

MBA PROGRAMMES

MBA (AGRIBUSINESS)

Compulsory Courses (56 Credits)

MAM-500	Management Functions and Organizational Behavior	2(2-2-0)
MAM-501	Managerial Economics	3(3-2-0)
MAM-503	Business Laws and Ethics	1(1-1-0)
MAM-504	Entrepreneurship Development	2(2-1-0)
MAM-510	Computers for Managers	3(2-0-1)
MAM-511	Research Methodology in Management	2(1-1-1)
MAM-560	Managerial Accounting and Control	2(1-1-1)
MAM-600	Master's Seminar	1
MAM-602	Business Environment, Development and Policy	2(2-1-0)
MAM-610	Management Information System	2(1-0-1)
MAM-612	Communication for Management and Business	2(1-1-1)
MAM-620	Marketing Management	3(2-0-1)
MAM-621	E-Marketing	2(1-0-1)
MAM-622	Rural Marketing	1(1-1-0)
MAM-623	International Marketing and Finance	2(2-1-0)
MAM-631	Human Resource Management	2(2-2-0)
MAM-640	Production and Operations Management	2(1-0-1)
MAM-648	Operations Research	2(1-1-1)
MAM-651	Management Control Systems	2(2-2-0)
MAM-652	Strategic Management	2(2-0-0)
MAM-655	Management of Agribusiness Projects	2(1-1-1)
MAM-660	Financial Management	2(1-1-1)
MAM-663	Commodities Futures, Options and Derivatives	2(2-2-0)
MAM-672	Industrial Attachment*	0(0-0-0)
MAM-699	Project	10(0-0-30)

*To be completed during summer break

Elective Courses (08 Credits) One package to be chosen out of following:	8
Total	64

Farm Engineering

MAM-650	Procurement and Materials Management	2(1-0-1)
MAM-686	Management of Watershed Development Projects and Irrigation Equipment	2(2-0-0)
MAM-688	Farm Power and Machinery Management	2(2-1-0)
MAM-689	Food Technology and Processing Management	2(2-2-0)

Food Industry

MAM-650	Procurement and Materials Management	2(1-0-1)
MAM-680	Technology Management for Livestock Products	2(2-0-0)
MAM-689	Food Technology and Processing Management	2(2-2-0)
MAM-691	Fruit Production and Post Harvest Management	2(2-0-0)

Food Retail and Supply Chain

MAM-650	Procurement and Materials Management	2(1-0-1)
MAM-523	Distribution Network and Franchise Management	2(2-2-0)
MAM-628	Food Retail Management	2(2-1-0)
MAM-629	Consumer Behavior	2(2-2-0)

Hi-Tech Agriculture

MAM-650	Procurement and Materials Management	2(1-0-1)
MAM-693	Management of Bio-tech Industries	2(2-0-0)
MAM-694	Management of Floriculture and Landscaping	2(1-1-1)
MAM-695	Management of Seed Enterprises	2(2-0-0)

Horticulture Industry

MAM-650	Procurement and Materials Management	2(1-0-1)
MAM-691	Fruit Production and Post Harvest Management	2(2-0-0)
MAM-692	Production and Post Harvest Management of Vegetable and Vegetable Seed	2(2-0-0)
MAM-694	Management of Floriculture and Landscaping	2(1-1-1)

Input Supply Industry

MAM-650	Procurement and Materials Management	2(1-0-1)
MAM-695	Management of Seed Enterprises	2(2-0-0)
MAM-697	Fertilizer Technology and Management	2(2-0-0)
MAM-698	Agro Chemicals Technology and Management	2(2-0-0)

Livestock Industry

MAM-650	Procurement and Materials Management	2(1-0-1)
MAM-680	Technology Management for Livestock Products	2(2-0-0)
MAM-682	Feed Business Management	2(2-0-0)
MAM-683	Poultry and Hatchery Management	2(2-0-0)

Vet-Pharmaceutical Industry

MAM-650	Procurement and Materials Management	2(1-0-1)
MAM-680	Technology Management for Livestock Products	2(2-0-0)
MAM-681	Management of Veterinary Hospital	2(1-0-1)
MAM-684	Veterinary Pharmaceutical Industry	2(2-0-0)

MBA**Compulsory Courses (52 Credits)**

MAM-500	Management Functions and Organizational Behavior	2(2-2-0)
MAM-501	Managerial Economics	3(3-2-0)
MAM-503	Business Laws and Ethics	1(1-1-0)
MAM-504	Entrepreneurship Development	2 (2-1-0)
MAM-510	Computers for Managers	3(2-0-1)
MAM-511	Research Methodology in Management	2(1-1-1)
MAM-560	Managerial Accounting and Control	2(1-1-1)
MAM-600	Master's Seminar	1
MAM-602	Business Environment, Development and Policy	2(2-1-0)
MAM-610	Management Information System	2(1-0-1)

MAM-612	Communication for Management and Business	2(1-1-1)
MAM-620	Marketing Management	3(2-0-1)
MAM-622	Rural Marketing	1(1-1-0)
MAM-623	International Marketing and Finance	2(2-1-0)
MAM-631	Human Resource Management	2(2-2-0)
MAM-640	Production and Operations Management	2(1-0-1)
MAM-648	Operations Research	2(1-1-1)
MAM-651	Management Control Systems	2(2-2-0)
MAM-652	Strategic Management	2(2-0-0)
MAM-660	Financial Management	2(1-1-1)
MAM-663	Commodities Futures, Options and Derivatives	2(2-2-0)
MAM-672	Industrial Attachment*	0(0-0-0)
MAM-699	Project	10(0-0-30)

*To be completed during summer break

Elective Courses (12 Credits), One package to be chosen out of following: 12

	Total	64
Financial Management		
MAM-661	Security Analysis and Portfolio Management	3(2-0-1)
MAM-664	Corporate Taxation	3(2-0-1)
MAM-666	Working Capital Management	3(2-0-1)
MAM-667	Management of Financial Services	3(2-0-1)
Production Management		
MAM-641	Production Planning and Control	3(2-0-1)
MAM-643	Purchasing and Materials Management	3(2-0-1)
MAM-644	Logistics Management	3(2-0-1)
MAM-645	Service Operations Management	3(2-0-1)
Marketing Management		
MAM-624	Advertising and Sales Promotion	3(2-0-1)
MAM-625	Sales and Distribution Management	3(2-0-1)
MAM-626	Marketing Research	3(2-0-1)
MAM-627	Product and Brand Management	3(2-0-1)
Information Technology Management		
MAM-613	Information Technology Management	3(2-0-1)
MAM-614	System Analysis and Design	3(2-0-1)
MAM-615	Database Management Systems	3(2-0-1)
MAM-616	Internet programming for e-commerce	3(2-0-1)
International Business Management		
MAM-637	Global Human Resource Management	3(2-0-1)
MAM-653	Export-Import Procedures, Documentation and Logistics	3(2-0-1)
MAM-654	India's Foreign Trade Policy	3(2-0-1)
MAM-662	International Accounting	3(2-0-1)

Human Resource Management

MAM-633	Group Dynamics	3(2-0-1)
MAM-634	Labour Legislation	3(2-0-1)
MAM-635	International Corporate Behavior	3(2-0-1)
MAM-636	Labor Relations and Collective Bargaining	3(2-0-1)

Ph.D. (Management)**Core Courses (11 Credits)**

MAM-701	Advanced Economic Analysis	2(2-1-0)
MAM-720	Integrated Marketing Management	2(1-1-1)
MAM-730	Human Resource Administration	2(2-1-0)
MAM-750	Strategic Business Management	1(1-1-0)
MAM-760	Corporate Finance	2(1-1-1)
MAM-788	Doctoral Seminar-I	1
MAM-789	Doctoral Seminar-II	1

Basic Supporting Courses (04 Credits)

MAM-611	Research Methods in Management	2 (1-1-1)
MAM-617	Quantitative Techniques for Managerial Decisions	2 (1-1-1)

Optional Courses (5 credits)**5****Minor Courses (10 credits)****10****Thesis Research (45 credits)**

MAM-790	Ph.D. Thesis Research	45
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Total 75**Minor Courses (10 Credits)*****Agribusiness Management***

MAM-604	Entrepreneurship Development in Agribusiness	2(2-1-0)
MAM-721	Agribusiness and Rural Marketing	3(2-1-1)
MAM-702	Agribusiness Environment and Policy	3(3-1-0)
MAM-761	Agribusiness and Rural Finance	2(1-1-1)

Production and Operations Management

MAM-641	Production Planning and Control	3(2-0-1)
MAM-643	Purchasing and Materials Management	3(2-0-1)
MAM-742	Project Management	2(1-1-1)
MAM-743	Operations Management	2(1-1-1)

Human Resource Administration

MAM-634	Labour Legislation	3(2-0-1)
MAM-635	International Corporate Behaviour	3(2-0-1)
MAM-636	Labour Relations and Collective Bargaining	3(2-0-1)
MAM-731	Organization Development and Management of Change	1(1-1-0)

Financial Management

MAM-665	Forwards, Options and Derivatives Management	3(2-0-1)
MAM-666	Working Capital Management	3(2-0-1)

MAM-762	Investment and Portfolio Management	3(2-1-1)
MAM-764	Long Term Financial Resources Management	1(1-1-0)

Marketing Management

MAM-624	Advertising and Sales Promotion	3(2-0-1)
MAM-625	Sales and Distribution Management	3(2-0-1)
MAM-629	Consumer Behaviour	2(2-2-0)
MAM-724	Research for Marketing Decisions	2(1-1-1)

List of Post Graduate Courses offered by College of Agri Business Management

MAM-500	Management Functions and Organizational Behaviour	2(2-2-0)
MAM-501	Managerial Economics	3(3-2-0)
MAM-502	Business Statistics and Data Analysis	1(1-1-0)
MAM-503	Business Laws and Ethics	1(1-1-0)
MAM-504	Entrepreneurship Development	2(2-1-0)
MAM-510	Computers for Managers	3(2-0-1)
MAM-511	Research Methodology in Management	2(1-1-1)
MAM-522	Retail Branding and Integrated Mass Communication	2(2-2-0)
MAM-523	Distribution Network and Franchise Management	2(2-2-0)
MAM-524	Business to Business Marketing	2(2-2-0)
MAM-530	Industrial Psychology	1(1-1-0)
MAM-540	IT enabled Retail Operations Management	1(1-0-0)
MAM-551	Data Warehousing, Data Mining and CRM	1(0-0-1)
MAM-560	Managerial Accounting and Control	2(1-1-1)
MAM-600	Master's Seminar	1
MAM-602	Business Environment, Development and Policy	2(2-1-0)
MAM-603	Business Law	2(2-1-0)
MAM-604	Entrepreneurship Development in Agribusiness	2(2-1-0)
MAM-605	Agribusiness Environment, Development and Policy	2(2-1-0)
MAM-610	Management Information System	2(1-0-1)
MAM-611	Research Methods in Management	2(1-1-1)
MAM-612	Communication for Management and Business	2(1-1-1)
MAM-613	Information Technology Management	3(2-0-1)
MAM-614	System Analysis and Design	3(2-0-1)
MAM-615	Data Base Management System	3(2-0-1)
MAM-616	Internet programming for e-commerce	3(2-0-1)
MAM-617	Quantitative Techniques for Managerial Decisions	2(1-1-1)
MAM-620	Marketing Management	3(2-0-1)
MAM-621	E-Marketing	2(1-0-1)
MAM-622	Rural Marketing	1(1-1-0)
MAM-623	International Marketing and Finance	2(2-1-0)
MAM-624	Advertising and Sales Promotion	3(2-0-1)
MAM-625	Sales and Distribution Management	3(2-0-1)
MAM-626	Marketing Research	3(2-0-1)
MAM-627	Product and Brand Management	3(2-0-1)

MAM-628	Food Retail Management	2(2-1-0)
MAM-629	Consumer Behavior	2(2-2-0)
MAM-631	Human Resource Management	2(2-2-0)
MAM-632	Industrial Relation Management	2(2-1-0)
MAM-633	Group Dynamics	3(2-0-1)
MAM-634	Labour Legislation	3(2-0-1)
MAM-635	International Corporate Behavior	3(2-0-1)
MAM-636	Labour Relations and Collective Bargaining	3(2-0-1)
MAM-637	Global Human Resource Management	3(2-0-1)
MAM-640	Production and Operations Management	2(1-0-1)
MAM-641	Production Planning and Control	3(2-0-1)
MAM-643	Purchasing and Materials Management	3(2-0-1)
MAM-644	Logistics Management	3(2-0-1)
MAM-645	Service Operations Management	3(2-0-1)
MAM-646	Total Quality Management	2(2-0-0)
MAM-647	Technology Management and IPR	1(1-1-0)
MAM-648	Operations Research	2(1-1-1)
MAM-649	Agricultural Supply Chain Management	3(3-2-0)
MAM-650	Procurement and Materials Management	2(1-0-1)
MAM-651	Management Control Systems	2(2-2-0)
MAM-652	Strategic Management	2(2-0-0)
MAM-653	Export-Import Procedures, Documentation and Logistics	3(2-0-1)
MAM-654	India's Foreign Trade Policy	3(2-0-1)
MAM-655	Management of Agribusiness Projects	2(1-1-1)
MAM-660	Financial Management	2(1-1-1)
MAM-661	Security Analysis and Portfolio Management	3(2-0-1)
MAM-662	International Accounting	3(2-0-1)
MAM-663	Commodities Futures, Options and Derivatives	2(2-2-0)
MAM-664	Corporate Taxation	3(2-0-1)
MAM-665	Forwards, Options and Derivatives Management	3(2-0-1)
MAM-666	Working Capital Management	3(2-0-1)
MAM-667	Management of Financial Services	3(2-0-1)
MAM-672	Industrial Attachment	0(0-0-0)
MAM-678	Foreign Language (French, German/Russian/Arabic)	1(1-1-0)
MAM-679	Ecology and Environmental Management	2(2-0-0)
MAM-680	Technology Management for Livestock Products	2(2-0-0)
MAM-681	Management of Veterinary Hospital	2(1-0-1)
MAM-682	Feed Business Management	2(2-0-0)
MAM-683	Poultry and Hatchery Management	2(2-0-0)
MAM-684	Veterinary Pharmaceutical Industry	2(2-0-0)
MAM-686	Management of Watershed Development Projects and Irrigation Equipment	2(2-0-0)
MAM-687	Management of Livestock and Meat Processing Industry	2(2-0-0)
MAM-688	Farm Power and Machinery Management	2(2-1-0)

MAM-689	Food Technology and Processing Management	2(2-2-0)
MAM-691	Fruit Production and Post Harvest Management	2(2-0-0)
MAM-692	Production and Post Harvest Management of Vegetable and Vegetable Seed	2(2-0-0)
MAM-693	Management of Bio-tech Industries	2(2-0-0)
MAM-694	Management of Floriculture and Landscaping	2(1-1-1)
MAM-695	Management of Seed Enterprises	2(2-0-0)
MAM-697	Fertilizer Technology and Management	2(2-0-0)
MAM-698	Agro Chemicals Technology and Management	2(2-0-0)
MAM-699	Project	10
MAM-701	Advanced Economic Analysis	2(2-1-0)
MAM-702	Agribusiness Environment and Policy	3(3-1-0)
MAM-720	Integrated Marketing Management	2(1-1-1)
MAM-721	Agribusiness and Rural Marketing	3(2-1-1)
MAM-724	Research for Marketing Decisions	2(1-1-1)
MAM-726	International Marketing	2(1-1-1)
MAM-730	Human Resource Administration	2(2-1-0)
MAM-731	Organization Development and Management of Change	1(1-1-0)
MAM-742	Project Management	2(1-1-1)
MAM-743	Operations Management	2(1-1-1)
MAM-750	Strategic Business Management	1(1-1-0)
MAM-760	Corporate Finance	2(1-1-1)
MAM-761	Agribusiness and Rural Finance	2(1-1-1)
MAM-762	Investment and Portfolio Management	3(2-1-1)
MAM-764	Long Term Financial Resources Management	1(1-1-0)
MAM-766	Global Financial Management	2(2-1-0)
MAM 788	Doctoral Seminar-I	1
MAM 789	Doctoral Seminar-II	1
MAM-790	Ph.D. Thesis Research	45