

Faculty of Commerce & Management
SOE, IMBA (BATCH : 2021-24) CORE and DSE Subjects

SOE, IMBA (BATCH : 2021-24) CORE and DSE Subjects										Theory				Theory (Internal)				Practical				Practical (Internal)				Overall Pass Marks	Scheme of Examinations (Theory+Internal +Practical+Oral +Theory+Internal +Practical)	
Sr. No.	Semester	Subject Code	Nomenclature	Theory/ Practical	Core/ AECC/ VAC/ DSE/ MGE	For ERP	Credits			Theory		Theory (Internal)		Demonstration	Practical		Practical (Internal)		Project/Laboratory Work	Midterm	Conduct/Demonstration	Max	Pass	Total				
							L	T	P	Max	Pass	Max	Pass		Viva-voce	Max	Pass	Attendance										
1	1	06110101	Managerial Economics	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
2	1	06110102	Essentials of Management	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
3	1	06110103	Business Statistics	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
4	1	06110104	Accounting for Managers	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
5	1	--	MGE	Theory	MGE	MGE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
6	1	--	AECC	Theory	AECC	AECC	2	0	0	2	30	12	10	5	5	20	8							50	20	Theory + Internal		
7	1	--	VAC	Theory	VAC	VAC	2	0	0	2	30	12	10	5	5	20	8							50	20	Theory + Internal		
8	2	06110201	Marketing Management	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
9	2	06110202	Business Law	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
10	2	06110203	Organizational Behaviour	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
11	2	06110204	Fundamentals of Business Research Methods	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
12	2	--	MGE	Theory	MGE	MGE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
13	2	--	AECC	Theory	AECC	AECC	2	0	0	2	30	12	10	5	5	20	8							50	20	Theory + Internal		
14	2	--	VAC	Theory	VAC	VAC	2	0	0	2	30	12	10	5	5	20	8							50	20	Theory + Internal		
15	3	06110301	Human Resource Management	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
16	3	06110302	Application of Business Research Method	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
17	3	06110303	Financial Management	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
18	3	06110304	Production and Operations Management	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
19	3	--	MGE	Theory	MGE	MGE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
20	3	--	AECC	Theory	AECC	AECC	2	0	0	2	30	12	10	5	5	20	8							50	20	Theory + Internal		
21	3	--	VAC	Theory	VAC	VAC	2	0	0	2	30	12	10	5	5	20	8							50	20	Theory + Internal		
22	4	06110401	Entrepreneurship Development	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
23	4	06110402	Corporate Governance	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
24	4	06110403	Project Planning and Management	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
25	4	06110404	Operation Research	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
26	4	--	MGE	Theory	MGE	MGE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
27	4	--	AECC	Theory	AECC	AECC	2	0	0	2	30	12	10	5	5	20	8							50	20	Theory + Internal		
28	4	--	VAC	Theory	VAC	VAC	2	0	0	2	30	12	10	5	5	20	8							50	20	Theory + Internal		
29	5	06110501	Strategic Management	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
30	5	06110502	Industry Reviewed Project Report	Practical	Core	Core	0	0	6	6	0	0	0	0	0	0	0	100	100	40				50	20	150	40	Theory + Internal Practical + Internal
31	5	06110503	Consumer Behaviour	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
32	5	06110504	Sales & Distribution Management	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
33	5	06110505	Tax Laws & Planning	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
34	5	06110506	Marketing of Financial Services/Products	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
35	5	06110507	Human Resource	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
36	5	06110508	Legal Dimensions of International Business	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
37	5	06110508	International Human Resource Management	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		
38	5	06110509	Entrepreneurship	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16							100	40	Theory + Internal		

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							L	T	P	Max	Pass	Midterm	Assignment	Professional Activities	Max	Pass	Demonstration/Presentation	Viva-voce	Max	Pass	Attendance	Project/Laboratory Work	Midterm	Conduct/Demonstration			Max	Pass
37	5	06110509	Entrepreneurial Strategy	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
38	5	06110510	Lean Start-Up	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			International Business																									
39	5	06110511	Industrial Relations & Labour Law	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
40	5	06110512	Strategic Human Resource Management	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Operations																									
41	5	06110513	Quality Management & Business Excellence	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
42	5	06110514	World Class Manufacturing	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Practical																									
43	6	06110601	Dissertation	Practical	Core	Core	0	0	6	6	0	0	0	0	0	0	0	100	100	40						150	60	Practical + Internal
44	6	06110602	International Business	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Marketing																									
45	6	06110603	Marketing Strategy	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
46	6	06110604	Google Data Analyst	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Finance																									
47	6	06110605	Projects Finance	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
48	6	06110606	Digital Banking	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			International Business																									
49	6	06110607	International Marketing Research	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
50	6	06110608	International Supply Chain Management and Logistics	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Entrepreneurship																									
51	6	06110609	Management of Intellectual Property Rights	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
52	6	06110610	Creativity and Innovation	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Human Resource																									
53	6	06110611	Talent Acquisition & Management	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
54	6	06110612	Human Capital Management	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Operations																									
55	6	06110613	Service Operation Management	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
56	6	06110614	Product Planning Control	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Practical																									
57	7	06110701	Industry Reviewed Project Report	Practical	Core	Core	0	0	6	6	0	0	0	0	0	0	0	100	100	40						150	60	Practical + Internal
58	7	06110702	Business Analytics	Theory	Core	Core	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
59	7	06110703	Business Analytics Lab	Practical	Core	Core	0	0	0	2	0	0	0	0	0	0	0									100	40	Practical + Internal
			Marketing																									
60	7	06110704	Digital and Social Media Marketing	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
61	7	06110705	Customer Relationship Management	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Finance																									
62	7	06110706	Corporate Restructuring, Merger and Acquisitions	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
63	7	06110707	Investment Analysis and Portfolio Management	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			International Business																									
64	7	06110708	Export and Import Documentation	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
65	7	06110709	International Business Finance	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
			Entrepreneurship																									
66	7	06110710	Entrepreneurial Finance	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal
67	7	06110711	Entrepreneurial Marketing	Theory	DSE	DSE	4	0	0	4	60	24	20	10	10	40	16									100	40	Theory + Internal

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		UG, MBA (BATCH - 2021-24) CORE and DSE Subjects																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
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68	7	06110712	Human Resource																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													

Important Note:

1. MGE, AECC & VAC will be selected from university umbrella.

2. (For 5th, 6th 7th and 8th Semester only) Discipline Specific Electives (DSE): Select any TWO Electives from the area of Finance / Human Resources / Marketing/International Business/ Entrepreneurship / Analytics / Operations. Under the selected each Elective, choose any TWO DSEs.

Prof. Dr. Gurugram
 SGT University
 Budhera, Gurugram

Dean
 Faculty of Commerce & Management
 SGT University
 Budhera, Gurugram