

Atal Bihari Vajpayee School of Management & Entrepreneurship
Jawaharlal Nehru University
Courses for Semester IV - Winter 2021

COMPULSORY PAPERS				
Course Nos.	Title of Papers	Credits	Core / Optional	Nodal Incharge Faculty
MB 23002	Major MBA Project	3	Core	
MB 33303	Cultural and Philosophical Foundations of Management	3	Core	Dr. Arvind Arahant
MB 33112	Management of Banking and Insurance Companies (BKT)	3	Core	Dr. Brajesh Kumar Tiwari
Specialization - ACCOUNTING AND FINANCE				
Course Nos.	Title of Papers	Credits	Core / Optional	Nodal Incharge Faculty
MB 33107	Derivative Management	3	Optional	Dr. Vaniki Joshi Lohani
MB 33114	Working Capital Management	3	Optional	Dr. Brajesh Kumar Tiwari
MB 33109	International Financial Management	3	Optional	Dr. Vaniki Joshi Lohani
MB 33113	Security Analysis and Portfolio Management	3	Optional	Dr. Sakshi Sharma
Specialization MARKETING MANAGEMENT				
Course Nos.	Title of Papers	Credits	Core / Optional	Nodal Incharge Faculty
MB 33209	Retailing Management Strategy	3	Optional	Dr. Lokesh Jindal
MB 33207	Customer Relationship Management	3	Optional	Dr. Vikram Bansal
MB 33203	Rural Marketing	3	Optional	Dr. Vikram Bansal
MB 33211	Marketing of Services	3	Optional	Prof. Rajeev Sijariya Dr. Lokesh Jindal
Specialization ORGANISATION BEHAVIOUR AND HUMAN RESOURCE MANAGEMENT				
Course Nos.	Title of Papers	Credits	Core / Optional	Nodal Incharge Faculty
MB 33305	Employment Relations: Laws of Social Security	3	Optional	Prof. Arvind Kumar
MB 33315	Psychometric Testing and HR Skills	3	Optional	Dr. Shachi Yadav
MB 33310	Organization Change and Development	3	Optional	Dr. Geetanjali Batra
MB 33313	Training and Development	3	Optional	Dr. Geetanjali Batra Dr. Shachi Yadav
Specialization - INFORMATION TECHNOLOGY AND MANAGEMENT				
Course Nos.	Title of Papers	Credits	Core / Optional	Nodal Incharge Faculty
MB 33501	Artificial Intelligence Applications in Management	3	Optional	Dr. Priya Gupta
MB 33505	Enterprise Systems	3	Optional	Dr. Priya Gupta
Specialization- Economics and Public Policy				
Course Nos.	Title of Papers	Credits	Core / Optional	Nodal Incharge Faculty
MB 33808	Energy Economics	3	Optional	Guest Faculty
MB 33810	Health Economics	3	Optional	Dr. Arvind Arahant

(Prof. Unnat Pandit)