

Faculty of Business Studies, Sharnbasva University, Kalaburagi

MBA Scheme w. e. f 2023-24
Semester-I

Sl. No.	Course Code	Title of the Course	L: T:P	Category of the Course	CIE (%)	SEE (%)	Credit Units
1	23MBCC101	Management & Organization Behaviour	4:0:0	Core Course	50	50	4
2	23MBCC102	Business Economics	4:0:0	Core Course	50	50	4
3	23MBCC103	Statistics for Managers	2:2:2	Core Course	50	50	4
4	23MBCC104	Financial Reporting, Statements and Analysis	3:0:2	Core Course	50	50	4
5	23MBSEC105	Business Communication & Report Writing	3:0:2	Skill Enhancement Course	50	50	4
6	23MBOE106	Universal Values and Sustainability	4:0:0	Open Elective	50	50	4
Total Credits							24

Semester-II

Sl. No.	Course Code	Title of the Course	L: T:P	Category of the Course	CIE (%)	SEE (%)	Credit Units
1	23MBCC201	Business Law and Corporate Governance	4:0:0	Core Course	50	50	4
2	23MCMDS202*	Finance for Managers	3:0:2	Discipline Hard Core	50	50	4
3	23MBDSE203*	Marketing Management	3:0:2	Discipline Hard Core	50	50	4
4	23MBDSE204*	Employee Behavior and Human Resource Practices	4:0:0	Discipline Hard Core	50	50	4
5	23MCMSE205*	Business Research Methods	4:0:0	Skill Enhancement Course	50	50	4
6	23MBSEC206	Computer Application for Business	2:0:4	Skill Enhancement Course	50	50	4
Total Credits							24

Semester-III

Sl. No.	Course Code	Title of the Course	L: T:P	Category of the Course	CIE (%)	SEE (%)	Credit Units
1	23MBCC301	Strategic Management	3:0:0	Core course	50	50	3
2	23MBCC302	Sustainable Entrepreneurship	3:0:0	Core course	50	50	3
3	23MBDSE XX	Elective 1	4:0:0	Discipline Specific Elective	50	50	4
4	23MBDSE XX	Elective 2	4:0:0	Discipline Specific Elective	50	50	4
5	23MBDSE XX	Elective 3	4:0:0	Discipline Specific Elective	50	50	4
6	23MBDSE XX	Elective 4	4:0:0	Discipline Specific Elective	50	50	4
7	23MBIN307	Summer Internship Project	0:0:8	Internship	50	50	4
Total Credits							26

Note: Students have to choose any TWO streams of electives selecting TWO courses from each stream.

3rd Semester

Finance Specialisation		Marketing Specialisation		Human Resource Specialisation	
Course Code	Course Title	Course Code	Course Title	Course Code	Course Title
23MBDSE3F1	Personal Finance	23MBDSE3M1	Strategic Brand Management	23MBDSE3H1	Talent Management
23MBDSE3F2	Investment Banking	23MBDSE3M2	Marketing Metrics	23MBDSE3H2	Negotiation and Conflict Management
23MBDSE3F3	Financial Institution and Services	23MBDSE3M3	Customer Relationship Management	23MBDSE3H3	Recruitment and Selection
23MBDSE3F4	Investment Security Analysis and Portfolio Management	23MBDSE3M4	Neuro Marketing	23MBDSE3H4	Personal Growth and Interpersonal Effectiveness
23MBDSE3F5	Strategic cost Accounting and Management control	23MBDSE3M5	Sales Management	23MBDSE3H5	Change Management

Semester-IV

Sl. No.	Course Code	Title of the Course	L: T:P	Category of the Course	CIE (%)	SEE (%)	Credit Units
1	23MBCC401	Logistics & Supply chain Management	3:0:0	Core course	50	50	3
2	23MBCC402	Green Innovation and Value Creation	3:0:0	Core course	50	50	3
3	23MBDSE XX	Elective 1	4:0:0	Discipline Specific Elective	50	50	4
4	23MBDSE XX	Elective 2	4:0:0	Discipline Specific Elective	50	50	4
5	23MBPR405	Project Report	0:0:14	Project	150	150	14
Total Credits							28

Note: Students have to choose any **TWO** streams of electives (Same as selected in 3rd Semester) selecting **One** courses from each stream.

4th Semester

Finance Specialisation		Marketing Specialisation		Human Resource Specialisation	
Course Code	Course Title	Course Code	Course Title	Course Code	Course Title
23MBDSE4F6	Behavioral Finance	23MBDSE4M6	Retail Management	23MBDSE4H6	Compensation and Benefits
23MBDSE4F7	Insurance and Pension Schemes	23MBDSE4M7	Strategic Marketing	23MBDSE4H7	Industrial Psychology
23MBDSE4F8	Financial Derivatives	23MBDSE4M8	Business Market Management	23MBDSE4H8	International Human Resource Management
23MBDSE4F9	Financial Risk Analytics	23MBDSE4M9	Digital Marketing	23MBDSE4H9	Counselling in the workplace
23MBDSE4F10	Tax Laws and Tax Planning	23MBDSE4M10	Business Analysis and ITC in Marketing and Retail	23MBDSE4H10	Performance Management