

**DEPARTMENT OF MANAGEMENT STUDIES
INDIAN INSTITUTE OF TECHNOLOGY ROORKEE**

Program Code : **XXX Master of Business Administration**
 Department : **Department of Management Studies**
 Year : **I**
 Model : **1-A**

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-------------------------|--------------|--|--------------|-------------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| Term-I (Autumn) | | | | | | | | | |
| 1. | BMC-501 | Principles and Practice of Management | PCC | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 2. | BMC-502 | Managerial Economics | PCC | 2.0 | 4 | 0 | 0 | 3 | 0 |
| 3. | BMC-503 | Financial Accounting | PCC | 2.0 | 3 | 1 | 0 | 3 | 0 |
| 4. | BMC-504 | Marketing Management-1 | PCC | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 5. | BMC-505 | Business Statistics | PCC | 2.0 | 2 | 0 | 2 | 2 | 0 |
| 6. | BMC-506 | IT and Organisation | PCC | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 7. | | Social Science Course | SSC | - | - | - | - | - | - |
| | | Total | | 10.5 | | | | | |
| Term-II (Autumn) | | | | | | | | | |
| 1. | BMC-507 | Managerial Communication | PCC | 1.5 | 0 | 0 | 3 | 0 | 0 |
| 2. | BMC-508 | Marketing Management-2 | PCC | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 3. | BMC-509 | Organisational Behaviour | PCC | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 4. | BMC-510 | Management Accounting | PCC | 2.0 | 3 | 1 | 0 | 3 | 0 |
| 5. | BMC-511 | Production and Operations Management-1 | PCC | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 6. | BMC-512 | Business Environment | PCC | 1.5 | 2 | 1 | 0 | 2 | 0 |
| 7. | | Social Science Course | SSC | 2.0 | 0 | 0 | 4 | 0 | 0 |
| | | Total | | 11.5 | | | | | |

**DEPARTMENT OF MANAGEMENT STUDIES
INDIAN INSTITUTE OF TECHNOLOGY ROORKEE**

Program Code : **XXX Master of Business Administration**
 Department : **Department of Management Studies**
 Year : **I**
 Model : **1-A**

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|--------------------------|--------------|--|--------------|-------------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| Term-III (Spring) | | | | | | | | | |
| 1. | BMC-513 | Production and Operations Management-2 | PPI | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 2. | BMC-514 | Financial Management | PPI | 2.0 | 3 | 1 | 0 | 3 | 0 |
| 3. | BMC-515 | Operations Research | PPI | 1.5 | 2 | 1 | 0 | 2 | 0 |
| 4. | BMC-516 | Digital Transformation | PPI | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 5. | BMC-517 | Strategic Management-1 | PPI | 2.0 | 4 | 0 | 0 | 3 | 0 |
| 6. | | Science, Technology, and Advanced Research-tools | STAR | - | - | - | - | - | - |
| 7. | BMC-700 | Seminar | SEM | 2.0 | - | - | - | - | - |
| | | Total | | 10.5 | | | | | |
| Term-IV (Spring) | | | | | | | | | |
| 1. | BMC-518 | Strategic Management-2 | PPI | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 2. | BMC-519 | Human Resource Management | PPI | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 3. | BMC-520 | Business Research Methods | PPI | 1.5 | 2 | 1 | 0 | 2 | 0 |
| 4. | BMC-521 | Data Science for Managers | PPI | 1.5 | 0 | 0 | 3 | 0 | 2 |
| 5. | BMC-522 | Legal Aspect of Business | PPI | 1.5 | 3 | 0 | 0 | 2 | 0 |
| 6. | | Science, Technology, and Advanced Research-tools | STAR | 3.0 | - | - | - | - | - |
| | | Total | | 10.5 | | | | | |

**DEPARTMENT OF MANAGEMENT STUDIES
INDIAN INSTITUTE OF TECHNOLOGY ROORKEE**

Program Code : **XXX Master of Business Administration**
 Department : **Department of Management Studies**
 Year : **II**
 Model : **1-A**

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-------------------------|--------------|--|--------------|-------------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| Term-V (Autumn) | | | | | | | | | |
| 1. | BMC-523 | Capstone Project | Project | 1.5 | 0 | 0 | 6 | 0 | 0 |
| 2. | BMC-691 | Internship Social Activity | ISA | 2.0 | - | - | - | - | - |
| 3. | | Program Elective-I | PPI | 1.5 | - | - | - | - | - |
| 4. | | Program Elective-II | PPI | 1.5 | - | - | - | - | - |
| 5. | | Program Elective-III | PPI | 1.5 | - | - | - | - | - |
| 6. | | Program Elective-IV | PPI | 1.5 | - | - | - | - | - |
| | | Total | | 9.5 | | | | | |
| Term-VI (Autumn) | | | | | | | | | |
| 1. | BMC-692 | Internship Social Activity ⁺⁺ | ISA | 1.0 | - | - | - | - | - |
| 2. | | Program Elective-V | PPI | 1.5 | - | - | - | - | - |
| 3. | | Program Elective-VI | PPI | 1.5 | - | - | - | - | - |
| 4. | | Program Elective-VII | PPI | 1.5 | - | - | - | - | - |
| 5. | | Program Elective-VIII | PPI | 1.5 | - | - | - | - | - |
| 6. | | Program Elective-IX | PPI | 1.5 | - | - | - | - | - |
| 7. | | Program Elective-X | PPI | 1.5 | - | - | - | - | - |
| | | Total | | 10.0 | | | | | |

**DEPARTMENT OF MANAGEMENT STUDIES
INDIAN INSTITUTE OF TECHNOLOGY ROORKEE**

Program Code : **XXX Master of Business Administration**
 Department : **Department of Management Studies**
 Year : **II**
 Model : **1-A**

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|---------------------------|--------------|-----------------------|--------------|------------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| Term-VII (Spring) | | | | | | | | | |
| 1. | | Program Elective-XI | PEC | 1.5 | - | - | - | - | - |
| 2. | | Program Elective-XII | PEC | 1.5 | - | - | - | - | - |
| 3. | | Program Elective-XIII | PEC | 1.5 | - | - | - | - | - |
| 4. | | Program Elective-XIV | PEC | 1.5 | - | - | - | - | - |
| 5. | | Program Elective-XV | PEC | 1.5 | - | - | - | - | - |
| | | Total | | 7.5 | | | | | |
| Term-VIII (Spring) | | | | | | | | | |
| 1. | BMC-601 | Project | PROJECT | 6.0 | - | - | - | - | - |
| | | Total | | 6.0 | | | | | |

| Summary | | | | | | | | |
|--------------------------------|-----------|------|------|------|-----|------|-----|-----|
| Term | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Term-wise Total Credits | 10.5 | 11.5 | 10.5 | 10.5 | 9.5 | 10.0 | 7.5 | 6.0 |
| Total Credits | 76 | | | | | | | |

- * SSC(Term 1&2) and STAR (Term 3&4) course will be conducted across two terms.
- ++ This 1 credit will be evaluated on the basis of participation in workshops organized for the topics under managerial skill enhancement basket.
- Award of specialisation: A student must earn 10 credits for a specialisation.
- Credit requirements for the specialisation will be completed using PECs/ STAR/ 8th term Project.

Master of Business Administration
Program Elective Courses

Open Electives

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-----------------|--------------|---|--------------|---------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| 1. | BML-501 | Knowledge Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 2. | BML-502 | Entrepreneurship Development | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 3. | BML-503 | Industrial Waste Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 4. | BML-504 | Management of Large Systems | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 5. | BML-505 | Environment Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 6. | BML-506 | Advanced Optimization Techniques for Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 7. | BML-507 | Basics of Management of Information | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 8. | BML-508 | Soft Computing Techniques for Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 9. | BML-509 | Technology Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 10. | BML-510 | Sustainable Development Goals | PEC | 1.5 | 3 | 0 | 0 | 2 | - |

Managerial Skills Enhancement Basket

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-----------------|--------------|--|--------------|---------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| 1. | BML-586 | Business Ethics | PEC | 0 | - | - | - | - | - |
| 2. | BML-587 | Hands on Experience on Product Development Tools | PEC | 0 | - | - | - | - | - |
| 3. | BML-588 | Working with Spreadsheet | PEC | 0 | - | - | - | - | - |
| 4. | BML-589 | Innovation and Creativity | PEC | 0 | - | - | - | - | - |

Note: A student has to complete courses of this basket which will be non-credit but part of transcript.

Master of Business Administration

Program Elective Courses

Specialization Electives

(1) Human Resource Management

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-----------------|--------------|---|--------------|---------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| 1. | BML-511 | Human Resource Planning and Development | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 2. | BML-512 | Organisational Development | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 3. | BML-513 | Labour Legislation and Industrial Relations | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 4. | BML-514 | Career Planning and Performance Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 5. | BML-515 | Training and Talent Development | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 6. | BML-516 | Competency Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 7. | BML-517 | Management of Change | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 8. | BML-518 | Managing Innovation and Creativity | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 9. | BML-519 | Management of Self and Interpersonal Dynamics | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 10. | BML-520 | Strategic Human Resource Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 11. | BML-521 | Human Resource Analytics | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 12. | BML-522 | Training of Trainers | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 13. | BML-523 | Leadership and Team Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 14. | BML-524 | Talent Acquisition and Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 15. | BML-525 | Future of Work | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 16. | BML-526 | Managing Workforce Diversity | PEC | 1.5 | 3 | 0 | 0 | 2 | - |

Master of Business Administration

Program Elective Courses

Specialization Electives

(2) Operations

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-----------------|--------------|--|--------------|---------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| 1. | BML-527 | Manufacturing Strategy | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 2. | BML-528 | Service Operations Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 3. | BML-529 | Supply Chain Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 4. | BML-530 | Supply Chain Analytics | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 5. | BML-531 | Operations Analytics | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 6. | BML-532 | Project Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 7. | BML-533 | Essential AI for Managers | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 8. | BML-534 | Advanced AI for Managers | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 9. | BML-535 | Game Theory for Strategic Advantage | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 10. | BML-536 | Quality Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 11. | BML-537 | Queuing Systems and Simulation | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 12. | BML-538 | Advanced Quality Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 13. | BML-539 | Case Studies in Application of Decision Models | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 14. | BML-540 | Circular Supply Chain for Sustainability | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 15. | BML-541 | Industrial Internet of Things for Managers | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 16. | BML-542 | Spreadsheet Modelling | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 17. | BML-543 | Business Analytics | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 18. | BML-544 | Logistics Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 19. | BML-545 | Logistics Analytics | PEC | 1.5 | 3 | 0 | 0 | 2 | - |

Master of Business Administration

Program Elective Courses

Specialization Electives

(3) Information Technology

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-----------------|--------------|---|--------------|---------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| 1. | BML-546 | Management of Information Technology | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 2. | BML-547 | Enterprise Business Applications | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 3.* | BML-548 | Information Technology Project Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 4. | BML-549 | Software Engineering and Management of Software Development | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 5. | BML-550 | Design of On-Line Systems | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 6. | BML-551 | Decision Support and Experts Systems | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 7. | BML-552 | Business Process Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 8.* | BML-553 | Electronic Commerce and Applications | PEC | 1.5 | 3 | 0 | 0 | 2 | - |

***These courses are in PEC basket of MBA specializations i.e. Information System and Marketing & Information System and Operations.**

Master of Business Administration

Program Elective Courses

Specialization Electives

(4) Marketing

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-----------------|--------------|-------------------------------------|--------------|---------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| 1. | BML-554 | Consumer Behavior Analysis | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 2. | BML-555 | Brand Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 3. | BML-556 | Integrated Marketing Communications | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 4. | BML-557 | Sales and Distribution Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 5. | BML-558 | Pricing Strategies | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 6. | BML-559 | Business to Business Marketing | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 7. | BML-560 | Services Marketing | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 8. | BML-561 | Digital Marketing | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 9. | BML-562 | Global Marketing Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 10. | BML-563 | Retail Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 11. | BML-564 | Rural Marketing | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 12. | BML-565 | Marketing Strategy | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 13. | BML-566 | AI in Marketing | PEC | 1.5 | 2 | 0 | 1 | 2 | 1 |
| 14. | BML-567 | International Business | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 15. | BML-568 | Product Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |

Master of Business Administration

Program Elective Courses

Specialization Electives

(5) Financial

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-----------------|--------------|--|--------------|---------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| 1. | BML-569 | Basics of Quantitative Finance | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 2. | BML-570 | Working Capital Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 3. | BML-571 | Security Analysis and Portfolio Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 4. | BML-572 | Indian Financial System | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 5. | BML-573 | International Corporate Finance | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 6. | BML-574 | Financial Engineering | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 7. | BML-575 | Applications of Quantitative Finance | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 8. | BML-576 | Financial Risk Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 9. | BML-577 | Financial Modelling | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 10. | BML-578 | Banking and Bank Finance | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 11. | BML-579 | Modern Financial Markets and Market Microstructure | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 12. | BML-580 | Behavioral Finance | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 13. | BML-581 | Business Valuation | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 14. | BML-582 | Infrastructure and Project Finance | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 15. | BML-583 | Money and Central Banking | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 16. | BML-584 | Fintech | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 17. | BML-585 | Foreign Exchange Risk Management | PEC | 1.5 | 3 | 0 | 0 | 2 | - |

Master of Business Administration

Program Elective Courses

Specialization Electives

(6) Information System

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-----------------|--------------|--|--------------|---------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| 1. | BML-533 | Essential AI for Managers | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 2. | BML-534 | Advanced AI for Managers | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 3. | BML-535 | Game Theory for Strategic Advantage | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 4. | BML-539 | Case Studies in Application of Decision Models | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 5. | BML-541 | Industrial Internet of Things for Managers | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 6. | BML-542 | Spreadsheet Modelling | PEC | 1.5 | 3 | 0 | 0 | 2 | - |
| 7. | BML-543 | Business Analytics | PEC | 1.5 | 3 | 0 | 0 | 2 | - |

Social Sciences Course Basket

| Teaching Scheme | | | | | Contact Hours/Week | | | Exam Duration | |
|-----------------|--------------|------------------------------------|--------------|---------|--------------------|---|---|---------------|-----------|
| S.No. | Subject Code | Course Title | Subject Area | Credits | L | T | P | Theory | Practical |
| 1. | BMS-501 | Human Resource Management | SSC | 2 | 2 | 0 | 0 | - | - |
| 2. | BMS-502 | Essentials of Marketing Management | SSC | 2 | 2 | 0 | 0 | - | - |