

SYMBIOSIS INSTITUTE OF MANAGEMENT STUDIES
MASTER OF BUSINESS ADMINISTRATION
PROGRAM STRUCTURE 2015-17

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| 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 | Two Years Full Time |
| 3. INTAKE | 300 Students |
| 4. RESERVATION | (As per MoU with Ministry of Defence , Govt. of India)
Defence Open Category
80% Vacancies allotted to Defence personnel and their Dependents
Defence Special Category
10% vacancies are allotted to Defence personnel and their dependents affected as under:
1.Killed in action (War, Counter- Insurgency or War-like operations)
2.Disabled in Action (War,Counter- Insurgencyor war like operation)with more than 50% disability
3.Next of kin of service personnel who have died while in service and death being attributable to military service.
Industry Sponsored Category
10% vacancies for full time course are allotted to industry sponsored candidates in open category
Over and above the sanctioned intake- 30
Officers of Armed Forces granted study leave and authorised by respective Service HQ are given direct admission if they meet eligibility criteria |
| 5. ELIGIBILITY | 1. A candidate should be a graduate from a statutory/recognized university with a minimum of 50% aggregate marks (45% for SC/ST) at graduation level.
2. Defence category candidate should be a ward of Defence personnel as above |
| 6. SELECTION PROCEDURE | Symbiosis National Aptitude Test score, Group Evaluation, Academic Profile Score, & Personal Interaction and Writing Ability Test (GEPI-WAT) |
| 7. MEDIUM OF INSTRUCTION | English |
| 8. PROGRAM | Semester Pattern - 4 Semesters |

PATTERN

- 9. COURSES & SPECIALIZATION** As per Annexure A
Marketing , Human Resource Management , Finance,
International Business, Operations, Information
System , Retail Management and Entrepreneurship
- 10. FEE**
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| Indian Students | |
| Academic Fee p.a. | Rs. 2,33,000 |
| Institute Deposit | Rs. 10,000 |
| Pre Induction Fee | Rs. 35,000 |
| Total | Rs. 2,78,000 |
| Industry Sponsored Indian Students | |
| Academic Fee p.a. | Rs. 4,77,875 |
| Institute Deposit | Rs. 10,000 |
| Pre Induction Fee | Rs. 35,000 |
| Total | Rs. 5,22,875 |
| Study Leave Officer Indian Students | |
| Academic Fee p.a. | Rs. 1,68,200 |
| Institute Deposit | Rs. 10,000 |
| Total | Rs. 1,78,200 |
| Industry Sponsored International Students | |
| Academic Fee p.a. | Rs. 7,16,813 |
| Institute Deposit | Rs. 10,000 |
| Pre Induction Fee | Rs. 35,000 |
| Total | Rs. 7,61,813 |
- 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 4.000 corresponding to A+. For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 2.000 corresponding to Grade D. 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 2.000 out of maximum of 4.000 for the program.
- 13. AWARD OF DEGREE** **Master of Business Administration (MBA)** will be awarded at the end of 4th semester examination by taking into consideration the performance of all 4 semesters' examinations after obtaining minimum 2.000 CGPA out of 4.000 CGPA

**Annexure A
Semester I**

Temporary Course Code	Course Code	Course Title	Credits	Internal Marks	External Marks	Total Marks
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
T2184	020441106	Introduction to Operations Management	2	60	40	100
T2572	020441107	Human Resource Management	2	60	40	100
T2555	020441108	Contemporary Practices in Business	2	100	-	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	-	50
T2239	020441112	Business Communication	2	100	-	100
T2238	020441113	Business Environment	2	100	-	100
T2033	020441114	Basics of Financial Management	2	60	40	100
T2225	020441115	Research Methodology	2	100	-	100
		Total	29	1050	400	1450

Semester II

- Semester II carries total of 29 credits
- Specialisation starts from semester II.
- There are 6 specialisations to choose from namely Human Resource Management, Marketing, Finance, Operation, International Business and Information Systems as Major.
- There are 8 specialisations to choose from namely Human Resource Management, Marketing, Finance, International Business, Information Systems, Operation, Retail Management and Entrepreneurship as Minor.
- Student has to choose one major and one minor from the above mentioned options except in case where a student chooses Human Resource core or Finance core.
- Students choosing a specialization as Major will have to take all 6 courses mentioned against it.
- Students choosing a specialization as Minor will have to take all 3 courses mentioned with (M) against the course.
- Students taking Finance Core and Human Resource core will be taking 9 courses (6 courses of that specialization and additional 3 courses of that specialization mentioned as core only).
- Specialization (Major, Minor/Core) once opted will remain constant from second to semester four.
- A course would run with minimum registration of 20 students.

Compulsory Courses

Temporary Course Code	Course Code	Course Title	Credits	Internal Marks	External Marks	Total Marks
T2218	020441201	Advance Statistics	2	100	-	100
T1253	020441202	Information Technology & Intellectual Property	2	60	40	100
T2556	020441203	Knowledge Management	1	50	-	50
T6074	020441204	Macroeconomics for Manager	2	60	40	100
T3088	020441205	Management Information Systems	2	100	-	100
T2002	020441206	Management Accounting	2	60	40	100
		Total	11	430	120	550

Marketing

T2128	020441207	Product Management (M)	2	60	40	100
T2143	020441208	Services Marketing (M)	2	60	40	100
T2511	020441209	Sales and Distribution Management	2	60	40	100
T2130	020441210	Brand Management (M)	2	60	40	100
T2588	020441211	Retail Management	2	60	40	100
T2512	020441212	Marketing Strategy and Implementation	2	60	40	100
Total			12	360	240	600

Finance

T2499	020441213	Retail Banking (M)	2	60	40	100
T2017	020441214	Financial Services (M)	2	60	40	100
T2034	020441215	Financial Management	2	60	40	100
T2037	020441216	Direct Taxation	2	60	40	100
T2498	020441217	Financial Statement Analysis (M)	2	60	40	100
T2073	020441218	International Finance	2	60	40	100
For Finance Core only						
T2500	020441219	Corporate Accounting	2	60	40	100
T2052	020441220	Financial Engineering and Analytics	2	60	40	100
T2049	020441221	Introduction to Trade Finance and FOREX	2	60	40	100
Total			18	540	360	900

Information Systems

T3177	020441222	Software Quality Systems	2	60	40	100
T3117	020441223	Software Engineering	4	120	80	200
T3076	020441224	Enterprise Resource	2	60	40	100

		Planning (M)				
T3079	020441225	Business Analytics (M)	2	60	40	100
T3178	020441226	Business Development in Knowledge Economy (M)	2	60	40	100
		Total	12	360	240	600

International Business

T2385	020441227	Export Import Management (M)	2	60	40	100
T2387	020441228	Global Business Environment (M)	2	60	40	100
T2389	020441229	Business, Government and the Global Political Economy	2	60	40	100
T2593	020441230	International Logistics (M)	2	60	40	100
T2023	020441231	International Banking	2	60	40	100
T2386	020441232	Foreign Trade Policy	2	60	40	100
		Total	12	360	240	600

Human Resource Management

T2281	020441233	Talent Acquisition (M)	2	60	40	100
T2297	020441234	HRD Audit and Scorecard	2	60	40	100
T2476	020441235	Performance Management Systems	2	60	40	100
T2284	020441236	Learning and Development (M)	2	60	40	100
T2296	020441237	Compensation and Reward Management (M)	2	60	40	100
T2286	020441238	Industrial Relations	2	60	40	100
For HR Core only						
T2300	020441239	HR Analytics	2	60	40	100
T2289	020441240	Management of Diverse Work Force	2	60	40	100
T2283	020441241	Talent Management	2	60	40	100
		Total	18	540	360	900

Operations

T2163	020441242	Quality Management	2	60	40	100
T2193	020441243	Project Management (M)	2	60	40	100
T2525	020441244	World Class Manufacturing Techniques (M)	2	60	40	100
T3076	020441245	Enterprise Resource Planning (M)	2	60	40	100
T2222	020441246	Advanced Operations Research	2	60	40	100
T2174	020441247	Materials Management	2	60	40	100
Total			12	360	240	600

Retail Management (Only as Minor)

T2329	020441248	Retail Distribution and Logistics (M)	2	60	40	100
T2330	020441249	Retail Merchandising and Buying (M)	2	60	40	100
T2328	020441250	Retail Store Operations Management (M)	2	60	40	100
Total			6	180	120	300

Entrepreneurship (Only as Minor)

T2339	020441251	Introduction to Entrepreneurship (M)	2	60	40	100
T2352	020441252	Business Modelling and Business Plan (M)	4	120	80	100
Total			6	180	120	300

Semester III

- Semester III carries total of 26 credits.
- All students have to opt for compulsory courses including IDMP.
- Marketing specialization students can opt for any 5 courses out of 9 offered.
- Finance specialization students will take 5 courses out of 7 offered and Finance core students have to opt for the 3 courses mentioned as Core courses in addition to 5 courses out of six chosen of Finance specialization major category.
- Human Resource Management specialization students will take 5 courses and Human Resource Management core students have to opt for the 3 courses mentioned as Core courses in addition to 5 courses of Human Resource specialization major category.
- Information Systems major specialization students will take 4 courses.
- Operations specialization major students can opt any 5 courses out of 6 offered.
- A course would run with minimum registration of 20 students.
- Students attending Berlin Summer School or Bremen Summer School Program or any other summer school program will not appear for the courses under the course code 020441301-Strategic Management (Internal) and 020441304 –Creativity and Innovation (Internal) and credits will be taken from Summer School Program.

Compulsory Courses

Temporary Course Code	Course Code	Course Title	Credits	Internal Marks	External Marks	Total Marks
T2253	020441301	Strategic Management	2	100	-	100
T2903	020441302	Summer Internship	4	200	-	200
T3167	020441303	Introduction to Business Intelligence	2	100	-	100
T2245	020441304	Creativity and Innovation	2	100	-	100
		Total	10	500	-	500
T4005	020441305	*Integrated Disaster Management	-	-	-	Letter Grade

For students attending International Summer School Program

Temporary Course Code	Course Code	Course Title	Credits	Internal Marks	External Marks	Total Marks
	020441306	Summer School at Berlin School of Economics and Law	4	-	200	200
OR						
	020441307	Summer School at Bremen University of Applied Sciences	4	-	200	200
		Total	4	-	200	200

Marketing

T2118	020441308	Consumer Behaviour (M)	2	60	40	100
T2152	020441309	Business to Business Marketing	2	60	40	100
T2153	020441310	International Marketing (M)	2	60	40	100
T2121	020441311	Customer Relationship Management	2	60	40	100
T2127	020441312	Integrated Marketing Communication (M)	2	60	40	100
T2141	020441313	Rural Marketing	2	60	40	100
T2139	020441314	Digital Marketing	2	60	40	100
T2513	020441315	Marketing Research	2	60	40	100
T2247	020441316	Product Innovation	2	60	40	100
		Total	10	300	200	500

Finance

T2501	020441317	Security Analysis and Portfolio Management (M)	2	60	40	100
T2021	020441318	Insurance Management	2	60	40	100
T2051	020441319	Financial Modelling	2	60	40	100
T2013	020441320	Derivative Markets	2	60	40	100
T2056	020441321	Financial Risk Management (M)	2	60	40	100
T2497	020441322	Investment Banking (M)	2	60	40	100

T2502	020441323	Wealth Management	2	60	40	100
Finance Core only						
T2038	020441324	Indirect Taxation	2	60	40	100
T2063	020441325	Project Feasibility and Financing	2	60	40	100
T2059	020441326	Advanced Corporate Finance	2	60	40	100
Total			16	480	320	800

Information Systems

T3181	020441327	CRM (M)	2	60	40	100
T3120	020441328	Software Project Management	4	120	80	200
T3185	020441329	Cases in Information Technology (M)	2	60	40	100
T3168	020441330	Cloud Management (M)	2	60	40	100
Total			10	300	200	500

International Business

T2136	020441331	Sales Force and Channel Management (Not for Marketing Specialization)	2	60	40	100
T1237	020441332	Intellectual Property Rights (M)	2	60	40	100
T2390	020441333	Global Strategic Management	2	60	40	100
T2397	020441334	International Business and Global Strategy (M)	2	60	40	100
T2395	020441335	Multinational Management	2	60	40	100
T2399	020441336	Operations and Diversity Management (M)	2	60	40	100
Total			10	300	200	500

Human Resource Management

T2575	020441337	Organizational Development and Change (M)	2	60	40	100
T2291	020441338	International Human Resource Management	2	60	40	100

T2295	020441339	Strategic Human Resource Management (M)	2	60	40	100
T2287	020441340	Employment Related Laws	2	60	40	100
T2290	020441341	Leadership and Capacity Building (M)	2	60	40	100
For HR Core only						
T2298	020441342	Coaching Mentoring and Counselling	2	60	40	100
T2302	020441343	Technology in HR /SAP HR/ People Soft	2	60	40	100
T2577	020441344	HRD Instruments	2	60	40	100
		Total	16	480	320	800

Operations

T2189	020441345	Operations Strategy and Control (M)	2	60	40	100
T2201	020441346	Advanced Project Management	2	60	40	100
T2181	020441347	Supply Chain Strategy (M)	2	60	40	100
T2192	020441348	Technology and Innovation Management (M)	2	60	40	100
T2187	020441349	Service Operations Management	2	60	40	100
T2169	020441350	Warehouse Management	2	60	40	100
		Total	10	300	200	500

Retail Management (Minor only)

T2334	020441351	Retail Strategy (M)	2	60	40	100
T2332	020441352	Retail Franchising (M)	2	60	40	100
T2333	020441353	e-Retailing (M)	2	60	40	100
		Total	6	180	120	300

Entrepreneurship (Minor only)

T2346	020441354	Regulatory Framework For Entrepreneurs (M)	3	120	80	100
T2344	020441355	Marketing Strategies For Entrepreneurs	3	60	40	100

		(M)				
		Total	6	180	120	300

Semester IV

- Semester IV has 16 credits.
- All students will have 8 compulsory courses.
- All 16 credits of semester IV of particular student opting for Leeds Beckett University (LBU) will be waived off against their course offering.

Temporary Course Code	Course Code	Course Title	Credits	Internal Marks	External Marks	Total Marks
T2236	020441401	Corporate Governance and Ethics	2	60	40	100
T2353	020441402	Entrepreneurship	2	60	40	100
T2405	020441403	Environment Management System	2	60	40	100
T2255	020441404	Advanced Strategic Management	2	60	40	100
T3289	020441405	Business Intelligence- I	2	100	-	100
T2701	020441406	Dissertation	2	100	-	100
T2802	020441407	Project (Corporate Social Responsibility)	2	100	-	100
T2394	020441408	International Development and International Business	2	60	40	100
		Total	16	600	200	800

Summary

Semester	Internal Credits	External Credits	Total Credits	Total Marks
Semester I	09	20	29	1450
Semester II	05	24	29	1450
Semester III	10	16	26	1300
Semester IV	06	10	16	800
Total	30	70	100	5000

*Integrated Disaster Management is mandatory for the award of degree.