

# DETAIL SYLLABUS FOR 1ST YEARS PGDM PROGRAMME

## 1st Trimester

Code	Theory	Credit
PGDC-101	Organizational Structure & Design	2.0
PGDC-102	Individual and Group Behavior in Organization	3.0
PGDC-103	Marketing Management-I	4.0
PGDC-104	Micro Economics for Managers	3.0
PGDC-105	Financial Reporting	2.0
PGDC-106	Financial Management	2.0
PGDC-107	Business Statistics	3.0
PGDC-108	Managerial Computing	3.0
PGDL-101	Business Communication Lab - I	1.5
PGDL-102	Managerial Computing Lab	1.5
<b>Total</b>		<b>25</b>

## 2nd Trimester

Code	Theory	Credit
PGDC-201	Marketing Management-II	4.0
PGDC-202	Financial Statement Analysis	2.0
PGDC-203	Strategic Cost Management	2.0
PGDC-204	Human Resource Management	3.0
PGDC-205	Research Methodology	3.0
PGDC-206	Operations Research	2.0
PGDC-207	Macro-Economic Analysis & Policy	3.0
PGDC-208	Business Information System	3.0
PGDL-201	Business Communication Lab - II	1.5
PGDL-202	Data Analysis Lab	1.5
<b>Total</b>		<b>25</b>

## 3rd Trimester

Code	Theory	Credit
PGDC-301	Marketing Management-III	3.0
PGDC-302	Banking Management	3.0

PGDC-303	Capital Investment Decisions	2.0
PGDC-304	Economic Environment of Business	3.0
PGDC-305	Leadership and Team Building	3.0
PGDC-306	Business Negotiation Skills	2.0
PGDC-307	Operations Management	3.0
PGDC-308	Basic of SAP	2.0
PGDL-301	Business Communication Lab - III	1.5
PGDL-302	Research Lab	1.5
Total		<b>24</b>
<b>Grand Total</b>		<b>74</b>

## DETAIL SYLLABUS FOR 2ND YEARS PGDM PROGRAMME

### 4th Trimester

Code	Theory	Credit
PGDS-401	Summer Internship Project Presentation	3.0
PGDC-401	Strategic Management	3.0
PGDC-402	Logistics and Supply Chain Management	1.5
PGDL-401	Managerial Communication Lab	1.5
<b>Elective Group-A</b>	Elective-I	3.0
	Elective-II	3.0
	Elective-III	3.0
	Elective-IV	3.0
<b>Elective Group-B</b>	Elective-I	3.0
	Elective-II	3.0
<b>Total</b>		<b>27</b>

### 5th Trimester

Code	Theory	Credit
PGDC-501	Business Law	2.0
PGDC-502	Ethics, Corporate Governance and Social Responsibility	2.0
PGDC-503	Spirituality Management	1.0

<b>Elective Group-A</b>	Elective-V	3.0
	Elective-VI	3.0
	Elective-VII	3.0
	Elective-VIII	3.0
<b>Elective Group-B</b>	Elective-III	3.0
	Elective-IV	3.0
<b>Total</b>		<b>23</b>

#### 6th Trimester

Code	Theory	Credit
PGDS-601	Dissertation	5.0
<b>Total</b>		<b>5.0</b>

<b>TOTAL CREDIT (1st Year PGDM)</b>	<b>74</b>
<b>TOTAL CREDIT (2nd Year PGDM)</b>	<b>55</b>
<b>GRAND TOTAL CREDIT (PGDM)</b>	<b>129</b>

## ELECTIVES: MARKETING MANAGEMENT

CODE	4TH TRIMESTER	CODE	5TH TRIMESTER
PGDE-411	Consumer Behavior	PGDE-511	Product and Brand Management
PGDE-412	Advertising Management	PGDE-512	Service Marketing
PGDE-413	Sales and Distribution Management	PGDE-513	Strategic Marketing
PGDE-414	Retail Marketing	PGDE-514	International Marketing
PGDE-415	Rural Marketing	PGDE-515	Customer Relationship Management

## FINANCIAL MANAGEMENT

CODE	4TH TRIMESTER	CODE	5TH TRIMESTER
PGDE-421	Corporate Finance	PGDE-521	Financial Derivative
PGDE-422	Financial Services	PGDE-522	Micro Finance & Rural Banking
PGDE-423	Security Analysis & Portfolio Management	PGDE-523	Business valuation & Financial Modeling
PGDE-424	International Finance	PGDE-524	Corporate Restructuring
PGDE-425	Financial Planning & Wealth Management	PGDE-525	Project Planning & Control

## HUMAN RESOURCE MANAGEMENT

CODE	4TH TRIMESTER	CODE	5TH TRIMESTER
PGDE-431	Industrial Relations	PGDE-531	Human Resource Development
PGDE-432	Labour Laws	PGDE-532	Talent Management
PGDE-433	Compensation Management	PGDE-533	Strategic HR
PGDE-434	Human Resource Planning	PGDE-534	Organisation Change & Development
PGDE-435	Performance Management System	PGDE-535	International HRM

## INFORMATION SYSTEM

CODE	4TH TRIMESTER	CODE	5TH TRIMESTER
PGDE-441	RDBMS	PGDE-541	Enterprise Resource Planning
PGDE-442	Software Management	PGDE-542	E-Business
PGDE-443	Business Functions & Process	PGDE-543	Object oriented program with Java
PGDE-444	Computer Aided Management	PGDE-544	Information Security & Cyber Law

PGDE-445	Business Communications & Networking	Data &	PGDE-545	Business Modeling and Simulation
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## OPERATIONS MANAGEMENT

CODE	4TH TRIMESTER	CODE	5TH TRIMESTER
PGDE-451	Technology Management	PGDE-551	Service Operations Management
PGDE-452	Project Management	PGDE-552	Logistics Management
PGDE-453	Materials Management	PGDE-553	Six Sigma
PGDE-454	Supply Chain Management	PGDE-554	Innovation and R&D Management
PGDE-455	Total Quality Management	PGDE-555	Management of Physical Assets

## BANKING MANAGEMENT

CODE	4TH TRIMESTER	CODE	5TH TRIMESTER
PGDE-461	Monetary & Fiscal Policy System in India	PGDE-561	Corporate Banking
PGDE-462	Accounting & Finance for Bankers	PGDE-562	Foreign Exchange & Financing of international Trade
PGDE-463	Legal and Regulatory Aspects of Banking	PGDE-563	Treasury Management & ALM
PGDE-464	Rural Banking	PGDE-564	Credit Analysis & NPA Management
PGDE-465	Retail Banking & Marketing of Financial Products	PGDE-565	Customer Service Management in Bank

## LOGISTICS AND SUPPLY CHAIN MANAGEMENT

CODE	4TH TRIMESTER	CODE	5TH TRIMESTER
PGDE-471	Supply Chain Management	PGDE-571	Logistics and Distribution Management
PGDE-472	Project Operations Management	PGDE-572	Customer Relationship Management

PGDE-473	Supply Chain IT Network Design	PGDE-573	Advanced Supply Chain Management
PGDE-474	Demand and Forecasting Planning	PGDE-574	Logistics Technology & e-SCM
PGDE-475	Principles of Logistics Management	PGDE-575	Business Logistics & Transport Management

## ENTERPRISE RESOURCE PLANNING-SAP

CODE	4TH TRIMESTER	CODE	5TH TRIMESTER
PGDE-481	Enterprise Resource Planning Systems	PGDE-581	E-Business
PGDE-482	Business Process Engineering	PGDE-582	Object oriented program with Java
PGDE-483	Data Communication and Networking	PGDE-583	Information Security & Cyber Law
PGDE-484	Emerging Technology	PGDE-584	SAP - Cloud Computing
PGDE-485	SAP Functional Module-I (SD-I, FICO-I, HR-I)	PGDE-585	SAP Functional Module-II (SD-II, FICO-II, HR-II)

### N.B

1. A student will have to opt for total number of twelve elective papers in 4th and 5th trimester taken together from all the groups.
2. A student will have to select four papers from any one of the elective groups (i.e. 1, 2, 3, 4, 5, 6, 7 and 8) and two papers from other groups in both 4th and 5th trimester. The combinations are represented in the matrix form for the more clarification.

## COMBINATION MATRIX

COMBINATION-1		COMBINATION-2	
Four elective papers out of 5 papers	Two elective papers Out of rest 7 groups	Four elective papers out of 5 papers	Two elective papers Out of rest 7 groups
1. Marketing	1. Finance	1. Finance	1. Marketing
	1. HRM		1. HRM

	1. IT		1. IT
	1. OM		1. OM
	1. BM		1. BM
	1. LSCM		1. LSCM
	1. ERP-SAP		1. ERP-SAP
<b>COMBINATION-3</b>		<b>COMBINATION-4</b>	
Four elective papers out of 5 papers	Two elective papers Out of rest 7 groups	Four elective papers out of 5 papers	Two elective papers Out of rest 7 groups
1. HRM	1. Marketing	1. IT	1. Marketing
	1. Finance		1. Finance
	1. IT		1. HRM
	1. OM		1. OM
	1. BM		1. BM
	1. LSCM		1. LSCM
	1. ERP-SAP		1. ERP-SAP
<b>COMBINATION-5</b>		<b>COMBINATION-6</b>	
Four elective papers out of 5 papers	Two elective papers Out of rest 7 groups	Four elective papers out of 5 papers	Two elective papers Out of rest 7 groups
1. OM	1. Marketing	1. BM	1. Marketing

	1. Finance		1. Finance
	1. HRM		1. HRM
	1. IT		1. IT
	1. BM		1. OM
	1. LSCM		7. LSCM
	1. ERP-SAP		8. ERP-SAP
<b>COMBINATION-7</b>		<b>COMBINATION-8</b>	
Four elective papers out of 5 papers	Two elective papers Out of rest 7 groups	Four elective papers out of 5 papers	Two elective papers Out of rest 7 groups
1. LSCM	1. Marketing	1. ERP-SAP	1. Marketing
	1. Finance		1. Finance
	1. HRM		1. HRM
	1. IT		1. IT
	1. OM		1. OM
	1. BM		6. BM
	8. ERP-SAP		7. LSCM