

SLM including Audio/Video material		55%
Work related exercises practical/Quizzes and Assignments		25%
Through Web conferencing tool/internet based.		20%
Semester	Course Title	Credits
6 <sup>th</sup>	Management of Working Capital	4
	Auditing	4
	Specialization Elective 3 (Group A)	4
	Specialization Elective 4 (Group A)	4
	Specialization Elective 3 (Group B)	4
	Specialization Elective 4 (Group B)	4
	Project Report & Presentation	3
	<b>Total</b>	<b>27</b>

### Electives/Specialization

Human Resource GROUP 1	5th	Training & Development	4
		Industrial Relations	4
		Group Dynamics & Team Building	4
		Compensation & Reward Management	4
	6th	Negotiation & Counseling	4
		International Human Resource Management	4
		Leadership Skills & Change Management	4
		Labour Laws	4
Marketing GROUP 2	5th	Sales & Distribution Management	4
		Rural Marketing	4
		International Marketing	4
		Digital Marketing	4
	6th	Marketing of Services	4
		Retail Management	4
		Product & Brand Management	4
		Customer Relationship Management	4
Finance GROUP 3	5th	International Financial Management	4
		Management of Financial Institutions & Services	4
		Cost Accounting for Business Managers	4
		Working Capital Management	4
	6th	Investment Management	4
		Taxation Laws	4
		Personal Financial Planning	4
		Corporate Accounting	4

Banking and Insurance GROUP 4	5th	Principles and Practices of Life Insurance	4
		Functional Aspects of Banking	4
		Insurance Laws and Environment	4
		e-Banking	4
	6th	Principles and Practices of General Insurance	4
		Banking Laws & Environment	4
		Marketing of Financial Products and Services	4
		Management of Commercial Bank	4