

Mandsaur University																	
2023 Scheme of Examination																	
Semester	III	MBA															
S. No.	Category	Theory/ Practical	Subject Code	Subject Name	Maximum Marks Allotted			Hours/Week			Credits	Total Marks					
					End Sem Test (EST)	Mid Sem Test (MST)	(CET)	L	T	P							
1		Theory	MGTS3-1	Specialization (Major)(1/2/3/4/5) Elective - I	60	30	10	4	-	-	4	100					
2		Theory	MGTS3-2	Specialization (Major)(1/2/3/4/5) Elective - II	60	30	10	4	-	-	4	100					
3		Theory	MGTS3-3	Specialization (Major)(1/2/3/4/5) Elective -III	60	30	10	4	-	-	4	100					
4		Theory	MGTS3-4	Specialization (Minor)(1/2/3/4/5) Elective - I	60	30	10	4	-	-	4	100					
5		Theory	MGTS3-5	Specialization (Minor)(1/2/3/4/5) Elective - II	60	30	10	4	-	-	4	100					
6		Practical	MGT750 PR3	Internship / Field work	25	-	75	-	-	12	6	100					
7																	
8																	
9																	
10																	
11																	
12																	
<b>Total</b>					325	150	125	20	0	12	26	600					
<table border="0" style="width: 100%;"> <tr> <td style="width: 33%; text-align: center;">Prepared by (BOS Coordinator)</td> <td style="width: 33%; text-align: center;">Verified By (HOD/BOS Chairperson)</td> <td style="width: 33%; text-align: center;">Submitted by (Dean Academics)</td> </tr> <tr> <td></td> <td></td> <td style="text-align: center;">Approved by (Vice Chancellor)</td> </tr> </table>												Prepared by (BOS Coordinator)	Verified By (HOD/BOS Chairperson)	Submitted by (Dean Academics)			Approved by (Vice Chancellor)
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Finance Specialization (Major)		Finance Specialization (Minor)	
MGT241	Financial Institution & Services	MGT241	Financial Institution & Services
MGT242	Banking and Insurance Management	MGT242	Banking and Insurance Management
MGT258	Security Analysis and Portfolio Management	Not Applicable for Finance Minor Students	
HR Specialization (Major)		HR Specialization (Minor)	
MGT243	Human Resource Development	MGT243	Human Resource Development
MGT248	Recruitment & Selection	MGT248	Recruitment & Selection
MGT244	Industrial Relations & Labour Enactments	Not Applicable for HR Minor Students	
Marketing Specialization (Major)		Marketing Specialization (Minor)	
MGT246	Consumer Behaviour	MGT246	Consumer Behaviour
MGT247	Sales Management & Distribution Management	MGT247	Sales Management & Distribution M
MGT249	Marketing Research	Not Applicable for Marketing Minor Students	
International Business (Major)		International Business (Minor)	
MGT264	India's Foreign Trade and Policy	MGT264	India's Foreign Trade and Policy
MGT265	Export Procedure and Documentati	Not Applicable for IB Minor Students	
MGT266	Import Management	MGT266	Import Management
Digital Marketing (Major)		Digital Marketing (Minor)	
MGT267	Website Planning & Design	MGT267	Website Planning & Design
MGT268	Search Engine Optimization	Not Applicable for DM Minor Students	
MGT269	Search Engine Marketing	MGT269	Search Engine Marketing