



EPGP 17 - COURSE STRUCTURE

Courses - First year		
Quarter - I		
Quarter	Course Code	Course Title
I	EPGP-101	Quantitative Techniques (QT)
I	EPGP-102	Managerial Economics (ME)
I	EPGP-103	Organizational Behaviour-I (OB1)
I	EPGP-104	Managerial Communications (MC)
I	EPGP-105	Financial Accounting
Quarter - II		
II	EPGP-201	Operations Research (OR)
II	EPGP-202	Business Law (BL)
II	EPGP-203	Economic Environment (EE)
II	EPGP-204	Information Systems (IS)
II	EPGP-205	Financial Management-I (FM1)
II	EPGP-206	Organizational Behaviour-II (OB2)
Quarter - III		
III	EPGP-301	Marketing Management (MM)
III	EPGP-302	Operations Management (OM)
III	EPGP-303	Strategic Management (SM)
III	EPGP-304	Financial Management-II (FM2)
III	EPGP-305	Digital Business Models(DBM)
Quarter IV		
IV	EPGP-401	Marketing Research (MR)
IV	EPGP-402	Quality Management (QM)
IV	EPGP-403	Cost and Management Accounting (CMA)
IV	EPGP-404	Environmental Governance & Sustainability (EGS)
IV	EPGP-405	Human Resources Management (HRM)

Compulsory courses in Second year of the Programme	
SL NO	Course Title
1	Leadership and Corporate Accountability (LCA)
2	International Business (IB)
3	Business Simulation
4	Business Plan Project (BPP)



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Elective Courses in Second year of the Programme*		
Sl.No.	Course Code	Course Title
1	EEC-02	Introduction to Public Policy
2	EEC-03	Agent-Based Modelling for Business and Management
3	EFM-01	Advanced Management Accounting
4	EFM-02	Security Analysis and Portfolio Management
5	EFM-03	Project Finance
6	EHLM-01	Advanced Corporate Communication: The Practitioner's Approach
7	EHLM-02	Cross Cultural Communication
8	EIT-01	Artificial Intelligence for Business
9	EIT-02	Cyber security and privacy
10	EIT-03	Responsible AI
11	EMM-04	Digital Product Management
12	EMM-05	Product Management
13	EHR-02	Joy
14	EOM-01	Supply Chain Management
15	EOM-02	Lean Six Sigma
16	EOM-03	Advanced Operations Research
17	ESM-01	Strategy Implementation
18	ESM-02	Management of Technology and Innovation
19	EFM-04	Financial Derivatives
20	EFM-05	Management of Financial Institutions
21	EFM-06	International Finance
22	EFM-07	Valuations Mergers & Acquisitions
23	EHLM-03	Understanding Public Policy
24	EHLM-04	Advanced Business Law
25	EIT-04	Natural Language Processing for Business
26	EIT-05	ICT4SD
27	EIT-06	Business Intelligence & Analytics
28	EMM-01	Managing Business Markets
29	EMM-06	Selling as a Life Skill
30	EMM-07	Sales & Distribution Management
31	EMM-08	Digital Marketing
32	EMM-09	Marketing Analytics: Tools & Techniques for Decision Making & Automation
33	EMM-10	Pricing: A Managerial perspective
34	EHR-03	Performance & Talent Management
35	EHR-04	Negotiation & Conflict Management
36	EHR-05	Emotional Intelligence for Managerial Effectiveness
37	EHR-06	Creativity and Innovation Management
38	EOM-04	Project Management
39	EOM-05	Design Thinking for Innovation and Product Development
40	EOM-06	Simulation and System Dynamics
41	ESM-03	Mergers, Acquisitions and Strategic Alliances



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Elective Courses in Second year of the Programme*		
Sl.No.	Course Code	Course Title
42	ESM-04	Entrepreneurship and New Ventures
43	ESM-05	Strategy Analytics
44	ESM-06	Corporate Governance
45	EEC-01	Game Theory
46	EFM-08	Financial Statement Analysis
47	EFM-09	Strategic Financial Management
48	EFM-10	Entrepreneurial Finance
49	EHLM-05	Social Media – Communication and Business
50	EHLM-06	Democracy, Politics and Institutions
51	EHLM-07	Corporate wellness through Karma Yoga
52	EIT-07	Digital business Transformation
53	EIT-08	Blockchain for Business
54	EMM-02	Strategic Marketing
55	EMM-03	Product & Brand Management
56	EMM-11	Integrated Marketing Communications
57	EMM-12	Consumer Behavior
58	EMM-13	Services Marketing
59	EHR-01	Leading Self & Organization
60	EHR-07	Effective Hiring Compensation and RM
61	EHR-08	Strategic & International HRM
62	EHR-09	HR Analytics
63	EHR-10	Organisational Development & Change
64	EOM-07	Service Operations Management
65	EOM-08	Predictive Analytics
66	EOM-09	Operations Strategy
67	ESM-07	Managing Change and Transformation
68	ESM-08	X-Culture Business Project
69	ESM-09	Models and Frameworks of Strategic Analysis (MFSA)
70	ESM-10	Consulting

* The courses to be offered for the EPGP-17 batch may vary as per the decision of the respective academic area.