



Indian Institute of Technology Kharagpur Vinod Gupta School of Management Two Year Executive MBA Programme

Course Curriculum

Term – I (8 credits)	
Sl	Course Name
1	Business Accounting
2	Statistical Methods for Management
3	Organisational Behavior
4	Microeconomics for Managers

Term – II (8 credits)	
Sl	Course Name
1	Marketing Management
2	Production and Operations Management
3	Managing People and Performance
4	Information Technology for Business Intelligence

Term – III (8 credits)	
Sl	Course Name
1	Marketing Mix Decisions
2	Macroeconomics for Managers
3	Competition and Strategy
4	Managerial Communication and Negotiation

Term – IV (8 credits)	
Sl	Course Name
1	Business Research Methods
2	Optimization Techniques for Managers
3	Corporate Finance
4	Digital Business and AI

Term – V (12 credits)	
Sl	Course Name
1	Managing New Ventures
2	Business Law for Managers
3	Elective - I
4	Elective - II
5	Project in Entrepreneurship and Innovation

Term – VI (12 credits)	
Sl	Course Name
1	Business Analytics
2	Sustainable Business Practices
3	Elective - III
4	Elective - IV
5	Management Project - I

Term – VII (14 credits)	
Sl	Course Name
1	Business Ethics and Corporate Governance
2	Business Simulation Games
3	Elective – V
4	Elective – VI
5	Management Project – II

Term – VIII (12 credits)	
Sl	Course Name
1	Global Business Management
2	Elective – VII
3	Elective – VIII
4	Management Project - III

Grand Total Credits - (Core: 46; Elective: 16 , Project: 20)