

Department of Commerce
[Faculty of Commerce & Business]
Delhi School of Economics University

Department of Commerce in its Council meeting held on 27th March, 2018 and 26th-27th April, 2018 and Committee of Courses in its meeting held on 10th May 2018 approved the following structure of three PG courses, viz., M.Com, MBA (IB) and MBA (HRD).

Credit Structure for M.Com Course

Semester	Core Courses			Elective Course			Open Elective Course			Total Credits
	No. of papers	Credits (L+T/P)	Total Credits	No. of papers	Credits (L+T/P)	Total Credits	No. of papers	Credits (L+T/P)	Total Credits	
I	5	4+1=5	25	-	-	-	-	-	-	25
II	5	4+1=5	25							25
III	1	4+1=5	5	3	4+1=5	15	1	4	4	24
IV	1	4+1=5	5	3	4+1=5	15	1	4	4	24
Total Credits for the Course			60			30			8	98

M.Com. Course Structure

M.Com. SEMESTER I		M.Com. SEMESTER II	
1	Business Statistics	6	Decision Science
2	Advanced Management Accounting	7	International Business
3	Managerial Economics	8	Marketing Management
4	Financial Planning	9	Advanced Financial Management and Policy
5	Organizational Behaviour	10	Ethics, Corporate Governance and Sustainability
M.Com. SEMESTER III		M.Com. SEMESTER IV	
11	Business Research	16	Business Policy and Strategy
12	Major Elective 1	17	Major Elective 3
13	Major Elective 2	18	Major Elective 4
14	Minor Elective 1	19	Minor Elective 2
15	Open Elective 1 -	20	Open Elective 2

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Major Elective Paper	Accounting	
	1	Accounting Information System
	2	Strategic Cost Analysis and Performance Evaluation
	3	Forensic Accounting and Fraud Examination
	4	Global Finance Reporting and Disclosure
	HRM	
	1	Human Resource Development
	2	Strategic Human Resource Management
	3	Industrial Relations and Compensation laws
	4	Human Resource Analytics
	Finance	
	1	Security Analysis and Portfolio Management
	2	Financial Institutions and Markets
	3	International Financial system
	4	International Financial Management
	Marketing	
	1	Advertising and Sales Management
	2	International Marketing Management
	3	Consumer Behaviour
	4	Supply Chain and Logistics
International Business (Tentative Titles)		
1.	India's Foreign Trade and Investment	
2.	Export Marketing	
3.	EXIM Procedures and Documentation	
4.	International Trade Logistics	
Minor Elective Course	Business Laws	
	1	Corporate Laws: Cases and Applications
	2	Industrial Laws : Cases and Implementation
	International Business	
	1	India's foreign Trade and Investment
	2	EXIM Procedures and Documentation
	Accounting	
	1	Strategic Cost Analysis and Performance Evaluation
	2	Global Financial Reporting and Disclosure
	Taxation	
	1	Principles and Practice of Taxation
	2	Corporate Tax Structure and Planning
	Finance	
	1	Security Analysis and Portfolio Management
	2	International Financial Management
Human Resource Management		

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	1.	Human Resource Development
	2.	Industrial Relations and Compensation laws
		Marketing
	1.	Advertising and Sales Management
	2.	Consumer Behaviour
		Banking & Insurance
	1	Banking Theory & Practice (Tentative Title)
	2	Insurance Products & Practice (Tentative Title)
Open electives***		<ul style="list-style-type: none"> ➤ Entrepreneurship and New Venture Planning ➤ Legal Aspects of Business ➤ Skills and Techniques of Accounting ➤ Business Analysis using Financial Statements ➤ Life Skills and Communication ➤ Indian Ethos and Leadership ➤ Financial Modeling ➤ Financial Planning* ➤ Fundamentals of Investment

***Student studying the Course either as Core or Elective Course cannot opt the same as Open Elective Course

Credit Structure for MBA (IB) and MBA (HRD)

Semester	Core Courses			Elective Course			Open Elective Course			Total Credits
	No. of papers	Credits (L+T/P)	Total Credits	No. of papers	Credits (L+T/P)	Total Credits	No. of papers	Credits (L+T/P)	Total Credits	
I	7	4	28	-			-			28
II	7	4	28	-			-			28
III	6	4	24	-			1	4	4	28
IV	6	4	24	1	4	4				28
Total Credits for the Course			104			4			4	112**

** A student may take Additional 4 credits for Summer Training after Second Semester

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MBA (IB) Course Structure

MBA(IB) SEMESTER I		MBA(IB) SEMESTER II	
1	Management and Organizational behaviour	8	Legal Aspects of Business
2	Marketing Management	9	International Trade Practices, Procedures and Documentation
3	Business Aspects of Management Accounting	10	International Marketing Research
4	Economics for Managers	11	International Marketing
5	International Business Environment	12	Corporate Finance
6	International Trade and Policy framework	13	International Financial system
7	Business Statistics	14	Decision Science
MBA(IB) SEMESTER III		MBA(IB) SEMESTER IV	
15	Ethics, corporate Governance and Sustainability	22	Investment Analysis and Portfolio Management
16	E-Business and Digital Marketing	23	Global strategic Management
17	Service Marketing and Customer Relationship Management	24	Cross-Cultural consumer and Industrial Buyer Behaviour
18	International Financial Management	25	International Advertising and Brand Management
19	International supply Chain Management and Logistics	26	International Human resource Management
20	Foreign Language for Business - I	27	India's Foreign Trade and Investment
21	Open elective***: <ul style="list-style-type: none"> ➤ Entrepreneurship and New Venture Planning ➤ Legal Aspects of Business ➤ Skills and Techniques of accounting ➤ Business Analysis using Financial Statements ➤ Life Skills and Communication ➤ Indian Ethos and Leadership ➤ Financial Modeling ➤ Financial Institution and Markets ➤ Financial Planning ➤ Fundamentals of Investment 	28	Elective : <ul style="list-style-type: none"> ➤ Project Report ➤ Cyber Laws and Business Decisions ➤ IFRS and International Taxation ➤ Business Analytics ➤ Advance Foreign Language ➤ Legal Dimensions of International Business

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MBA (HRD) Course Structure

MBA(HRD) SEMESTER I		MBA(HRD) SEMESTER II	
1	Management Principles and Practices	8	Human Resource Development
2	Accounting for Managers	9	Organizational Behaviour
3	Economics for Managers	10	Human Resource Information System
4	Business Statistics	11	Performance Management and Talent Management
5	Legal Framework for Business	12	Finance for Managers
6	Human Resource Management	13	Labour and Social Security Laws
7	Marketing Management	14	Management of Human Capital
MBA(HRD) SEMESTER III		MBA(HRD) SEMESTER IV	
15	Organizational Change and Development	22	International Human Resource Management
16	Learning and Development	23	Ethics, Corporate Governance and Sustainability
17	Management of Industrial relations	24	Strategic Human Resource Management
18	Compensation Management	25	E-Business and Cyber Laws
19	Negotiations and Union Management Relations	26	HR Analytics
20	Social Research Methods	27	Managing Innovation and Transformation
21	Open Elective*** <ul style="list-style-type: none"> ➤ Entrepreneurship and New Venture Planning ➤ Legal Aspects of Business ➤ Skills and Techniques of accounting ➤ Business Analysis using Financial Statements ➤ Life Skills and Communication ➤ Indian Ethos and Leadership ➤ Financial Modeling ➤ Financial Institution and Markets ➤ Financial Planning ➤ Fundamentals of Investment 	28	Elective – <ul style="list-style-type: none"> ➤ Dissertation Project ➤ Knowledge Management

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