



 <b>Operations and Supply Chain</b>	 <b>Marketing</b>	 <b>Information Management</b>	 <b>Finance</b>	 <b>General Management Track*</b>
<b>Phase I Specialisation Compulsory Courses</b>	<ul style="list-style-type: none"> <li>Supply Chain Planning &amp; Coordination</li> <li>Logistics Management</li> <li>Procurement &amp; Strategic Sourcing</li> <li>Manufacturing Planning &amp; Control</li> <li>Service Operations &amp; Management</li> </ul>	<ul style="list-style-type: none"> <li>Buyer Behaviour</li> <li>B2B Marketing</li> <li>Marketing Research</li> <li>Strategic Marketing</li> <li>Strategic Brand Management</li> </ul>	<ul style="list-style-type: none"> <li>IT Strategy</li> <li>Architecting Solutions for the Digital Enterprise</li> <li>Technology Infrastructure for the Digital Age</li> <li>Transformation Through Cloud and Edge Computing</li> <li>Tech Business Development</li> </ul>	<ul style="list-style-type: none"> <li>Investment banking and Alternative Investments</li> <li>Financial Modelling</li> <li>Corporate Valuation</li> <li>Financial Regulation &amp; Laws</li> <li>Bank Management- Products and customers</li> </ul>	<p>(Would cover selected topics in each functional area. Names of topics are subject to change)</p> <ul style="list-style-type: none"> <li>Advanced Course in Finance</li> <li>Advanced course in Marketing</li> <li>Advanced course in Operations &amp; Supply Chain</li> <li>Advanced course in Information Management &amp; Analytics</li> </ul>
<b>Phase - I Electives</b>	<ul style="list-style-type: none"> <li>Strategic Cost and Profitability Management</li> <li>Customer Analytics</li> <li>Project Management</li> <li>Logistics and Fulfillment in E-Business</li> <li>Supply Chain Digital Transformation</li> <li>Project Management</li> </ul>	<ul style="list-style-type: none"> <li>Digital Marketing</li> <li>Advanced Pricing- Strategic and Data-Driven</li> <li>E-Commerce</li> <li>Product Management &amp; Marketing</li> <li>Business Consulting</li> <li>Cognitive Automation leveraging RPA &amp; Chatbots</li> </ul>	<ul style="list-style-type: none"> <li>Reinventing Business with AI and ML</li> <li>Product Innovation Lab</li> <li>Business Intelligence Systems</li> <li>Technology Consulting</li> <li>Digital Disruption, Transformation and Engagement</li> <li>User Generated Content Analytics</li> </ul>	<ul style="list-style-type: none"> <li>Fintech &amp; Blockchain</li> <li>Strategy for Financial Services Business</li> <li>Fixed Income &amp; Currency Markets</li> <li>Derivatives &amp; Risk Management</li> <li>Digital Platform &amp; Strategy</li> <li>Blockchain for Business Applications</li> </ul>	<ul style="list-style-type: none"> <li>Capstone Project (not an elective- compulsory for BA students)</li> <li>Financial Analytics</li> <li>Analytics Project Management</li> <li>Marketing and Customer Analytics</li> <li>Enterprise sustainability through digitalization</li> </ul>
<b>Phase - II Electives</b>	<ul style="list-style-type: none"> <li>Supply Chain Practice and Simulation</li> <li>Commercial Aspects of Supply Chain Management</li> <li>Simulation Modelling for Process Excellence</li> <li>Responsible Leadership (Compulsory)</li> <li>Science of Spirituality (Compulsory)</li> <li>Critical Thinking (Compulsory, Non credit, Non Graded)</li> <li>Introduction to Foreign Language - French / Spanish (Compulsory, Non credit, Non Graded)</li> </ul>	<ul style="list-style-type: none"> <li>Services Marketing and Customer Strategy</li> <li>Retail Shopper Marketing</li> <li>Integrated Marketing Communication for B2B and B2C</li> <li>Behavioral Decision Theory</li> <li>Corporate Governance &amp; Business Law</li> <li>Advanced Digital International Business</li> <li>Business Environment, Market Dynamics and Public Policy</li> </ul>	<ul style="list-style-type: none"> <li>Business Intelligence &amp; Analytics</li> <li>Cyber security for Managers</li> <li>Six Stories to foster interdisciplinary learning</li> <li>Career Transition in Hybrid Workplaces</li> <li>Managing the Dark Side of Organizational Behaviour</li> <li>Decision Making Through Simulation</li> <li>Government, Business, &amp; Society: Taking the Long View</li> </ul>	<ul style="list-style-type: none"> <li>International Finance</li> <li>Banking &amp; Financial Institutions and Markets</li> <li>Building Agile and Resilient organisation</li> <li>Game Theory in Business</li> <li>HR in the Digital Age and People Analytics</li> <li>Reputation, Public Relations and Corporate Communication</li> </ul>	<ul style="list-style-type: none"> <li>Modelling Uncertainty in Business</li> <li>DOCC (Compulsory)</li> <li>Microeconomics of Competitiveness</li> <li>Blue Ocean Strategy</li> <li>Pursuit of Mindful Leadership</li> <li>Business Negotiation</li> </ul>

\* The Courses and Credits mentioned in the structure are indicative and may undergo change. Programme reserves the right of any alteration in the list of courses.