

FULL-TIME PROGRAMME IN NATIONAL ECONOMIC PLANNING AND ENTREPRENEURSHIP

(also making students eligible for MBA Degree from IMI. Brussels)

COURSE LIST AND CREDIT DISTRIBUTION

FIRST TRIMESTER	30 CREDITS	ACADEMIC AREA
1. Quantitative Methods for Business Decisions	4 Credits	Operations
2. Statistical Methods for Business Decisions	4 Credits	Operations
3. Marketing Management	3 Credits	Marketing
4. Managerial Accounting in Decision Making	4 Credits	Accounting
5. Management Information for Decision Making	2 Credits	Entrepreneurship
6. Executive Communication	2 Credits	Leadership & Strategy
7. Organization Behavior	2 Credits	Leadership & Strategy
8. Micro Economics	2 Credits	Economics & Public Policy
9. Human Resource Systems-I	2 Credits	HR Management
10. Organizational Event Analysis for Experiential Learning	2 Credits	Entrepreneurship
11. Business Law	1 Credit	Entrepreneurship
12. Comparative Economic Systems	1 Credit	Economics & Public Policy
13. System Essentials	1 Credit	IT Management
SECOND TRIMESTER	30 CREDITS	
1. Operations Research & Decision Models	3 Credits	Operations
2. Consumer Behavior	2 Credits	Entrepreneurship
3. OB & HRD	2 Credits	Leadership & Strategy
4. Financial Management	2 Credits	Finance
5. Advertising Management	2 Credits	Strategic Marketing
6. Sales Management	2 Credits	Strategic Marketing
7. Product & Brand Management	2 Credits	Strategic Marketing
8. Management Information System & KM	2 Credits	Information Systems
9. Managerial Economics	2 Credits	Economics & Public Policy
10. Executive Communication	2 Credits	Leadership & Strategy
11. National Economic Planning	2 Credits	Economics & Public Policy
12. Global Economics & International Planning	2 Credits	Economics & Public Policy
13. Macro Economics	2 Credits	Economics & Public Policy
14. Human Resource Systems-II	1 Credit	HR Management
15. Industrial Law	1 Credit	Entrepreneurship
16. Company Law	1 Credit	Entrepreneurship
INDUSTRY INTERNSHIP	10 CREDITS	
GOTA	10 CREDITS	
THIRD TRIMESTER	30 CREDITS	
1. Entrepreneurship & Small Business Management	4 Credits	Entrepreneurship
2. Executive Communication	2 Credits	Leadership & Strategy
3. Services Marketing	2 Credits	Strategic Marketing
4. Organization Development	2 Credits	Leadership & Strategy
5. Business Policy & Competitive Strategy	2 Credits	Leadership & Strategy
6. Economic Environment of Business	1 Credit	Economics & Public Policy
7. Marketing Strategy	1 Credit	Strategic Marketing
8. Welfare Economics	1 Credit	Economics & Public Policy
TOTAL	15 CREDITS	
<p>Additionally in this trimester students have to choose a combination of one Elective and one Super Specialisation from the following options:</p>		
FINANCE ELECTIVE	12 CREDITS	
1. Securities Analysis & Portfolio Management	3 Credits	
2. Insurance & Banking	2 Credits	
3. FOREX Management	2 Credits	
4. Advanced Accounting	2 Credit	
5. Indian Financial System	1 Credit	
6. Management of Financial Services	1 Credit	
7. Financial Modelling using MS Excel	1 Credit	

HR ELECTIVE	12 CREDITS
1. Training & Development	4 Credits
2. Group Dynamics	4 Credits
3. Manpower Planning	2 Credits
4. Compensation Management	2 Credits

SUPER SPECIALISATION - LEADERSHIP & STRATEGY	3 CREDITS
1. Managing Strategic Partnerships and Alliances	1 Credit
2. Strategic Talent Management	1 Credit
3. Negotiation Analysis	1 Credit

SUPER SPECIALISATION – INTERNATIONAL MARKETING	3 CREDITS
1. International Marketing	2 Credits
2. International Marketing Research	1 Credit

SUPER SPECIALISATION – OPERATIONS & SCM	3 CREDITS
1. Global Operation Management	1 Credit
2. Logistic and Supply Chain Management	1 Credit
3. Operations Strategy	1 Credit

SUPER SPECIALISATION – IT & MIS	3 CREDITS
1. Business Intelligence Using Data Mining	1 Credit
2. Strategic Innovation Management	1 Credit
3. Strategies for Managing Networked Businesses	1 Credit

SUPER SPECIALISATION - ENTREPRENEURSHIP	3 CREDITS
1. Planning an Entrepreneurial Venture	1 Credit
2. Business Valuation Using Financial Statements	1 Credit
3. Capital Raising Strategies In Corporations	1 Credit

SUPER SPECIALISATION - WEALTH MANAGEMENT (Conducted by NUS Extension, Singapore)	3 CREDITS
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SUPER SPECIALISATION - FINANCE	3 CREDITS
Only for students who take HR elective.	
Students can choose any combination of 3 credits from the Finance elective	

SUPER SPECIALISATION - HR	3 CREDITS
Only for students who take Finance elective.	
Students can choose any combination of 3 credits from the HR elective	

FOURTH TRIMESTER	30 CREDITS	
1. Marketing Research	2 Credits	Strategic Marketing
2. TQM & Production Mgmt	2 Credits	Operations
3. Rural & Social Marketing	1 Credit	Strategic Marketing
4. Retail Management	1 Credit	Strategic Marketing
5. Business Ethics	1 Credit	Entrepreneurship
6. Distribution Management	1 Credit	Operations
7. CRM	1 Credit	Strategic Marketing
8. Business to Business Marketing	1 Credit	Strategic Marketing
9. Database and Hi -Tech Marketing	1 Credit	Strategic Marketing
TOTAL	11 CREDITS	

Additionally in this trimester students have to choose a combination of one Elective and one Super Specialisation from the following options:

FINANCE ELECTIVE	16 CREDITS
1. Mergers & Acquisitions	4 Credits
2. Multinational Business Finance	2 Credits
3. Strategic Corporate Finance	2 Credits
4. Derivatives, Options & Futures	2 Credits
5. Corporate Tax	2 Credits
6. Project Appraisal	2 Credits
7. Corporate Accounts	2 Credits

HR ELECTIVE	16 CREDITS
1. Strategic HR	4 Credits
2. Work Psychology	4 Credits
3. Performance Management & Appraisal System	4 Credits
4. Cross Culture Management	2 Credits
5. International HRM	2 Credits

SUPER SPECIALISATION - WEALTH MANAGEMENT **3 CREDITS**
(Conducted by NUS Extension, Singapore)

SUPER SPECIALISATION – INTERNATIONAL MARKETING	3 CREDITS
1. Export Procedures and Documentation	2 Credits
2. India's Foreign Trade	1 Credit

SUPER SPECIALISATION – OPERATIONS & SCM	3 CREDITS
1. Outsourcing and IT Based Businesses	1 Credit
2. Service Operations Management	1 Credit
3. Revenue Management and Pricing	1 Credit

SUPER SPECIALISATION – IT & MIS	3 CREDITS
1. Financial Valuation of Technology Business	1 Credit
2. Technology & Strategic Consulting	1 Credit
3. Mobile Policy and M-Commerce	1 Credit

SUPER SPECIALISATION - ENTREPRENEURSHIP	3 CREDITS
1. New Product Development	1 Credit
2. Investing in Private Equity	1 Credit
3. Micro Finance	1 Credit

SUPER SPECIALISATION - LEADERSHIP & STRATEGY	3 CREDITS
1. Gender & Leadership	1 Credit
2. Great Leadership Strategies and Visioning	2 Credits

SUPER SPECIALISATION - FINANCE **3 CREDITS**
Only for students who take HR elective.
Students can choose any combination of an additional 3 credits from the Finance elective

SUPER SPECIALISATION - HR **3 CREDITS**
Only for students who take Finance elective.
Students can choose any combination of an additional 3 credits from the HR elective

FIFTH TRIMESTER (PROJECT TRIMESTER) **24 CREDITS**

In this trimester students need to choose a combination of any 4 subject areas and submit detailed projects under the guidance of subject faculties:

1. Sales Management	Strategic Marketing
2. Financial Management	Finance
3. Industrial Relations	HR Management
4. Advertising Management	Strategic Marketing
5. Organization Behavior and Human Resource Development	Leadership & Strategy
6. Operations Research	Operation
7. Industrial Research	Strategic Marketing
8. Information Technology	IT Management

SIXTH TRIMESTER **36 CREDITS**

1. Thesis	36 Credits
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