



# DATTA MEGHE INSTITUTE OF MANAGEMENT STUDIES

**SOE**

**Applicable from  
August 2023**

## SEMESTER - I

| SEMESTER            | COURSE TYPE  | COURSE CODE | Course Title                               | Instruction Hours | Tutorial Hours | Practical Hours | Credits   | Internal Assessment |            | Written Examination |            | Total Marks |     |
|---------------------|--------------|-------------|--|-------------------|----------------|-----------------|-----------|---------------------|------------|---------------------|------------|-------------|-----|
|                     |              |             |  |                   |                |                 |           | MAX                 | MIN        | MAX                 | MIN        | MAX         | MIN |
| <b>SEMESTER - I</b> | <b>CORE</b>  | C3101       | Fundamentals of Management                 | 30                | 0              | 0               | 3         | 40                  | 0          | 60                  | 18         | 100         | 50  |
|                     |              | C3102       | Financial Accounting                       | 30                | 0              | 0               | 3         | 40                  | 0          | 60                  | 18         | 100         | 50  |
|                     |              | C3103       | Quantitative Techniques                    | 30                | 0              | 0               | 3         | 40                  | 0          | 60                  | 18         | 100         | 50  |
|                     |              | C3104       | Managerial Economics                       | 30                | 0              | 0               | 3         | 40                  | 0          | 60                  | 18         | 100         | 50  |
|                     |              | C3105       | Organizational Behavior                    | 30                | 0              | 0               | 3         | 40                  | 0          | 60                  | 18         | 100         | 50  |
|                     | <b>AUDIT</b> | A3101       | Environment Management                     | 20                | -              | -               | -         | -                   | -          | -                   | -          | -           | -   |
|                     |              | A3102       | Ethics and Corporate Governance            | 20                | -              | -               | -         | -                   | -          | -                   | -          | -           | -   |
|                     | <b>SKILL</b> | S3101       | Business Communication                     | 20                | 0              | 0               | 2         | 40                  | 0          | 60                  | 18         | 100         |     |
|                     |              | S3102       | Proficiency Management – (Computer Skills) | 20                | 0              | 0               | 2         | 40                  | 0          | 60                  | 18         | 100         | 50  |
| <b>TOTAL</b>        |              |             |  | <b>230</b>        | <b>0</b>       |                 | <b>19</b> | <b>280</b>          | <b>420</b> | <b>-</b>            | <b>700</b> | <b>-</b>    |     |

### A3101, A3102 & A3203 - Audit Courses

A student who fails to attend the workshop & the assessment test, will be denoted with G grade to show that the course is incomplete.

### Note: Evaluation Pattern

| Number of credits of the course | MSE                      | RE-MSE    | ESE       |
|---------------------------------|--------------------------|-----------|-----------|
| 03/04                           | UNIT 1+UNIT 2+<br>UNIT 3 | ALL UNITS | ALL UNITS |
| 02                              | UNIT 1 + UNIT 2          | ALL UNITS | ALL UNITS |

**SEMESTER- II**

| SEMESTER     | COURSE TYPE  | COURSE CODE | Course Title                                      | Instruction Hours | Tutorial Hours | Practical Hours | Credits  | Internal Assessment |            | Written Examination |            | Total Marks |            |
|--------------|--------------|-------------|---|-------------------|----------------|-----------------|----------|---------------------|------------|---------------------|------------|-------------|------------|
|              |              |             |   |                   |                |                 |          | MAX                 | MIN        | MAX                 | MIN        | MAX         | MIN        |
| SEMESTER -II | CORE         | C3201       | Cost & Management Accounting                      | 30                | 0              | 0               | 3        | 40                  | 0          | 60                  | 18         | 100         | 50         |
|              |              | C3202       | Financial Management                              | 30                | 0              | 0               | 3        | 40                  | 0          | 60                  | 18         | 100         | 50         |
|              |              | C3203       | Business Law                                      | 30                | 0              | 0               | 3        | 40                  | 0          | 60                  | 18         | 100         | 50         |
|              |              | C3204       | Digital Marketing                                 | 30                | 0              | 0               | 3        | 40                  | 0          | 60                  | 18         | 100         | 50         |
|              |              | C3205       | Research Methodology                              | 30                | 0              | 0               | 3        | 40                  | 0          | 60                  | 18         | 100         | 50         |
|              |              | C3206       | Fundamentals of Business Analytics                | 30                | 0              | 0               | 3        | 40                  | 0          | 60                  | 18         | 100         | 50         |
|              | SKILL        | S3203       | Proficiency Management (Managerial Communication) | 20                | 0              | 0               | 2        | 40                  |            | 60                  | 18         | 100         |            |
|              | AUDIT        | A3203       | Employment Enhancement Program (EEP)              | 80                | -              | -               | -        | -                   | -          | -                   | -          | -           | -          |
|              | <b>TOTAL</b> |             |   |                   | <b>280</b>     | <b>0</b>        | <b>0</b> | <b>20</b>           | <b>280</b> | <b>-</b>            | <b>420</b> | <b>-</b>    | <b>700</b> |

### SEMESTER-III

| COURSE TYPE  | COURSE CODE | Course Title                                   | Instruction Hours | Tutorial Hours | Practical Hours | Credits   | Internal Assessment |     | Written Examination |     | Total Marks |     |
|--------------|-------------|--|-------------------|----------------|-----------------|-----------|---------------------|-----|---------------------|-----|-------------|-----|
|              |             |  |                   |                |                 |           | MAX                 | MIN | MAX                 | MIN | MAX         | MIN |
| CORE         | C3301       | Entrepreneurial Development                    | 30                | 0              | 0               | 3         | 40                  | 0   | 60                  | 18  | 100         | 50  |
| GROUP-A      | SP3301      | Specialization – I : Paper 1                   | 40                | 0              | 0               | 4         | 40                  | 0   | 60                  | 18  | 100         | 50  |
|              | SP3302      | Specialization – I : Paper 2                   | 40                | 0              | 0               | 4         | 40                  | 0   | 60                  | 18  | 100         | 50  |
|              | SP3303      | Specialization – I : Paper 3                   | 40                | 0              | 0               | 4         | 40                  | 0   | 60                  | 18  | 100         | 50  |
|              |             |  |                   |                |                 |           |                     |     |                     |     |             |     |
| GROUP-B      | SP3301      | Specialization – II : Paper 1                  | 40                | 0              | 0               | 4         | 40                  | 0   | 60                  | 18  | 100         | 50  |
|              | SP3302      | Specialization – II : Paper 2                  | 40                | 0              | 0               | 4         | 40                  | 0   | 60                  | 18  | 100         | 50  |
|              | SP3303      | Specialization – II : Paper 3                  | 40                | 0              | 0               | 4         | 40                  | 0   | 60                  | 18  | 100         | 50  |
|              |             | Open Elective                                  | 40                | 0              | 0               | 4         | 40                  | 0   | 60                  | 18  | 100         | 50  |
| SKILL        | S3304       | Proficiency Management (Spreadsheet Modelling) | 0                 | 0              | 40              | 2         | 40                  | 0   | 60                  | 18  | 100         | 50  |
| <b>TOTAL</b> |             |  | <b>310</b>        |                | <b>40</b>       | <b>33</b> | -                   | -   | -                   | -   | <b>900</b>  | -   |

**Note: SP stands for respective specialization**

## SEMESTER - IV

|                    | COURSE TYPE  | COURSE CODE | Course Title                  | Instruction Hours | Tutorial Hours | Practical Hours | Credits | Internal Assessment |     | Written Examination |     | Total Marks |            |   |
|--------------------|--------------|-------------|-------------------------------|-------------------|----------------|-----------------|---------|---------------------|-----|---------------------|-----|-------------|------------|---|
|                    |              |             |                               |                   |                |                 |         | MAX                 | MIN | MAX                 | MIN | MAX         | MIN        |   |
| <b>SEMESTER IV</b> | CORE         | C3401       | Strategic Management          | 30                | 0              | 0               | 3       | 40                  | 0   | 60                  | 18  | 100         | 50         |   |
|                    | GROUP-A      | SP3404      | Specialization – I : Paper 4  | 40                | 0              | 0               | 4       | 40                  | 0   | 60                  | 18  | 100         | 50         |   |
|                    |              | SP3405      | Specialization – I : Paper 5  | 40                | 0              | 0               | 4       | 40                  | 0   | 60                  | 18  | 100         | 50         |   |
|                    | GROUP-B      | SP3404      | Specialization – II : Paper 4 | 40                | 0              | 0               | 4       | 40                  | 0   | 60                  | 18  | 100         | 50         |   |
|                    |              | SP3405      | Specialization – II : Paper 5 | 40                | 0              | 0               | 4       | 40                  | 0   | 60                  | 18  | 100         | 50         |   |
|                    |              | P3401       | Capstone Project              | -                 | -              | -               | 12      |                     |     |                     |     | 200         | 100        |   |
|                    | <b>TOTAL</b> |             |                               |                   | <b>190</b>     | <b>0</b>        |         | <b>29</b>           | -   | -                   | -   | -           | <b>700</b> | - |

**Semester IV Students will be in Industry for Internship and the outcome of it will be Capstone Project. Theory courses will be held on Online Mode.**

## CREDIT MATRIX

| <b>SEMESTER</b> | <b>CREDITS</b> | <b>MARKS</b> |
|-----------------|----------------|--------------|
| FIRST SEMESTER  | 19             | 700          |
| SECOND SEMESTER | 20             | 700          |
| THIRD SEMESTER  | 33             | 900          |
| FOURTH SEMESTER | 31             | 700          |
| <b>TOTAL</b>    | <b>103</b>     | <b>3000</b>  |

| Course Component          | No. of Courses | Curriculum Content<br>(% of Total Number of Credits of the Program) | Total Number of Credits |
|---------------------------|----------------|---|-------------------------|
| Program Core              | 13             | 37.87   | 39                      |
| Program Electives         | 10             | 38.83   | 40                      |
| Open Elective             | 1              | 3.89  | 4                       |
| Capstone Project          | 1              | 11.65   | 12                      |
| Skill Development Courses | 4              | 7.76  | 8                       |
| Audit Courses             | 3              | -   | -                       |
| Total                     | 32             | 100   | 103                     |

## ELECTIVES

### ELECTIVE

#### ELECTIVE A - FINANCIAL MANAGEMENT

##### A

| COURSE CODE | SEMESTER | COURSE NAME                                |
|-------------|----------|--|
| F3301       | III      | MANAGEMENT OF FINANCIAL INSTRUMENTS        |
| F3302       | III      | CORPORATE TAXATION                         |
| F3303       | III      | FINANCIAL DERIVATIVES                      |
| F3404       | IV       | STRATEGIC FINANCIAL MANAGEMENT             |
| F3405       | IV       | SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT |

#### ELECTIVE B - HUMAN RESOURCE

### ELECTIVE B

| COURSE CODE | SEMESTER | COURSE NAME   |
|-------------|----------|---|
| H3301       | III      | HR ANALYTICS  |
| H3302       | III      | TRAINING & DEVELOPMENT                              |
| H3303       | III      | INDUSTRIAL RELATIONS                                |
| H3404       | IV       | HUMAN RESOURCE ADMINISTRATION: SYSTEMS & PROCEDURES |
| H3405       | IV       | SOCIAL SECURITY LAWS                                |

#### ELECTIVE C- MARKETING MANAGEMENT

| COURSE CODE | SEMESTER | COURSE NAME                       |
|-------------|----------|-----------------------------------|
| M3301       | III      | CONSUMER BEHAVIOR                 |
| M3302       | III      | PRODUCT AND BRAND MANAGEMENT      |
| M3303       | III      | MARKETING ANALYTICS               |
| M3404       | IV       | SALES AND DISTRIBUTION MANAGEMENT |
| M3405       | IV       | MARKETING OF SERVICES             |

**ELECTIVE D- OPERATIONS& LOGISTICS**

| <b>ELECTIVE D</b>  |                 |                                     |
|--------------------|-----------------|-------------------------------------|
| <b>COURSE CODE</b> | <b>SEMESTER</b> | <b>COURSE NAME</b>                  |
| O3301              | III             | TOTAL QUALITY MANAGEMENT            |
| O3302              | III             | PROCUREMENT AND MATERIAL MANAGEMENT |
| O3303              | III             | PROJECT MANAGEMENT                  |
| O3404              | IV              | SERVICE OPERATION MANAGEMENT        |
| O3405              | IV              | LOGISTICS & SUPPLY CHAIN MANAGEMENT |

**ELECTIVE E- BUSINESS ANALYTICS**

| <b>ELECTIVE E</b>  |                 |  |
|--------------------|-----------------|--|
| <b>COURSE CODE</b> | <b>SEMESTER</b> | <b>COURSE NAME</b>                     |
| BA3301             | III             | BIG DATA ANALYTICS                     |
| BA3302             | III             | CLOUD COMPUTING                        |
| BA3303             | III             | DATA MODELLING                         |
| BA3404             | IV              | SOCIAL MEDIA ANALYTICS                 |
| BA3405             | IV              | MACHINE LEARNING & PREDICTIVE ANALYSIS |

**ELECTIVE F - HEALTH CARE MANAGEMENT**

| <b>COURSE CODE</b> | <b>SEMESTER</b> | <b>COURSE NAME</b>                                     |
|--------------------|-----------------|--|
| HM3301             | III             | HOSPITAL PLANNING & ADMINISTRATION                     |
| HM3302             | III             | ETHICS & LEGAL ASPECTS IN HEALTH CARE                  |
| HM3303             | III             | PATIENT CARE SERVICES                                  |
| HM3404             | IV              | MARKETING OF HEALTH CARE SERVICES                      |
| HM3405             | IV              | HEALTH CARE DELIVERY SYSTEM AND PUBLIC HEALTH IN INDIA |



| <b>OPEN ELECTIVE ---SEMESTER III</b> |                                     |                                  |
|--------------------------------------|-------------------------------------|----------------------------------|
| <b>COURSE CODE</b>                   | <b>COURSE NAME</b>                  | <b>ELECTIVE GROUP</b>            |
| F3301                                | MANAGEMENT OF FINANCIAL INSTRUMENTS | FINANCIAL MANAGEMENT             |
| H3301                                | HR ANALYTICS                        | HUMAN RESOURCE MANAGEMENT        |
| M3301                                | CONSUMER BEHAVIOR                   | MARKETING MANAGEMENT             |
| O3301                                | TOTAL QUALITY MANAGEMENT            | OPERATIONS & LOGISTIC MANAGEMENT |
| BA3301                               | BIG DATA ANALYTICS                  | BUSINESS ANALYTICS               |
| HM3301                               | HOSPITAL PLANNING & ADMINISTRATION  | HEALTH CARE MANAGEMENT           |

**Apart from the Dual Elective, chosen by the student, he/she needs to select any one out of the Above Open Elective Group.**