

**Course Curriculum: MBA-Wealth Management (In association with ICICI Direct)**

Trimester I		
Course Code	Subject Title	Credit
<b>Compulsory Courses</b>		
101	Managing	3
102	Financial Accounting for Managers	3
103	Corporate Communication	3
104	Economics for Managers	3
105	Business Mathematics and Computer Applications	3
106	Business Environment	3
107	Research Methodology-I	3
108	Workshop on Computer Application	1
	<b>Total Credits</b>	<b>22</b>

Trimester II		
Course Code	Subject Title	Credit
<b>Compulsory Courses</b>		
201	Business Legislation	3
202	Financial Management	3
203	Research Methodology-2	3
204	Individual and Group Behaviour in Organization	3
205	Delivering Customer Value through Marketing	3
206	Human Resource Management	3
207	Operations Management	3
208	Workshop on Business Drafting	1
209	Workshop on SPSS	1
210	Workshop on E-Views	1
	<b>Total Credits</b>	<b>24</b>

Trimester III		
Course Code	Subject Title	Credit
<b>Compulsory Courses</b>		
301	Strategic Management	3
302	RM & DA through Excel/SPSS	3
<b>Specialization Courses (Wealth Management-Finance Group)</b>		
303-Fin	Investment	3
304-Fin	Corporate Tax Planning	3
305-Fin	Financial Markets	3
306-Fin	Workshop on Finance	1
307-WM	<b>Fundamentals of Wealth Management*</b>	6
	<b>Total Credits</b>	<b>22</b>

\*marked courses to be taught/evaluated by ICICI Direct.

Trimester IV		
Course Code	Subject Title	Credit
<b>Compulsory Courses</b>		
401	Management Science	3
402	Total Quality Management	3
Specialization Courses (Wealth Management-Finance Group)		
403-Fin	Advanced Financial Management	3
404-Fin	Financial Statement & Analysis	3
405-Fin	Risk Management & Insurance	3
406-Fin	Workshop on Finance	1
407-WM	<b>Advanced Wealth Management*</b>	6
408-WM	<b>Evaluation of Internship-I*</b>	15
	<b>Total Credits</b>	<b>37</b>

\*marked courses to be taught/evaluated by **ICICI Direct**.

Trimester V		
Course Code	Subject Title	Credit
501-WM	<b>Evaluation of Internship-II*</b>	<b>15</b>
	<b>Total Credits</b>	<b>15</b>

\*marked courses to be evaluated by **ICICI Direct**.

Trimester VI		
Course Code	Subject Title	Credit
<b>Compulsory Courses</b>		
601	MIS	3
602	Entrepreneurship	3
<b>Minor Specialization Courses (Electives: Mktg/HR/IB)</b>		
603	Elective 1 (Mktg/HR/IB)	3
604	Elective 2 (Mktg/HR/IB)	3
605	Elective 3 (Mktg/HR/IB)	3
	<b>Total Credits</b>	<b>15</b>

### Electives:

#### HUMAN RESOURCE MANAGEMENT

Course Code	Title of Subject	Credit
HRM 603	Compensation and Reward Management	3
HRM 604	Employee Training & Development	3
HRM 605	Competency Mapping	3

**MARKETING**

Course Code	Title of Subject	Credit
MM 603	Consumer Behaviour	3
MM 604	Customer Oriented Marketing of Services	3
MM 605	Sales Management	3

**INTERNATIONAL BUSINESS**

Course Code	Title of Subject	Credit
IB 603	International Business Environment	3
IB 604	Intellectual Property Rights	3
IB 605	Foreign Trade and Policy	3

**Credit Distribution**

Trimester	Credit
T-I	22
T-II	24
T-III	22
T-IV	37
T-V	15
T-VI	15
<b>Total</b>	<b>135</b>