



Courses Offered at IIM Udaipur*

TERM 5 (September – December)				
Sr. No.	Course	Prerequisite	IIMU Credits	Hours
1	Advanced Selling Skills and Management	None.	4	30
2	Advanced Entrepreneurship	None.	2	15
3	Advanced Leadership Course	An open mind to take advantage of experiential learning. 1. The Class would do well to also read up as much as they can from this list: 1. Rebel Ideas, by Mathew Syed 2. Understanding Organizations (with emphasis on the Chapter on Power), By Charles Handy 3. “On Leadership: An Interview with Manfred Kets de Vries”	4	30
4	Advanced Methods for Data Analysis	Should have completed the core Statistics course and should have knowledge in R.	4	30
5	Analytical Models for Operations and Supply Chain	Should have completed the following or equivalent courses: Operations Management, Quantitative Methods, Information Systems and should have knowledge in R and Python.	4	30
6	Banking, Financial Markets and Systems	Strong knowledge in Corporate Finance and Financial Accounting is essential.	4	30
7	Business and Government	Should have completed a course like Indian Social and Political Environment. Knowledge of Indian Policy is useful.	2	15
8	Cultural Branding and Analysis	Basic awareness of brand management is useful.	4	30
9	Digital Strategy and Digital Transformation	None.	4	30
10	Financial Risk Management	Working knowledge of Futures and Options and concepts of corporate finance and Valuation is an advantage.	4	30
11	Financial Statement Analysis	Strong knowledge of accounting is useful.	2	15
12	FINTECH	Basic knowledge of Banking concepts and Macro Economics is useful.	4	30
13	Management Consulting	None.	4	30
14	Management Control Systems	Should have completed the following or equivalent courses: Financial Accounting, Management Accounting, Financial Management, Strategic Management, and Organizational Behavior.	2	15

Sr. No.	Course	Prerequisite	IIMU Credits	Hours
15	Marketing Analytics	Should have completed the core Statistics course.	4	30
16	Marketing Data Science	Should have completed the following or equivalent courses: Marketing Management, Marketing Research, Statistics, an introductory course in programming in R and Python and/or exposure to programming logic. Knowledge in Predictive analytics and analytics background is essential.	4	30
17	Merger, Acquisition & Corporate Restructuring	Valuation concepts and basic knowledge of corporate finance and strategy is useful.	4	30
18	Multi-Sectoral Analysis in Indian Context	None.	2	15
19	Pricing	Should have completed the core course on Marketing Management. Good excel skills is useful for price analysis.	4	30
20	Product Strategy and Management	Should have completed the core course on Marketing Management. Knowledge on Marketing domain, Consumer Behavior and B2B marketing and some website designing skills is useful.	4	30
21	Project Management	Brief understanding about project management is useful.	4	30
22	Reimagining the Retail in the Digital era	None.	4	30
23	Retail Management	Fundamentals of Marketing and Business Economics and Finance is useful.	4	30
24	Rural Marketing	Should have completed the core course on Marketing Management. Knowledge on Marketing domain and Consumer behaviors is useful.	2	15
25	Security Analysis & Portfolio Management	None.	4	30
26	Seminar cum workshop on Consumer based Business Strategies	NA.	2	15
27	Strategic Leadership	Should have completed the core course on Strategic Management covering competitive strategy and corporate strategy to understand the classroom discussions.	2	15
28	Supply Chain Management	Knowledge in Operations management is useful.	4	30
29	The Leadership Personality - Public Speaking	None.	2	15

TERM 6 (December – March)

Sr. No.	Course	Prerequisite	IIMU Credits	Hours
1	Advanced Competitive Strategy	None.	4	30
2	Advertising Management & Integrated Marketing Communication	None.	4	30
3	Business Forecasting	Should have completed the core Statistics course.	4	30
4	Business Relationships and Networks	Should have completed the core courses on strategy, marketing, and the management topics.	4	30
5	Communication Skills for Leadership & Team Excellence	Should have fundamentals of communication & communication skills in place – language, public speaking, social skills etc.	4	30
6	Data Warehousing & Visualization	None.	4	30
7	Advanced Digital Marketing	None.	4	30
8	ERP Systems: Technology Planning & Implementation	NA	2	15
9	Fixed Income Securities	None.	4	30
10	Workshop on Public Policy	None.	2	15
11	Management Games	Students will need to be comfortable with understanding and playing complex games through which, the course intends to reinforce general management topics such as Negotiations, Objective Decision-Making (Cost Benefit Analysis), Team-Building, Game Theory, Basics of Marketing and Logistics.	4	30
12	Management Consulting	None.	4	30
13	Customer Relationship Management	None.	4	30
14	Logistics: Contemporary Perspectives	Should have completed a preliminary Operations Management course.	4	30
15	Negotiations (beginners)	Not attended any other Negotiations course.	4	30
16	Negotiations (advanced)	Minimum 4 years of work experience	4	30
17	Qualitative Research Methods for Marketers	None.	4	30
18	Managing Personal Brand	None.	2	15

Sr. No.	Course	Prerequisite	IIMU Credits	Hours
19	Leadership from Emergence to Effectiveness	None.	2	15
20	Inspired Leadership thru Personal Mastery	None.	4	30
21	Strategy for Digital Supply Chain Management	None.	4	30
22	Green Business Management	None.	2	15
23	Multi-sided Platform Business Strategy	None.	4	30
24	Hedge Funds - History, Strategies and Market Practices	None.	2	15

**Based on the academic year 2022-23. Subject to change.*

Note: A four-credit course requires about 100 hours of work, including 20 class sessions of 90-minute duration.