

MANAV RACHNA INTERNATIONAL INSTITUTE OF RESEARCH AND STUDIES													
(Deemed to be University under section 3 of the UGC Act 1956)													
School of Leadership and Management													
DEPARTMENT OF PG MANAGEMENT STUDIES													
MASTER OF BUSINESS ADMINISTRATION (DUAL)													
SEMESTER- I													
Course Type	Course Code	Title of Course	Pre-requisite Course, if any		Periods/Week				Marks			Duration of Exam	Credits
			Title	Code	L	T	P	Total	Continuous	End	Total		
									Evaluation	Semester			
										Examination			
Compulsory Courses													
Foundation	6.0LMP101C00	Digital Technologies & Systems			3	0	0	3	100	100	200	3 hrs	3
Core	6.0LMP101C01	Economics for Decision Making			3	0	0	3	100	100	200	3 hrs	3
Core	6.0LMP102C01	Accounting for Managers			3	0	0	3	100	100	200	3 hrs	3
Core	6.0LMP103C01	Managerial Statistics			3	0	0	3	100	100	200	3 hrs	3

Core	6.0 LMP104C01	Individual and Organization al Dynamics			3	0	0	3	100	100	200	3 hrs	3
Core	6.0LMP105C01	Marketing Managemen t I			3	0	0	3	100	100	200	3 hrs	3
Ability	6.0LMP101C04	Professional Developmen t-I			2	0	0	2	50	50	100	1 hr	2
Skill	6.0LMP101C05	Managerial Communicat ion-I			3	0	0	3	100	100	200	3 hrs	3
TOTAL					23	0	0	23	750	750	1500		23

MANAV RACHNA INTERNATIONAL INSTITUTE OF RESEARCH AND STUDIES													
(Deemed to be University under section 3 of the UGC Act 1956)													
School of Leadership and Management													
DEPARTMENT OF PG MANAGEMENT STUDIES													
MASTER OF BUSINESS ADMINISTRATION (DUAL)													
SEMESTER- II													
Course Type	Course Code	Title of Course	Pre-requisite Course, if any		Periods/Week				Marks			Duration of Exam	Credits
			Title	Code	L	T	P	Total	Continuo	End	Total		
									us				
									Evaluatio	Semester			
									on				
Compulsory Courses													
Foundati on	6.0LMP201C00	Research Methodolog y & Analysis			3	0	0	3	100	100	200	3 hrs	3
Core	6.0LMP201C01	Managing Human Resources			3	0	0	3	100	100	200	3 hrs	3
Core	6.0LMP202C01	Production & Operations Research			3	0	0	3	100	100	200	3 hrs	3
Core	6.0LMP203C01	Global Business Manageme nt			3	0	0	3	100	100	200	3 hrs	3

Core	6.0LMP204C01	Corporate Finance			3	0	0	3	100	100	200	3 hrs	3
Core	6.0LMP205C01	ESG for Business			2	0	0	2	100	100	200	3 hrs	2
Core	6.0LMP206C01	Marketing Manageme nt II			2	0	0	2	100	100	200	3 hrs	2
Ability	6.0LMP202C04	Capstone Project /Business Simulation -I			1	0	0	1	100	100	200	3 hrs	1
Ability	6.0LMP201C04	Professiona l Developme nt-II			2	0	0	2	50	50	100	1 hr	2
Skill	6.0LMP201C05	Managerial Communica tion-II			3	0	0	3	100	100	200	3 hrs	3
TOTAL					25	0	0	25	950	950	1900		25

MANAV RACHNA INTERNATIONAL INSTITUTE OF RESEARCH AND STUDIES															
(Deemed to be University under section 3 of the UGC Act 1956)															
School of Leadership and Management															
DEPARTMENT OF PG MANAGEMENT STUDIES															
MASTER OF BUSINESS ADMINISTRATION (DUAL)															
SEMESTER- III															
Course Type	Course Code	Title of Course			Pre-requisite Course, if any		Periods/Week				Marks			Duration of Exam	Credits
					Title	Code	L	T	P	Total	Continuou s	End	Total	(Hours)	
											Evaluation	Semester			
												Examination			
Compulsory Courses															
Core	6.5LMP101C01	Business Strategy					3	0	0	3	100	100	200	3 hrs	3
Ability	6.5LMP101C04	Professional Competency-I					2	0	0	2	100	100	200	3 hrs	2
Ability	6.5LMP102C04	Capstone Project/Business Simulation -II					1	0	0	1	100	100	200	3 hrs	1
Skill	6.5LMP101C05	Employability Skills-I					3	0	0	3	200	0	200	3 hrs	3
Internship	6.5LMP101C06	Summer Internship Project					3	0	0	3	100	100	200	3 hrs	3
Specialization 1		Elective 1					3	0	0	3	100	100	200	3 hrs	3
Specialization 1		Elective 2					3	0	0	3	100	100	200	3 hrs	3

Specialization 1		Elective 3				3	0	0	3	100	100	200	3 hrs	3
Specialization 2		Elective 1				3	0	0	3	100	100	200	3 hrs	3
Specialization 2		Elective 2				3	0	0	3	100	100	200	3 hrs	3
Specialization 2		Elective 3				3	0	0	3	100	100	200	3 hrs	3
TOTAL						30	0	0	30	1200	1000	2200	33 hours	30
Domain Specific Elective Courses **														
Specialization Basket: Marketing														
Discipline elective	6.5LMP101E02	Strategic Brand Management				3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP102E02	Integrated Marketing Communication				3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP103E02	Consumer Behaviour				3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP104E02	Service Marketing				3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP105E02	Customer Insights and Relationship management				3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP106E02	Business to Business Marketing				3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Finance														
Discipline elective	6.5LMP111E02	Investment Analysis and Portfolio Management				3	0	0	3	100	100	200	3 hrs	3

[illegible]

Discipline elective	6.5LMP141E02	Modelling Using Excel			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP142E02	Business Analytics with Python			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP143E02	Big Data Analytics			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP144E02	Business Analytics			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP145E02	Introduction to Business Intelligence			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP146E02	Predictive Analytics			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: International Business													
Discipline elective	6.5LMP131E02	International Marketing			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP132E02	Multinational Financial Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP133E02	Management of Strategic Alliances			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP134E02	Organization Structure and Dynamics for MNCs			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP135E02	International Supply Chain Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP136E02	Trade Logistics & Global sourcing			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Operations Management													

Discipline elective	6.5LMP181E02	Supply chain and Logistics Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP182E02	Quality Toolkit for Managers			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP183E02	Pricing and Revenue Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP184E02	Operations Strategy			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP185E02	Facility Planning			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP186E02	Procurement Management			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Event and Media Management													
Discipline elective	6.5LMP1101E02	Principles of Event and Media Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1102E02	Managing Sponsorships for Events			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1103E02	PR for Events and Media			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1104E02	Event Budgeting and Costing			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1105E02	Planning Marketing Communications for Events			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1106E02	Legal Aspects and Ethics in Events and Media			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Management Information Systems													

Discipline elective	6.5LMP1111E02	Enterprise Resource Planning			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1112E02	Software Project Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1113E02	Digital Innovation and Transformation			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1114E02	IT Consulting			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1115E02	E Commerce and Digital Marketing			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1116E02	Strategic Management of IT			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Healthcare Management													
Discipline elective	6.5LMP191E02	Hospital Facility Planning			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP192E02	Legal Aspects of Healthcare			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP193E02	Healthcare Economics and Finance			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP194E02	Biomedical Waste Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP195E02	Health and Hospital Information System			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP196E02	Quality Assurance for Healthcare – I			3	0	0	3	100	100	200	3 hrs	3

Specialization Basket: Entrepreneurship and Small Business Management													
Discipline elective	6.5LMP161E02	Strategies and Practices of Entrepreneurial Firms			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP162E02	Creativity, Innovation and Entrepreneurship			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP163E02	Managing Strategic Partnership and Negotiation			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP164E02	Regulatory and Legal Issues of Entrepreneurship			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP165E02	Entrepreneurial Finance			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP166E02	Entrepreneurial Marketing			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Waste Management													
Discipline elective	6.5LMP1121E02	Introduction to Waste Management and Sanitation			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1122E02	Waste Management Logistics and Export Procedures			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1123E02	Regulatory Framework and Environment Impact			3	0	0	3	100	100	200	3 hrs	3

Discipline elective	6.5LMP1124E02	Waste Management Banks			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1125E02	Hotel Waste Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1126E02	Biomedical Waste Management			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Aviation Management													
Discipline elective	6.5LMP1131E02	Airline and Airport Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1132E02	Airline Marketing Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1133E02	Airline Financial Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1134E02	Aviation Legal Environment			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1135E02	Aviation Safety And Accident Management System			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1136E02	Airline and Airport Operations			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Banking and Insurance Management													
Discipline elective	6.5LMP1141E02	Fintech and Financial Services			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1142E02	Project Financing			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1143E02	Managing HR for Banking and			3	0	0	3	100	100	200	3 hrs	3

		Financial Services											
Discipline elective	6.5LMP1144E02	Credit Evaluation, Monitoring and Recovery Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1145E02	Rural Markets for Financial Services			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP1146E02	Governance & Ethics of financial institutions			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Digital Marketing & E-Commerce													
Discipline elective	6.5LMP151E02	Fundamentals of Digital Marketing			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP152E02	Fundamentals of E-Commerce			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP153E02	Website Planning and Customer Interface			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP154E02	Search Engine Optimization (SEO)			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP155E02	Social Media Marketing			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP156E02	Content Marketing			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Logistics and Supply Chain Management													
Discipline elective	6.5LMP171E02	Introduction to Logistics and			3	0	0	3	100	100	200	3 hrs	3

[illegible]

MANAV RACHNA INTERNATIONAL INSTITUTE OF RESEARCH AND STUDIES														
(Deemed to be a University under section 3 of the UGC Act 1956)														
School of Leadership and Management														
DEPARTMENT OF PG MANAGEMENT STUDIES														
MASTER OF BUSINESS ADMINISTRATION (DUAL)														
SEMESTER- IV														
Course Type	Course Code	Title of Course	Pre-requisite Course, if any		Periods/Week				Marks			Duration of Exam	Credits	
			Title	Code	L	T	P	Total	Continuous	End	Total	(Hours)		
									Evaluation	Semester				
										Examination				
Compulsory Courses														
Ability	6.5LMP201C04	Professional Competency-II			2	0	0	2	100	100	200	3 hrs	2	
Ability	6.5LMP202C04	Entrepreneurship & Startups			3	0	0	3	100	100	200	3 hrs	3	
Skill	6.5LMP201C05	Employability Skills-II			3	0	0	3	200	0	200	3 hrs	3	
Dissertation	6.5LMP201C07	Final Dissertation/Project			3	0	0	3	100	100	200	3 hrs	3	
Specialization 1		Elective 1			3	0	0	3	100	100	200	3 hrs	3	
Specialization 1		Elective 2			3	0	0	3	100	100	200	3 hrs	3	
Specialization 2		Elective 1			3	0	0	3	100	100	200	3 hrs	3	
Specialization 2		Elective 2			3	0	0	3	100	100	200	3 hrs	3	
TOTAL					23	0	0	23	900	700	1500	24 hours	23	
Domain Specific Elective Courses **														
Specialization Basket: Marketing														

Discipline elective	6.5LMP201E02	Digital Marketing			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP202E02	Marketing to Base of the Pyramid			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP203E02	Retail Marketing Strategy			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP204E02	Managing Sales & Marketing Channels			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Finance													
Discipline elective	6.5LMP207E02	Corporate Restructuring and Valuation			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP208E02	Indian Financial Dynamics			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP209E02	Wealth Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP210E02	Behavioral Finance			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Human Resources and Organizational Behaviour													
Discipline elective	6.5LMP213E02	Coaching, Counseling and Mentoring			3	0	0	3	100	100	200	3 hrs	3

Discipline elective	6.5LMP214E02	Diversity, Equity, and Inclusion in organisations			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP215E02	Industrial Relations and Labour Laws			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP216E02	Artificial Intelligence and HR Analytics			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Business Analytics													
Discipline elective	6.5LMP225E02	Business Analytics using Data Mining			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP226E02	Business Analytics with R			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP227E02	Analytics for Market Strategies			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP228E02	Data Visualization using Tableau			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: International Business													
Discipline elective	6.5LMP219E02	Global Leadership Strategies and Acquisitions			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP220E02	International Trade Operations and Documentation			3	0	0	3	100	100	200	3 hrs	3

Discipline elective	6.5LMP221E02	Risks and FII in Global markets			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP222E02	International Trade Finance and Exposure			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Operations Management													
Discipline elective	6.5LMP249E02	Planning Sales Operations			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP250E02	Demand and Business Forecasting			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP251E02	Service Operations Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP252E02	Technology Management			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Event and Media Management													
Discipline elective	6.5LMP261E02	Event and Media Production & Logistics			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP262E02	Event and Media Research			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP263E02	Leveraging IT and Cyber Media for Events			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP264E02	Event Leadership and Team building			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Management Information Systems													
Discipline elective	6.5LMP267E02	Decision Support Systems			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP268E02	Data Mining for Business Decisions			3	0	0	3	100	100	200	3 hrs	3

Discipline elective	6.5LMP269E02	Information Security and Risk Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP270E02	Business Intelligence			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Healthcare Management													
Discipline elective	6.5LMP255E02	Quality Assurance for Healthcare- II			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP256E02	Healthcare Marketing and Medical Tourism			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP257E02	HR Practices in Healthcare			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP258E02	Health Insurance			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Entrepreneurship and Small Business Management													
Discipline elective	6.5LMP237E02	Managing Corporate Entrepreneurship			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP238E02	Planning and Structuring New Venture			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP239E02	Social Entrepreneurship			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP240E02	Technology Entrepreneurship			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Waste Management													

Discipline elective	6.5LMP273E02	E- Waste Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP274E02	Entrepreneurship in Waste Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP275E02	Reclamation, Remediation and Capping			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP276E02	Water Security			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Aviation Management													
Discipline elective	6.5LMP279E02	Strategic Airport Planning and Enterprise			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP280E02	Air Traffic Control			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP281E02	Aviation Resource Management			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP282E02	Logistics and Air Cargo Management			3	0	0	3	100	100	200	3 hrs	3
Specialization Basket: Banking and Insurance Management													
Discipline elective	6.5LMP285E02	International Financial Operations			3	0	0	3	100	100	200	3 hrs	3
Discipline elective	6.5LMP286E02	Regulatory framework for Banking and Insurance			3	0	0	3	100	100	200	3 hrs	3

[illegible]

*** Under Elective Courses, beside the mentioned Domain Specific Elective Courses, other Inter-disciplinary, Generic, Departmental Generic Elective, On-line Courses (MOOCs etc) and other approved courses shall be offered, which shall be notified well before start of the semester. The student shall be required and allowed to opt the courses out of offered courses as per maximum limit for maximum credits and for the category of Elective Courses under University Rules. The total number of credits to be undertaken from these courses is 9 (in the entire program duration).**

^^Details of Final Dissertation/ Project as per Appendix E

MANAV RACHNA INTERNATIONAL INSTITUTE OF RESEARCH AND STUDIES													
(Deemed to be a University under section 3 of the UGC Act 1956)													
School of Leadership and Management													
DEPARTMENT OF PG MANAGEMENT STUDIES													
MASTER OF BUSINESS ADMINISTRATION (DUAL)													
Departmental Generic Elective Courses													
Course Type	Course Code	Title of Course	Pre-requisite Course, if any		Periods/Week				Marks			Duratio n of Exam	Credit s
			Titl e	Cod e	L	T	P	Tota l	Continuou s	End	Tota l	(Hours)	
									Evaluation	Semester			
										Examination			
Generic Elective*	6.0LMP101E03	Data Analysis using Excel			3	0	0	3	100	100	200	3 hrs	3
Generic Elective*	6.0LMP102E03	IT Skills for Workplace			3	0	0	3	100	100	200	3 hrs	3
Generic Elective*	6.0LMP103E03	Social Media Communication			3	0	0	3	100	100	200	3 hrs	3
Generic Elective*	6.0LMP104E03	Strategic Negotiations Skills			3	0	0	3	100	100	200	3 hrs	3
Generic Elective*	6.0LMP105E03	Project Planning and Management			3	0	0	3	100	100	200	3 hrs	3
Generic Elective*	6.0LMP106E03	Quality Management Practices			3	0	0	3	100	100	200	3 hrs	3
Generic Elective*	6.0LMP107E03	Building High Performance Teams			3	0	0	3	100	100	200	3 hrs	3
Generic Elective*	6.0LMP108E03	Ethos, Values and Culture for Managers			3	0	0	3	100	100	200	3 hrs	3

Generic Elective*	6.0LMP109E03	Travel and Tourism Management			3	0	0	3	100	100	200	3 hrs	3
Generic Elective*	6.0LMP110E03	Leading Family Ventures			3	0	0	3	100	100	200	3 hrs	3
<p>* Under Elective Courses, beside the mentioned Domain Specific Elective Courses, other Inter-disciplinary, Generic, Departmental Generic Elective, On-line Courses (MOOCs etc) and other approved courses shall be offered, which shall be notified well before start of the semester. The student shall be required and allowed to opt the courses out of offered courses as per maximum limit for maximum credits and for the category of Elective Courses under University Rules. The total number of credits to be undertaken from these courses is 10 (in the entire program duration).</p>													