

## **MANDATORY DISCLOSURES**

1	Name of the institution	<b>DELHI SCHOOL OF BUSINESS (DSB)</b> Vivekananda Institute of Professional Studies-TC Outer Ring Road, AU Block, Pitampura, Delhi-110034 Ph.No.:01127343401/02/03
2	Name and address of the Society/Trust/ Company	<b>Strength India Educational Society</b> 25, Shivaji Marg, Delhi-110015
3	Name and Address of the Director	<b>Prof. (Dr.) Indira Bhardwaj, Director</b> DELHI SCHOOL OF BUSINESS Vivekananda Institute of Professional Studies-TC Outer Ring Road, AU Block, Pitampura, Delhi-110034 011-27343401/02/03 Mobile No: 8826937474 Email id: director@dsb.edu.in
4	Name of the affiliating University	Not applicable
5	Governance	Governing Council Board of Management Director Faculty Council Statutory Committees Institutional Committees Academic Advisory Council

### **NBA Accreditation Status**

1	<b>Programmes / Courses Accredited</b>	<b>The Post Graduate Diploma in Management (General) is accredited</b> vide letter No. 17-34-2018-NBA dated 04/07/2019 for the <b>duration of 3 year for Academic Years 2019-2020 to 2021-2022 i.e., upto 30-06-2022</b>
2	<b>Applied for Accreditation</b>	Applied for the second cycle of accreditation for DSB. SAR has been submitted. Visit due on 14 <sup>th</sup> October, 2022.
	<b>A. Applied but visit no happened</b>	
	<b>B. Visit happed but result awaited</b>	

### **NAAC Accreditation Status**

1	<b>Accredited</b>	<b>Not Applicable</b>
2	<b>Applied for Accreditation</b>	
	<b>A. Applied but visit no happened</b>	
	<b>B. Visit happed but result awaited</b>	

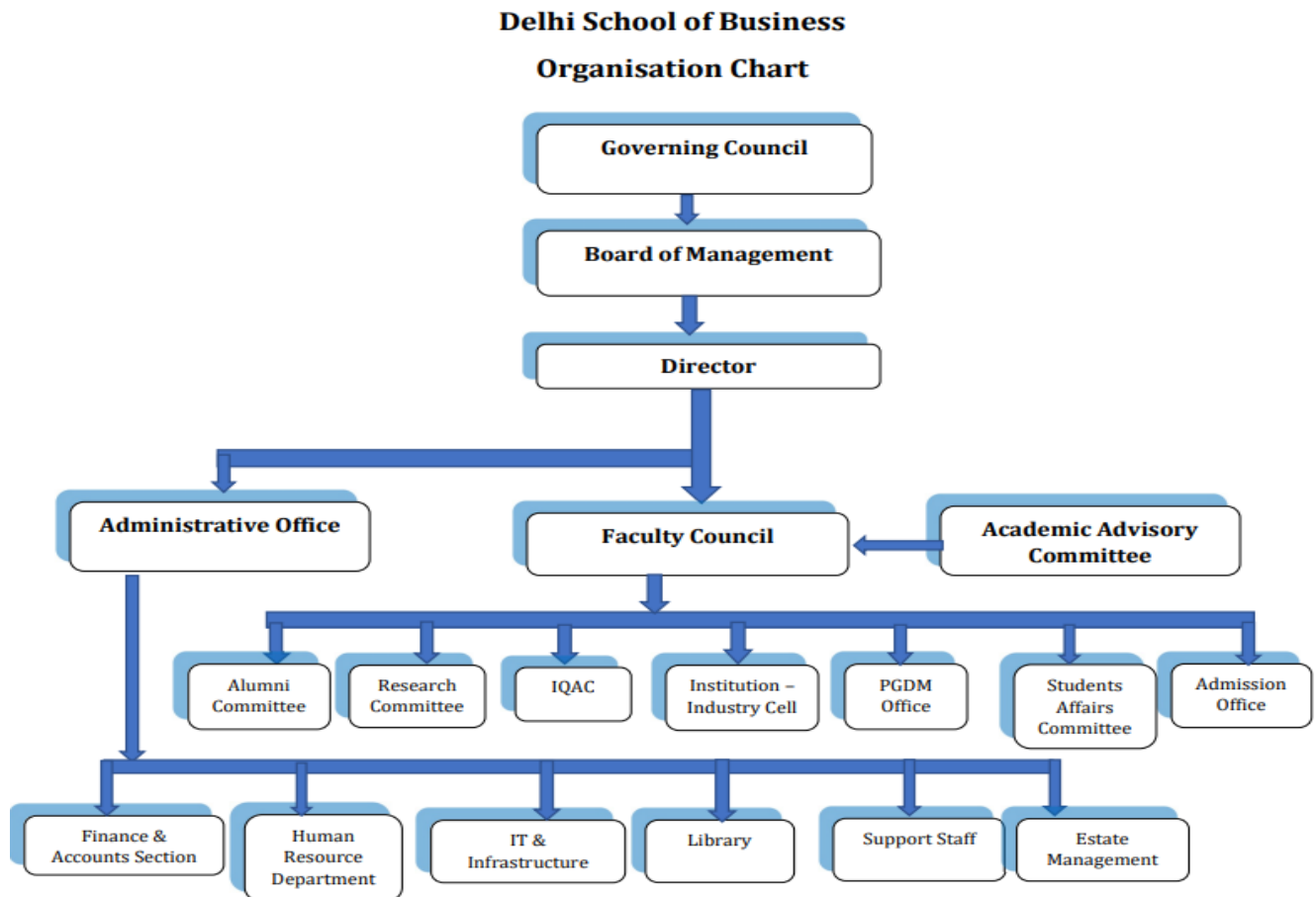
#### 4. List of Board of Governors

S. No.	Name & designation	Status
1	Dr. S.C. Vats	Chairman
2	Mr. Krishan Aggarwal	Vice-Chairman
3	Mr. Suneet Vats	Vice-Chairman
4	Mr. Ajay Bindal	Vice-Chairman
5	Mr. Vineet Vats	Vice-Chairman
6	Mr. Naresh Aggarwal	Secretary
7	Dr. Amita Dev, Vice- Chancellor, Indira Gandhi Delhi Technical University for Women, Delhi	Member
8	Mr. Anil Sardana, CEO & Managing Director at Adani Transmission Limited; (MD - Adani Power Limited; Chairman - Adani Electricity Mumbai)	Member
9	Ms. Anuradha Amos, Principal St. Thomas School, Mandir Marg	Member
10	Dr. Kavita Sharma, President, South Asian University, Delhi	Member
11	Mr. Kewal Handa, Strategic Advisor & Chairman, Chairman of the Board at Union Bank of India	Member
12	Mr. Naveen N D Gupta, Chartered Accountant and Former President at ICAI and Chairman of ICAI-ARF	Member
13	Shri Shyam Bang, Director, Jubilant Life Sciences Ltd.	Member
14	Prof. D.P Goyal, Director & Professor (Information Systems), IIM Shillong	Member
15	Prof. (Dr.) Indira Bhardwaj, Director, DSB	Ex-Officio
16	Prof. (Dr.) Rattan Sharma, Professor, DSB	Professor
17	Prof. (Dr.) Neerja Arora, Professor, DSB	Professor
18	Others - Nominees as per rule	

## 5. ACADEMIC ADVISORY COUNCIL MEMBERS

S. No	Name	Designation & Organization
1	Prof. (Dr.) Indira Bhardwaj	Director, Delhi School of Business, New Delhi
2	Mr. Aditya Agarwal	Sr. VP & Head Partnerships, TransUnion Cibil Limited, Noida, Uttar Pradesh.
3	Prof. Himanshu Manglik	Founder and President, WALNUTCAP Consulting LLP, New Delhi (Former Corporate Head Nestlé India Ltd.)
4	Prof. K K Krishnan	Executive Director (Retd.), Life Insurance Corporation of India, India.
5	Mr. Om Prakash Hisaria	Senior Vice -President, Indirect Taxation & Trade Policy, Reliance Industries Limited, India
6	Prof. Prakash Singh	Professor, IIM Lucknow, Lucknow, Uttar Pradesh
7	Dr. Ravindra Saxena	Professor, Institute of Management Technology, Dubai, United Arab Emirates
8	Dr. Sameer Anand	Associate Professor, Shaheed Sukhdev College of Business Studies, University of Delhi, New Delhi.
9	Dr. Sanjay Singh	Assistant Professor, School of Business, Maynooth University, Maynooth, Ireland.
10	Prof. Sanjiva Shankar Dubey	Professor and Author, BIMTECH Greater Noida, (Former IBM Asia Pacific Service Delivery Executive)
11	Ms Shalu Manan	VP HR Transformation, Genpact, Gurgaon, Haryana
12	Ms. Somya Arora	Sales Head -APAC, Everest , Delhi
13	Mr. Vaibhav Pratap Singh	Programme Lead, CEEW, Delhi
14	Dr. Subrat Kumar	CEO, People Labs Pvt. Ltd, Noida, Uttar Pradesh
15	Prof. Sushil	Professor and Chair (Retd.), Strategic Management Group, Department of Management Studies, Indian Institute of Technology Delhi, New Delhi.
16	Dr. Vijay Sardana	Advocate, Supreme Court of India, NGT & Delhi High Court. Techno - Legal Expert and Corporate Advisor.
17	Dr. V P Singh	Advisor, Dr. K N Modi University & Chairman, Asia Coaching Network, Noida, Uttar Pradesh.
18	Mr. Vivek Kumar Nanda	Corporate Leader / Motivational Speaker / Student Mentor, New Delhi.
19	Prof. Rattan Sharma	Professor Emeritus, Delhi School of Business, New Delhi
20	Prof. Shoma Mukherji	Professor, Delhi School of Business, New Delhi

## 6. Organizational chart and processes



The overall functioning of the Institute is supervised by the Board of Management and the Governing Council. Decisions which require a large outlay of funds and are proposed to have significant impact on the operations of the Institute are proposed by committees to the Director. Director analyses the feasibility and usefulness of these initiatives and forwards them to the Board of Management. The Board members meet every week to discuss and decide on pertinent proposals. Some proposals depending on the fund outlay and the magnitude of their consequences are accepted and approved by the Board of Management (for nominal changes and low cash outlay) and some are forwarded for approval from the Governing Council (for significant changes and large cash outlay)

At the beginning of every academic year, committees are constituted with faculty, staff and student members identified as members. Broad outline of the expected activities under each committee are discussed in faculty council meetings. Each committee assumes charge and plans activities for the year. All activities are submitted to the Director Office where the Academic Calendar is finalized after including all proposed events. Once circulated the Academic Calendar is adhered to in strict compliance unless there are exigencies.

A few committees are constituted as a part of Statutory Compliance of AICTE. These include

- Student Grievance Committee
- Internal Complaint Committee on Sexual Harassment
- Anti-Ragging Cell
- SC/ST Cell

S. No.	Activity details	Yes / No
1	Nature and Extent of involvement of Faculty and students in academic affairs/improvements	Yes
2	Mechanism/ Norms and Procedure for democratic/ good Governance	Yes
3	Student Feedback on Institutional Governance/ Faculty performance	Yes
4	Grievance Redressal mechanism for Faculty, staff and students	Yes
5	Establishment of Anti Ragging Committee	Yes
6	Establishment of Online Grievance Redressal Mechanism	Yes
7	Establishment of Grievance Redressal Committee in the Institution and Appointment of OMBUDSMAN by the Institute	Yes
8	Establishment of Internal Complaint Committee (ICC)	Yes
9	Establishment of Committee for SC/ ST	Yes
10	Internal Quality Assurance Cell	Yes

### 7. Programs: Name of Programs approved by AICTE

Name of the Program approved by AICTE	Status of accreditation of the course	Total no. of courses	No. of courses for which applied for accreditation	Status of accreditation Primary/ Applies for SAR & results awaited	No. of Seats	Duration	Fees
<b>PGDM (General)</b>	<b>Accredited</b>	<b>01</b>	<b>01</b>	<b>Recd. In 2019 till June 2022</b>	<b>150</b>	<b>2 years</b>	<b>8,90,000/- for two years</b>
<b>PGDM (Fintech)</b>	<b>NA</b>	<b>01</b>	<b>NA</b>	<b>NA</b>	<b>30</b>	<b>2 years</b>	<b>9,05,000/- for two years</b>

### 8. Placement Facilities : **Yes**

Campus placement in last three years with minimum salary, maximum salary and average			
Batch	Min Salary	Max Salary	Average
2019-21	<b>3.5</b>	<b>12</b>	<b>6.5</b>
2018-20	<b>3.5</b>	<b>11</b>	<b>6.1</b>
2017-19	<b>3.0</b>	<b>15</b>	<b>5.8</b>
Name and duration of program having Twinning and Collaboration with Foreign University(s) and being run in the same Campus along with status of their AICTE approval. If there is Foreign Collaboration, give the following details			<b>Not Applicable</b>

## 9. Faculty details

### CAY (2022-23)

S. No	Name	Qualification	Area of Specialization	Designation	Date of Joining
1	Dr. Indira Bhardwaj	Ph.D., MBA	Finance	Professor & Director	02-Jul-12
2	Prof. Shoma Mukherji	EFPM, MBA	HR & OB, Communication	Professor	05-Nov-14
3	Dr. Rashmi Sharma	Ph.D., PGDM	HR & OB, Communication	Professor	02-Sep-19
4	Prof. Sourindra Bhattacharjee	FPM, M.Sc.	Economics	Professor	16-Jun-17
5	Prof. Sanjay Chaudhary (Onextra ordinary leave)	MBA, Ph.D (Pursuing)	Operation and Analytics	Associate Professor	10-Apr-15
6	Dr. Neerja Arora	Ph.D., PGDM	Operation and Analytics	Professor	19-Jun-17
7	Prof. Gaurav Sarin	PGPX, BE (Electronics)	Operation and Analytics	Associate Professor	29-Apr-15
8	Dr. Atul Singh Chauhan	Ph.D., BE (CS)	Marketing	Assistant Professor	14-Feb-19
9	Dr. Poonam Khurana	Ph.D., M.Phil	HR & OB	Professor	03-May-21
10	Dr. Ramanpreet Singh	Ph.D., MBA	Finance	Professor	29-Nov-12
11	Dr. Renu Vashisht	Ph.D., M.Phil	Operation and Analytics	Professor	07-Jun-15
12	Dr. Ashu Lamba	Ph.D., MBA	Finance	Assistant Professor	20-Sep-21
13	Dr. Kritika Nagdev	Ph.D., M.Com	Marketing	Assistant Professor	11-Apr-22
14	Dr. Jatin Vaid	Ph.D., MBA	Marketing	Assistant Professor	01-Jul-17
15	Prof. Divya Bajpai (On extra ordinary leave)	FPM, MA	HR & OB	Assistant Professor	15-Jun-17
16	Dr Anurag Banerjee	Ph.D, M.Phil	Banking and Finance	Assistant Professor	01-Jun-22
17	Dr Chandan Kumar Thakur	Ph.D, MBA	Marketing	Associate Professor	26-Jun-22
18	Prof Syed Abdullah Ashraf	MBA, Ph.D (Pursuing)	Operations and Analytics	Assistant Professor	01-Jul-22

10. Permanent Faculty: Student Ratio 1:20

11. Number of Faculty employed and left during the last three years

Year	No. of faculty employed	No. of faculty left
2021-22	06	07
2020-21	-	0
2019-20	2	0

12. Admission Procedure - Mention the admission test being followed, name and address of the Test Agency and its URL (website)

S. No.	Admission Test	Test Agency	URL
1.	CAT	IIM	<a href="https://www.catiim.in">https://www.catiim.in</a>
2.	XAT	XLRI	<a href="https://www.xlri.edu">https://www.xlri.edu</a>
3.	CMAT	NTA (AICTE)	<a href="https://cmat.nta.nic.in">https://cmat.nta.nic.in</a>
4.	MAT	AIMA	<a href="https://mat.aima.in">https://mat.aima.in</a>
5.	ATMA	AIMS	<a href="https://www.ataais.com">https://www.ataais.com</a>

**13. No of Seats sanctioned & year of approval**

Courses	No of Seats	Approval Year
1. PGDM - General	180	2021
2. PGDM - General	150	2022
3. PGDM - Fintech	30	2022

**14. No of Students admitted/Enrolled (category wise last 3 Years)**

	2022-24	2021-23	2020-22
General	125	124	106
SC	02	4	-
ST	-	-	-
OBC	07	8	8
TOTAL	134	136	114

**15. No. of Applicants: Total no of student's application received. - 598**

**16. Results of Admission Under Management seats/Vacant seats - No management quota**

**17. Calendar for Admissions**

Last Date of Application	
Last date of submission of applications	Through CAT: 15 <sup>th</sup> Jan 2022 ; XAT: 15 <sup>th</sup> Feb 2022 CMAT: 5 <sup>th</sup> Feb 2022 ; MAT: 30 <sup>th</sup> May 2022
Release of Admission Offer	From 5 <sup>th</sup> April 2022 onwards
Date of Acceptance by the candidate	Within 15 days of admission offer
Last Date of Closing of Admissions	11 <sup>th</sup> Sept'22, as per AICTE Notification
Starting of Admission Session	16 <sup>th</sup> August, 2022
Waiting List on Expiry of Main List	Based on acceptance of admission offered
Refund Policy	<p>We adhere to the guidelines of AICTE as mentioned below:</p> <ol style="list-style-type: none"> <li>1. In the event of a student withdrawing before the start of the course, the entire fee collected from the student, after the deduction of the processing fee of not more than Rs. 1000/- will be refunded to the student.</li> <li>2. In case, if a student leaves after joining the course and if the vacated seat is consequently filled by another before the last date of admission, the entire fee collected from the student, after the deduction of the processing fee of not more than Rs. 1000/- and proportionate deductions of monthly fees, where applicable, will be refunded to the student</li> <li>3. The last date for withdrawal of PGDM admission for the purpose of refund of fees will be 30<sup>th</sup> June of every year as per AICTE notification.</li> </ol> <p>In case the vacated seat is not filled, the institution will refund the security deposit and the original document only</p>

- 18.** Criteria and Weightages for Admission (Describe each criterion with its respective weightages i.e. Admission Test, marks in qualifying examination etc.)

### Criteria & Weightages for Admission in 2020-22 & 2021-23

#### Weightages

<b>2020-22</b>	Case Analysis (out of 15)	Report of Case Analysis (out of 15)	PI (out of 10)	Numerical Ability (out of 20)	12 <sup>th</sup> (out of 10)	Grad% (out of 10)	Test%ile (20)	<b>Total Score (100)</b>
<b>2021-23</b>	Report of Case Analysis (out of 15)	PI (out of 25)	Gender Diversity (out of 5)	Work Exp (out of 5)	12 <sup>th</sup> (out of 7.5)	Grad% (out of 7.5)	Test%ile (35)	<b>Total Score (100)</b>

#### Eligibility Criteria

1. Minimum three years Bachelors' degree or equivalent in any discipline with minimum 50% marks in aggregate\*
2. Fresher's and candidates with less than 24 months of work experience as on 30th June 2022 ONLY are eligible to apply.
3. CAT / XAT /MAT/ CMAT / IPCET

Note: - \* Applicants who are appearing for the final-year degree examination can also apply, subject to submission of all mark sheets and pass certificate to DSB Admission office at a later date. Failing to do so will result in admission being cancelled.

#### Evaluation Criteria

<b>Evaluation Criteria</b>	<b>Weightage</b>
Academic Profile	20%
CET (CAT/XAT/CMAT/ MAT & IPCET)	30%
Personal Interview	30%
Case writing	10%
Work Experience	5%
Gender/Academic Diversity	5%
<b>Total</b>	<b>100 Marks</b>



**19. Fee structure**

<b>Delhi School of Business(VIPS-TC)</b> <b>Fee Structure for the Batch 2022-24</b>					
Details	Instalment I	Instalment II	Instalment III	Instalment IV	Total Fee
Due Dates	At the time of admission	Friday, Nov 4, 2022	Monday, March 13, 2023	Tuesday, Aug 8, 2023	
Tuition Fee	1,62,500	1,62,500	1,62,500	1,62,500	6,50,000
Exam Fee	2,250	2,250	2,250	2,250	9,000
IT Support Fee & Online database	20,000	20,000	20,000	20,000	80,000
Library Fee & Case study subscription	15,000	15,000	15,000	15,000	60,000
Reading Material Fee	9,000	9,000	9,000	9,000	36,000
Corporate Skill Dev Fee	10,000	10,000	10,000	10,000	40,000
Alumni Membership Fee	8,000				8,000
Library Caution Fee*	3,500				3,500
Student Welfare Fund	3,500				3,500
<b>Total Fees Payable</b>	<b>2,33,750</b>	<b>2,18,750</b>	<b>2,18,750</b>	<b>2,18,750</b>	<b>8,90,000</b>
Estimated Cost of the Optional Fees		Estimated Cost <sup>^</sup>	Estimated Cost <sup>^</sup>		
Estimated Cost <sup>^</sup>	The costs are estimates and may increase if the concerned Institute increases its charges.				
* The fees is refundable after the program, if all dues are cleared					
Note: The Institute adhere to AICTE Guidelines.					

<b>Delhi School of Business(VIPS-TC)</b> <b>Fee Structure for the Batch 2022-24</b>	
<b>Total Fee</b>	<b>Rs. 8,86,500 + Rs. 3500</b> (Security refundable)
<b>1st Installment</b> (Payable at the time of admission)	<b>Rs. 2,30,250 + Rs. 3500</b> (Security refundable)
<b>IInd Installment</b>	<b>Rs. 2,18,750/- 04th November, 2022</b>
<b>IIIrd Installment</b>	<b>Rs. 2,18,750/- 13th March, 2023</b>
<b>IVth Installment</b>	<b>Rs. 2,18,750/- 08th August, 2023</b>



**DELHI SCHOOL OF BUSINESS**

By Vivekananda Institute of Professional Studies-TC

## Delhi School Of Business

By Vivekananda Institute of Professional Studies -TC

**PGDM FINTECH**

### Fee Structure for the Batch 2022-24

Details	Instalment I	Instalment II	Instalment III	Instalment IV	Total Fee
Due Dates	At the time of admission	Friday, November 4,2022	Monday, March 13,2023	Tuesday, August 8,2023	
Tuition Fee	1,65,500	1,65,500	1,65,500	1,65,500	6,62,000
Exam Fee	3,000	3,000	3,000	3,000	12,000
IT Support Fee & Online database	20,000	20,000	20,000	20,000	80,000
Library Fee & Case Study subscription	15,000	15,000	15,000	15,000	60,000
Reading Material Fee	9,000	9,000	9,000	9,000	36,000
Corporate Skill Dev Fee	10,000	10,000	10,000	10,000	40,000
Alumni Membership Fee	8,000				8,000
Library Caution Fee*	3,500				3,500
Student Welfare Fund	3,500				3,500
<b>Total Fees Payable</b>	<b>2,37,500</b>	<b>2,22,500</b>	<b>2,22,500</b>	<b>2,22,500</b>	<b>9,05,000</b>
Estimated Cost of the Optional Fees		Estimated Cost^	Estimated Cost^		
Estimated Cost^	The cost are estimates and may increase if the concerned Institute increases it charges				

\* The fees is refundable after the program, if all dues are cleared

Note : The Institute adhere to AICTE Guidelines

## 20. Information of Infrastructure and Other Resources Available

1	Number of Class rooms and size of each	Six (90 sqm each)
2	Number of Tutorial rooms and size of each	Two (90 sqm each)
3	Number of Laboratories and size of each	Two (Finance 90 sqm & Entrepreneurship 45 sqm)
4	Number of Drawing Halls with capacity of each	NA
5	Barrier Free Built Environment for disabled and elderly persons	Yes
6	Central Examination facility, Number of rooms and capacity of each	NA
7	Number of Computer Centers with capacity of each	2 (28 & 12) each
8	Fire and Safety Certificate	Yes
9	Hostel Facilities	Not available
10	Library	Yes
	a) No. of Books	5125
	b) No. of Titles	2689
	c) No. of Journals (National & International-Hardbound)-list given below	17
11	List of Online National/International Journals subscribed	
	a) National	2
	b) International	0
	c) E-Resources	EBSCO/PROQUEST/ PROWESS IQ-CMIE/EMERALD Indian e-cases collections
12	Computing Facilities	Available
13	Internet Bandwidth	2 Lease lines. 100 Mbps and 150 Mbps.
14	Number and configuration of System	
	1) Computer System (i5, 16gb, 1TB HDD)/(i3, 4gb, 500GB HDD)/(i5, 8gb, 1TB HDD)/ (i5, 4gb, 500GB HDD)	189
	2) Laptops (Intel I3, 2gb (RAM), 500gb HDD)/ Intel (core I5, 8Gb RAM, 1 TB HDD)/ (Intel I7, 16Gb RAM, 1TB HDD)/(Intel I5, 16 GB RAM, 1TB HDD)/( Intel I5, 8GB RAM, 500GB HDD)/( Intel I5, 4GB RAM, 500GB HDD)	18
15	Total number of systems connected by LAN	207

16	Total number of systems connected by WAN	207
17	<b>Major software packages</b>	
	a)Google Colab Python	
	b)Tableau 2022.3	
	c)Microsoft Office 365 (Campus Agreement)	
	d)DB Browser SQL Lite	
	e)Open Office 4.1.7	
	f)Tally ERP.9 Student Version	
	g)R studio	
	h)R	
	i)Windows 10 Pro (Campus Agreement)	
	k)NVivo	
18	Special purpose facilities available	Yes
	a) Innovation Cell	Yes
	b) Social Media Cell	Yes
19	Compliance of the National Academic Depository (NAD), applicable to PGCM/PGDM Institutions and University Departments	Yes

**\*List of National & International Journals**

Sl. No.	Journal Name	Pub.
<b>National Journals</b>		
1	Decision	Springer
2	Economic and Political Weekly	EPW
3	Economist	BCCL
4	Global Business Review (Scopus Index)	Sage
5	Harvard Business Review	HBR
6	Indian Economic Review	Springer
7	International Journal of Research in Human Resources Management	AKINIK
8	Management Review (Scopus)	IIMB
9	Vikalpa (Scopus)	IIM-AHM
10	Vision(Scopus)	Sage
11	People Matters(Digital)	PM
12	Emerging Economies Case Journal	Sage
13	Global Journal of Flexible System Management	Springer
14	International Journal of Information Technology	Springer
<b>International Journals</b>		
1	Journal of Management	Sage

2	Journal of Business Analytics	T&F
3	Asian Journal of Management Cases	Sage

### **21. List of facilities available - Games and Sports Facilities**

S. No.	Game/Sports	Number	Size	Details of facilities
<b>INDOOR GAME FACILITY</b>				
1.	Table Tennis	01		All equipment related to games
2.	Chess, Caroom, Billards	01 each		All equipment related to games
<b>OUTDOOR GAME FACILITY</b>				
1	Basket Ball Court	01	60*30	Fully Equipped

### **22. Extra-Curricular Activities**

Marketing Club	MarkX
HR Club	Ekay
Cultural Club	Ekagra
Finance Club	Fynamics
IT Club	Invictus
Entrepreneurship Club	Pratyaksh
Alumni Interface Club	The Alumni Clan
Social Club	Daivya
Intra-college/Inter-college Events	Students take part in the events of other B-schools throughout the year

### 23. Teaching Learning Process

Curricula and syllabus for each of the programs	Given below
Course Structure and name of the faculty members handling the Courses	Attached
Internal Continuous Evaluation System	In place
Student's assessment of Faculty	In place

### 24. Learning Management System

#### 1. **Microsoft Teams:** -

Microsoft Teams is a proprietary business communication platform developed by Microsoft, as part of the Microsoft 365 family of products. We have a license of Office 365, which includes Microsoft Teams, for all its faculty, staff, and students. DSB is also using Microsoft Teams as its Learning Management System (LMS). This LMS contains Teams, Microsoft meet (video calling), OneNote, OneDrive (file sharing), Class Notebook (assignment and course management), chat, post.

#### 2. **Creatrix Campus:** - Creatrix Campus is integrated with Microsoft Team for setting up hybrid/online classes. Creatrix Platform is used for following modules:

- i) Uploading students details and attendance.
- ii) Creation of Scheduling of classes
- iii) Faculty uploads the Course Content, creating assessments, CO PO Mapping
- iv) Generation of different reports etc.

#### 3. **Zoom Platform:** - we are using zoom for conducting Externals speakers Sessions, Webinars and Meetings etc.

#### 4. **Mettl:-** online Proctoring platform to conduct online examination.

**25. Industry Linkage -**

	<b>Name of Speaker</b>	<b>Affiliation</b>
<b>01</b>	Dr Shweta Pandey	Adjunct Assistant Professor, National Taiwan University, Taipei, Taiwan
<b>02</b>	Mr Sumit Bhattacharya	Management Consultant
<b>03</b>	Mr Mukund	Senior Manager - Supply Strategy, VDX.tv
<b>04</b>	Ms Elsa Barron	Program Assistant, The Center for Climate and Security (CCS)
<b>05</b>	Mr Malav Deliwala	Legal Head, Adani Power. Thermal & Adani Transmission Business Group
<b>06</b>	Dr Sailesh Rao	Founder & Executive Director, Climate Healers, Phoenix, AZ
<b>07</b>	Prof Sushil Sharma	Associate Provost, Texas A&M at Texarkana US
<b>08</b>	Mr Abheek Barua	Chief Economist, HDFC Bank Ltd
<b>09</b>	Mr Vijay Sardana	Techno-Legal Expert, Advocate- Supreme Court
<b>10</b>	Mr Rishi Raj	Executive Expert, Financial Express
<b>11</b>	Shri Munishwar Gulati	Author, Founder Director at Siliconmedia
<b>12</b>	Mr. Vaibhav Pratap Singh	Program Lead ,CEEW, India
<b>13</b>	Ms Shyamli Rathore	Global Facilitator-Leadership Development, Sidman Learning Solutions
<b>14</b>	Mr Arun Mamgai	Red Hat, USA
<b>15</b>	Prof Virginia Soukoup	Consultant
<b>16</b>	Mr Labanya Prakash Jena	Regional Climate Finance Advisor, Indo-Pacific Region Common Wealth Secretariat
<b>17</b>	Mr Vineet Jain	Chief Operating Officer, V_Mart Retail Ltd
<b>18</b>	Mr DV Shastry	Executive Director, Natural Gas Society
<b>19</b>	Prof Sanjay Singh	Assistant Professor, School of Business, Maynooth University, Ireland
<b>20</b>	Prof Sabiha Mumtaz	Faculty (OB & HR) University of Wollongong in Dubai
<b>21</b>	Prof Kimber Barker	Professor- College of Business, University of Eastern Michigan
<b>22</b>	Prof Manya Bhalla	Head HR, Effectual Services

# MOUs

1.



Address: TeamLease Services Ltd  
99th Floor, HB Twin Tower II,  
Above Max Hospital,  
Netaji Subhash Place, Delhi 110034

Email: [harish.gupta@teamlease.com](mailto:harish.gupta@teamlease.com)  
[ajitkhet.agrawal@teamlease.com](mailto:ajitkhet.agrawal@teamlease.com)

Ref: PGR-2021/0-051

Date: 29-04-2022

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## MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (hereafter referred to as MOU) is signed and executed on 9<sup>th</sup> August 2021, by and between,

**TeamLease Services Ltd.,**

New Delhi

And

**Delhi School of Business - VIPS,**

AU-Block, Outer Ring Road, Pitampura, Delhi -110034.

### BOTH PARTIES HEREBY INTEND TO ASSOCIATE IN BELOW ACTIVITIES:

1. To promote interaction for beneficial areas of upcoming skill & technologies identified and consented by both parties to increase the clinical practices / internship and employment opportunities for students.
2. To conceptualize research projects to be executed in collaboration on need basis
3. Imparting expert lectures for students at campus consented by both parties.
4. To conduct Summer Internship Program with the college for upcoming 3 years.

TeamLease Services Limited, CIN No. L74140KA0000PLC118395  
99th Floor, HB Twin Tower, Netaji Subhash Place, Pitampura, Delhi-110034.  
Ph : (91-11) 4018 8300 [corporatesales@teamlease.com](mailto:corporatesales@teamlease.com) / [www.teamlease.com](http://www.teamlease.com)  
Registered Office : 6th Floor, BMFC Commercial Complex, 80 First Road, Kirti Nagar, Bangalore - 560095.



# HEADSUP CORPORATION PVT LTD

Regd. Off: - A1/299 1<sup>st</sup> Floor Safdarjung Enclave, Delhi - 110049

CIN: U74999DL2018PTC330343

E-mail: [info@headsupcorporation.com](mailto:info@headsupcorporation.com)

## MEMORANDUM OF UNDERSTANDING

This memorandum of Understanding (hereinafter referred to as MoU) is signed and executed on 26<sup>th</sup> April 2022, by and between

**Headsup Corporation Private Limited**

And

**Delhi School of Business – VIPS,  
AU-Block, Outer Ring Road, Pitampura, Delhi - 110034**

BOTH PARTIES HEREBY INTEND TO ASSOCIATE IN BELOW ACTIVITIES: -

1. To promote interaction for beneficial areas of upcoming skills & technologies identified and consented by both parties to increase the clinical practices /internship and employment opportunities for students
2. To conceptualize research projects to be executed in collaboration on need basis
3. Imparting expert lectures for students at campus consented by both parties
4. To conduct Summer Internship Program with the college (consented by both the parties) for upcoming 3 years

For,



SUMIT KUMAR (FOUNDER)  
Authorized Signatory  
Headsup Corporation Private Limited

3.

**TestFormula Education Pvt. Ltd.**

Edu4Sure

**Office:** Ground Floor, Plot 5, Neelgiri Complex, Kaushambi (U.P.) 201012  
1038, i-Thum Tower B, Sec 62, Noida (U.P.) 201301  
**Ex-Incubator:** BIMTECH, SGND Khalsa (D.U.)  
**M:** +91 9555115533  
**Email:** partner@edu4sure.com  
**Web:** www.edu4sure.com

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**Memorandum of Understanding**

Sep 10, 2021

The memorandum of understanding is hereafter referred to as MOU signed and executed on 10th September 2021 by and between TestFormula Education Pvt. Ltd. (Delhi) and Delhi School of Business (Pitampura Delhi).

Both parties hereby intend to associate in the below activities:

1. To promote interaction for beneficial areas of upcoming skill and technologies identified and consented by both parties to increase the clinical practices / Internship and employment opportunities for students.
2. To conceptualize research projects to be executed in collaboration on need basis.
3. Imparting expert lectures for students at campus consented by both parties.
4. To conduct summer Internship program for college for upcoming 3 years.

Sincerely,



**(Bharti Goel – Head, New Initiatives)**  
Authorised Signatory

**TestFormula Education Pvt. Ltd.**

**26.** LoA and subsequent EoA till the current Academic Year – Attached

**All India Council for Technical Education**  
(A Statutory body under Ministry of Education, Govt. of India)  
Nelson Mandela Marg, Vasant Kunj, New Delhi-110070 Website: [www.aicte-india.org](http://www.aicte-india.org)



**APPROVAL PROCESS 2022-23**

**Extension of Approval (EoA)**

F.No. North-West/1-10981472528/2022/EOA

Date: 16-Jul-2022

To,

The Principal Secretary  
(Higher & Technical Education)  
Muni Maya Ram Marg,  
Pitampura, Pitampura,  
Near T.V. Tower, Delhi-110088

**Sub: Extension of Approval for the Academic Year 2022-23**

Ref: Application of the Institution for Extension of Approval for the Academic Year 2022-23

Sir/Madam,

In terms of the provisions under the All India Council for Technical Education (Grant of Approvals for Technical Institutions) Regulations, 2022 Notified on 4th February, 2022 and amended on 24th February 2022 and norms standards, procedures and conditions prescribed by the Council from time to time, I am directed to convey the approval to

<b>Permanent Id</b>	1-9457067861	<b>Application Id</b>	1-10981472528
<b>Name of the Institution</b>	DELHI SCHOOL OF BUSINESS	<b>Name of the Society/Trust</b>	STRENGTH INDIA EDUCATIONAL SOCIETY
<b>Institution Address</b>	AU BLOCK OUTER RING ROAD PITAMPURA, PITAMPURA, NORTH WEST DELHI, Delhi, 110034	<b>Society/Trust Address</b>	AU BLOCK OUTER RING ROAD, PITAMPURA, NORTH WEST DELHI, Delhi, 110034
<b>Institution Type</b>	Private-Self Financing	<b>Region</b>	North-West
<b>Year of Establishment</b>	2012		

**To conduct following Courses with the Intake indicated below for the Academic Year 2022-23**

Level	Program	Course	Affiliating Body (University /Body)	Intake Approved for 2021-22	Intake Approved for 2022-23	NRI Approval Status	FN / Gulf quota/ OCI/ Approval Status
POST GRADUATE DIPLOMA	MANAGEM ENT	PGDM (FINTECH)	NOT APPLICABLE	0	30 <sup>##</sup>	NA	NA
POST GRADUATE DIPLOMA	MANAGEM ENT	POST GRADUATE DIPLOMA IN MANAGEMENT (GENERAL)	NOT APPLICABLE	180	150	NA	NA

<sup>##</sup> Approved New Course(s)

It is mandatory to comply with all the essential requirements as given in APH 2022-23 (Appendix 6)

### Important Instructions

1. The State Government/ UT/ Directorate of Technical Education/ Directorate of Medical Education shall ensure that 10% of reservation for Economically Weaker Section (EWS) as per the reservation policy for admission, operational from the Academic year 2019-20 is implemented without affecting the reservation percentages of SC/ ST/ OBC (NCL)/ General. However, this would not be applicable in the case of Minority Institutions referred to the Clause (1) of Article 30 of Constitution of India. Such Institution shall be permitted to increase in annual permitted strength over a maximum period of two years.
2. The Institution offering courses earlier in the Regular Shift, First Shift, Second Shift/Part Time are now amalgamated as total intake and shall have to fulfil all facilities such as Infrastructure, Faculty and other requirements as per the norms specified in the Approval Process Handbook 2022-23 for the Total Approved Intake. Further, the Institutions Deemed to be Universities/ Institutions having Accreditation/ Autonomy status shall have to maintain the Faculty: Student ratio as specified in the Approval Process Handbook. All such Institutions/ Universities shall have to create the necessary Faculty, Infrastructure and other facilities WITHIN 2 YEARS to fulfil the norms based on the Affidavit submitted to AICTE beginning with the Academic Year 2022-23
3. Strict compliance of Anti-Ragging Regulation, Establishment of Committee for SC/ ST, Establishment of Internal Complaint Committee (ICC), Establishment of Online Grievance Redressal Mechanism, Barrier Free Built Environment for disabled and elderly persons, Fire and Safety Certificate should be maintained as Approval Process Handbook and provisions made in AICTE Regulation notified from time to time.
4. In case of any differences in content in this Computer generated Extension of Approval Letter, the content/information as approved by the Executive Council / General Council as available on the record of AICTE shall be final and binding.

**Pharmacy Institute:** In compliance with the order dated 05.03.2020 passed by the Hon'ble Supreme Court of India in Transferred Petitions (CIVIL) No 87-101 of 2014, for the existing institutions offering courses in Pharmacy Programme, approval of Pharmacy Council of India (PCI) is mandatory and AICTE approval is NOT required. The requirements for running the Programme (Diploma / UG / PG) such as Land & Build-up Area, Student-faculty ratio, Intake etc. will be as per the respective regulatory body (PCI). In case of any inconsistency in the course name and intake for EoA issued by AICTE and the approval by PCI, the approval of PCI shall prevail.

**Architecture Institute:** In compliance with the order dated 08.11.2019 passed by the Hon'ble Supreme Court of India in CA No.364/ 2005, for the existing Institutions offering Courses in Architecture Programme, approval by the Council of Architecture (CoA) is mandatory and AICTE approval is NOT required. The requirements for running the Programme (Diploma / UG / PG) such as Land & Build-up Area, Student-faculty ratio, Intake etc. will be as per respective regulatory body (CoA). In case of any inconsistency in the course name and intake for EoA issued by AICTE and the approval by CoA, the approval of CoA shall prevail.

**Deemed to be University:** Institutions Deemed to be Universities (Running Technical Education Programmes), it is mandatory to have AICTE approval from the Academic Year 2018-19 in compliance of the Hon'ble Supreme Court Order dated 03-11-2017 passed in CA No.17869- 17870 /2017.

**Prof.Rajive Kumar**  
Member Secretary, AICTE

Copy to:

1. The Director Of Technical Education\*\*, Delhi
2. The Registrar\*\*,  
Not Applicable
3. The Principal / Director,  
DELHI SCHOOL OF BUSINESS  
Au Block Outer Ring Road Pitampura,  
Pitampura, North West Delhi,  
Delhi, 110034

4. **The Secretary / Chairman,**  
AU BLOCK OUTER RING ROAD  
PITAMPURA,NORTH WEST DELHI  
Delhi,110034
5. **The Regional Officer,**  
All India Council for Technical Education  
Plot No. 1A, 5th Floor, DTE(Pb..) Building,  
Dakshin Mark, Sector 36-A, Chandigarh-160 036
6. **Guard File(AICTE)**

Note: Validity of the Course details may be verified at <http://www.aicte-india.org/>

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\*\* Individual Approval letter copy will not be communicated through Post/Email. However, consolidated list of Approved Institutions(bulk) will be shared through official Email Address to the concerned Authorities mentioned above.

*This is a computer generated Statement. No signature Required*

# NATIONAL BOARD OF ACCREDITATION

NBCC Place, East Tower, 4<sup>th</sup> Floor, Bhisham Pitamah Marg,  
Pragati Vihar, New Delhi-110 003  
Tel: +91 11 2436 0620-22, 2436 0654 ; Telefax: +91 11 4308 4903  
Website: www.nbaind.org



F. No. 17-34-2018-NBA

Date: 04-07-2019

To,

**The Principal**  
**Vivekananda Institute of Professional Studies - Technical Campus,**  
**AU Block, Outer Ring Road, Pitampura,**  
**Delhi-110034**

**Subject: Accreditation status of Management program applied by Vivekananda Institute Professional Studies - Technical Campus, AU Block, Outer Ring Road, Pitampura, Delhi-110034**

Sir,

This has reference to your Application ID No. 2746-29/01/2018 seeking accreditation by National Board of Accreditation to Management program offered by **Vivekananda Institute Professional Studies - Technical Campus, AU Block, Outer Ring Road, Pitampura, Delhi-110034**.

2. An Expert Team conducted on-site evaluation of the program during **15<sup>th</sup> to 17<sup>th</sup> March, 2019**. The report submitted by the Expert Team was considered by the concerned Committees constituted for the purpose in NBA. The competent authority in NBA has approved the following accreditation status to the program as given in the table below:

S. No.	Name of the Program(s) (PG)	Basis of Evaluation	Accreditation Status	Period of validity	Remarks
(1)	(2)	(3)	(4)	(5)	(6)
1.	Post Graduate Diploma in Management (General)	July, 2017 Document	Accredited	Academic Years 2019-2020 to 2021-2022 i.e., upto 30-06-2022	Accreditation status granted is valid for the period indicated in Col.5 or till the program has the approval of the competent authority, whichever is earlier.

3. It may be noted that only students who graduate during the validity period of accreditation, will be deemed to have graduated with an NBA accredited degree.

4. The accreditation status awarded to the program as indicated in the above table does not imply that the accreditation has been granted to **Vivekananda Institute Professional Studies - Technical Campus, AU Block, Outer Ring Road, Pitampura, Delhi-110034** as a whole. **As such, the Institution should nowhere along with its name including on its letter head etc. write that it is accredited by NBA because it is programme accreditation and not Institution accreditation. If such an instance comes to NBA's notice, this will be viewed seriously.** Complete name of the programme(s) accredited, level of program(s) and the period of validity of accreditation, as well as the date from which the accreditation is effective should be mentioned unambiguously whenever and wherever it is required to indicate the status of accreditation by NBA.

Contd./-

5. The accreditation status of the above program is subject to change on periodic review, if needed by the NBA. It is desired that the relevant information in respect of accredited programme as indicated in the table in paragraph 2, appears on the website and information bulletin of the Institute.

6. The accreditation status awarded to the program as indicated in table in paragraph 2 above is subject to maintenance of the current standards during the period of accreditation. If there are any changes in the status (major changes of faculty strength, organizational structure etc.), the same are required to be communicated to the NBA, with an appropriate explanatory note.

7. A copy of Report of Chairman of the Visiting Team and Evaluators' report in respect of the above program is enclosed.

8. If the Institute is not satisfied with the decision of NBA, it may appeal within thirty days of receipt of this communication giving reasons for the same and by paying the requisite fee.

Yours faithfully,

  
(Dr. Anil Kumar Nassa)  
Member Secretary

**Encls.:** 1. Copy of Report of Chairman of the Visiting Team.  
2. Copy of Expert Report of the Visiting Team.

**Copy to:**

1. The Director of Technical Education  
Near PIT, Muni Maya Ram Jain Marg,  
Guru Govind Singh College,  
Pitam Pura, Delhi - 110034
2. Accreditation file
3. Master Accreditation Folder of the State

**27.** Accounted audited statement for the last three years – Annexure attached

**Link:**

**28.** Best Practices adopted, if any

The Institute aims at holistic development of students honing skills and harnessing critical, creative, innovative, out of the box thinking with reasoning abilities in them.

The Institute updates the curriculum every based on the feedback from all stakeholders. The curriculum has been redesign in alignment with the NEP 2020 also. The focus has been on interdisciplinary courses with special emphasis on inculcation of Universal Human Values.

<b>S. No.</b>	<b>Extra-curricular/Co-curricular Activities</b>
1	Inter disciplinary Courses
2	Individual Development Programme
3	Ability Enhancement Courses <ul style="list-style-type: none"><li>▪ Design Thinking</li><li>▪ Creative Thinking</li><li>▪ Critical Thinking</li><li>▪ Out of the Box Thinking</li><li>▪ Universal Human Values</li></ul>
	Pre-Placement Training <ul style="list-style-type: none"><li>▪ Mock GD and PI</li><li>▪ Resume Writing Workshop</li><li>▪ Building Video Resume</li><li>▪ LinkedIn Profile Development</li><li>▪ Aptitude Training</li><li>▪ Personal Grooming</li></ul>
4	Mentoring <ul style="list-style-type: none"><li>▪ Faculty Mentoring</li><li>▪ Corporate Mentoring</li></ul>
5	Student Affairs Council <ul style="list-style-type: none"><li>▪ To organize student led and student driven extra-curricular events</li><li>▪ To enhance students team building competencies and make learning fun</li><li>▪ To identify and take initiatives to address social issues</li></ul>



## Teaching Load of each Faculty

### COURSE ALLOCATION OF AY2022-23

		1ST YEAR (B 2022-24)			2ND YEAR (B 2021-23)			TOTAL COURSE LOAD
		TRI-1	TRI-2	TRI-3	TRI-4	TRI-5	TRI-6	
1	<b>Prof. (Dr.) Indira Bhardwaj</b>			FM (1*2)		GACA (1*2)		
				<b>2</b>		<b>2</b>		<b>4</b>
2	<b>Prof. Ashok Bhattacharya</b>	OB(1*2)		StrM(1*2)		ODI (1)	IRLL (1)	
		<b>2</b>		<b>2</b>		<b>1</b>	<b>1</b>	<b>6</b>
3	<b>Prof. (Dr.) Atul Singh Chauhan</b>		MM-2 (1*2)		Customer Experience Management		Marketing Analytics	
			<b>2</b>		<b>2</b>		<b>2</b>	<b>6</b>
4	<b>Prof. Gaurav Sarin</b>	SBA(1*2)				Research Tool and Data Visualization	AI for Managers	
		<b>2</b>				<b>2</b>	<b>2</b>	<b>6</b>
5	<b>Prof. (Dr.) Neerja Arora</b>		QT(1*2)	BRM(1*2)	BRM2 (0.33*2)			
			<b>2</b>	<b>2</b>	<b>0.66</b>			<b>4.66</b>
6	<b>Prof. (Dr.) Rashmi Sharma</b>			HRM(1*2)	Strategic HRM (1) & IHRM (.5)	Leadership and Change Management	TAECM (1)	
				<b>2</b>	<b>1.5</b>	<b>1</b>	<b>1</b>	<b>5.5</b>
7	<b>Prof. (Dr.) Rattan Sharma</b>	FRA(1*2)		SnB(1*2)		CGCR(1*2)		
		<b>2</b>		<b>2</b>		<b>2</b>		<b>6</b>
8	<b>Prof. Sanjay Chaudhary</b>							
9	<b>Prof. (Dr.) Shoma Mukherji</b>	EBC(1*2)	EBC-2(.5*1)	NEGO(.5*2)	Cross Cultural Management (.5*1)	NEGO for B2021(.5*2)		
		<b>2</b>	<b>1</b>	<b>1</b>	<b>0.5</b>	<b>1</b>		<b>5.5</b>
10	<b>Prof. (Dr.) Sourindra Bhattacharya</b>	ME(1*2)	EEP(1*2)		IB(1*2)			
		<b>2</b>	<b>2</b>		<b>2</b>			<b>6</b>
11	<b>Prof (Dr.) Chadan K Thakur</b>	MM1 (1*2)		Sales Mgt (1*2)		CB (1*2)		
		<b>2</b>		<b>2</b>		<b>2</b>		<b>6</b>
12	<b>Prof Anurag Banerjee</b>		CMA (1*2)		FM_P(.5*2)	FDRM (1)		
			<b>2</b>		<b>1</b>	<b>1</b>		<b>4</b>
13	<b>Prof S A Ashraf</b>				E.Comm(1*2)	Social Media Analytics (1*2)	Project Mgt (1*2)	
					<b>2</b>	<b>2</b>	<b>2</b>	<b>6</b>
14	<b>Visiting Faculty</b>					EFB(1*2)	LAB(1*2)	
						<b>2</b>	<b>2</b>	<b>6</b>
15	<b>Prof Manek Narang_VF</b>				CBCA (1)	VMA (1)		
					<b>1</b>	<b>1</b>		<b>2</b>
16	<b>Prof M Mukherji and Prof S Mukherji_VF</b>				EXIM (0.5) IBL,IPR,Cont (0.5)			
					<b>1</b>			<b>1</b>
17	<b>Prof Krishanu Datta_VF</b>					DM (1*2)		
						<b>2</b>		<b>2</b>
18	<b>Marketing_VF</b>						Mkt(Open Electives (2*1)	
							<b>2</b>	<b>2</b>
19	<b>Prof Harsh Vardan and Prof Ajay Agarwal_VF</b>				IPM (1)	FDRM		
					<b>1</b>	<b>0.5</b>		<b>1.5</b>
20	<b>Finance_VF</b>						FIN (Open Electives (2*1)	
							<b>2</b>	<b>2</b>
21	<b>Prof Vivek Nanada_VF</b>					IM(1) & GBS(1)		
						<b>2</b>		<b>2</b>
22	<b>Internation Business_VF</b>						IB (Open Electives (2)	
							<b>2</b>	<b>2</b>
22	<b>Data Analytics_VF</b>						Analytics using Excel & R	
							<b>2</b>	<b>2</b>

## Course Curriculum of AY 2022-23

### Courses \_2nd Year \_Batch 2021-23

4th Trimester				
	Subjects	Cr	Fac	Type of Course
1	International Business	3	SB	Core
2	Financial Electives Preparatory	0	AnB	Core (Audit)
3	BRM-2	1	NA	Core
4	Operations Management	0	AS_VF	Core
5	Digital Management	3	KN / KD_VF	Mktg
6	Customer Exp Management	3	ASC	Mktg
7	IPM	3	/AA	Fin
8	CBCA	3	MN_VF	Fin
9	E-Com	3	AA	DA
10	CCM & IHRM	3	SM &RS	HR & IB
11	SHRM	3	RS	HR
12	EXIM	1.5	MM_VF	IB
13	Business Law and IPR	1.5	SM_VF	IB
14	Placement Training			
5th Trimester				
	Subjects	Cr	Fac	Type of Course
1	Corporate Governance & Corporate Social Responsibility	3	RKS	Core
2	Negotiating Skills	1.5	SM	Core
3	General Awareness & Corporate Affairs	3	IB	Core
4	Consumer Behaviour	3	CKT	Mktg
5	Marketing Analytics	3	ASC	Mktg
6	Organisational Development & Implementation	3	AB	HR
7	Leadership and Change Management	3	SM	HR
8	Valuation, Mergers and Acquisitions	3	MN_VF	Fin
9	Financial Derivatives and Risk Management	3	AB	Fin
10	Social Media Analytics	3	AA	DA
11	Analytics using Excel & R	3	DBD_VF	DA
12	Research Tool and Data Visualization	3	GS	DA
13	International Marketing	3	VN-VF	IB
14	Global Business Strategy	3	VN-VF	IB
6th Trimester				
	Subjects	Cr	Fac	Type of Course
1	Legal Aspects of Business	3		Core
2	Entrepreneurship & Family Business	3		Core
3	Brand Management	3		Mktg
4	Business Marketing	3		Mktg
5	Labour Legislation and Industrial Relations	3	AB	HR
6	Talent Acquisition, Engagement and Compensation Management	3	RS	HR

7	Corporate Finance Modelling	3		Fin
8	Financial Technology (FINTECH)	3		Fin
9	AI Applications for Managers	3	GS	DA
10	Project Management	3	AA	DA
11	International Financial Management	3		IB
12	International Business Negotiation	3		IB
<b>Courses _1st Year _Batch 2022-24</b>				
<b>1st Trimester</b>				
	<b>Subjects</b>	<b>Cr</b>	<b>Fac</b>	<b>Type of Course</b>
1	Financial Reporting & Analysis	3	RKS /AL	Core
2	Managerial Economics	3	SB	Core
3	Marketing Management -1	3	CKT / JV	Core
4	Organizational Behaviour	3	AB / RV	Core
5	Spreadsheets for Business Application	3	GS	Core
6	Essentials of Business Communication-1	3	SM	AEC / WS
7	Placement Training			AEC
8	Indian Philosophy and Management Principles		Workshop	
<b>2<sup>nd</sup> Trimester</b>				
	<b>Subjects</b>	<b>Cr</b>	<b>Fac</b>	<b>Type of Course</b>
1	Cost & Management Analysis	3	AB	Core
2	Economic Environment & Policy	3	SB	Core
3	Marketing Management- 2	3	ASC	Core
4	Operations Management	3	SC	Core
5	Quantitative Techniques	3	NA	Core
6	Writing Ability (Essentials of Business Communication-2)	1.5	SM	AEC / WS
7	Placement Training			AEC
8	Industry 4.0 Implications for Business		Workshop	
<b>3rd Trimester</b>				
	<b>Subjects</b>	<b>Cr</b>	<b>Fac</b>	<b>Type of Course</b>
1	Business Research Methods	3	NA	Core
2	Financial Management	3	IB / RPS	Core
3	Human Resource Management	3	RS / PK	Core
4	Sales Management	3	CKT	Core
5	Strategic Management	3	AB	Core
6	Sustainability and Business	3	RKS	Core
7	Negotiation Skills	1.5	SM	AEC/ WS
8	Placement Training			AEC
9	Geo-Politics and Implications for Global Business		Workshop	