

Pioneer Institute of Professional Studies, Indore

(An Autonomous Institute Established in 1996)

Curriculum MBA (2 Yrs Full Time Course)

THIRD SEMESTER

Maximum Marks

900

Minimum Aggregate Passing Marks Per Subject

50.

In the third and fourth semester, students have to study core papers along with 3 – 3 papers of any of the two chosen specializations from Marketing (M), Finance (F), Human Resource (H), Information System (I) and Production (P)

Sno	Subject Code	Name of the Subject	Internal Marks	External Marks		Total Marks	Min Pass Marks
				Practical	Theory		
17	FT-301C	Strategic Management	40	--	60	100	16+24
18	FT302C	Project Management	40	--	60	100	16+24
37A	FT403 CA	Major Research Project Phase I (Synopsis, Data Collection)	40	60	--	100	16+24
19	FT 3303 C	Summer Training Project	Satisfactory/Unsatisfactory				
Marketing							
20	FT304 M	Product and Brand Management	40	--	60	100	16+24
21	FT 305 M	Consumer Behaviour	40	--	60	100	16+24
22	FT 306 M	Sales and Advertising Management	40	--	60	100	16+24
Finance							
23	FT304 F	Business Taxation	40	--	60	100	16+24
24	FT305 F	Financial Engineering	40	--	60	100	16+24
25	FT306 F	Working Capital Management	40	--	60	100	16+24
Human Resource							
26	FT 304 H	Industrial Relations and Labor Laws	40	--	60	100	16+24
27	FT 305 H	Human Resource and Organizational Development	40	--	60	100	16+24
28	FT306 H	Compensation and Reward Management	40	--	60	100	16+24
Information Systems							
29	FT304 I	Object Oriented Programming using C++	20	20	60	100	8+8+24
30	FT305 I	Computer Networks	40	--	60	100	16+24
31	FT306 I	Software Engineering	40	--	60	100	16+24
Production							
32	FT304 P	Production Planning and Control	40	--	60	100	16+24
33	FT305 P	Business Process re-engineering	40	--	60	100	16+24
34	FT306 P	Resource and Infrastructure Management	40	--	60	100	16+24