

Course Structure 2023-2024

SVKM's NMIMS , Pravin Dalal School of Entrepreneurship & Family Business Management Master of Business Administration (E&FB) / First Year (2023-2024)

Area	Trimester I	Trimester II	Trimester III
Business Environment and Strategy	Management Practice for Entrepreneurs (3)	Legal Environment of Organizations (3) Corporate Social Responsibility (1.5)	Introduction to a Business Plan (3) Strategic Management (3) Ethical Issues in Management (1.5) Corporate Governance (1.5)
Communication	Oral Communication (3)	Written Communication (1.5)	
Economics	Microeconomics (3)		Macroeconomics (3)
Finance	Financial Accounting and Analysis (3)	Banking Activity in Business (1.5) Management Accounting (3)	Financial Management (3)
Human Resource and Behavioral Sciences	Individual Dynamics and Leadership (1.5)	Group and Organization Dynamics (1.5)	Strategic Human Resource Management (1.5)
Information System		Business Analytics (AI/ML) (3)	
Marketing	Marketing Management (3)	Marketing Planning (3)	
Operations and Decision Sciences	Statistical Analysis (3)	Operation Management (3)	Distribution & Logistics Management (3)
Seminar Courses/Workshops	Business Etiquettes (P) Essential and Existing Practices in Family Business and I Role of Directors in Family Business (P) Business Dilemmas and Ethics (P) Management learning through Films and Literature Creative Thinking	Board of Directors and Family Business (P) Leading Change and Growth in Family Business (P) Getting the Family to Work Together Driving growth thru Innovation(P)	Building and Leading Sales Team (P) Research Methodology for Entrepreneurs(P) Sustainable Innovations Selection of Directors & Board Members Start-up Foundations
Project – During Term* End Term#	Term End Field Project – Exploring Unorganised Market	Term End Project – WE Care	Term End Project – Leading the Change

Courses: 7
No of Credits: 19.5

Courses: 9
No of Credits: 21

Courses: 8
No of Credits: 19.5

Total credits -60
Total Subjects - 24

**SVKM's NMIMS, Pravin Dalal School of Entrepreneurship & Family Business Management
Master of Business Administration (E&FB) / Second Year (2023-2024)**

Area	Trimester IV	Trimester V	Trimester VI
Business Environment and Strategy	Competitive and Global Strategic Management (3) Implementation of Business Plan (3) Managing and Growing Business (1.5) Learning from Failures (3) Design Thinking (3)	Auditing a Business Plan (3) Sustaining Competitive Advantage (1.5)	Innovation, Change and Entrepreneur (3)
Finance	Wealth Management(1.5)	Assessing Business Opportunities (1.5) Tax Management (3)	Valuation & Business Expansion (3)
Human Resource and Behavioral Sciences	People Management in Entrepreneurial Firms (1.5)	Negotiation and Dispute Resolution (1.5) Change Management and Organisational Readiness (3)	Compensation & Benefits (1.5)
Marketing	PR and Advertising for Business (1.5) Consumer Behavior (3)	Business in Emerging Markets (3) Managing Franchises (1.5) B2B Marketing (3)	Digital Marketing (3) Demand Forecasting and Sales Management (3)
Operations and Decision Sciences	Supply Chain Management (3)	Total Quality Management (1.5)	Project Management (1.5)
Seminar Courses/Workshops	Entrepreneur & Opportunity Influence and Negotiation	Incentive Designs in Small and Medium Scale Firms Entrepreneurial Wealth (P) Pitching and Fund-Raising (P) Family Council Role - Workshop	Building Social Capital (P) Venture Growth Strategies (P) Government Policies and SME's Market Analysis and Value Creation (P)
Project - During Term* End Term	Project to be Announced	Integrated Term End Project Execution	Integrated Term End Project Presentations and Submissions

Courses: 10
No of Credits: 24

Courses: 10
No of Credits: 22.5

Courses: 6
No of Credits: 15

Total Credits – 61.5
Total Subjects – 26