

Symbiosis Institute of Business Management, Nagpur
Master of Business Administration
Programme Structure 2025-2027

1.	OBJECTIVE	Prepare students for an excellent corporate career, combining theory with practical business, classroom teaching with Management Development					
2.	DURATION (IN MONTHS)	24 (Full Time)					
3.	INTAKE	180					
4.	RESERVATION	I. Within the sanctioned intake	a) SC (In Percentage)	b) ST (In Percentage)	c) Differently abled (In Percentage)	d) Domicile of Nagpur (In Percentage)	
			15	7.5	3	25 (Includes i. Scheduled Caste (percentage) - 15 ii. Scheduled Tribes (percentage) - 7.5 iii. Differently Abled (percentage) - 3)	
		II. Over and above the sanctioned intake	a) Kashmiri Migrants (In Seats)		b) International Students (In Percentage)		
			2		25		
5.	ELIGIBILITY	Graduate from any recognized University / Institution of National Importance with a minimum of 50% marks or equivalent grade (45% marks or equivalent grade for Scheduled Caste / Scheduled Tribes) at graduation.					
6.	SELECTION PROCEDURE	Candidates shortlisted through the Symbiosis National Aptitude Test (SNAP) will proceed to the Group Exercise (GE) and Personal Interaction (PI) rounds. The final selection will be based on a composite merit list, with the SNAP score contributing 50%, GE 10%, and PI 40%.					
7.	MEDIUM OF INSTRUCTION	English					
8.	PROGRAMME PATTERN	Semester					
9.	COURSE & SPECIALISATION	As per Annexure A Specializations offered: Marketing Human Resource Finance Operations and Supply Chain Management					

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		Business Analytics						
10.	FEE		Academic Fee p.a	Institute Deposit	Total			
	Indian Students	Other than Nagpur Domicile (Amount in INR)	856000	20000	876000			
		Nagpur Domicile (Amount in INR)	727600	20000	747600			
	International Students	NRI/ PIO/ OCI Category (Amount in US\$)	15900	275	16175			
		Foreign National Category (Amount in US\$)	2600	275	2875			
11.	ASSESSMENT	The courses will have 60% Continuous Assessment and 40% Term End [University] examination however, some courses (not more than 30% of the total programme credits) may have 100% Continuous Assessment.						
12.	STANDARD OF PASSING	The assessment of the student for each examination is done, based on relative performance. Maximum Grade Point (GP) is 10 corresponding to O (Outstanding). For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 4 corresponding to Grade P. Students securing less than 40% absolute marks in each head of passing will be declared FAIL. The University awards a degree to the student who has achieved a minimum CGPA of 4 out of maximum of 10 CGPA for the programme.						
13.	AWARD OF DEGREE	Master of Business Administration will be awarded at the end of semester 4 examination by taking into consideration the performance of all semester examinations after obtaining minimum 4 CGPA out of 10 CGPA.						
14.	CLASSIFICATION OF CREDITS							
Semester	Generic Core	Generic Elective	Specialisation Core	Specialisation Elective	Open Elective	Mandatory Non-Credit Course/s	Non-Credit Audit Course/s	Total
Common								
1	19	2	6	0	6	1 *	As per the student's choice	33
2	12	2	8	0	4	0		26
3	17	0	8	0	4	1 *		29
4	10	0	2	0	0	0		12
Total	58	4	24	0	14	0		100
* Satisfactory completion of non credit courses 'Health and Wellness' and ' <i>Vasudhaiva Kutumbakam</i> ' is mandatory for award of degree.								

The revised programme structure supersedes the previously approved programme structure dated 11/02/2026 for the programme.

Additional Note: #Health and Wellness Module I and Module II will be conducted during the semesters mentioned in the programme structure. However, the course will be listed on the students' grade sheets as "Health and Wellness" in the semester in which the institute's course code is officially assigned.

**This Programme Structure is aligned with the norms laid down by the University and is approved by the Academic Council.
Hereafter changes (if any) which conform to the policy on "Curriculum Development and Review" would be permissible, subject to revision of the Programme Structure, following the specified processes.**

Director - Academics

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Annexure A

Catalog Course Code	Course Code	Course Title	Specialisation	Credit	Continous Assessment	Term End Examination	Total Marks
Semester : 1							
Generic Core Courses							
THM6074	0212410101	Economy and Markets		3	150	0	150
T2778	0212410102	Basics of Financial Management		2	60	40	100
T2729	0212410103	Indian Ethos and Values for Management		2	100	0	100
T2528	0212410104	Management of Operations		2	60	40	100
T2572	0212410105	Human Resource Management		2	60	40	100
T2216	0212410106	Business Statistics		2	60	40	100
T2114	0212410107	Essentials of Marketing Management		2	60	40	100
T2931	0212410108	Accounting for Managers		2	100	0	100
T3639	0212410109	Spreadsheet Modelling		2	100	0	100
SMC001	0212410110	<i>Vasudhaiva Kutumbakam</i> *		0	0	0	Mandatory Non-Credit Course
TH4788		Health and Wellness Module I #		0	0	0	0
Total				19	750	200	950
Generic Elective Course Group (Choose any one course)							
T3577	0212410111	Data Analysis Using Python		2	100	0	100
T1140	0212410112	Legal Aspects of Business		2	100	0	100
T3180	0212410113	Cybercrimes and Laws		2	100	0	100
Total Required Credits				2	100	0	100
Specialisation Core Courses : Marketing							
T2139	0212410114	Digital Marketing	Marketing	2	60	40	100
T2133	0212410115	Sales Management	Marketing	2	60	40	100
T2888	0212410116	Consumer Behaviour and Insights	Marketing	2	60	40	100
Total				6	180	120	300
Specialisation Core Courses : Human Resource							
T2304	0212410117	Consulting Skills in HR	Human Resource	2	60	40	100
T2288	0212410118	Organizational Theory, Design and Structure	Human Resource	2	60	40	100
T2281	0212410119	Talent Acquisition	Human Resource	2	60	40	100
Total				6	180	120	300

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Catalog Course Code	Course Code	Course Title	Specialisation	Credit	Continuous Assessment	Term End Examination	Total Marks
Specialisation Core Courses : Finance							
T2611	0212410120	Financial Econometrics	Finance	2	60	40	100
T2150	0212410121	Marketing of Financial Services	Finance	2	60	40	100
TM2059	0212410122	Financial Technology	Finance	2	60	40	100
Total				6	180	120	300
Specialisation Core Courses : Operations and Supply Chain Management							
T2861	0212410123	Quality Management	Operations and Supply Chain Management	2	60	40	100
T2174	0212410124	Materials Management	Operations and Supply Chain Management	2	60	40	100
TM2161	0212410125	Scrum Project Management	Operations and Supply Chain Management	2	60	40	100
Total				6	180	120	300
Specialisation Core Courses : Business Analytics							
T3289	0212410126	Business Intelligence I	Business Analytics	2	60	40	100
T3443	0212410127	Data preparation and Data management	Business Analytics	2	60	40	100
T2227	0212410128	Business Analytics	Business Analytics	2	60	40	100
Total				6	180	120	300
Open Elective Course Group (Choose any three courses)							
T2613	0212410129	Social Media Marketing	Marketing	2	60	40	100
T2137	0212410130	Channel Management	Marketing	2	60	40	100
TM2256	0212410131	E Commerce and D2C Marketing	Marketing	2	60	40	100
T2289	0212410132	Management of Diverse Work Force	Human Resource	2	60	40	100
T2577	0212410133	HRD Instruments	Human Resource	2	60	40	100
T2638	0212410134	Labour Laws	Human Resource	2	60	40	100
T2009	0212410135	Banking Operations	Finance	2	60	40	100
T2063	0212410136	Project Feasibility and Financing	Finance	2	60	40	100
T3649	0212410137	Introduction to Blockchain Technologies	Finance	2	60	40	100
T2995	0212410138	Digital Manufacturing and Analytics	Operations and Supply Chain Management	2	60	40	100

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Catalog Course Code	Course Code	Course Title	Specialisation	Credit	Continous Assessment	Term End Examination	Total Marks
T2192	0212410139	Technology and Innovation Management	Operations and Supply Chain Management	2	60	40	100
T2844	0212410140	Sustainable Manufacturing Operations	Operations and Supply Chain Management	2	60	40	100
T2692	0212410141	Social Media Analytics	Business Analytics	2	60	40	100
TE7964	0212410142	Programming Tools (Python)	Business Analytics	2	60	40	100
T3799	0212410143	Data Visualization and Storytelling	Business Analytics	2	60	40	100
Total Required Credits				6	180	120	300
Semester : 2							
Generic Core Courses							
T3451	0212410201	Data Visualization and Modeling		2	60	40	100
T2193	0212410202	Project Management		2	100	0	100
T2253	0212410203	Strategic Management		2	100	0	100
T2938	0212410204	Organization Behaviour and Leadership		2	60	40	100
T2225	0212410205	Research Methodology		2	60	40	100
TM2253	0212410206	Generative AI and use cases		2	60	40	100
TH4789		Health and Wellness Module II #		0	0	0	0
Total				12	440	160	600
Generic Elective Course Group (Choose any one course)							
T2236	0212410207	Corporate Governance and Ethics		2	100	0	100
T3821	0212410208	Introduction to DBMS and SQL Programming		2	100	0	100
T2254	0212410209	Game Theory for Strategic Thinking		2	100	0	100
Total Required Credits				2	100	0	100
Specialisation Core Courses : Marketing							
T5084	0212410210	Marketing Analytics and CRM	Marketing	2	60	40	100
T2143	0212410211	Services Marketing	Marketing	2	60	40	100
T2130	0212410212	Brand Management	Marketing	2	60	40	100
T2128	0212410213	Product Management	Marketing	2	60	40	100
Total				8	240	160	400

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Specialisation Core Courses : Human Resource							
T2296	0212410214	Compensation and Reward Management	Human Resource	2	60	40	100
T2300	0212410215	HR Analytics	Human Resource	2	60	40	100
T2576	0212410216	Performance Management System	Human Resource	2	60	40	100
T2284	0212410217	Learning and Development	Human Resource	2	60	40	100
Total				8	240	160	400
Specialisation Core Courses : Finance							
T2043	0212410218	Security Analysis and Portfolio Management	Finance	2	60	40	100
T2056	0212410219	Financial Risk Management	Finance	2	60	40	100
T2045	0212410220	Corporate Valuation	Finance	2	60	40	100
TM2044	0212410221	Investment Banking and Alternative Asset Management	Finance	2	60	40	100
Total				8	240	160	400
Specialisation Core Courses : Operations and Supply Chain Management							
T2190	0212410222	Operations Planning and Scheduling	Operations and Supply Chain Management	2	60	40	100
T2527	0212410223	Logistics Management	Operations and Supply Chain Management	2	60	40	100
T2177	0212410224	Supply Chain Risk and Reliability Management	Operations and Supply Chain Management	2	60	40	100
T2798	0212410225	Manufacturing Management	Operations and Supply Chain Management	2	60	40	100
Total				8	240	160	400
Specialisation Core Courses : Business Analytics							
T3157	0212410226	Data Warehousing and OLAP Reporting	Business Analytics	2	60	40	100
T3449	0212410227	Predictive Analytics	Business Analytics	2	60	40	100
T3532	0212410228	Machine learning	Business Analytics	2	60	40	100
T2690	0212410229	Risk Analytics	Business Analytics	2	60	40	100
Total				8	240	160	400

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Open Elective Course Group (Choose any two courses)							
T2330	0212410230	Retail Merchandising and Buying	Marketing	2	60	40	100
TMC5025	0212410231	Mobile Marketing	Marketing	2	60	40	100
T2286	0212410232	Industrial Relations	Human Resource	2	60	40	100
T2578	0212410233	Organizational Development and Change	Human Resource	2	60	40	100
TM2066	0212410234	Digital Payment Systems	Finance	2	60	40	100
T2021	0212410235	Insurance Management	Finance	2	60	40	100
TM2119	0212410236	Humanitarian Supply Chain Management	Operations and Supply Chain Management	2	60	40	100
T2220	0212410237	Operations Research	Operations and Supply Chain Management	2	60	40	100
T2685	0212410238	HR Analytics	Business Analytics	2	60	40	100
T3638	0212410239	Marketing and Sales Analytics	Business Analytics	2	60	40	100
Total Required Credits				4	120	80	200
GIP							
G2004	0212410240	Global Immersion Programme		4	0	200	200
Note: For students under Global Immersion Programme (0212410240), courses "Strategic Management" (0212410203), "Generative AI and use cases" (0212410206) will be waived off.							
GIP							
G2004	0212410241	Global Immersion Programme		4	0	200	200
Note: For students under Global Immersion Programme (0212410241), courses "Strategic Management" (0212410203), "Research Methodology" (0212410205) will be waived off.							
Semester : 3							
Generic Core Courses							
T2910	0212410301	Summer Internship		10	300	200	500
T3728	0212410302	Digital Leadership		3	90	60	150
T2622	0212410303	Business Simulation		2	100	0	100
TM2250	0212410304	Management Consulting		2	60	40	100
SMC003	0212410305	Health and Wellness *		0	0	0	Mandatory Non-Credit Course
Total				17	550	300	850
Specialisation Core Courses : Marketing							
T2127	0212410306	Integrated Marketing Communication	Marketing	2	60	40	100

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T2152	0212410307	Business to Business Marketing	Marketing	2	60	40	100
T2513	0212410308	Marketing Research	Marketing	2	60	40	100
TMC5032	0212410309	Gamification in Marketing	Marketing	2	60	40	100
Total				8	240	160	400
Specialisation Core Courses : Human Resource							
T2302	0212410310	Technology in HR /SAP HR/ People Soft	Human Resource	2	60	40	100
T2283	0212410311	Talent Management	Human Resource	2	60	40	100
T2297	0212410312	HRD Audit and Scorecard	Human Resource	2	60	40	100
TM2001	0212410313	Economics of Human Resources	Human Resource	2	60	40	100
Total				8	240	160	400
Specialisation Core Courses : Finance							
T2013	0212410314	Derivative Markets	Finance	2	60	40	100
T2019	0212410315	Fixed Income Markets	Finance	2	60	40	100
T2055	0212410316	Behavioral Finance	Finance	2	60	40	100
TM2065	0212410317	Application of Machine Learning and Artificial Intelligence in Finance	Finance	2	60	40	100
Total				8	240	160	400
Specialisation Core Courses : Operations and Supply Chain Management							
T2165	0212410318	Lean Six Sigma	Operations and Supply Chain Management	2	60	40	100
T2187	0212410319	Service Operations Management	Operations and Supply Chain Management	2	60	40	100
T2170	0212410320	Sustainable Supply Chain	Operations and Supply Chain Management	2	60	40	100
T2176	0212410321	Procurement Management	Operations and Supply Chain Management	2	60	40	100
Total				8	240	160	400
Specialisation Core Courses : Business Analytics							
T3154	0212410322	Data Driven Decision Making	Business Analytics	2	60	40	100

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T2209	0212410323	Business Forecasting	Business Analytics	2	60	40	100
T3654	0212410324	Cloud and Web Services	Business Analytics	2	60	40	100
T6988	0212410325	Text Mining	Business Analytics	2	60	40	100
Total				8	240	160	400
Open Elective Course Group (Choose any two courses)							
T2145	0212410326	Sustainable Marketing	Marketing	2	60	40	100
TM2164	0212410327	Luxury Marketing	Marketing	2	60	40	100
T2637	0212410328	High Performing Teams	Human Resource	2	60	40	100
T2939	0212410329	Conflict Management and Negotiation Strategies	Human Resource	2	60	40	100
T2047	0212410330	Mergers and Acquisitions	Finance	2	60	40	100
TM2107	0212410331	Cyber Security, Data Privacy and Forensics for Banks	Finance	2	60	40	100
T3130	0212410332	ERP Modules and their Integration	Operations and Supply Chain Management	2	60	40	100
T2748	0212410333	Theory of Constraints	Operations and Supply Chain Management	2	60	40	100
T2684	0212410334	Financial Analytics	Business Analytics	2	60	40	100
T2687	0212410335	Operations Analytics	Business Analytics	2	60	40	100
Total Required Credits				4	120	80	200
Semester : 4							
Generic Core Courses							
T2642	0212410401	Fundamentals of Entrepreneurship and Intrapreneurship		3	90	60	150
TM2010	0212410402	Creativity and Design Thinking		3	90	60	150
T2802	0212410403	Project		2	100	0	100
T2449	0212410404	Concepts and Applications in Sustainability		2	60	40	100
Total				10	340	160	500
Specialisation Core Courses : Marketing							
T2141	0212410405	Rural Marketing	Marketing	2	60	40	100
Total				2	60	40	100
Specialisation Core Courses : Human Resource							
T2291	0212410406	International Human Resource Management	Human Resource	2	60	40	100

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Total				2	60	40	100
Specialisation Core Courses : Finance							
TM2052	0212410407	Sustainable Finance and Responsible Investment	Finance	2	60	40	100
Total				2	60	40	100
Specialisation Core Courses : Operations and Supply Chain Management							
TM2045	0212410408	Blockchain Technology for Operations and SCM	Operations and Supply Chain Management	2	60	40	100
Total				2	60	40	100
Specialisation Core Courses : Business Analytics							
T3819	0212410409	Responsible and Explainable AI	Business Analytics	2	60	40	100
Total				2	60	40	100

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Semester	Continuous Assessment	Term End Examination	Total Credits	Total Marks
Semester 1	11	22	33	1650
Semester 2	6	20	26	1300
Semester 3	2	27	29	1450
Semester 4	2	10	12	600
Total	21	79	100	5000