

TERM 1	TERM 2	TERM 3		TERM 4	TERM 5	TERM 6
Foundation Core	Foundation Core	Foundation Core	Summer Internship Project (SIP)			
		Track Core		Major Track Core		
		Capstone Module		Capstone Module	Capstone Module	
				Major Track Electives	Major Track Electives	
				Minor Track Electives	Minor Track Electives	
				Open Electives	Open Electives	

	Details
<b>Foundation Core (FC)</b>	<ul style="list-style-type: none"> <li>▶ Courses that are <b>mandatory for all students</b> and will provide a foundation toolkit that will be required for all career tracks</li> <li>▶ <i>Examples – Management Communication, Critical Thinking, Business Statistics, Managerial Economics, Business Ethics and Sustainability, etc</i></li> </ul>
<b>Track Core (TC)</b>	<ul style="list-style-type: none"> <li>▶ Courses that are mandatory <b>for students who are doing either a major or minor in a specific career track</b></li> <li>▶ <i>Examples – In Finance and Capital Markets track core courses include Cost and Management Accounting, Financial Modelling, Financial Decision Making</i></li> </ul>
<b>Major Track Core (MTC)</b>	<ul style="list-style-type: none"> <li>▶ Additional core courses <b>that are mandatory for students who are majoring in a specific career track</b></li> <li>▶ <i>Examples – In Finance and Capital Markets major track core courses include Securities Analysis &amp; Portfolio Management, Financial Markets &amp; Institutions</i></li> </ul>
<b>Track Electives (TE)</b>	<ul style="list-style-type: none"> <li>▶ Electives that are offered to students <b>within a specific career track</b></li> <li>▶ <i>Examples – In Finance and Capital Markets track, electives include Management of Banks, Mergers, Acquisitions, and Corporate Restructuring, Essentials of Fund Management, Fintech, etc</i></li> </ul>
<b>Open Electives (OE)</b>	<ul style="list-style-type: none"> <li>▶ Electives that are <b>open to students from any career track</b></li> </ul>
<b>Block Week (BW)</b>	<ul style="list-style-type: none"> <li>▶ Curriculum comprises <b>2 block weeks</b>, each delivering concentrated learning experiences that are immersive and experiential, with learning compressed to one course at a time that will be taught by leading industry experts. Could change year by year.</li> </ul> <p><i>Examples - Sustainable Empowerment through Emerging Digitisation, Self Discovery and Leadership, Marketing of Innovation at Scale, Fraud Detection &amp; Investigation, etc</i></p>
<b>Capstone Module (CM)</b>	<ul style="list-style-type: none"> <li>▶ Capstone projects which covers <b>overall learning for the career track</b></li> </ul>

### Career Tracks Offered

Career Tracks	Typical Job Roles
Consulting & Strategy	▶ Roles include management consultants, strategy managers, and internal corporate strategy teams.
Market Expansion & Growth	▶ Roles span growth strategy, business development, international expansion, and GTM (go-to-market) leadership.
Finance & Capital Markets	▶ Covers roles in corporate finance, investment banking and capital markets
Product Management	▶ Includes product managers and innovation leads in technology and non-tech firms.
People & Org	▶ Roles include HR business partners, organization design specialists, talent strategy and transformation leaders.
Analytics	▶ Encompasses roles in business analytics, data science, decision science, and insights leadership.
Ops & Supply Chain	▶ Roles cover operations management, supply chain strategy, procurement, and process excellence.

**Artificial Intelligence & Emerging Technologies (AI and Emerging Tech)**

**Environmental, Social, and Governance (ESG)**

SN	Career Tracks	Major/Minor
1	Consulting & Strategy	Major and Minor both allowed
2	Market Expansion & Growth	Major and Minor both allowed
3	Finance & Capital Markets	Major and Minor both allowed
4	Product Management	Major and Minor both allowed
5	People & Org	Only Minor allowed
6	Analytics	Only Minor allowed
7	Ops & Supply Chain	Only Minor allowed

### Foundation Core

Course Name	Term
Managerial Communication	Term 1
Critical Thinking	Term 1
Individual Dynamics in Organizations	Term 1
Business Statistics	Term 1
Financial Reporting and Analysis	Term 1
Managerial Economics	Term 1
Marketing Management I	Term 1
Business Ethics and Sustainability	Term 1
Strategic Management	Term 2
Data Modelling for Analytics	Term 2
Corporate Finance	Term 2
Design Thinking	Term 2
Marketing Management II	Term 2
Team and Organizational Dynamics	Term 2
Operations Management	Term 2
Macroeconomics	Term 3
Leading and Managing People	Term 3
Project Management	Block Week

### Consulting & Strategy Track Course List

Course Name	Term	Classification
Corporate Strategy, Business Models & Growth	Term 3	Track Core
Introduction to Management Consulting	Term 3	Track Core
Strategy Analytics & Decision Making	Term 3	Track Core
Strategy Execution, Organization & Digital Transformation	Term 4	Major Track Core
Corporate Development, M&A & Value Creation Strategy	Term 4	Major Track Core
Consulting for Family Enterprises: Ownership, Governance & Strategy	Term 4	Elective
Infrastructure, Energy & Sustainability Strategy	Term 4	Elective
FinTech & Financial Services Strategy	Term 4	Elective
Healthcare & Life Sciences Strategy	Term 4	Elective
International Business Strategy	Term 5	Elective
Technology & Innovation Strategy	Term 5	Elective
Strategy for Emerging Markets	Term 5	Elective
Pricing Strategy	Term 5	Elective
Supply Chain Management	Term 6	Elective
Entrepreneurial Strategy	Term 6	Elective
Turnaround, Restructuring & Transformation Strategy	Term 6	Elective
Non-Market / Beyond Market Strategy	Term 6	Elective
Strategy Analytics & Decision Making (Open Elective)	Any	Elective
Turnaround, Restructuring & Transformation Strategy (Open Elective)	Any	Elective

### Market Expansion & Growth Track Course List

Course Name	Term	Classification
Consumer Behaviour	3	Track Core
Market Intelligence & Research Applications	3	Track Core
Market Expansion Strategy & Competitive Advantage	4	Major Track Core
Sales & Distribution Management	4	Major Track Core
Strategic Customer Insights	4	Elective
Strategic Brand Management	4	Elective
Digital & Performance Marketing Strategy	4	Elective
GTM Strategies for New Product	4	Elective
Pricing Strategy	5	Elective
Data-Driven Growth & Marketing Analytics	5	Elective
Retail Management	5	Elective
Consultative Selling, Negotiation & Enterprise Growth	5	Elective
Marketing of Services	5	Elective
Product-Led Growth	5	Elective
Customer Relationship Management & Value Creation	5	Elective
Integrated Marketing Communication (IMC)	5	Elective
E-commerce Distribution & Supply Chain	5	Elective
B2B Marketing	6	Elective
International Marketing	6	Elective
Sustainability & Responsible Growth Strategy	6	Elective
Strategic Foresight & the Future of Technology	6	Elective
Luxury Marketing	6	Elective
Startup & New Venture Growth Marketing	6	Elective
Rural Marketing	6	Elective
Business Forecasting and Planning	5	Elective
Marketing Automation and Customer Journey for D2C	6	Elective
Social Media Marketing	6	Elective
Storytelling in Marketing	6	Elective

### Finance & Capital Markets Track Course List

<b>Course Name</b>	<b>Term</b>	<b>Classification</b>
Cost & Management Accounting	3	Track Core
Financial Modelling	3	Track Core
Financial Decision Making	3	Track Core
Security Analysis & Portfolio Management	4	Major Track Core
Financial Markets and Institutions	4	Major Track Core
Credit Markets and Fixed Income	4	Elective
Financial Derivatives	4	Elective
Advanced Financial Statement Analysis	4	Elective
Management of Banks	4	Elective
Treasury & Forex Management	4	Elective
Financial Market Analytics	4	Elective
Financial Risk Management	5	Elective
Mergers, Acquisitions, and Corporate Restructuring	5	Elective
Essentials of Fund Management	5	Elective
Project Finance and Infrastructure Investing	5	Elective
Fintech: Technology, Markets, & Financial Intermediation	5	Elective
Econometrics for Finance	5	Elective
Corporate Credit	5	Elective
Strategic Cost Management	5	Elective
Private Equity and Venture Capital	5	Elective
Business Valuation	5	Elective
Investment Banking	6	Elective
Corporate Governance & Ethics	6	Elective
Sustainable Finance	6	Elective
Global and Cross-Border Finance	6	Elective
Tax Planning	6	Elective
Micro Finance & Financial Inclusion	6	Elective
Wealth Management	6	Elective
Applied LLMs & Agentic AI Workflows in Finance	6	Elective
Supply Chain Finance	6	Elective
Predictive Analytics & Gen AI in Finance	6	Elective

### Product Management Track Course List

<b>Course Name</b>	<b>Term</b>	<b>Classification</b>
Foundations of Product Management	3	Track Core
Product Discovery & UX	3	Track Core
Digital Innovations & Disruptions	4	Major Track Core
Product Analytics, Metrics, & Experimentation	4	Major Track Core
GTM Strategies for New Product	4	Elective
Digital & Performance Marketing Strategy	4	Elective
Technology Strategy & Digital Business Models	4	Elective
Product Development (Gamification/Fintech Digital)	5	Elective
Customer Analytics and AI	5	Elective
AI & ML for Product Managers	5	Elective
Product-Led Growth	5	Elective
Marketing of Services	5	Elective
Pricing for Digital Products	5	Elective
Product Portfolio Strategies	6	Elective
Agile Product Execution & Engineering Collaboration	6	Elective
Cybersecurity and Responsible Product Design	6	Elective
Customer Relationship Management & Value Creation	5	Elective
Supply Chain Management	6	Elective
Product Service Systems	6	Elective
High Tech Entrepreneurship	6	Elective
Managing High Tech Companies	6	Elective

### People & Org Track Course List

<b>Course Name</b>	<b>Term</b>	<b>Classification</b>
People Analytics & HR Metrics	3	Track Core
Strategic Human Resource Management	3	Track Core
Total Rewards Management	4	Elective
Staffing & Employer Branding	4	Elective
Managing Diversity in the Workplace	4	Elective
Conflict Management & Negotiation	4	Elective
Performance Management & Feedback Systems	5	Elective
Learning & Development Strategy	5	Elective
HR Technology & Digital Transformation	5	Elective
HR Business Partnering in Practice	5	Elective
Executive Compensation	5	Elective
Psychological Assessment for Managers	5	Elective
Change Management & Organization Development	6	Elective
Indian Labor Laws & Employment Compliance	6	Elective
International HRM	6	Elective
Sustainable HRM	6	Elective
Future of Work and Workforce	6	Elective
Organizational Network Analysis (ONA) & Informal Systems	6	Elective
Game Theory for HR Managers	6	Elective

### Analytics Track Course List

<b>Course Name</b>	<b>Term</b>	<b>Classification</b>
Programming Foundations for Business Analytics (Python)	3	Track Core
Introduction to Databases for Business Analytics	3	Track Core
AI for Business Execution	3	Track Core
Analytics for Structured Data using Machine Learning	4	Elective
Language AI for Business (NLP and GenAI)	4	Elective
Forecasting and Business Applications	4	Elective
Big Data & Cloud Analytics	4	Elective
Enterprise Resource Planning	4	Open Elective
Advanced Modelling using AI in Excel	4	Open Elective
Storytelling with Data	4	Open Elective
Network Analytics for Business	5	Elective
Analytics for Unstructured Data using Deep Learning	5	Elective
Customer Analytics and AI	5	Open Elective
Enterprise Simulation for Decision Making	5	Open Elective
Supply Chain Analytics using real-world cases	5	Open Elective
AI Product Management & Use-Case Design	5	Open Elective
Strategies for Accountable AI	5	Elective
Deployment Feasibility & AI Solution Architecture	5	Elective
Human-AI Org Design	6	Elective
Cybersecurity and Information Practice Risk Management	6	Open Elective
Agentic AI for Business	6	Open Elective
AI for Sustainability & ESG	6	Open Elective
Analytics for Strategy and Business Transformation	6	Open Elective

### Ops & Supply Chain Track Course List

<b>Course Name</b>	<b>Term</b>	<b>Course Type</b>
Supply Chain Management	3	Track Core
Optimization & Decision Techniques	3	Track Core
Procurement & Strategic Sourcing	6	Elective
Supply Chain Analytics	5	Elective
Logistics Management	5	Elective
Service Operations Management	5	Elective
Operations Strategy	4	Elective
Manufacturing Systems Strategy	5	Elective
Digital Supply Chain & Industry 4.0	5	Elective
Strategic Cost Management	5	Elective
Sustainable Supply Chain Management	6	Elective
Supply Chain Finance	6	Elective
Operational Excellence using quality management principles	5	Elective
Supply Chain Risk and Resilience	4	Elective
Global Supply Chain	5	Elective
Generative AI applications for Supply Chain Management	6	Elective
E-commerce distribution & supply chain	5	Elective
Business Forecasting and Planning	5	Elective
Multi Criteria Decision Making (MCDM)	5	Elective
Agile Product Execution & Engineering Collaboration	6	Elective