



# Sage University, Indore

## INSTITUTE OF MANAGEMENT STUDIES

### CHOICE BASED CREDIT SYSTEM

### PROGRAM STRUCTURE

**Effective for Academic Session: 2025-26**

**Program: Master of Business Administration in Applied Management**

**Program Code: MBA (AM)**

**Semester: I**

**Admission Batch: 2025-27**

**Subject wise Distribution of Marks and corresponding Credits**

S. No.	Subject Code	Category	Subject Title	Maximum Marks Allotted												Credits	Credits Hours
				Theory (100 Marks)			Practical/ Studio (50 Marks)			Total Marks	Hours / Week						
				End Sem. Exam (ESE)	Continuous Internal Evaluation (CIE)		End Sem. Exam (ESE) For Practical and Viva	Continuous Internal Evaluation (CIE)			L	T	P	SM	NTCC		
					Mid Sem Test (MST)	Attendance/ Quiz / Assignment/ Presentations		Lab Work /WPR	Attendance/ Assignment/ Viva/Lab Manual								
1	MGTDCMGM001T	DC	Principles & Practices of Management	60	20	20	-	-	-	100	3	-	-	-	-	3	3
2	MGTDCHRM002T	DC	Fundamentals of Human Resource Management	60	20	20	-	-	-	100	3	-	-	-	-	3	3
3	MGTDCAPM001T	DC	Global Business Environment	60	20	20	-	-	-	100	3	-	-	-	-	3	3
4	MGTDCFIN001T	DC	Accounting for Managers	60	20	20	-	-	-	100	3	-	-	-	-	3	3
5	MGTDCMGM044T	DC	Statistics & Business Mathematics	60	20	20	-	-	-	100	2	-	-	-	-	2	2
6	MGTDCMGM044P	DC	Statistics & Business Mathematics	-	-	-	30	10	10	50	-	-	2	-	-	1	2
7	MGTDCAPM002T	DC	Personality Management and Communication Skills	60	20	20	-	-	-	100	3	-	-	-	-	3	3
8	To be selected from the list #01	DE	<b>Departmental Elective- I</b>	60	20	20	-	-	-	100	3	-	-	-	-	3	3
9	To be selected from the list #02	DSEEC	Departmental Skill Enhancement Elective Course-I	-	-	-	30	10	10	50	-	-	4	-	-	2	4
10	To be selected from the list #02	DSEEC	Departmental Skill Enhancement Elective Course -II	-	-	-	-	20	30	50	-	-	-	-	4	2	-
12	MGTDSMGM045N	DSEEC	Analytical Skills & Personal Skills	-	-	-	-	20	30	50	-	-	-	-	4	2	-
<b>TOTAL</b>				<b>420</b>	<b>140</b>	<b>140</b>	<b>60</b>	<b>60</b>	<b>80</b>	<b>900</b>	<b>20</b>	<b>-</b>	<b>6</b>	<b>8</b>	<b>27</b>	<b>26</b>	

**#01- List of Departmental Elective: I**

<b>Departmental Elective -I</b>		
<b>S. No.</b>	<b>Subject Code</b>	<b>Subject Name</b>
1	<b>MGTDEMGM045T</b>	Business Laws
2	<b>MGTDEHRM009T</b>	Introduction Organisational Behaviour

**#02- List of Departmental Skill Enhancement Elective Course I & II:**

<b>Departmental Skill Enhancement Elective Course-I</b>			<b>Departmental Skill Enhancement Elective Course-II</b>	
<b>S. No.</b>	<b>Subject Code</b>	<b>Subject Name</b>	<b>Subject Code</b>	<b>Subject Name</b>
1	<b>MGTDSITM046P</b>	Information Technology For Managers	<b>MGTDSMGM037N</b>	Managerial Skills
2	<b>MGTDSMGM036P</b>	AI for Managers	<b>MGTDSMGM038N</b>	Cultural Diversity & Global Work Practices



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**Program: Master of Business Administration in Applied Management**

**Program Code: MBA (AM)**

**Semester: II**

**Admission Batch: 2025-27**

**Subject wise Distribution of Marks and corresponding Credits**

S. No.	Subject Code	Category	Subject Title	Maximum Marks Allotted												Credits	Credits Hours
				Theory (100 Marks)			Practical/ Studio (50 Marks)			Total Marks	Hours / Week						
				End Sem. Exam (ESE)	Continuous Internal Evaluation (CIE)		End Sem. Exam (ESE) For Practical and Viva	Continuous Internal Evaluation (CIE)			L	T	P	SM	NTCC		
					Mid Sem Test (MST)	Attendance/ Quiz / Assignment/ Presentations		Lab Work/W PR	Attendance/ Assignment/ Viva/Lab Manual								
1	MGTDCMKT008T	DC	Fundamentals of Marketing Management	60	20	20	-	-	-	100	3	-	-	-	-	3	3
2	MGTDCAPM045T	DC	Fundamentals of Operation Management	60	20	20	-	-	-	100	3	-	-	-	-	3	3
3	MGTDCAPM046T	DC	Research Methods	60	20	20	-	-	-	100	3	-	-	-	-	3	3
4	MGTDCAPM047T	DC	Entrepreneurship Development	60	20	20	-	-	-	100	3	-	-	-	-	3	3
5	MGTDCAPM048T	DC	Fundamentals of Project Management	60	20	20	-	-	-	100	3	-	-	-	-	3	3
6	MGTDCFIN003T	DC	Fundamentals of Financial Management	60	20	20	-	-	-	100	3	-	-	-	-	3	3
7	To be selected from the list #03	DE	<b>Departmental Elective-II</b>	60	20	20	-	-	-	100	3	-	-	-	-	3	3
8	To be selected from the list #04	DSEEC	<b>Departmental Skill Enhancement Elective Course-III</b>	-	-	-	30	10	10	50	-	-	4	-	-	2	4
9	MGTDPGM014N	DAP	Immersion Programme (Minor Project)	-	-	-	-	20	30	50	-	-	-	-	4	2	-
10	MGTDSMGM048N	DSEEC	Qualitative and Quantitative Aptitude	-	-	-	-	20	30	50	-	-	-	-	4	2	-
<b>TOTAL</b>				<b>420</b>	<b>140</b>	<b>140</b>	<b>30</b>	<b>50</b>	<b>70</b>	<b>850</b>	<b>21</b>	<b>-</b>	<b>4</b>	<b>8</b>	<b>27</b>	<b>25</b>	

- Note: 1. \* Students will have to go for Immersion Programme to the area relevant to their specialization and spend a period of minimum 15 days in concerned working environment.**
- 2. Each student has to go for an internship in any company/organization for 30-45 days after Second Semester Examination. The evaluation for the same will be done in the Third semester.**

**#03- List of Departmental Elective: II**

<b>Departmental Elective -II</b>		
<b>S. No.</b>	<b>Subject Code</b>	<b>Subject Name</b>
1	<b>MGTDEMGM028T</b>	Business Ethics & Indian Ethos in Management
2	<b>MGTDEMGM047T</b>	Introduction to Business Communication

**#04- List of Departmental Skill Enhancement Elective Course-III:**

<b>S. No.</b>	<b>Subject Code</b>	<b>Subject Name</b>
1	<b>MGTDSMGM049P</b>	Introduction to Corporate Governance & CSR
2	<b>MGTDSAPM007P</b>	Advanced Excel for Managers



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**Program: Master of Business Administration in Applied Management**

**Program Code: MBA (AM)**

**Semester: III**

**Admission Batch: 2025-27**

**Subject wise Distribution of Marks and corresponding Credits**

S. N o.	Subject Code	Category	Subject Title	Maximum Marks Allotted											Credits	Credits Hours	
				Theory (100 Marks)			Practical/ Studio (50 Marks)			Total Marks	Hours / Week						
				End Sem. Exam (ESE)	Continuous Internal Evaluation (CIE)		End Sem. Exam (ESE) For Practical and Viva	Continuous Internal Evaluation (CIE)			L	T	P	SM			NTCC
					Mid Sem Test (MST)	Attendance/ Quiz / Assignment/ Presentations		Lab Work/WP R	Attendance/ Viva/Lab Manual								
1	MGTD CAPM049T	DC	Basics of Operation Research	60	20	20	-	-	-	100	3	-	-	-	-	3	3
2	MGTD CAPM050T	DC	Essentials of Strategic Management	60	20	20	-	-	-	100	3	-	-	-	-	3	3
			Departmental Elective-III:(One out of HRM, FM, MM, POM, ITM, EM)														
3	To be selected from the list #05	DE	Subject 1	60	20	20	-	-	-	100	-	-	-	6	-	3	6
4	To be selected from the list #05	DE	Subject 2	60	20	20	-	-	-	100	-	-	-	6	-	3	6
5	To be selected from the list #05	DE	Subject 3	60	20	20	-	-	-	100	-	-	-	6	-	3	6
			Departmental Elective-III:(One out of HRM, FM, MM, POM, ITM, EM)														
6	To be selected from the list #05	DE	Subject 1	60	20	20	-	-	-	100	-	-	-	6	-	3	6
7	To be selected from the list #05	DE	Subject 2	60	20	20	-	-	-	100	-	-	-	6	-	3	6
8	To be selected from the list #05	DE	Subject 3	60	20	20	-	-	-	100	-	-	-	6	-	3	6
9	MGTD SMGM031N	DSEEC	Summer Internship	-	-	-	-	20	30	50	-	-	-	-	4	2	-
10	MGTD SMGM051N	DSEEC	General Business Awareness & GD Skills	-	-	-	-	20	30	50	-	-	-	-	4	2	-
<b>TOTAL</b>				<b>480</b>	<b>160</b>	<b>160</b>	<b>-</b>	<b>40</b>	<b>60</b>	<b>900</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>36</b>	<b>8</b>	<b>28</b>	<b>42</b>

#05- List of Departmental Elective-III:

	<b>HUMAN RESOURCE MANAGEMENT (HRM)</b>	<b>FINANCIAL MANAGEMENT (FM)</b>	<b>MARKETING MANAGEMENT (MM)</b>	<b>PRODUCTION &amp; OPERATIONS MANAGEMENT (POM)</b>	<b>INFORMATION TECHNOLOGY MANAGEMENT (ITM)</b>	<b>EVENT MANGEMENT (EM)</b>	<b>AGRI BUSINESS MANAGEMENT (ABM)</b>
<b>Subject 1</b>	<b>MGTDEAPM051B</b> Essentials of Organizational Development	<b>MGTDEAPM054B</b> Fundamentals of Tax Planning & Management	<b>MGTDEAPM057B</b> Essentials of Consumer Behavior	<b>MGTDEAPM060B</b> Basics of Production Planning & Control System	<b>MGTDEAPM063B</b> Introduction to Management Information System	<b>MGTDEAPM066B</b> Essentials of Event Management	<b>MGTDEAPM069B</b> Basics of Agri Business Environment
<b>Subject 2</b>	<b>MGTDEAPM052B</b> Foundation of Compensation & Reward Management	<b>MGTDEAPM055B</b> Essentials of Bank & Insurance Management	<b>MGTDEAPM058B</b> Basics of Product & Brand Management	<b>MGTDEAPM061B</b> Essentials of Total Quality Management	<b>MGTDEAPM064B</b> Fundamentals of Database Management System & SQL	<b>MGTDEAPM067B</b> Basics of Event Planning & Marketing Management	<b>MGTDEAPM070B</b> Essentials of International Trade & Agri Import Export Management
<b>Subject 3</b>	<b>MGTDEAPM053B</b> Basics of Human Resource Systems & Processes	<b>MGTDEAPM056B</b> Introduction to Financial Products & Services	<b>MGTDEAPM059B</b> Introduction to Integrated Marketing Communication	<b>MGTDEAPM062B</b> Basics of Enterprise Resource Planning	<b>MGTDEAPM065B</b> Introduction to Computer Networks & Models	<b>MGTDEAPM068B</b> Introduction to Event Accounting, Risk & Insurance	<b>MGTDEAPM071B</b> Introduction to Food Technology & Processing Management



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**Program: Master of Business Administration in Applied Management**  
**Semester: IV**  
**Subject wise Distribution of Marks and corresponding Credits**

**Program Code: MBA (AM)**  
**Admission Batch: 2025-27**

S. N o.	Subject Code	Category	Subject Title	Maximum Marks Allotted											Credits	Credits Hours		
				Theory (100 Marks)			Practical/ Studio (50 Marks)				Total Marks	Hours / Week						
				End Sem. Exam (ESE)	Continuous Internal Evaluation (CIE)		End Sem. Exam (ESE) For Practical and Viva	Continuous Internal Evaluation (CIE)		L		T	P	SM			NTCC	
					Mid Sem Test (MST)	Attendance/ Quiz / Assignment/ Presentations		Lab Work/ WPR	Attendance/ Assignment/ Viva/Lab Manual									
			Departmental Elective-IV:(One out of HRM, FM, MM, POM, ITM, EM)															
1	To be selected from the list #06	DE	Subject 1	60	20	20	-	-	-	100	-	-	-	6	-	3	6	
2	To be selected from the list #06	DE	Subject 2	60	20	20	-	-	-	100	-	-	-	6	-	3	6	
			Departmental Elective-IV:(One out of HRM, FM, MM, POM, ITM, EM)								-							
3	To be selected from the list #06	DE	Subject 1	60	20	20	-	-	-	100	-	-	-	6	-	3	6	
4	To be selected from the list #06	DE	Subject 2	60	20	20	-	-	-	100	-	-	-	6	-	3	6	
5	MGTDPMGM040N	DAP	On the Job Training Project	-	-	-	-	40	60	100	-	-	-	-	40	20	-	
<b>TOTAL</b>				<b>240</b>	<b>80</b>	<b>80</b>	<b>-</b>	<b>40</b>	<b>60</b>	<b>500</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>24</b>	<b>40</b>	<b>32</b>	<b>24</b>	

**#06- List of Departmental Elective-IV:**

	<b>HUMAN RESOURCE MANAGEMENT (HRM)</b>	<b>FINANCIAL MANAGEMENT (FM)</b>	<b>MARKETING MANAGEMENT (MM)</b>	<b>PRODUCTION &amp; OPERATIONS MANAGEMENT (POM)</b>	<b>INFORMATION TECHNOLOGY MANAGEMENT (ITM)</b>	<b>EVENT MANGEMENT (EM)</b>	<b>AGRI BUSINESS MANAGEMENT (ABM)</b>
<b>Subject 1</b>	<b>MGTDEAPM072B</b> Basics of Industrial Relations & Labor Laws	<b>MGTDEAPM074B</b> Investment & Portfolio Management	<b>MGTDEAPM076B</b> Fundamentals of Sales & Distribution Management	<b>MGTDEAPM078B</b> Advanced Supply Chain & Logistics Management	<b>MGTDEAPM080B</b> Applications of Cloud Computing in Business	<b>MGTDEAPM082B</b> Concept& Designing of Events	<b>MGTDEAPM084B</b> Agri Supply Chain & Logistics Management
<b>Subject 2</b>	<b>MGTDEAPM073B</b> Introduction to Human Resource Development & Audit	<b>MGTDEAPM075B</b> Introduction to Financial Risk Management & Derivatives	<b>MGTDEAPM077B</b> Introduction to Digital Marketing & Marketing Analytics	<b>MGTDEAPM079B</b> Technology Management in Business	<b>MGTDEAPM081B</b> Introduction to Strategic Information Management	<b>MGTDEAPM083B</b> Introduction to Event Operations & Logistics	<b>MGTDEAPM085B</b> Agri Business Finance