



BRAINWARE UNIVERSITY
SCHOOL OF MANAGEMENT & COMMERCE
DEPARTMENT OF MANAGEMENT
Master of Business Administration - 2023

SEMESTER – I

Course Code	Course Name	L – T – P	Credit(s)	Total Marks
MBA101	Managerial Economics	3-0-0	3	100
MBA102	Business Communication	2-1-0	3	100
MBA103	Legal and Business Environment	2-1-0	3	100
MBA104	Financial Reporting, Statements and Analysis	2-1-0	3	100
MBA105	Management Process and Organizational Behaviour	2-1-0	3	100
MBA106	Business Statistics and Analytics for Decision Making	2-1-0	3	100
MBA107	E-Commerce and Digital Markets	2-1-0	3	100
MBA191	Computer Application for Business	0-0-6	3	100
	Total		24	800

SEMESTER – II

Course Code	Course Name	L – T – P	Credit(s)	Total Marks
MBA201	Banking and Financial Markets and Services	2-1-0	3	100
MBA202	Marketing Management	2-1-0	3	100
MBA203	Production and Operations Management	2-1-0	3	100
MBA204	Human Resources Management	2-1-0	3	100
MBA205	Corporate Strategy	2-1-0	3	100
MBA206	Business Research Methods	2-1-0	3	100
MBA207	Corporate Finance	2-1-0	3	100
MBA208	Quantitative Techniques	2-1-0	3	100
	Total		24	800



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SEMESTER – III

Course Code	Course Name	L - T - P	Credits	Total Marks
MBA301	Entrepreneurship & Corporate Social Responsibility	2-1-0	3	100
MBA302	Logistics and Supply Chain Management	2-1-0	3	100
MBA391	Internship and Project Report		6	100
Specialization -Marketing				
MM301	Sales Analytics and Distribution Management	3-1-0	4	100
MM302	Retail Management	3-1-0	4	100
MM303	Product and Brand Management	3-1-0	4	100
Specialization -Finance				
FM301	Financial Analytics	3-1-0	4	100
FM302	Investment Analysis and Portfolio Management	3-1-0	4	100
FM303	Valuation (Securities and Firms)	3-1-0	4	100
Specialization – Human Resource Management				
HR301	HR Analytics	3-1-0	4	100
HR302	Manpower Planning, Recruitment and Selection	3-1-0	4	100
HR303	Performance and Compensation Management System	3-1-0	4	100
Specialization- (MINOR) (ANY ONE)				
MM301	Sales Analytics and Distribution Management	3-1-0	4	100
FM301	Financial Analytics	3-1-0	4	100
HR301	HR Analytics	3-1-0	4	100
SM301	Database Management	3-1-0	4	100
	Total		28	700



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SEMESTER – IV

Course Code	Course Name	L - T - P	Credits	Total Marks
MBA401	Project Management	2-1-0	3	100
MBA481	Grand Viva		6	100
Specialization -Marketing				
MM401	Consumer Behaviour	3-1-0	4	100
MM402	Rural Marketing	3-1-0	4	100
MM403	Services Marketing	3-1-0	4	100
Specialization -Finance				
FM401	Mergers, Acquisitions and Corporate Restructuring	3-1-0	4	100
FM402	Financial Derivatives and International Finance	3-1-0	4	100
FM403	Taxation	3-1-0	4	100
Specialization – Human Resource Management				
HR401	Organization Change and Development	3-1-0	4	100
HR402	Strategic Human Resource Management	3-1-0	4	100
HR403	Team Dynamics at Work	3-1-0	4	100
Specialization- (MINOR) (ANY ONE)				
MM403	Services Marketing	3-1-0	4	100
FM403	Taxation	3-1-0	4	100
HR403	Team Dynamics at Work	3-1-0	4	100
SM401	Data Management and Analytics	3-1-0	4	100
	Total		25	600

Total Credits: 101
Total Marks: 2900