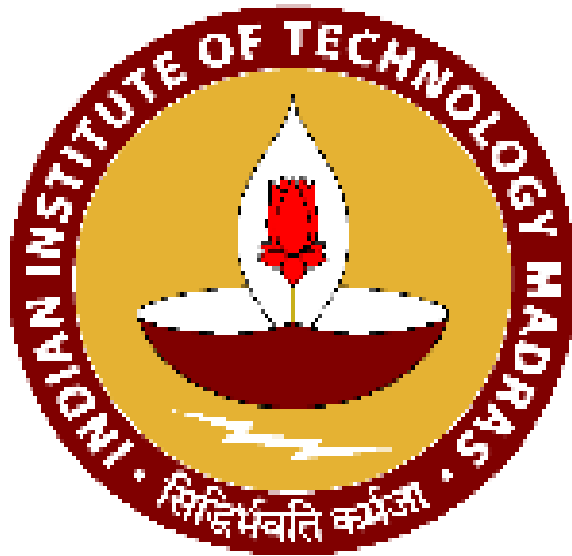


**INDIAN INSTITUTE OF TECHNOLOGY MADRAS  
CHENNAI 600 036**

**Curriculum for  
M.B.A. Degree Programme  
2018 Batch**



**INDIAN INSTITUTE OF TECHNOLOGY MADRAS  
CHENNAI 600 036**

**Curriculum for  
M.B.A. Degree Programme  
2013 Batch**



**Summer**

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS6000	Summer Project (NON-CGPA)	0	0	0	0	12	12	6
		<b>Total Credits : (NON - CGPA)</b>						12	6

**Quarter V (July-October)**

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS6210	Business Models	4	0	0	0	8	12	6
2	MS5529	Behavioural lab	0	0	0	3	0	3	3
3	DPE01	Elective 1	4	0	0	0	8	12	6
4	DPE02	Elective 2	4	0	0	0	8	12	6
5	DPE03	Elective 3	4	0	0	0	8	12	6
6	DPE04	Elective 4 (or 2 one credit electives)	4	0	0	0	8	12	6
		<b>Total Credits : QUARTER V</b>						63	33

**Quarter VI (October-December)**

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS5210	Legal Aspects of Business	4	0	0	0	8	12	6
2	MS6280	Industrial and Business Domain Analysis	2	0	0	0	4	6	3
3	DPE05	Elective 5	4	0	0	0	8	12	6
4	DPE06	Elective 6	4	0	0	0	8	12	6
5	DPE07	Elective 7	4	0	0	0	8	12	6
6	DPE08	Elective 8 (or two one credit electives)	4	0	0	0	8	12	6
		<b>Total Credits : QUARTER VI</b>						66	33

**Quarter VII (January-March)**

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS6310	Contemporary Issues in Management	4	0	0	0	8	12	6
2	MS6370	Strategic Networking	2	0	0	0	4	6	3
3	DPE09	Elective 9	4	0	0	0	8	12	6
4	DPE10	Elective 10	4	0	0	0	8	12	6
5	DPE11	Elective 11	4	0	0	0	8	12	6
6	DPE12	Elective 12 (or two one credit electives)	4	0	0	0	8	12	6
		<b>Total Credits : QUARTER VII</b>						66	33

Pre-Term Courses	Summer Project	Total Non-CGPA credits
9	6	15

Quarter	I	II	III	IV	V	VI	VII	Total
Credits	36	36	36	36	33	33	33	243

## HUMAN RESOURCES MANAGEMENT ELECTIVES

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS5410	Talent acquisition and management	4	0	0	0	8	12	6
2	MS5420	Training and Development	4	0	0	0	8	12	6
3	MS5430	Industrial Relations	4	0	0	0	8	12	6
4	MS5440	Labour Law	4	0	0	0	8	12	6
5	MS5450	International Human Resource Management	4	0	0	0	8	12	6
6	MS5460	Compensation Management	4	0	0	0	8	12	6
7	MS5470	Strategic HRM and General Cultural Issues	4	0	0	0	8	12	6
8	MS5471	Managing Work Teams	4	0	0	0	8	12	6
9	MS5472	Leadership Development	4	0	0	0	8	12	6
10	MS5473	Organization Development	4	0	0	0	8	12	6
11	MS5474	HR in Mergers and Acquisitions	4	0	0	0	8	12	6
12	MS5480	Cross-Cultural Management	4	0	0	0	8	12	6
13	MS5490	Management of Change and Transformation	4	0	0	0	8	12	6
14	MS5500	Performance Management	4	0	0	0	8	12	6
15	MS7460	Corporate Social Responsibility and Managerial Ethics	4	0	0	0	8	12	6

## OPERATIONS MANAGEMENT ELECTIVES

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS5510	Logistics and Distribution Management	4	0	0	0	8	12	6
2	MS5520	Simulation Modeling and Analysis	4	0	0	0	8	12	6
3	MS5540	Manufacturing Systems Management	4	0	0	0	8	12	6
4	MS5550	Operations Research Applications	4	0	0	0	8	12	6
5	MS5560	Service Operations Management	4	0	0	0	8	12	6
6	MS5570	Heuristics for Decision Making	4	0	0	0	8	12	6
7	MS6230	Strategic Sourcing	4	0	0	0	8	12	6
8	MS6030	Advanced Data Analytics for Management	4	0	0	0	8	12	6
9	MS7200	Game Theory - I	4	0	0	0	8	12	6
10	MS8200	Game Theory - II	4	0	0	0	8	12	6
11	MS8500	Stochastic Modeling and Applications-I	4	0	0	0	8	12	6
12	MS8510	Stochastic Modeling and Applications-II	4	0	0	0	8	12	6

## MARKETING ELECTIVES

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS5710	Consumer Behaviour	4	0	0	0	8	12	6
2	MS5720	Advertising and Publicity	4	0	0	0	8	12	6
3	MS5730	International Marketing	4	0	0	0	8	12	6
4	MS5740	Planning and Managing Retail Business	4	0	0	0	8	12	6
5	MS5750	Brand Management	4	0	0	0	8	12	6
6	MS5760	Marketing on the Internet	4	0	0	0	8	12	6
7	MS5770	Strategic Marketing	4	0	0	0	8	12	6
8	MS5780	e-Business Strategies	4	0	0	0	8	12	6
9	MS6580	Sales and Distribution Management	4	0	0	0	8	12	6
10	MS6590	Customer Relationship Marketing	4	0	0	0	8	12	6
11	MS6720	Industrial and Services Marketing (B2B Marketing)	4	0	0	0	8	12	6

## FIANANCE ELECTIVES

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS5610	Security Analysis and Portfolio Management	4	0	0	0	8	12	6
2	MS5611	Strategic Financial Decision Making	4	0	0	0	8	12	6
3	MS5612	Real Options Valuation for Strategic Investments and Decisions	4	0	0	0	8	12	6
4	MS5613	Corporate Hedging Strategies	4	0	0	0	8	12	6
5	MS5614	Commodity Market	2	0	0	0	4	6	3
6	MS5615	Treasury Management	4	0	0	0	8	12	6
7	MS5620	Financial Services	4	0	0	0	8	12	6
8	MS5630	Investment and Commercial Banking	4	0	0	0	8	12	6
9	MS5640	Mergers and Acquisitions	4	0	0	0	8	12	6
10	MS5660	Strategic Cost Management	4	0	0	0	8	12	6
11	MS5670	Financial Institutions and Markets	4	0	0	0	8	12	6
12	MS5680	International Finance	4	0	0	0	8	12	6
13	MS5690	Computational Finance	4	0	0	0	8	12	6
14	MS5700	Derivatives and Risk Management	4	0	0	0	8	12	6
15	MS6620	Infrastructure Finance	4	0	0	0	8	12	6
16	MS6640	Venture Capital and Entrepreneurship Financing	4	0	0	0	8	12	6
17	MS6670	Advanced Corporate Finance	4	0	0	0	8	12	6
18	MS6680	Fixed Income Securities: Structure And Trading	4	0	0	0	8	12	6
19	MS6690	Working Capital Management	4	0	0	0	8	12	6
20	MS6700	Market Microstructure	4	0	0	0	8	12	6
21	MS6710	Financial Risk Management	4	0	0	0	8	12	6

## INFORMATION SYSTEM ELECTIVES

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS 5810	Decision Support Systems	4	0	0	0	8	12	6
2	MS 5820	Software Engineering & Project Management	4	0	0	0	8	12	6
3	MS 5830	Business Analysis for IT Solutions	4	0	0	0	8	12	6
4	MS 5840	IT Consulting	4	0	0	0	8	12	6
5	MS 5850	Object-Oriented Analysis and Design	4	0	0	0	8	12	6
6	MS 5860	Introduction to Database Systems	4	0	0	0	8	12	6
7	MS 5880	Introduction to Computer Networking	4	0	0	0	8	12	6
8	MS 5890	IT Systems Management	4	0	0	0	8	12	6
9	MS 6810	Software Development Outsourcing	4	0	0	0	8	12	6
10	MS 6830	Information Systems Auditing and Control	4	0	0	0	8	12	6
11	MS 6840	Data Warehousing and Data Mining	4	0	0	0	8	12	6
12	MS 6850	Software Estimation Methods and Models	4	0	0	0	8	12	6
13	MS 6860	Enterprise Resource Planning	4	0	0	0	8	12	6
14	MS 6870	IT Services and Outsourcing	4	0	0	0	8	12	6

## INTEGRATIVE MANAGEMENT ELECTIVES

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS 5212	Intellectual Property for Entrepreneurs and Managers	4	0	0	0	8	12	6
2	MS 5370	Total Quality Management	4	0	0	0	8	12	6
3	MS 5870	Introduction to Knowledge Management	4	0	0	0	8	12	6
4	MS 5910	Business Strategy: Analysis and Formulation	4	0	0	0	8	12	6
5	MS 5920	Creativity and Innovation	4	0	0	0	8	12	6
6	MS 5990	Technology Management	4	0	0	0	8	12	6
7	MS6070	Quality Assurance Management	4	0	0	0	8	12	6
8	MS 6170	Project Management	4	0	0	0	8	12	6
9	MS 6220	Competitive Intelligence and Strategies	4	0	0	0	8	12	6
10	MS 6320	Fundamentals of Experimentation for Management	4	0	0	0	8	12	6
11	MS 6470	Six-Sigma and Lean Work	4	0	0	0	8	12	6
12	MS 6910	Global Business Management	4	0	0	0	8	12	6
13	MS 6930	Introduction to Entrepreneurship	4	0	0	0	8	12	6

## GENERAL ELECTIVE

Sl.No.	Course No	Course Title	L	T	E	P	O	TH	C
1	MS6990	Management Project	4	0	0	0	8	12	6