

Course Structure

1ST YEAR

TRIMESTER - 1

- Energy & Infrastructure Sector - Technology and Management Perspective I
- Accounting for Managers
- Financial Statement Analysis and Reporting
- Macroeconomics
- Marketing Management I
- Business Communication I
- Organizational Theory & Design
- Operations Management I
- Excel Based Business Modelling
- Quantitative Methods I

TRIMESTER - 2

- Energy and Infrastructure Sector - Technology and Management Perspective II
- Marketing Management II
- Cost & Management Accounting
- Financial Investigation and Forensic Accounting
- Financial Management I
- Human Resources Management
- Managerial Computing
- Management Information Systems
- Environmental, Social and Governance (ESG)
- Quantitative Methods II
- Group Project on Industry – *Technological Aspect*

TRIMESTER - 3

- An Introduction to E & I Sector – A Business Perspective
- Business Communication II
- Business Research Methods
- Marketing Management III
- Financial Management II
- Competition and Strategy
- Operations Research
- Operations Management II
- Organizational Behaviour
- Group Project on Industry – *Commercial Aspect*

SUMMER INTERNSHIP
(Minimum of 8 Weeks)

2ND YEAR

CORE COURSES

- Corporate Strategy
- Business Consulting
- Introduction to Business Analytics
- Project Management
- Legal Aspects of Business
- International Business Management
- Management Control Systems
- Entrepreneurship
- Business Dissertation (Functional Area)

ENERGY & INFRASTRUCTURE DISCIPLINE ELECTIVE COURSES

- Brand Management in E&I Sector
- Business of Liquefied Natural Gas
- Energy Trade & Risk Management
- Climate Change and Sustainability
- International Maritime Affairs in E&I Sector
- Managing Oil & Gas Contracts
- Managing Refineries
- Managing Renewable Energy Business
- Power Sector Management
- Pricing of Energy Products
- Marketing of Petroleum Oil Lubricants
- City Gas Distribution Business
- Energy Financing
- Managing Oil & Gas Business Operations
- Oil & Gas Accounting & Taxation
- Supply Chain and Logistics Management in E&I Sector
- Carbon Finance
- Enterprise Asset Management
- Health, Safety & Environment Management

MARKETING DISCIPLINE ELECTIVE COURSES

- Business-to-Business Marketing
- Electronic Business
- Managing Services Business
- Strategic Marketing in Practice
- Marketing Analytics
- Consumer Behaviour
- Digital Marketing
- Marketing Research and Information Systems
- Retail Management
- Integrated Marketing Communications
- International Marketing
- Strategic Brand Management
- Sales and Distribution Management

FINANCE DISCIPLINE ELECTIVE COURSES

- Corporate Restructuring and Business Valuations
- Corporate Tax Planning
- International Finance
- Management of Banking Operations
- Investment Analysis and Portfolio Management
- Management of Financial Services
- Project Financing
- Derivatives & Risk Management
- Corporate Taxation and Financial Planning
- Fintech and Block Chain
- Wealth Management
- International Finance

HUMAN RESOURCES MANAGEMENT DISCIPLINE ELECTIVE COURSES

- Training and Development
- Creativity and Innovation Management
- Managing Cross-Cultural Issues
- Human Resource Analytics
- Leadership Skills
- Industrial Relations & Labour Law
- Recruitment & Selection
- Compensation & Benefits Management

PRODUCTIONS & OPERATIONS DISCIPLINE ELECTIVE COURSES

- Operations Strategy
- Business Process Re-engineering
- Technology and Innovations Management
- Total Quality Management
- Contracts Management
- Lean Six Sigma Management
- Enterprise Systems and IT Strategy
- Advanced Supply Chain and Logistics Management

BUSINESS ANALYTICS ELECTIVE COURSES

- Decision Science using Python
- Big Data Management
- Machine Learning for Business
- Data Visualization Techniques
- Fintech and Blockchain
- Marketing Analytics
- Management Simulation
- Enterprise Systems and IT Strategy

- Renewable Energy Project Management
- Energy Economics
- Energy Laws

- Human Resource Analytics

**OPEN/ GENERAL DISCIPLINE
ELECTIVE COURSES**

- Course on Independent Study (CIS)