



**Mandsaur University**  
**2022 Scheme**  
**Scheme of Examination**  
**Department of Business Management & Commerce**  
**Masters of Business Administration**  
**Semester III**

S. No.	Subject Code	Subject Name	Maximum Marks Allotted						Hours/Week				
			Theory			Practical			L	T	P	Credits	Total Marks
			End Sem Test (EST)	Mid Sem Test (MST)	Continuou s Evaluation	End sem	Mid Sem	Continuous Evaluation					
1	MGTS3-1	Specialization (Major)(1/2/3/4/5) Elective - I	60	30	10	-	-	-	4	0	0	4	100
2	MGTS3-2	Specialization (Major)(1/2/3/4/5) Elective - II	60	30	10	-	-	-	4	0	0	4	100
3	MGTS3-3	Specialization (Major)(1/2/3/4/5) Elective -III	60	30	10	-	-	-	4	0	0	4	100
4	MGTS3-4	Specialization (Minor)(1/2/3/4/5) Elective - I	60	30	10	-	-	-	4	0	0	4	100
5	MGTS3-5	Specialization (Minor)(1/2/3/4/5) Elective - II	60	30	10	-	-	-	4	0	0	4	100
6	MGT740	Internship / Field work	-	-	-	25	-	75	0	0	12	6	100
Total									20	0	12	26	600

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	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	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 Management
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 Documentation	Not Applicable for IB Minor Students	

MGT266	Import Management	MGT266	Import Management
<b>Digital Marketing (Major)</b>		<b>Digital Marketing (Minor)</b>	
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

**Prepare & Submitted by**  
**(Course Coordinator)**

**Verified By**  
**(Head of the Department)**

**Authenticated by**  
**(Dean Academics)**

**Forwarded by**  
**(Dean IQAC)**

**Approved by**  
**(Vice Chancellor)**