

Symbiosis Institute of Management Studies, Pune
Master of Business Administration
Programme Structure 2018-20

1.	OBJECTIVE	To provide high quality management education to students through advancement of knowledge in all business related disciplines and development of ethos of corporate professionalism in student managers.			
2.	DURATION (IN MONTHS)	24 (Full Time)			
3.	INTAKE	300			
4.	RESERVATION	I. Within the sanctioned intake	a) SC (In Percentage)	b) ST (In Percentage)	c) Differently abled (In Percentage)
			0	0	0
		II. Over and above the sanctioned intake	a) Kashmiri Migrants (In Seats)	b) International Students (In Percentage)	
			0	0	
5.	ELIGIBILITY	Candidate should be Graduate from any recognised University/ Institution of National Importance with a minimum of 50% marks or equivalent (45% or equivalent grade for Scheduled Caste / Scheduled Tribes or equivalent grade). Defence category candidates should be son/ daughter / spouse of Defense personnel.			
6.	SELECTION PROCEDURE	Symbiosis National Aptitude Test score, Group Exercise, Personal Interaction and Writing Ability Test (GEPI-WAT)			
7.	MEDIUM OF INSTRUCTION	English			
8.	PROGRAMME PATTERN	Semester			
9.	COURSE & SPECIALIZATION	As per Annexure A Marketing , Human Resource Management , Finance, International Business, Operations, Information System , Retail Management and Entrepreneurship			
10.	FEE		Academic Fee p.a	Institute Deposit	Total
		Defence			
		Indian Students	374000	20000	394000
		International Students (USD equivalent to INR)	0	0	0
International					
		Indian Students	0	0	0
		International Students (USD equivalent to INR)	935000	20000	955000
Industry Sponsored					

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		Indian Students	622000	20000	642000		
		International Students (USD equivalent to INR)	0	0	0		
Study Leave Officer							
		Indian Students	198000	20000	218000		
		International Students (USD equivalent to INR)	0	0	0		
11. ASSESSMENT	All Internal Courses will have 100% component as internal evaluation at the Institute level. All External Courses will have 60% internal component and 40% component as external [University] examination.						
12. STANDARD OF PASSING	The assessment of the student for each examination is done, based on relative performance. Maximum Grade Point (GP) is 10 corresponding to O (Outstanding). For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 4 corresponding to Grade P. Students securing less than 40% absolute marks in each head of passing will be declared FAIL. The University awards a degree to the student who has achieved a minimum CGPA of 4.0						
13. AWARD OF DEGREE	Master of Business Administration degree will be awarded at the end of 4th semester examination by taking into consideration the performance of all 4 semesters examinations after obtaining minimum 4 CGPA out of 10 CGPA.						
14. NATURE WISE DISTRIBUTION OF CREDITS							
Semester	Generic Core	Generic Elective	Specialization Core	Specialization Elective	Open Elective	Audit	Total
1	27	2	0	0	0	0	29
2	12	0	12	0	6**	1*	30
3	7	0	0	10	6	0	23
4	10	8	0	0	0	0	18
Total	56	10	12	10	12	0	100
<p>* Satisfactory completion of the letter grade course 'Integrated Disaster Management' is mandatory for award of degree. Students are required to choose one specialization for Major and one specialization to Minor. ** Student pursuing Finance or HR Major have the option to pursue core specialization in the same area as HR core or Finance core instead of pursuing minor in other area.</p>							

Programme Structure is approved by the Academic Council subject to its norms & conditions. Any provision in the Programme Structure which violates the basic rules & regulations is deemed to be termed "Null & Void".

Head-Academics

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Annexure A

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
Semester : 1							
Generic Core Courses							
T2573	020441101	Organizational Behaviour		2	60	40	100
T2216	020441102	Business Statistics		2	60	40	100
T2220	020441103	Operations Research		2	60	40	100
T6075	020441104	Managerial Economics		2	60	40	100
T2114	020441105	Essentials of Marketing Management		2	60	40	100
T2528	020441106	Management of Operations		2	60	40	100
T2572	020441107	Human Resource Management		2	60	40	100
T2560	020441108	Principles and Practices of Management		2	100	0	100
T2003	020441109	Financial Accounting		2	60	40	100
T1140	020441110	Legal Aspects of Business		2	60	40	100
T3152	020441111	Advanced Excel		1	50	0	50
T2623	020441112	Business Transformation and Organizational Turnaround		2	100	0	100
T2778	020441113	Basics of Financial Management		2	60	40	100
T2225	020441114	Research Methodology		2	100	0	100
Total				27	950	400	1350
Generic Elective Courses Group							
T2353	020441115	Entrepreneurship		2	100	0	100
T2239	020441116	Business Communication		2	100	0	100
Total Required Credits				2	100	0	100
Semester : 2							
Generic Core Courses							
T2218	020441201	Advanced Statistics		2	100	0	100
T1237	020441202	Intellectual Property Rights		2	60	40	100
T3166	020441203	Knowledge Management		2	100	0	100
T6074	020441204	Macroeconomics for Managers		2	60	40	100
T3088	020441205	Management Information Systems		2	100	0	100
T2510	020441206	Management Accounting		2	60	40	100
Total				12	480	120	600
Specialization Core Courses : Marketing (Major)							
T2128	020441207	Product Management	Marketing	2	60	40	100
T2143	020441208	Services Marketing	Marketing	2	60	40	100
T2136	020441209	Sales Force and Channel Management	Marketing	2	60	40	100
T2130	020441210	Brand Management	Marketing	2	60	40	100
T2118	020441211	Consumer Behaviour	Marketing	2	60	40	100
T2125	020441212	Marketing Strategy	Marketing	2	60	40	100
Total				12	360	240	600
Specialization Core Courses : Finance (Major)							
T2011	020441213	Commercial Banking	Finance	2	60	40	100
T2015	020441214	Introduction to Financial Markets and Institutions	Finance	2	60	40	100
T2035	020441215	Introduction to Financial Management	Finance	2	60	40	100
T2037	020441216	Direct Taxation	Finance	2	60	40	100
T2498	020441217	Financial Statement Analysis	Finance	2	60	40	100

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Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2021	020441218	Insurance Management	Finance	2	60	40	100
Total				12	360	240	600
Specialization Core Courses : International Business (Major)							
T2385	020441219	Export Import Management	International Business	2	60	40	100
T2387	020441220	Global Business Environment	International Business	2	60	40	100
T2389	020441221	Business, Government and the Global Political Economy	International Business	2	60	40	100
T2593	020441222	International Logistics	International Business	2	60	40	100
T2394	020441223	International Development and International Business	International Business	2	60	40	100
T2386	020441224	Foreign Trade Policy	International Business	2	60	40	100
Total				12	360	240	600
Specialization Core Courses : Human Resource Management (Major)							
T2281	020441225	Talent Acquisition	Human Resource Management	2	60	40	100
T2283	020441226	Talent Management	Human Resource Management	2	60	40	100
T2576	020441227	Performance Management System	Human Resource Management	2	60	40	100
T2284	020441228	Learning and Development	Human Resource Management	2	60	40	100
T2296	020441229	Compensation and Reward Management	Human Resource Management	2	60	40	100
T2286	020441230	Industrial Relations	Human Resource Management	2	60	40	100
Total				12	360	240	600
Specialization Core Courses : Operations (Major)							
T2163	020441231	Quality Management	Operations	2	60	40	100
T2193	020441232	Project Management	Operations	2	60	40	100
T2185	020441233	Advanced Operations Management	Operations	2	60	40	100
T2190	020441234	Operations Planning and Scheduling	Operations	2	60	40	100
T2222	020441235	Advanced Operations Research	Operations	2	60	40	100
T2174	020441236	Materials Management	Operations	2	60	40	100
Total				12	360	240	600
Specialization Core Courses : Information System (Major)							
T3117	020441237	Software Engineering	Information System	4	120	80	200
T3177	020441238	Software Quality Systems	Information System	2	60	40	100
T3076	020441239	Enterprise Resource Planning	Information System	2	60	40	100
T3178	020441240	Business Development in Knowledge Economy	Information System	2	60	40	100
T3079	020441241	Business Analytics	Information System	2	60	40	100
Total				12	360	240	600
Choose any 1 Group from following 10 Open Elective Groups							
Group 1 : Finance Core (Only for Finance Major Students)							
T2500	020441242	Corporate Accounting	Finance	2	60	40	100
T2045	020441243	Corporate Valuation	Finance	2	60	40	100
T2049	020441244	Introduction to Trade Finance and FOREX	Finance	2	60	40	100

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Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
Group 2 : Human Resource Management Core (Only for Human Resource Management Major Students)							
T2300	020441245	HR Analytics	Human Resource Management	2	60	40	100
T2577	020441246	HRD Instruments	Human Resource Management	2	60	40	100
T2297	020441247	HRD Audit and Scorecard	Human Resource Management	2	60	40	100
Group 3 : Marketing (Minor)							
T2128	020441207	Product Management	Marketing	2	60	40	100
T2143	020441208	Services Marketing	Marketing	2	60	40	100
T2130	020441210	Brand Management	Marketing	2	60	40	100
Group 4 : Finance (Minor)							
T2011	020441213	Commercial Banking	Finance	2	60	40	100
T2015	020441214	Introduction to Financial Markets and Institutions	Finance	2	60	40	100
T2498	020441217	Financial Statement Analysis	Finance	2	60	40	100
Group 5 : Information System (Minor)							
T3076	020441239	Enterprise Resource Planning	Information System	2	60	40	100
T3079	020441241	Business Analytics	Information System	2	60	40	100
T3178	020441241	Business Development in Knowledge Economy	Information System	2	60	40	100
Group 6 : International Business (Minor)							
T2385	020441219	Export Import Management	International Business	2	60	40	100
T2387	020441220	Global Business Environment	International Business	2	60	40	100
T2593	020441222	International Logistics	International Business	2	60	40	100
Group 7 : Human Resource Management (Minor)							
T2281	020441225	Talent Acquisition	Human Resource Management	2	60	40	100
T2284	020441228	Learning and Development	Human Resource Management	2	60	40	100
T2296	020441229	Compensation and Reward Management	Human Resource Management	2	60	40	100
Group 8 : Operations (Minor)							
T2193	020441232	Project Management	Operations	2	60	40	100
T2185	020441233	Advanced Operations Management	Operations	2	60	40	100
T2190	020441234	Operations Planning and Scheduling	Operations	2	60	40	100
Group 9 : Retail Management (Minor)							
T2329	020441248	Retail Distribution and Logistics		2	60	40	100
T2330	020441249	Retail Merchandising and Buying		2	60	40	100
T2328	020441250	Retail Store Operations Management		2	60	40	100
Group 10 : Entrepreneurship (Minor)							
T2352	020441251	Business Modeling and Business Plan		4	120	80	200
T2339	020441252	Introduction to Entrepreneurship		2	60	40	100
Total Required Credits				6	180	120	300
Semester : 3							
Generic Core Courses							
T2253	020441301	Strategic Management		2	100	0	100

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Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T3167	020441302	Introduction to Business Intelligence		2	100	0	100
T2247	020441303	Product Innovation		2	100	0	100
T2864	020441304	Business Awareness		1	50	0	50
T4005	020441305	Integrated Disaster Management *					Letter Grade
T2900	020441306	Internship		0	0	0	0
Total				7	350	0	350
Specialization Core Courses : Human Resource Management (Major)							
T2575	020441307	Organizational Development and Change	Human Resource Management	2	60	40	100
T2291	020441308	International Human Resource Management	Human Resource Management	2	60	40	100
T2760	020441309	Strategic Human Resource Management	Human Resource Management	2	60	40	100
T2574	020441310	Employment Related Laws	Human Resource Management	2	60	40	100
T2290	020441311	Leadership and Capacity Building	Human Resource Management	2	60	40	100
Total				10	300	200	500
Specialization Core Courses : Information System (Major)							
T3181	020441312	CRM	Information System	2	60	40	100
T3120	020441313	Software Project Management	Information System	4	120	80	200
T3185	020441314	Cases in Information Technology	Information System	2	60	40	100
T3168	020441315	Cloud Management	Information System	2	60	40	100
Total				10	300	200	500
Marketing Core (for Marketing Major students)							
T2588	020441316	Retail Management	Marketing	2	60	40	100
T2152	020441317	Business to Business Marketing	Marketing	2	60	40	100
T2153	020441318	International Marketing	Marketing	2	60	40	100
T2121	020441319	Customer Relationship Management	Marketing	2	60	40	100
T2127	020441320	Integrated Marketing Communication	Marketing	2	60	40	100
T2139	020441321	Digital Marketing	Marketing	2	60	40	100
Total Required Credits				10	300	200	500
Marketing (Minor)							
T2588	020441316	Retail Management	Marketing	2	60	40	100
T2153	020441318	International Marketing	Marketing	2	60	40	100
T2127	020441320	Integrated Marketing Communication	Marketing	2	60	40	100
Total Required Credits				6	180	120	300
Finance Core (for Finance Major students)							
T2043	020441322	Security Analysis and Portfolio Management	Finance	2	60	40	100
T2073	020441323	International Finance	Finance	2	60	40	100
T2051	020441324	Financial Modeling	Finance	2	60	40	100
T2013	020441325	Derivative Markets	Finance	2	60	40	100
T2056	020441326	Financial Risk Management	Finance	2	60	40	100
T2674	020441327	Investment Banking	Finance	2	60	40	100

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Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2502	020441328	Wealth Management	Finance	2	60	40	100
Total Required Credits				10	300	200	500
Finance (Minor)							
T2043	020441322	Security Analysis and Portfolio Management	Finance	2	60	40	100
T2674	020441327	Investment Banking	Finance	2	60	40	100
T2502	020441328	Wealth Management	Finance	2	60	40	100
Total Required Credits				6	180	120	300
Human Resource Management (Minor)							
T2575	020441307	Organizational Development and Change	Human Resource Management	2	60	40	100
T2760	020441309	Strategic Human Resource Management	Human Resource Management	2	60	40	100
T2290	020441311	Leadership and Capacity Building	Human Resource Management	2	60	40	100
Total Required Credits				6	180	120	300
Operations Core (for Operations Major students)							
T3076	020441329	Enterprise Resource Planning	Operations	2	60	40	100
T2201	020441330	Advanced Project Management	Operations	2	60	40	100
T2181	020441331	Supply Chain Strategy	Operations	2	60	40	100
T2192	020441332	Technology and Innovation Management	Operations	2	60	40	100
T2187	020441333	Service Operations Management	Operations	2	60	40	100
T2169	020441334	Warehouse Management	Operations	2	60	40	100
Total Required Credits				10	300	200	500
Operations (Minor)							
T3076	020441329	Enterprise Resource Planning	Operations	2	60	40	100
T2181	020441331	Supply Chain Strategy	Operations	2	60	40	100
T2187	020441333	Service Operations Management	Operations	2	60	40	100
Total Required Credits				6	180	120	300
International Business Core (for International Business Major students)							
T2136	020441325	Sales Force and Channel Management	International Business	2	60	40	100
T1237	020441326	Intellectual Property Rights	International Business	2	60	40	100
T2390	020441327	Global Strategic Management	International Business	2	60	40	100
T2397	020441328	International Business and Global Strategy	International Business	2	60	40	100
T2395	020441329	Multinational Management	International Business	2	60	40	100
T2399	020441330	Operations and Diversity Management	International Business	2	60	40	100
Total Required Credits				10	300	200	500
International Business (Minor)							
T2390	020441327	Global Strategic Management	International Business	2	60	40	100

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Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2397	020441328	International Business and Global Strategy	International Business	2	60	40	100
T2399	020441330	Operations and Diversity Management	International Business	2	60	40	100
Total Required Credits				6	180	120	300
Retail (Minor)							
T2334	020441335	Retail Strategy		2	60	40	100
T2332	020441336	Retail Franchising		2	60	40	100
T2333	020441337	e-Retailing		2	60	40	100
Total Required Credits				6	180	120	300
Entrepreneurship (Minor)							
T2346	020441338	Regulatory Framework For Entrepreneurs		3	90	60	150
T2344	020441339	Marketing Strategies For Entrepreneurs		3	90	60	150
Total Required Credits				6	180	120	300
Human Resource Management Core (for Human Resource Management Major students)							
T2298	020441336	Coaching, Counseling and Mentoring	Human Resource Management	2	60	40	100
T2302	020441337	Technology in HR /SAP HR/ People Soft	Human Resource Management	2	60	40	100
T2301	020441338	HR Challenges in Mergers and Acquisitions	Human Resource Management	2	60	40	100
Total Required Credits				6	180	120	300
Information System (Minor)							
T3181	020441312	CRM	Information System	2	60	40	100
T3185	020441314	Cases in Information Technology	Information System	2	60	40	100
T3168	020441315	Cloud Management	Information System	2	60	40	100
Total Required Credits				6	180	120	300
Finance Core (for Finance Major students)							
T1324	020441322	Goods and Service Tax (GST) Law	Finance	2	60	40	100
T2063	020441323	Project Feasibility and Financing	Finance	2	60	40	100
T2047	020441324	Mergers and Acquisitions	Finance	2	60	40	100
Total Required Credits				6	180	120	300
Semester : 4							
Generic Core Courses							
T2294	020441401	Conflict and Negotiation		2	60	40	100
T2255	020441402	Advanced Strategic Management		2	60	40	100
T3289	020441403	Business Intelligence I		2	100	0	100
T2254	020441404	Game Theory for Strategic Thinking		2	100	0	100
T2209	020441405	Business Forecasting		2	60	40	100
Total				10	380	120	500
Generic Elective Courses Group							
T2702	020441406	Dissertation		2	100	0	100

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Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T6012	020441407	Basic German I		2	100	0	100
T6014	020441408	Basic French I		2	100	0	100
T2236	020441409	Corporate Governance and Ethics		2	60	40	100
T2802	020441410	Project		2	60	40	100
T3154	020441411	Data Driven Decision Making		2	60	40	100
Total Required Credits				8	360	40	400

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Semester	Internal Credits	External Credits	Total Credits	Total Marks
Finance				
Semester 1	9	20	29	1450
Semester 2	6	24	30	1500
Semester 3	7	16	23	1150
Semester 4	10	8	18	900
Total	32	68	100	5000
Human Resource Management				
Semester 1	9	20	29	1450
Semester 2	6	24	30	1500
Semester 3	7	16	23	1150
Semester 4	10	8	18	900
Total	32	68	100	5000
International Business				
Semester 1	9	20	29	1450
Semester 2	6	24	30	1500
Semester 3	7	16	23	1150
Semester 4	10	8	18	900
Total	32	68	100	5000
Information System				
Semester 1	9	20	29	1450
Semester 2	6	24	30	1500
Semester 3	7	16	23	1150
Semester 4	10	8	18	900
Total	32	68	100	5000
Marketing				
Semester 1	9	20	29	1450
Semester 2	6	24	30	1500
Semester 3	7	16	23	1150
Semester 4	10	8	18	900
Total	32	68	100	5000
Operations				
Semester 1	9	20	29	1450
Semester 2	6	24	30	1500
Semester 3	7	16	23	1150
Semester 4	10	8	18	900
Total	32	68	100	5000