

**BITS, Pilani**  
**Details of MBA Programme**

**Name of the Degree Programme**

Master of Business Administration in

- (i) Engineering & Technology Management (ETM)
- (ii) IT Enabled Services Management (ITESM)

**Requirements**

The course requirements of the MBA programme are spelt out in terms of courses belonging to different categories in the table below:

Category	No. of Units Required	No. of Courses Required
Named Courses	40-60	15-20
Elective(s)	12-18	4-6
Subtotal	55 (Min.)	20 (Min.)
PS or Dissertation	20 or 16	1
Total	70 (Min.)	21 (Min.)

Semesterwise Pattern for Students Admitted to MBA in the First Semester						
Year		First Semester	U		Second Semester	U
I	MBA C311	Business Structure & Processes	4	MBA C416	Corporate Finance & Taxation	4
	MBA C317	Managerial Skills	1	MBA C319	Negotiation Skills & Techniques	2
	MBA C312	Managerial Economics	3	MBA C418	Marketing	4
	MBA C411	Organisational Behaviour	4	MBA C412	Human Resource Management	4
	MBA C417	Managerial Communication	4	MBA C419	Production & Operations Management	4
	MBA C313	Business Law	3	MBA C471	Management Information Systems	3
	MBA C413	Quantitative Methods	4	MBA C421	Supply Chain Management	4
	MBA C415	Financial & Management Accounting	4			
			27			25
II	MBA C422	Business and Society	4	BITS G560	Practice School	20
	MBA C423	Business Policy & Strategic Management	4		OR	
	MBA C424	International Business	3	BITS G561T	Dissertation	16
		Elective(s)	12			
			23			16/20

Note: This is a currently operative pattern as approved by the Senate-appointed committee, subject to change if the situation warrants.

## **Pool of Elective Courses for MBA**

### ***FOR ENGINEERING & TECHNOLOGY MANAGEMENT***

MBA	C414	Technology Management	3	0	3
MBA	C425	R & D Management	3	0	3
MBA	C429	Recent Advances in ETM			4*
MBA	C451	Internetworking Technologies	3	0	3
MBA	C512	Manufacturing Strategy			4*
MBA	C522	Total Quality Management			4*
MBA	C523	Project Management			4*
MBA	C552	Total Productive Maintenance			4*
MBA	G622	Software Project Management			4*

### ***FOR IT ENABLED SERVICES MANAGEMENT***

MBA	C426	Database Management Systems			4*
MBA	C427	e-Business and Internet Marketing			4*
MBA	C428	Internet Security and Cyber-laws			4*
MBA	C451	Internetworking Technologies	3	0	3
MBA	C481	Expert Systems			4*
MBA	C488	Services Management System	3	0	3
MBA	G622	Software Project Management			4*