

JODHPUR INSTITUTE OF ENGINEERING & TECHNOLOGY
TWO Year Full Time
MBA Programme
Teaching & Examination Scheme

I Year - I Semester

S. No.	Category	Course		Contact hrs/week			Marks			Cr	
		Code	Course Title	L	T	P	Exam Hrs.	IA	ETE		Total
1	PCC	M-101	Fundamentals of Management	3	0	0	3	30	70	100	3
2		M-102	Organizational Behavior	3	0	0	3	30	70	100	3
3		M-103	Managerial Economics	3	0	0	3	30	70	100	3
4		M-104	Accounts for Managers	3	0	0	3	30	70	100	3
5		M-105	Business Environment	3	0	0	3	30	70	100	3
6		M-106	Quantitative Techniques	3	0	0	3	30	70	100	3
7		M-107	Human Values	3	0	0	3	30	70	100	3
		Sub Total		21	0	0				700	21
PRACTICAL & SESSIONAL											
7		M-108	Business Communication and Technical Writing Skills Lab	0	0	3	3	60	40	100	3
8	PCC	M-109	Computer Application Lab	0	0	3	3	60	40	100	3
9	PS	M-110	Practice School - I	0	0	3	3	60	40	100	3
		M-111	Personality Development Skills	0	0	3	-	100	-	-	0
		Sub- Total								300	9
		TOTAL OF I SEMESTER		21	0	12				1000	30

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I Year - II Semester

S. No.	Category	Course		Contact hrs/week			Marks			Cr	
		Code	Course Title	L	T	P	Exam Hrs.	IA	ETE		Total
1	PCC	M- 201	Human Resource Management	3	0	0	3	30	70	100	3
2		M- 202	Marketing Management	3	0	0	3	30	70	100	3
3		M- 203	Financial Management	3	0	0	3	30	70	100	3
4		M- 204	Research Methodology	3	0	0	3	30	70	100	3
5		M- 205	Operation Research	3	0	0	3	30	70	100	3
6		M- 206	Entrepreneurship Development and Innovation Management	3	0	0	3	30	70	100	3
		Sub Total		18	0	0				600	18
PRACTICAL & SESSIONAL											
7	PCC	M- 207	Seminar on Contemporary Issues	0	0	3	3	60	40	100	3
8		M- 208	Data Science Lab	0	0	3	3	60	40	100	3
9	PS	M- 209	Practice School - II	0	0	3	3	60	40	100	3
		M 210	PSD	0	0	3	3	100	-	0	0
		Sub- Total		0	0	12				300	9
		TOTAL OF II SEMESTER		18	0	12				900	27

MBA Programme Teaching & Examination Scheme

2nd Year - III Semester

Dual Specialization is proposed:

Six Subjects (Three from each group) the student will get specialized in two Majors.

S N	Cate- gory	Course		Contact hrs/week			Marks				Cr
		Code	Title	L	T	P	Exam Hrs	IA	ETE	Total	
1	PCC	M -301	Business Policy and Strategic Management	3	0	0	3	30	70	100	3
2	PEC	3 subjects from any two elective groups	Elective I (First Group)	3	0	0	3	30	70	100	3
3			Elective II	3	0	0	3	30	70	100	3
4			Elective III	3	0	0	3	30	70	100	3
5			Elective I (Second Group)	3	0	0	3	30	70	100	3
6			Elective II	3	0	0	3	30	70	100	3
7			Elective III	3	0	0	3	30	70	100	3
			Sub Total	21	0	0				700	21
8	PS	M-309	Practice School - III	0	0	3	3	60	40	100	3
9	SI	M-310	Summer Internship	0	0	3	3	60	40	100	3
			Sub Total	0	0	6				200	6
			TOTAL OF III SEMESTER	21	0	6				900	27

P: Practical, Cr: Credits, ETE: End Term Exam, IA: Internal Assessment

List of Electives (III Semester)

SUBJECT CODE	FINANCE
FM-311	Security Analysis and Portfolio Management
FM-312	International Financial Management
FM-313	Indian Financial Markets and Services
FM-314	Strategic Cost Management and Control
FM-315	Mergers, Acquisitions and Corporate Restructuring
MARKETING	
MM-321	Integrated Marketing Communication
MM-322	Retail Management
MM-323	Sales Distribution and Logistics Management
MM-324	Product & Brand Management
MM-325	Business to Business marketing
MM-326	Strategic Marketing
HUMAN RESOURCE MANAGEMENT	
HR-331	Training & Organizational Development
HR-332	Strategic Human Resource Management
HR-333	Leadership, Change Management and Managerial Effectiveness
HR-334	Human Resource Planning and Compensation Management
HR-335	Recruitment and Selection
HR-336	Personality Development and business Etiquette
HR-337	Human Resource Development
BUSINESS INTELLIGENCE	
BI - 341	Introduction to Business Intelligence
BI-342	Management Information System
BI-343	Information Privacy, Security and IT Act
Bi-344	Decision Support System
BI-345	Data Base Management

**MBA Programme Teaching & Examination Scheme
2nd Year – IV Semester
Dual Specialization: Four subjects (two from each group).**

S N	Category	Course		Contact hrs/week			Marks				Cr
		Code	Title	L	T	P	Exam Hrs	IA	ETE	Total	
1	PCC	M-401	Business Ethics, Corporate Social Responsibility, and Indian Ethos	3	0	0	3	30	70	100	3
2		M-402	Project Management and Financing	3	0	0	3	30	70	100	3
3		M-403	Laws and Legal Environment for Business	3	0	0	3	30	70	100	3
4	PEC	2 subjects from any two elective groups	Elective I (First Group)	3	0	0	3	30	70	100	3
5			Elective II	3	0	0	3	30	70	100	3
6			Elective I (Second Group)	3	0	0	3	30	70	100	3
7			Elective II	3	0	0	3	30	70	100	3
			Sub Total	21	0	0				700	21
8	PS	M-409	Practice School - IV	0	0	3	3	60	40	100	3
9	PW	M-410	Project Work	0	0	3	3	60	40	100	3
			Sub Total	0	0	6				200	6
			TOTAL OF IV SEMESTER	21	0	6				900	27

P: Practical, Cr: Credits, ETE: End Term Exam, IA: Internal Assessment

List of Electives (IV Semester)

SUBJECT CODE	FINANCE
FM-411	Financial Derivatives and Risk Management
FM-412	Working Capital Management
FM-413	Management of Banking and Insurance
FM-414	Corporate Taxation
FM-415	International Regulatory Framework for Banks
	MARKETING
MM-421	Consumer Behavior & Market Research
MM-422	Marketing of Services
MM-423	International Marketing Management and Communication
MM-424	Rural Marketing
MM-425	Customer Relationship Management
	HUMAN RESOURCE MANAGEMENT
HR-431	Employment Laws
HR-432	Performance Management & Retention Strategies
HR-433	Stress Management
HR-434	International Human Resource Management
HR-435	Management of Conflict and Collaboration
	BUSINESS INTELLIGENCE
BA-441	Business Analytics
BA-442	Cloud Management
BA-443	E commerce and ERP
BA-444	Application of Machine Learning in Marketing