

PGDM TRIMESTER I

CODE	PAPER	CREDITS
PGC101	Marketing Management I	3
PGC102	Management Accounting I	3
PGC103	Business Law I	1.5
PGC104	Organizational Behaviour I	3
PGC105	Business Communications I	1.5
PGC106	Human Resource Management	3
PGC107	Managerial Economics	3
PGC108	Quantitative Techniques	3
PGC109	Computer Applications In Management	3
	Total Credit	[24]

PGDM TRIMESTER II

PGC201	Marketing Management II	3
PGC202	Management Accounting II	3
PGC203	Business Law II	1.5
PGC204	Organizational Behaviour II	3
PGC205	Business Communications II	1.5
PGC206	Financial Management I	3
PGC207	Operations Research	3
PGC208	Research Methodology	3
PGC209	Macro Economics	3
PGC210	Management Information System	3
	Total Credit	[27]

PGDM TRIMESTER III

PGC301	Financial Management II	CORE
PGC302	Production and Operations Management	
PGC303	Business Environment	
PGC304	Strategic Management	
PGM01	Consumer Behaviour	MKT
PGM09	Sales & Distribution Management	
PGH01	Advance Human Resource Management	HR
PGH02	Compensation Management	
PGF01	Commercial Bank Management	FIN
PGF02	Derivatives and Risk Management	
PGS01	Database Management System	IT
PGS02	Data warehouse and Data Mining	

PGR01	Retail Marketing Research	RETAIL
PGR02	Marketing Concepts in Retailing	

PGDM TRIMESTER IV

PGC401	Entrepreneurship Development	CORE
PGC402	Corporate Governance	
PGC403	Designing and Managing Supply Chain	
PGM04	International Marketing	MKT
PGM05	Marketing Research	
PGM06	Marketing of Services	
PGH03	Industrial Relations	HR
PGH04	Labour Legislation	
PGH05	International & Strategic HRM	
PGF03	Financial Services	FIN
PGF04	International Finance	
PGF05	International Financial Systems & Markets	
PGR03	Mall Management	RETAIL
PGR04	Retail Branding & Strategy	
PGR05	Retail Operations Management	
PGS03	System Analysis & Design	IT
PGS04	Network Technology and Management	
PGS05	Web Technology and CRM	

PGDM TRIMESTER V

PGC501	International Business and Negotiation	CORE
PGC502	Leadership Development	
PGC503	Business Ethics and CSR	
PGM07	Product & Brand Management	MKT
PGM08	Rural marketing	

PGM02	Customer Relationship Management	
PGH06	Manpower Planning	HR
PGH07	Performance Management	
PGH08	Training & Development	
PGF06	Security Analysis & Portfolio Management	FIN
PGF07	Strategic Corporate Finance	
PGF08	Treasury Financial Planning & WM	
PGR06	Emerging Retail Sectors & Challenges	RETAIL
PGR07	Entreprise Resource Planning	
PGS06	Internet & Visual Basic	IT
PGS07	E- Commerce	

PGDM TRIMESTER VI

PGC601	Major Research Project
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