTITUTE OF TECHNOLOGY, BHOPAL-462003

DEPARTMENT OF MANAGEMENT STUDIES

MASTER OF BUSINESS ADMINISTRATION (M.B.A.-PART TIME)

SCHEME OF STUDY (2025-2026)

SUBJECTCODE	SUBJECTNAME	CREDIT
FIRST SEMESTER		
MG1102	Basics of Statistics	2
MG1103	Organizational Behavior	3
MG1104	Human Resource Management	3
MG1105	Accounting for Managers	3
MG1106	Fundamentals of Marketing Management	3
MG1107	Microeconomics	3
SECOND SEMESTER		
MG1108	Business and Corporate Laws	3
MG1109	Management Information Systems	3
MG1110	E- Business	3
MG1202	Financial Management	3
MG1203	Macroeconomics	3
OPENELECTIVES		
MG1206	Business Research Methodology	2
MG1281	Design Thinking	3
MG1282	Intellectual Property Asset Management	3
MG1283	Technology Innovation and Management	3
THIRD SEMESTER		
MG1204	Business Ethics and Corporate Governance	3
MG1205	Operations Research	3
MG1207	Advanced Marketing Management	3
MG1208	Operations Management	3
MG2101	Managing Startups	3
MG2102	Strategic Management	3

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FOURTH SEMESTER		
MG2104	Statistics for Business Decisions	3
MG2201	Supply Chain Management	3
MG2202	Project Management	3
MG2203	International Business and Trade	3
MG2204	Dissertation	3
FIFTH SEMESTER		
MG2151	Integrated Marketing Communication	2
MG2152	Product and Brand Management	2
MG2153	Consumer Behaviour	2
MG2154	Digital Marketing	2
MG2161	Financial Derivative	2
MG2162	Financial Analytics	2
MG2163	Security Analysis and Portfolio Management	2
MG2164	International Finance Management	2
MG2171	Compensation and Benefits	2
MG2172	Industrial Relations	2
MG2173	Labour Laws	2
MG2174	Organizational Development and Change Management	2
SIXTH SEMESTER		
MG2251	Sales Management	2
MG2252	Marketing of Services	2
MG2253	Retail Marketing	2
MG2254	Industrial Marketing (B2B)	2
MG2261	Financial Markets and Institutions	2

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SCHEME OF STUDY (2025-2026)

MG2262	Mergers,Acquisitions and Corporate Restructuring	2
MG2263	Financial Risk Management	2
MG2264	Infrastructure Finance	2
MG2271	International Human Resource Management	2
MG2272	Organizational Work Life Balance	2
MG2273	Negotiation and Conflict Management	2
MG2274	Talent Management	2

LIST OF SPECIALIZATIONS

OPEN ELECTIVES:

INSTRUCTIONS:STUDENTS NEED TOPIC ANY THREE SPECIALIZATIONS PAPERS/COURSES FROM THE FOUR SPECIALIZATION/COURSES AVAILABLE IN MBA 2ND YEAR (SEMESTER III AND IV).

MARKETING MANAGEMENT:

COURSE CODE	COURSE NAME	SEM
MG2151	INTEGRATED MARKETING COMMUNICATION	III
MG2152	PRODUCT AND BRAND MANAGEMENT	III
MG2153	CONSUMER BEHAVIOUR	III
MG2154	DIGITAL MARKETING	III
MG2251	SALES MANAGEMENT	IV
MG2252	MARKETING OF SERVICES	IV
MG2253	RETAIL MARKETING	IV
MG2254	INDUSTRIAL MARKETING (B2B)	IV

FINANCIAL MANAGEMENT:

COURSE CODE	COURSE NAME	SEM
MG2161	FINANCIAL DERIVATIVE	III
MG2162	FINANCIAL ANALYTICS	III
MG2163	SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT	III
MG2164	INTERNATIONAL FINANCE MANAGEMENT	III
MG2261	FINANCIAL MARKETS AND INSTITUTIONS	IV
MG2262	MERGERS,ACQUISITIONS AND CORPORATE RESTRUCTURING	IV
MG2263	FINANCIAL RISK MANAGEMENT	IV
MG2264	INFRASTRUCTURE FINANCE	IV

HUMAN RESOURCE MANAGEMENT:

COURSE CODE	COURSE NAME	SEM
MG2171	COMPENSATION AND BENEFITS	III
MG2172	INDUSTRIAL RELATIONS	III
MG2173	LABOUR LAWS	III
MG2174	ORGANIZATIONAL DEVELOPMENT AND CHANGE MANAGEMENT	III
MG2271	INTERNATIONAL HUMAN RESOURCE MANAGEMENT	IV
MG2272	ORGANIZATIONAL WORK LIFE BALANCE	IV
MG2273	NEGOTIATION AND CONFLICT MANAGEMENT	IV
MG2274	TALENT MANAGEMENT	IV