



भारतीय प्रबंध संस्थान उदयपुर
Indian Institute of Management Udaipur

Term V Course list, Academic Year 2025-26

SL	Course Name	Credits	Professor
1	Advanced Methods for Data Analytics	4	Dr. Arindam Chaudhury
2	Advanced Selling Skills and Management	4	Prof. Gokul Kamath
3	Advertising Management & Integrated Marketing Communication	4	Prof. Arundhati Bhattacharyya
4	Business Applications of Artificial Intelligence	4	Prof. Probal Majumdar & Prof. Prantosh Banerjee
5	Competing through Operations	4	Prof. Rahul Pandey
6	Cultural Branding and Analysis	2	Prof. Rajesh Nanarpuzha
7	Customer Relationship Management	4	Prof. Nageshwar Rao
8	Financial Risk Management	2	Prof. Deep Narayan Mukherjee
9	FINTECH	4	Prof. Soumya Dasgupta & Prof. Praloy Majumder
10	Foreign Trade and Indirect Tax	2	Prof. S Shanker and Prof. L Sridhar
11	Gamification Augmented Management Excellence	4	Prof. Kirti Mishra and Prof. Sujitesh Das
12	Innovation Management	4	Prof. Jijo Mathew
13	Introduction to Management Consulting - A practitioner's approach to solving client problems	4	Prof. Arun CR
14	Management Consulting	4	Prof. D. Ashok
15	Management of Banks	4	Prof. Saurabh Saraswat
16	Managing Strategic Alliances	2	Prof. Atanu Ghosh
17	Marketing Analytics	4	Prof. Prantosh Banerjee
18	Marketing for Sustainable World	4	Prof. Arundhati Bhattacharyya
19	Merger, Acquisition & Corporate Restructuring	4	Prof. N Viswanathan
20	Multi-Sectoral Analysis in Indian Context	2	Prof. Venkat K.
21	Power Politics and Conflict Management	2	Prof. Harsh Jha
22	Project Management	4	Prof. Vanita Bhoola
23	Reputation Management	2	Prof. Nikhil Dey, Prof. Vandana Sandhir and Prof. Aman Gupta
24	Retail Management	4	Prof. K. Dasaratharaman (Pre MT) Prof. Venkat K. (Post MT)
25	Rural Marketing	2	Prof. Sanal Kumar
26	Strategic Leadership and Management	2	Prof. Shaleen Gopal
27	Strategic Digital Supply Chain Management	4	Prof. Avijit Raychaudhuri
28	The Leadership Personality - Public Speaking	2	Prof. Kunal Kumar and Mrs. Smriti Irani
29	Theory of Constraint	2	Prof. R Raghavendra Ravi



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Term VI Course list, Academic year 2025-26

Sl.	Course Title	Credit	Instructor/s
1	Advanced Competative Strategy	4	Prof. Prarthan Desai
2	Advanced Digital Marketing	4	Prof. Atanu Ghosh
3	Behavioral Economics	2	Prof. Ashish Sachdeva
4	Building & Managing D2C Brands	2	Prof. Madhuvanthi
5	Business Forecasting	4	Prof. Arindam Chaudhury
6	Capstone Exercise	2	
7	Data Warehousing & Visualization	4	Prof. M V Yugandhar
8	ERP Systems: Technology Planning & Implementation	2	Prof. V V Rao
9	Fixed Income Securities	4	Prof. Ramesh Patibanda
10	Game Theory Applications	4	Prof. Ashish Sachdeva
11	Green Business Management	2	Prof. Achal Raghavan
12	Hedge Funds - History, Strategies and Market Practices	2	Prof. Saurabh Saraswat
13	Industry & Competitor Analysis	4	Prof. Sai Prakash Iyer
14	Leadership: From Emergence to Effectiveness	2	Prof. Arpana Rai
15	Logistics and Supply Chain Analytics	4	Prof. Rahul Pandey
16	Management Games	4	Prof. Shobhit Aggarwal
17	Marketing & Society	2	Prof. Ankur Kapoor
18	Managing your Personal Brand	2	Prof. Kirti Mishra
19	Multi-sided Platform Business Strategy	4	Prof. Sai Prakash Iyer
20	Negotiations	4	Prof. Jay Uparna
21	Reimagining Retail in the Digital Era	4	Prof. Srikant Gokhale
22	Strategic Marketing: New Paradigms	4	Prof. Prantosh Banerjee
23	Sustainable Finance	2	Prof. Jitendra Aswani
