

Program Code: SMT**Master of Business Administration (Telecom Management)**

Department of Management Studies

The overall credits structure

Category	Programme Core (PC) (Total 42 credits)			Flexible Core FC (Total 12 credits)		Non-credit Core NC	Electives E	Total
	Common Core CC	Unique Core UC	Programme Focus Core PFC	Analytical Skills SS	People Skills AS			
Credits	30	6	6	6	6	3	18	72

Programme Core (PC)

Programme Core consists of Common Core (CC) courses, Unique Core (UC) courses and Programme Focus Core (PFC) courses. The total credits of Programme Core would be 42.

a) Common Core (CC)

	L-T-P	Credits
*SML705 HRM Systems	1.5-0-0	1.5
**SML706 Business Laws	2-0-2	3
*SML707 Management Accounting	3-0-0	3
*SML708 Financial Management	3-0-0	3
*SML709 Business Research Methods	1.5-0-0	1.5
*SML711 Strategic Management	3-0-0	3
*SML712 Ethics & Value Based Leadership	1.5-0-0	1.5
*SML713 Information Systems Management	2-0-2	3
*SML720 Macroeconomic Environment of Business	3-0-0	3
SML745 Operations Management	3-0-0	3
SML760 Marketing Management	2-0-2	3
*SML780 Managerial Economics	1.5-0-0	1.5

* These are new courses which have been designed and/or modified as a part of the curriculum review.

** SML706 was initially an elective, SML887. This course's content is the same, only the number has been changed to now reflect a core course.

Total PC	27-0-6	30
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b) Unique Core (UC)

SMD891 Major Project	0-0-12	6
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The UC will include the major project which would focus on a research driven application of skills acquired in telecommunication systems management, through the programme.

c) Program Focus Core (PFC)

A student must fulfill requirement of 6 credits i.e. he/she must take at least 2 of these courses. Any credits acquired over and above required credits would be counted towards the Electives

	L-T-P	Credits
SML723 Telecommunication Systems	3-0-0	3
SML726 Telecom System Analysis Planning & Design	3-0-0	3
SML728 International Telecommunication Management	3-0-0	3
EEL767 Telecom Systems	3-0-0	3

Flexible Core (FC)

Flexible core consists of Analytical Skills (AS) courses and People Skills (PS) courses. The total credits of Flexible Core would be 12.

a) Analytical Skills (AS)

A student must fulfill the requirement of 6 credits. Any credits acquired over and above the required credits would be counted towards the Electives.

	L-T-P	Credits
*SML719 Statistics for Management	2-1-0	3
*SML721 Econometrics	2-1-0	3
SML740 Quantitative Methods in Management	3-0-0	3
MAL732 Financial Mathematics	3-1-0	4

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b) People Skills (PS)

A student must fulfill the requirement of 6 credits. Any credits acquired over and above required credits would be counted towards the Electives.

	L-T-P	Credits
SML710 Creative Problem Solving	2-0-2	3
*SML724 Communication Skills	1-0-1	1.5
*SML725 Negotiation Skills & Strategies	1-0-1	1.5
*SML727 Interpersonal Behavior & Team Dynamics	1-0-1	1.5
*SML729 Individual Behavior in Organization	1.5-0-0	1.5
*SML730 Managing With Power	1.5-0-0	1.5
*SML731 Developing Self Awareness	1-0-1	1.5

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Non-credit Core (NC)	L-T-P	Credits
SMT893 Corporate Sector Attachment	0-0-4	2
*SMT894 Social Sector Attachment	0-0-2	1

** This is a new course which has been designed as a part of the curriculum review.*

Electives (E)

A student must fulfill the requirement of 24 credits. Electives can be chosen, depending on the interest of the student, from a basket of courses, viz.,

	L-T-P	Credits
SML716 Fundamentals of Management Systems	3-0-0	3
*SML717 Business Systems Analysis & Design	2-0-2	3
SML811 Management Control Systems	3-0-0	3
SML802 Management of Intellectual Property Rights	3-0-0	3
SML835 Labor Legislation and Industrial Relations	2-0-2	3
SML704 Science & Technology Policy Systems	3-0-0	3
SML801 Technology Forecasting & Assessment	2-0-2	3
SML803 Technical Entrepreneurship	3-0-0	3
*SML806 Mergers & Acquisitions	3-0-0	3
*SML807 Selected Topics in Strategic Management	1-0-0	1
*SML808 Systems Thinking	3-0-0	3
SML812 Flexible Systems Management	2-0-2	3
SML813 Systems Methodology for Management	2-0-2	3
SML817 Systems Waste & Sustainability	2-0-2	3
SML819 Business Process Re-engineering	2-0-2	3
SML820 Global Business Environment	3-0-0	3
*SML821 Strategy Execution Excellence	3-0-0	3
SML 822 International Business	3-0-0	3
SML823 Strategic Change & Flexibility	2-0-2	3
SML 824 Policy Dynamics & Learning Organization	2-0-2	3
SML 825 Strategies in Functional Management	3-0-0	3
SML826 Business Ethics	3-0-0	3
SML827 International Competitiveness	3-0-0	3
SML828 Global Strategic Management	2-0-2	3
SML829 Current & Emerging Issues in Strategic Management	3-0-0	3
*SML851 Strategic Alliance	1.5-0-0	1.5
SML714 Organizational Dynamics and Environment	3-0-0	3
SML830 Organizational Structure and Processes	3-0-0	3
SML831 Management of Change	2-0-2	3
SML832 Managing Innovation for Organizational Effectiveness	3-0-0	3
SML833 Organizational Development	3-0-0	3
*SML834 Managing Diversity at Workplace	1.5-0-0	1.5
*SML836 International Human Resources Management	1.5-0-0	1.5
*SML837 Organization Theory	1.5-0-0	1.5
SML839 Current & Emerging Issues in Organizational Management	3-0-0	3

	L-T-P	Credits
*SML804 Procurement Management	3-0-0	3
*SML805 Services Operations Management	3-0-0	3
SML715 Quality and Environment Management Systems	2-0-2	3
SML816 Total Quality Management	2-0-2	3
SML818 Industrial Waste Management	2-0-2	3
SML840 Manufacturing Strategy	3-0-0	3
*SML841 Supply Chain Analytics	3-0-0	3
*SML842 Supply Chain Modeling	3-0-0	3
SML843 Supply Chain Logistics Management	3-0-0	3
SML844 Systems Reliability, Safety and Maintenance Management	3-0-0	3
SML845 Total Project Systems Management	2-0-2	3
SML846 Total Productivity Management	3-0-0	3
*SML848 Applied Operations Research	3-0-0	3
SML849 Current & Emerging Issues in Manufacturing Management	3-0-0	3
*SML809 Cyber Security: Managing Risks	3-0-0	3
*SML810 Advanced Data Mining for Business Decisions	1.5-0-0	1.5
*SML814 Data Visualization	1.5-0-0	1.5
SML815 Decision Support and Expert Systems	2-0-2	3
SML850 Management of Information Technology	3-0-0	3
SML852 Network System: Applications and Management	3-0-0	3
*SML853 Software Project Management	2-0-2	3
*SML854 Big Data Analytics & Data Science	1.5-0-0	1.5
*SML855 Electronic Commerce	2-0-2	3
SML856 Business Intelligence	3-0-0	3
*SML858 Business Process Management with IT	1.5-0-0	1.5
SML859 Current and Emerging Issues in IT Management	3-0-0	3
*SML868 Digital Research Methods	1.5-0-0	1.5
*SML876 Economics of Digital Business	1.5-0-0	1.5
*SML877 Electronic Government	1.5-0-0	1.5
*SML878 Electronic Payments	1.5-0-0	1.5
*SML882 Enterprise Cloud Computing	1.5-0-0	1.5
*SML883 ICT's, Development and Business	1.5-0-0	1.5
*SML884 Information System Strategy	1.5-0-0	1.5
*SML885 Digital Marketing-Analytics & Optimization	2-0-2	3
*SML886 IT Consulting & Practice	1.5-0-0	1.5
*SML887 Mobile Commerce	2-0-2	3
*SML888 Data Warehousing for Business Decisions	1.5-0-0	1.5
*SML891 Data Analytics using SPSS	1.5-0-0	1.5
*SML892 Predictive Analytics	1.5-0-0	1.5
*SML893 Public Policy Issues in the Information Age	1.5-0-0	1.5
*SML894 Social Media & Business Practices	1.5-0-0	1.5
SML861 Market Research	2-0-2	3
SML862 Product Management	3-0-0	3
SML863 Advertising and Sales Promotion Management	3-0-0	3

*SML864 Corporate Communication	2-0-2 L-T-P	3 Credits
SML865 Sales Management	2-0-2	3
SML866 International Marketing	3-0-0	3
SML867 Industrial Marketing Management	3-0-0	3
SML869 Current & Emerging Issues in Marketing	3-0-0	3
*SML870 Corporate Governance	1.5-0-0	1.5
*SML871 Banking and Financial Services	1.5-0-0	1.5
SML872 Working Capital Management	3-0-0	3
SML873 Security Analysis & Portfolio Management	3-0-0	3
*SML874 Indian Financial System	1.5-0-0	1.5
SML875 International Financial Management	3-0-0	3
SML879 Current & Emerging Issues in Finance	3-0-0	3
SML734 Management of Small & Medium Scale Industrial Enterprises	3-0-0	3
SML847 Advanced Methods for Management Research	2-0-2	3
SML880 Selected Topics in Management Methodology	2-0-2	3
SML881 Management of Public Sector Enterprises in India	3-0-0	3
SML889 Current & Emerging Issues in Public Sector management	3-0-0	3
SML897 Consultancy Process & Skills	3-0-0	3
SML898 Consultancy Professional Practice	3-0-0	3
SML899 Current & Emerging Issues in Consultancy Management	3-0-0	3
*SML896 International Economic Policy	2-1-0	3

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MBA (Telecom Management)

Sem.	Courses (Number, Abbreviated title, L-T-P, Credits)								Lecture Courses	Contact h/week						
										L	T	P	Total	Credits		
1	SML707 Management Accounting (3-0-0) 3	SML720 Macroeconomic Environment Of Business (3-0-0) 3	SML760 Marketing Management (2-0-2) 3	SML713 Information Systems Management (2-0-2) 3	SML709 Business Research Methods (1.5-0-0) 1.5	SML712 Ethics & Values Based Leadership (1.5-0-0) 1.5	FC PS -1 SML724 Communication Skills (1-0-1) 1.5	FC AS-1 SML740 Quantitative Methods in Management (3-0-0) 3	8	17	0	5	22	19.5		
2	SML708 Financial Management (3-0-0) 3	SML780 Managerial Economics (1.5-0-0) 1.5	SML705 HRM Systems (1.5-0-0) 1.5	SML745 Operations Management (3-0-0) 3	SML711 Strategic Management (3-0-0) 3	PFC-1 (3-0-0) 3	FC PS-2 (1.5-0-0) 1.5	FC AS-2 SML719 Statistics for Management (2-1-0) 3	8	18.5	1	0	19.5	19		
Summer	SMT893 Corporate Sector Attachment															
3	FC PS-3 (1.5-0-0) 1.5	FC PS-4 (1.5-0-0) 1.5	PFC-2 (3-0-0) 3	SML706 Business Laws (2-0-2) 3	Electives (Credits 6-9)										15-18	
Winter	SMT894 Social Sector Attachment															
4	SMD891 Major project (0-0-12) 6	Electives (Credits 9-12)													15-18	

FC = Flexible Core, AS = Analytical Skills, PS = People Skills, PFC = Programme Focus Core

TOTAL=72