

SEMESTER - III				
Course Code	Title	Examination Scheme Weightage (%)		
		Internal		University
		Continuous	Mid-term test	
CC201	Strategic Management	30	30	40
CC202	Management Information System	30	30	40
CC203	Management Research Project -I	60(Report) + 40(Presentation)		
MARKETING ELECTIVES				
MM201	International Marketing Management	30	30	40
MM202	Sales and Distribution Management	30	30	40
MM203	Consumer Behaviour	30	30	40
MM204	Integrated Marketing Communication	30	30	40
FINANCE ELECTIVES				
FM201	Corporate Tax Planning	30	30	40
FM202	Indian Financial System	30	30	40
FM203	Security Analysis and Portfolio Management	30	30	40
FM204	Commodity Market and Futures	30	30	40
HUMAN RESOURCE ELECTIVES				
HR201	Organisational Development and Change	30	30	40
HR202	Training and Development	30	30	40
HR203	Compensation Management	30	30	40
HR204	Staffing and Performance Management	30	30	40
<u>EXPLANATORY NOTES:</u>				
CC : Core Courses to be taken by all students				
MM : Marketing Management				
FM : Financial Management				
HR : Human Resources Management				