MANAGEMENT CURRICULUM – RAJAGIRI BUSINESS SCHOOL

**TRIMESTER WISE CURRICULUM OUTLINE**

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| **Code** | **Course** | **Credit** |
|  | **Trimester 1** |  |
| CRT1001 | Microeconomics | 3 |
| CRT1002 | Financial Accounting | 3 |
| CRT1008 | Individual and Interpersonal Dynamics | 3 |
| CRT1004 | Business Communication | 2 |
| CRT1011 | Legal Environment of Business | 2 |
| CRT1006 | Business Statistics | 3 |
| CRT1012 | Technologies & Digital Transformation of Business | 2 |
|  | Total Credits (Trimester 1) | **18** |
|  | **Trimester 2** |  |
| CRT2001 | Macroeconomics | 2 |
| CRT2008 | Leadership and Organization Dynamics | 3 |
| CRT2003 | Marketing Management - 1 | 3 |
| CRT2009 | Fundamentals of Financial Management | 3 |
| CRT2005 | Operations Management – I | 3 |
| CRT2006 | Cost and Management Accounting | 3 |
| CRT2010 | Operations Research | 3 |
|  | Total Credits (Trimester 2) | **20** |
|  | **Trimester 3** |  |
| CRT3001 | Marketing Management - 2 | 3 |
| CRT3008 | Corporate Finance | 3 |
| CRT3003 | Human Resource Management | 3 |
| CRT3004 | Operations Management – II | 3 |
| CRT3009 | Business Research Methods | 3 |
| CRT3012 | Strategic Management | 3 |
| CRT3011 | Introduction to Business Analytics | 3 |
|  | Total Credits (Trimester 3) | **21** |
|  | **Trimester 4** |  |
| CRT4002 | Global Business Environment | 2 |
|  | Minimum 5 Electives (X) (5 \* 3 = 15 Credits) | 15 |
|  | Summer internship | 3 |
|  | Total Credits (Trimester 4) | **20** |
|  | **Trimester 5** |  |
| CRT5002 | Creative Problem Solving | 3 |

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|  | Minimum 4 Electives (Y) (4 \*3 = 12 Credits) | 12 |
|  | Dissertation | 3 |
|  | Total Credits | **18** |
|  | **Trimester 6** |  |
| CRT6003 | Ethics and Corporate Sustainability | 3 |
|  | Minimum 5 Electives (Z) (5 \* 3 = 15 Credits) | 15 |
|  | Total Credits (Trimester 6) | **18** |
|  | Min Credit from elective courses, X+Y+Z | **42** |
|  | **Total Program Credits** | **115** |

**ELECTIVE STREAMS OF COURSES**

**Marketing – List of Electives**

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| --- | --- | --- | --- |
| **Code** | **Course** | **Trimester** | **Credit** |
| MM008 | Services Marketing | 4 | 3 |
| MM006 | Brand Management | 3 |
| MM014 | Digital Marketing | 3 |
| MM005 | Marketing Research | 3 |
| MM013 | International Marketing | 5 | 3 |
| MM001 | Consumer Behaviour\* | 3 |
| MM011 | Sales and Distributions Management | 3 |
| MM015 | Marketing Analytics | 3 |
| MM003 | Retail Management | 6 | 3 |
| MM002 | B2B Marketing | 3 |
| MM004 | Integrated Marketing Communications | 3 |
| MM016 | Design Thinking | 3 |
|  | Strategic Marketing | 3 |

\*Core elective – compulsory elective for all students who have opted Marketing Specialization.

**Human Resource Management – List of Electives**

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| --- | --- | --- | --- |
| **Code** | **Course** | **Trimester** | **Credit** |
| HRM003 | Organization Development and Change Management | 4 | 3 |
| HRM005 | Performance Management | 3 |
|  | Talent Acquisition and Retention | 3 |
|  | Positive Psychology for Managers | 3 |
| HRM001 | Human Resource Development | 5 | 3 |
| HRM008 | Reward Management | 3 |

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|  | HR Analytics |  | 3 |
| HRM009 | Competency Based Human Resource Management | 6 | 3 |
|  | Coaching | 3 |
| HRM004 | Strategic Human Resource Management | 3 |
| HRM013 | International Human Resource Management | 3 |

**General Management – List of Electives**

|  |  |  |  |
| --- | --- | --- | --- |
| **Code** | **Course** | **Trimester** | **Credit** |
| GM007 | Entrepreneurship and Family Business Management | 4 | 3 |
|  | Social Entrepreneurship | 5 | 3 |
|  | Innovation Safari | 6 | 3 |
| GM009 | Managing Businesses in Emerging Markets | 3 |
|  | India in the Globalised World (Exclusively for International Students) | Can be offered (on request )in any trimester | 3 |

**Operations Management – List of Electives**

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| --- | --- | --- | --- |
| **Code** | **Course** | **Trimester** | **Credit** |
| OM005 | Service Operations Management | 4 | 3 |
|  | Future of Work & Organizations of the Future | 3 |
| OM001 | Project Management | 5 | 3 |
| OM004 | Supply Chain Management | 3 |
| OM016 | Revenue Management | 6 | 3 |
| OM010 | Game Theory for Managers | 3 |
| OM014 | Strategic Operations Management | 3 |
|  | Product Design and Development | 3 |

**Information Systems and Business Analytics – List of Electives**

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| **Code** | **Course** | **Tri** | **Credit** |
| BI011 | Business Modelling using R (BMR) | 4 | 3 |
| BI012 | Applied Business Analytics | 3 |
|  | Relational Database Management & SQL for Managers\* | 3 |
| BI013 | Machine Learning using Python | 5 | 3 |
| BI014 | Visualizing Data using Tableau | 3 |
| BI015 | Social and Web Analytics | 6 | 3 |
| BI016 | Advanced Business Analytics | 3 |
|  | Business Intelligence | 3 |
|  | Financial Analytics (cross-listed with Finance) | 3 |

**\***Core Elective for Business Analytics specialization

**Finance – List of Electives**

|  |  |  |  |
| --- | --- | --- | --- |
| **Code** | **Course** | **Trimester** | **Credit** |
| FM007 | Financial and Capital Market Services | 4 | 3 |
| FM002 | Commercial Banking and Finance | 3 |
| FM010 | Financial Modelling using Spread sheet\* | 3 |
|  | Basic Econometrics for Managers | 3 |
| FM001 | Security Analysis and Portfolio Management | 5 | 3 |
| FM013 | Microfinance | 3 |
|  | Project Finance and Capital Budgeting | 3 |
| FM014 | Portfolio Modeling Using Spreadsheets | 3 |
| FM005 | Financial Derivatives and Risk Management | 6 | 3 |
| FM011 | Strategic Financial Management | 3 |
| FM006 | International Finance | 3 |

\* For taking FMSS, basic knowledge in Excel is a prerequisite.

\*\* Financial Derivatives and Risk Management to be offered to only those students who have studied Security Analysis and Portfolio Management

Portfolio Modeling Using Spreadsheets to be offered to only those students who have studied Financial Modeling using Spreadsheets.

**COURSES RUNNING PARALLEL**

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| --- | --- |
| **TRIMESTER IV** | |
| Relational Database Manaagement&SQL forManagers | Organization Development and Change Management |
| Entrepreneurship and Family Business Management | Applied Business analytics, & Basic Econometric for Managers |
| Perfomance Management | Business Modelling using R |
| Talent Acquisition and Retention | Service Operations Management |
| Financial Modelling using SpreadSheet | Positive Psychology for Managers |
| Marketing Research | Commercial Banking and Finance |
| Services Marketing | Future of Work& Organizations of the Future |
| **TRIMESTER V** | |
| International Marketing | Portfolio Modeling Using Spreadsheet |
| Supply Chain management | Visualizing Data using Tableau |
| Sales and Distributions Management | Project Management |
| Microfinance | Social Entrepreneurship |
| Project Finance and Capital Budgeting | Reward Management |
| Human Resource Development | Marketing Analytics |
| Human Resource Analytics | Machine Learning using python |
| **TRIMESTER VI** | |
| Retail Management | Financial Analytics |
| Strategic Marketing | Coaching |
| Game Theory for Managers | International Human Resource Management |
| Financial Derivatives and Risk Management | Strategic HumanResource Management |
| Strategic Financial Management | Advanced Business Analytics |
| International Finance | Social and Web Analytics |
| Revenue Management | Managing Businesses in Emerging Markets |
| Product Design and Development | Innovation Safari |
| Competency Based Humman Resource Management | Business Intelligence |
| Integrated Marketing Communications | Service Operations Management |