

# SYLLABUS

## POST GRADUATE DIPLOMA IN MANAGEMENT (Banking, Insurance, & Financial Services)

SEMESTER 1				SEMESTER 2			
S. No.	Subject	Credit	Hours	S. No.	SUBJECT	Credit	Hours
1.	Organizational Behaviour	03	30	1.	Financial Management	03	30
2.	Managerial Economics	03	30	2.	Marketing Management	03	30
3.	Business Communication	03	30	3.	Quantitative Methods	03	30
4.	Financial Accounting for Managers	03	30	4.	Business Environment	03	30
5.	Principles & Practice of Insurance Business	03	30	5.	Risk Management in Bank & Insurance	03	30
6.	Merchant Banking & Financial Services	03	30	6.	Strategic Management	03	30
SEMESTER 3				SEMESTER 4			
S. No.	Subject	Credit	Hours	S. No.	SUBJECT	Credit	Hours
1.	1. Indian Financial System	03	30	1.	Investment Analysis and Portfolio Management	02	20
2.	2. International Finance	03	30	2.	Banking Operation Management	02	20
3.	3. Banking Law & Practices	03	30	3.	Treasury Management	02	20
4.	4. Research Methodology	03	30	4.	Banking Principles & Practices	02	20
5.	5. Financial Market & Services	03	30	5.	Accounting for Banking & Insurance	02	20
6.	6. Entrepreneurship & Startup	03	30	6.	Tax Planning & Management	02	20
SEMESTER 5				SEMESTER 6			
S. No.	Subject	Credit	Hours	S. No.	Subject	Credit	Hours
1.	Banking Technology Management	02	20	1.	Micro Finance & Rural Banking	02	20
2.	International Banking & Trade Finance	02	20	2.	Cyber Crime & IT Laws	02	20
3.	Working Capital Management	02	20	3.	Marketing of Insurance Services	02	20

4.	Central Banking & Monetary Policy	02	20		4.	Health & Miscellaneous Insurance	02	20
	<b>*Elective Papers</b>					<b>*Elective Papers</b>		
5.	Financial Derivatives (Elective-1)	02	20		5.	E-Commerce (Elective-1)	02	20
6.	Global Financial Market (Elective-2)	02	20		6.	Reinsurance (Elective-2)	02	20
7.	Marine & Rural Insurance (Elective-3)	02	20		7.	Insurance Salesmanship (Elective-3)	02	20
8.	Fire & Motor Insurance (Elective-4)	02	20		8.	Engineering Liability Insurance (Elective-4)	02	20
<b>* Out of Four Elective papers a student will have to SELECT two papers.</b>					<b>* Out of Four Elective papers a student will have to SELECT two papers.</b>			

**POST GRADUATE DIPLOMA IN MANAGEMENT  
(Retail Management)**

<b>SEMESTER 1</b>				<b>SEMESTER 2</b>			
<b>S. No.</b>	<b>Subject</b>	<b>Credit</b>	<b>Hours</b>	<b>S. No.</b>	<b>SUBJECT</b>	<b>Credit</b>	<b>Hours</b>
1.	Organization Behaviour	03	30	1.	Marketing Management	03	30
2.	Managerial Economics	03	30	2.	Business Environment	03	30
3.	Business Communication	03	30	3.	Human Resource Management	03	30
4.	Logistic & Supply Chain Management	03	30	4.	Management Principle & Values	03	30
5.	Retail Marketing	03	30	5.	Strategic Management	03	30
6.	Business Law	03	30	6.	Quantitative Methods	03	30
<b>SEMESTER 3</b>				<b>SEMESTER 4</b>			
<b>S. No.</b>	<b>Subject</b>	<b>Credit</b>	<b>Hours</b>	<b>S. No.</b>	<b>SUBJECT</b>	<b>Credit</b>	<b>Hours</b>
1.	Research Methodology	03	30	1.	Global Competitiveness & Retailing	02	20
2.	Entrepreneurship & Startup	03	30	2.	Customer Relationship Management	02	20
3.	Mall Management	03	30	3.	Project Management	02	20
4.	Financial Accounting for Managers	03	30	4.	Store Location, Design & Visual Merchandising	02	20
5.	Advertising & Media Planning	03	30	5.	International Marketing Management	02	20
6.	Business Ethics & Corporate Governance	03	30	6.	Business Outsourcing	02	20
<b>SEMESTER 5</b>				<b>SEMESTER 6</b>			
<b>S. No.</b>	<b>Subject</b>	<b>Credit</b>	<b>Hours</b>	<b>S. No.</b>	<b>Subject</b>	<b>Credit</b>	<b>Hours</b>
1.	Service Marketing	02	20	1.	Retail Sales, Techniques & Promotion	02	20
2.	E-Retailing	02	20	2.	Industrial Marketing	02	20
3.	Management Information System	02	20	3.	Rural Marketing	02	20
4.	Brand Planning & Consumer Insights	02	20	4.	Marketing of Non-Profit Organization	02	20
	<b>* Elective Papers</b>				<b>* Elective Papers</b>		
5.	Retail Planning & Legal Issues (Elective-1)	02	20	5.	E-Commerce (Elective-1)	02	20
6.	Retail Shopper's Behaviour (Elective-2)	02	20	6.	Brand Management (Elective-2)	02	20
7.	E-Marketing & CRM (Elective-3)	02	20	7.	Business Outsourcing (Elective-3)	02	20
8.	Retail Branding & Strategy (Elective-4)	02	20	8.	Cyber Crime & IT Laws (Elective-4)	02	20

**\* Out of Four Elective papers a student will have to SELECT two papers.**

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**POST GRADUATE DIPLOMA IN MANAGEMENT  
(Engineering Management)**

SEMESTER 1				SEMESTER 2			
S. No.	Subject	Credit	Hours	S. No.	SUBJECT	Credit	Hours
1.	Concept of Engineering Management	03	30	1.	Marketing Management	03	30
2.	Indian Economy & Policy	03	30	2.	Consumer Behaviour	03	30
3.	Business Communication	03	30	3.	Operations Management	03	30
4.	Business Environment	03	30	4.	Project Management	03	30
5.	Financial Management	03	30	5.	Computer Applications for Business	03	30
6.	Managerial Economics	03	30	6.	Human Resource Management	03	30
SEMESTER 3				SEMESTER 4			
S. No.	Subject	Credit	Hours	S. No.	SUBJECT	Credit	Hours
1.	Organizational Behaviour	03	30	1.	Industrial Marketing for Engineers	03	30
2.	Corporate Strategy	03	30	2.	Business Process Change Management	03	30
3.	Business Statistics & Analytics for Decision Making	03	30	3.	Business Law	03	30
4.	Research Methodology	03	30	4.	Cyber Crime & IT Laws	03	30
5.	Organization Design	03	30	5.	Marketing Strategy for Engineers	03	30
6.	Retail Management	03	30	6.	Management Information Systems	03	30
SEMESTER 5				SEMESTER 6			
S. No.	Subject	Credit	Hours	S. No.	Subject	Credit	Hours
1.	Financial Engineering	02	20	1.	Cost Accounting for Engineers	02	20
2.	System Engineering, Analysis & Control	02	20	2.	Financial Accounting & Issues for Engineers	02	20
3.	Strategic Management for Engineers	02	20	3.	Marketing Issues for Engineers	02	20
4.	Operations Planning & Control	02	20	4.	Technology Management	02	20
	<b>* Elective Papers</b>				<b>* Elective Papers</b>		
5.	Supply Chain Management (Elective-1)	02	20	5.	Marketing Management in MSMEs (Elective-1)	02	20
6.	Machine Learning (Elective-2)	02	20	6.	Globalization Human Resource Management in MSMEs (Elective-2)	02	20
7.	Micro & Smart Systems (Elective-3)	02	20	7.	E-Commerce (Elective-3)	02	20
8.	Product Development & Management Process	02	20	8.	Entrepreneurship & Startups (Elective-4)	02	20

	(Elective-4)							
* Out of Four Elective papers a student will have to SELECT two papers.					* Out of Four Elective papers a student will have to SELECT two papers.			

**POST GRADUATE DIPLOMA IN MANAGEMENT  
(Real Estate Management)**

SEMESTER 1				SEMESTER 2			
S. No.	Subject	Credit	Hours	S. No.	SUBJECT	Credit	Hours
1.	Concept of Engineering Management	03	30	1.	Marketing Management	03	30
2.	Indian Economy & Policy	03	30	2.	Marketing Research	03	30
3.	Business Communication	03	30	3.	Operations Management	03	30
4.	Business Environment	03	30	4.	Project Management	03	30
5.	Financial Reporting, Statements & Analysis	03	30	5.	Computer Applications for Business	03	30
6.	Managerial Economics	03	30	6.	Human Resource Management	03	30
SEMESTER 3				SEMESTER 4			
S. No.	Subject	Credit	Hours	S. No.	SUBJECT	Credit	Hours
1.	Organizational Behaviour	03	30	1.	Leadership & Organizational Behaviour	02	20
2.	Corporate Strategy	03	30	2.	Building Material & Design	02	20
3.	Business Statistics & Analytics for Decision Making	03	30	3.	Site Organization Management	02	20
4.	Research Methodology	03	30	4.	Entrepreneurship Development & Management of Real Estate	02	20
5.	Organization Design	03	30	5.	Management Information Systems	02	20
6.	Retail Management	03	30	6.	Business & Corporate Law	02	20
SEMESTER 5				SEMESTER 6			
S. No.	Subject	Credit	Hours	S. No.	Subject	Credit	Hours
1.	Real Estate Fundamental	02	20	1.	Construction Management	02	20
2.	Legal Framework for Real Estate	02	20	2.	Real Estate Investment Management	02	20
3.	Real Estate Valuation	02	20	3.	Land Acquisition	02	20
4.	Real Estate Development	02	20	4.	Project Formulation & Appraisal	02	20
5.	Real Estate Approval & Sanction				<b>* Elective Papers</b>		
6.	Real Estate Economies & Market Metrics	02	20	5.	Elective-I-Green Practices in Real Estate	02	20
				6.	Elective-II Low Cost Affordable Housing & Space saving interiors	02	20
				7.	Elective-III-Real State Finance & Investment	02	20
				8.	Elective-IV-Assets Management	02	20

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