

### Program Structure for PGDM 23-25 Batch

Term	Courses	Credits	Hours
III	Management Accounting and Control	3	30
III	Sales Management and Business Development	3	30
III	Business Research Methods	3	30
III	Emotional Intelligence	1.5	15
III	Business Ethics and Sustainability (Simulation-based)	1.5	15
III	Public Speaking and Persuasion	3	30
III	Elective-1 (from Specialization-I)	3	30
III	Elective-2 (from Specialization-II)	3	30
	<b>Total</b>	<b>21</b>	<b>210 Hrs</b>

### Table of Elective Courses :

Specialization	Marketing	Finance	Human Resource	Operations	Business Analytics
Elective Course	Consumer Behaviour	Advanced Corporate Finance	Advanced Human Resource Management	Operations Research	Analytical Techniques for Business