



भारतीय प्रबंध संस्थान उदयपुर
Indian Institute of Management Udaipur

Term V Course list, Academic Year 2024-25

SL	Course Title	Code	Credit
1	Advanced Selling Skills and Management	ASSAM	4
2	Advanced Entrepreneurship	AE	2
3	Advanced Methods for Data Analytics	AMDA	4
4	Banking, Financial Markets and Systems	BFMS	4
5	Business Applications of Artificial Intelligence	BAAI	4
6	Business Tax Strategy	BTS	2
7	Curating Services and Experiences	CSE	2
8	Digital Product Management	DPM	4
9	Financial Risk Management	FRM	2
10	FINTECH	FINTECH	4
11	Management Consulting	MC(A)	4
12	Managing Strategic Alliances	MSA	2
13	Marketing Analytics	MA	4
14	Merger, Acquisition & Corporate Restructuring	MACR	4
15	Multi-Sectoral Analysis in Indian Context	MSAIC	2
16	Multi-sided Platform Business Strategy	MPBS	4
17	Innovation Management	IM	4
18	Project Management	PM	4
19	Reputation Management	RM	2
20	Retail Management	ReM	4
21	Rural Marketing	RuM	2
22	Strategy for Digital Supply Chain	SDSCM	4
23	The Leadership Personality - Public Speaking	TLP-PS	2



भारतीय प्रबंध संस्थान उदयपुर
Indian Institute of Management Udaipur

Term VI Course list, Academic year 2024-25

Sl	Course Title	Code	Credit
1	Advanced Competitive Strategy	ACS	4
2	Advanced Digital Marketing	ADM	4
3	Advertising Management & Integrated Marketing Communication	AMIMC	4
4	Business Forecasting	BFC	4
5	Competing through Operations	CTO	4
6	Customer Relationship Management	CRM	4
7	Data Warehousing & Visualization	DWV	4
8	ERP Systems: Technology Planning & Implementation	ERPS	2
9	Fixed Income Securities	FIS	4
10	Foreign Trade and Indirect Tax	FT&IT	2
11	Forex and Treasury Management	FTM	2
12	Game Theory and Applications	GTA(A)	4
13	Green Business Management	GBM	2
14	Hedge Funds - History, Strategies and Market Practices	HF	2
15	Logistics and Supply Chain: Contemporary Perspectives	LGS	4
16	Introduction to Management Consulting - A practitioner's approach to solving client problems	IMC	4
17	Management Games	MG	4
18	Marketing Data Science	MDS	4
19	Managing your Personal Brand	MPB	2
20	Negotiations	NGO	4
21	Power Politics and Conflict Management	PPCM	4
22	Reimagining Retail in the Digital Era	RRDE	4
23	Strategic Marketing: New Paradigms	SM:NP	4
24	Theory of Constraint	ToC	2
