

SCHOOL OF ECONOMICS

PROGRAMME CODE: EC5D

**PROGRAMME TITLE: MASTER OF BUSINESS ADMINISTRATION (M.B.A.)
- INTERNATIONAL BUSINESS**

OBJECTIVES:

The broad objectives of this programme are as follows:

- To strengthen understanding of International Business
- To develop managerial skills and decision-making.
- To skill them in Logistics, Documentation process and Forex market.
- To enhance research skills specifically in regional trade blocks and foreign trade.

ELIGIBILITY:

Graduation in any stream with minimum 50% marks.

AGE LIMIT: As per the directives of Government of Madhya Pradesh, there is no upper age limit for admission to various programmes.

ADMISSION PROCEDURE:

The admission will be done as per merit in the entrance test conducted by the university.

SEATS: 60 (reservation as per state Govt. rules).

DURATION: Four Semesters (Two Years).

FEE STRUCTURE (2020-22):

Semester	Academic Fee	Development & Maintenance Fee	Students' Services Fee		Examination Fee	Total (Rs.)	
			Boys	Girls		Boys	Girls
First	15000	6500	3300	3111	2500	27300	27111
Second	15000	6500	2911	2722	2500	26911	26722
Third	15000	6500	3300	3111	2500	27300	27111
Fourth	15000	6500	2911	2722	2500	26911	26722

- Caution money (Refundable) of Rs. 4000/- will be charged additionally in the first semester.
- Alumni Fee of Rs. 500/- will be charged extra in the first semester.
- If a student repeats a paper(s) in a semester, an additional fee of Rs.500/- per paper shall be payable.
- For NRI/ FN/ PIO Candidates, a fee of US\$ 3500 Per Annum shall be payable on yearly basis. They will have to pay a refundable deposit of US\$ 500 once at the time of admission.
- Hostel Fee and Central Library Fee will be extra.

PROGRAMME STRUCTURE (2020-22):

Subject Code	Name of Subjects	Credit
MBA (IB) I SEMESTER July 2019		
EC5D-501	Micro Economics (Core)	3
EC5D-503	Business Statistics (Core)	3
EC5D-505	International Economics (Core)	3
EC5D-507	Principles & Practices of Management (Core)	3
EC5D-509	Marketing Management (Core)	3
EC5D-511	Organizational Behavior (Core)	3
EC5D-513	French / German (Soft skill)	3
EC5D-515	Comprehensive Viva Voce(Virtual credit)	4
	Total credits	25
MBA (IB) II SEMESTER January 2019		
EC5D-502	Macro-Economic Analysis & Policy (Core)	3
EC5D-504	Operations Research (Core)	3
EC5D-506	Business Finance & Accounting (Core)	3
EC5D-508	Export Procedure & Documentation(Core)	3
EC5D-510	IT for Managers (Ability Enhancement)	3
EC5D-512	Financial & Derivative Markets in India (Elective Discipline)	3
EC5D-514	Entrepreneurship (Elective Generic)	3
EC5D-516	Business Communication & Personality Development (Soft skill)	3
EC5D-518	Comprehensive Viva Voce(Virtual credit)	4
	Total credits	28
MBA (IB) III SEMESTER July 2020		
EC5D-601	International Marketing (Core)	3
EC5D-603	Strategic Management (Core)	3
EC5D-605	Import Management (Core)	3
EC5D-607	Research Methodology(Core)	3
EC5D-609	Business Law (Elective Generic)	3
EC5D-611	International Business Finance (Elective Discipline)	3
EC5D-613	International Trade Logistics and Supply Chain Management (Elective Discipline)	3
EC5D-615	International Marketing Research(Elective Discipline)	3
EC5D-617	Summer Training Report (Project Work)	2
EC5D-619	Comprehensive Viva Voce(Virtual credit)	4
	Total credits	30
MBA (IB) IV SEMESTER January 2020		
EC5D-602	Strategic HR & Development (Core)	3
EC5D-604	Service Marketing & CRM (Core)	3
EC5D-606	Consumer Behavior (Ability Enhancement)	3
EC5D-608	Overseas Project Management (Elective Discipline)	3
EC5D-610	Select Market and Thrust Products(Elective Discipline)	3
EC5D-612	Major Research Project (Project Work)	4

EC5D-614	Comprehensive Viva Voce(Virtual credit)	4
	Total credits	23

PROGRAMME OUTCOMES:

S.No.	Basis	Description
1.	Conceptual and functional skills	The students are given in-depth knowledge about all aspects of International Business through subjects like Foreign trade policy procedures and documentation, import management, international business finance etc.
2.	Practical Applicability	This course helps students in understanding documentation procedure required for international business. It makes them understand operations of derivative markets and specially Forex market. They are also given detailed concepts about logistics and supply chain management which help them in this trade.
3.	Employability	The course offers employment opportunity in export – import house and related agencies and corporations. It also gives them chance to handle Forex desk in corporates and banks. They also get employed in logistic companies. There are many international research agencies who provide employment to students exposed to international business
4.	Support for competitive exams	The knowledge gained by the students also proves helpful and supportive for various competitive exams such as entrance conducted by Concorde, as well as IAS, NET, PhD, IBPS.
5.	Research Potential	The subject gives them opening to research in regional growth of different international trade blocks; understand the mercantile trade between different nations and many issues of national and international concern.