

# INDIAN INSTITUTE OF MANAGEMENT LUCKNOW

## DETAILS OF ELECTIVES TO BE OFFERED IN PGP II (2009-10)

Area	Term 4	Term 5	Term 6
Communications	---	Leadership Through Literature(LTL)# – NP & HR Strategic Corporate Communication(SCC)# – RLR & PM	Advanced Oral Communication(AOC) – NP
Decision Sciences Area	---	Quantitative Models for Transport and Telecom – YKA	---
Economics	Econometrics – SN International Economics – DTR ( 1 sec)	Economic Policy Analysis – KB (1 sec)  Economics of Growth & Development – HP	Industrial Economics & Business Strategy – SDM
Finance & Accounting	Commercial Bank Management – PrS (2 Sec) Corporate Valuation & Restructuring – AKG (2 sec) SCB (1 sec) Investment Management** – V (2 sec) International Finance** – AF - TS (2 sec)	Investment Analysis & Portfolio Management** – MK (2 sec) Project Finance – MAn (3 sec) Financial Derivatives – AVK ( 2 sec) Financial Reporting & Analysis# - MKu ( 1 sec) Corporate Tax Planning & Management - AF	International Finance** – Mku (1 sec) Management of Financial Services – AKM (2 sec) Quantitative Applications in Finance - AF General Insurance (0.5 cr) – AF Private Equity# - AF (0.5 cr)
General Management	---	Corporate Environment Strategy & Carbon Market# - (SK-AMC)	---
Human Resource Management *	Team Building – AS Managing People in Global Markets – AJS Strategic Business Negotiations - HR	Cross Cultural Management – PK (1 sec)\$ Performance Appraisal & Management – PK ( 1 sec) Recruitment & Selection - SS	Training & Development – PS Leadership Discovery – DC Management of Industrial Relations - AF

\*Students may choose at least three courses from Courses: Managing People in Global Markets, Performance Appraisal & Management, Recruitment & Selection, Training & Development and Management of Industrial Relations of a total 5 courses to qualify for HR specialization. If there is sufficient demand (Minimum registration 20) for technical HR courses, Area may offer Compensation Management (Term IV) and Labour Legislation (Term VI).

\$35 IIML students and 25 STEX students

# New Course

\*\* Students may enroll for either Investment Management in Term IV or Investment Analysis & Portfolio Management in Term V. Similarly students may enroll for International Finance either in Term IV or in Term VI.

Area	Term 4	Term 5	Term 6
Information Technology & Systems	Data Communications and Networking for Business – <i>ArM</i> <b>Business Data Management#</b> – <i>PrK</i> (1 sec) Information Systems Analysis and design - <i>AF</i>	Business Intelligence and Data Mining – <i>AK</i> (1 sec)  <b>Business Process Management Systems#</b> – <i>AA</i> (1 sec)	Information Technology And Process Outsourcing – <i>VG &amp; AF</i> (1 sec) E-commerce - <i>BB</i>
Marketing	Consumer Behaviour - <i>PP &amp; SBD</i> (2 sec)  Promotional Strategy - <i>NK</i> (2 sec) - <b>Advanced Marketing Research@</b> - <i>SBD</i> (2 sec)  B2B Marketing <i>SKN</i> – (3 sec)	Customer Relationship Management – <i>AF/NF</i> (2 sec)  Sales & Distribution Management – <i>RA</i> (3 sec)  Product Management – <i>AF</i> (2 sec)  Retail Marketing – <i>DDG</i> (1 sec)	Services Marketing – <i>AF/NF</i> (2 sec)  Rural Marketing Strategy (0.5 cr) – <i>RA</i> (1sec)  Brand Management – <i>AF</i> (3 sec)
Operations Management	Managerial Applications of System Dynamics - <i>SSS</i>  Service Operations Management <i>SuK/AF</i>  Manufacturing Systems Design - <i>RKS</i>	Project Management - <i>SSS</i>  Supply Chain Management - <i>SKS / KNS</i>  Manufacturing Planning & Control – <i>KNS / RKS</i>	Operations Strategy – <i>NN / SKS</i>
Strategic Management	<b>Managing Transnational Strategies#</b> - <i>MA</i>	Mergers & Acquisitions – <i>AF/NF</i> New Venture Planning – <i>AN</i> Managing Change & Transformation - <i>AM</i>	Strategic Alliances - <i>AM</i>  Applied Theory in Strategy & Competition - <i>MA</i>

# New Course

@ Modified Course

**DETAILS OF ELECTIVES TO BE OFFERED IN PGP-ABM II (2009-10)**

<b>Area</b>	<b>Term 4</b>	<b>Term 5</b>	<b>Term 6</b>
Centre for Food & Agribusiness Management	<p><b>Public Policy Analysis for Agribusiness (0.5 cr) # - JA</b></p> <p>Quality Management in Agribusiness (0.5 cr) – <b>MKA</b></p> <p>Rural Financial Services – <b>SK</b></p> <p>International Trade &amp; Logistics in Agribusiness (0.5 cr) - <b>JA</b></p>	<p>Marketing Models in Agribusiness – <b>KBG</b></p> <p>Strategic Food Marketing – <b>KBG</b></p> <p>Participatory Agricultural Services &amp; Marketing Management – <b>MKA</b></p> <p>Agriculture Commodity Futures Markets (0.5 cr) - <b>JA</b></p> <p><b>Land Valuation &amp; Marketing (0.5 cr)# - MKA</b></p>	<p>Procurement Management for Agri-processing Industries (0.5 cr) - <b>SK</b></p> <p>Management of Micro Finance Institutions – <b>SK</b></p> <p>Rural Marketing – <b>MKA</b></p>

# New Course

The minimum enrolment for an elective to be on for a PGP elective course is 20 PGP Students and PGPABM elective course is 8 PGP-ABM students.

The upper limit for one section is 65 students (including PGP-ABM and FPM students) and for two sections, upper limit is 130 students (including PGP-ABM and FPM students).

The PGP II fourth term courses choices indicated will be firm choices. No changes in the fourth term choices are permitted after the last date as announced by the PGP Office. The last date is March 20, 2009 (1700 hours).

The fifth and sixth term choices will be tentative and can be changed up to 30<sup>th</sup> June. It may be noted that the change, if any, will be allowed only once, for V & VI term courses together, subject to the following two conditions.

- i) No existing elective course(s) gets dropped and/or
- ii) Number of sections in the existing elective courses does not change