



Sl.No.	Term IV	Term V	Term VI
1	New Product Development	Corporate Strategy	Learning from Corporate Failures (6B)
2	Capstone Business Simulation	Corporate Strategy & the Environment	The Rise of the Asian Economies
3	Global Macro economy and Financial Markets	International Business	Current Economic Scenario1
4	Econometrics	Leadership, Vision, Meaning & Reality	International Macroeconomics
5	Monetary Policy in Advanced and emerging countries	Strategic Thinking & Decision Making	Management of Banks and Financial Institutions
6	Banking, Financial Markets and Systems	Strategic Choices in Turbulent Times	International Finance
7	Financial Statement Analysis and Valuation	Strategic Management of Intellectual Property Rights*	India Unincorporated (6B)
8	Advanced Corporate Finance	Embedding Leadership Excellence	Comprehensive Tax Management
9	Concepts and Current Issues in International Finance	Indian Economy and Policy Matters for Business *	Financial Derivatives
10	General Commercial Knowledge1	Infrastructure, Financing Public Private Partnership and Regulation (IFPR)	Brand Management
11	Corporate Governance - Indian and International Perspectives	Fixed Income Securities and its Derivatives	Analytical Marketing
12	B2B Market Management1	Corporate Valuation	The Strategy, Tactics and Economics of Pricing
13	Sales & Distribution Management	Commercial Bank Management	Human Resources Management
14	Retailing Management	Consolidated Financial Reporting Analysis*	Personal & Interpersonal Effectiveness Workshop: East West Synthesis
15	Research for Marketing Decisions	Product Management	Personal Values Goals & Career Options
16	Search Engine Marketing for Business Growth	Brand Management	Business Process Improvement
17	Customer Relationship Management	Competitive Marketing Strategy	Patterns of Problem Solving Gr2
18	Personal Values, Goals & Career Options1	Research for Marketing Decisions	Spreadsheet Modelling for Business Decision Problems
19	Cross Cultural Management	Mobile Media & Communication	Public Policy for Managers
20	Supply Chain Management1	Product Strategy and Management	Business Planning for International Markets
21	Technology Operations Strategy	Business to Business Marketing Management	Communication for Leaders
22	Business Analytics and Intelligence	Personal and Inter Personal Effectiveness: East-West Synthesis	Design Thinking (Workshop Course)



23	Creativity in Arts and Science (CARTS1)	Political Skills: Meaning and relevance in Organizations*	International Marketing
24	Artificial Intelligence Applications for Managers (AIAM)	Enterprise Resource Planning	
25	Engaging with Africa	Strategic Management of Services	
26	Development Economics: T & P	Technology & Operations Strategy	
27		Project, Programme and Portfolio Management	
28		Sales and Operations Planning	
29		Big Data Analysis with Networks	
30		Applied Multivariate Data Analysis	
31		Foundation of Market Microstructure (FMM)	
32		Understanding and working with family Business	
33		Entrepreneurship and New Venture Creation	
34		Health Economics Theory and Practice for Fragmented Markets	
35		Rural Banking & Financial Inclusion	
36		Social Entrepreneurship	
37		History of India's Political Economy	
38		Developing Technology Partnership between Entrepreneurial firms in India*	
		PGSEM Course open to PGP	
39		Spreadsheet Modelling	
40		Introduction to Sanskrit Language	
		PGPPM Course open to PGP	
41		Public Economics	
		EPGP course open to PGP	
42		Corporate Strategy	
43		Corporate Valuation	
44		Management of Commercial Contracts	
45		Business Analytics & Intelligence	

Please note: New courses will be added before the start of process in the respective term.