



Courses Offered to Exchange Students

The following courses are available to Exchange Students from the 5 programmes that are offered at BIMTECH. You may choose course of your interest from the list given below. (Duration of PGDM at BIMTECH is 2 years i.e. 6 Trimesters) Trimester II and Trimester III are offered to 1st Year and Trimester V is for 2nd Year students of BIMTECH. Students must cross check with the exchange coordinator if you are earning the required credits.

TRIMESTER-II (21st September to 23rd December)

PGDM	
COURSE	CREDITS
1. Business Communication (BC-I)	3.0
2. Human Resource Management	3.5
3. Macroeconomics for Business Decision Making	3.0
4. Managerial Accounting	3.0
5. Marketing Management –II	3.5
6. Research Methodology	4.0
7. Management Science or Advanced Management Science	3.0

PGDM (International Business)	
COURSE	CREDITS
1. Global Business Environment	3.0
2. Business Research Methods	4.0
3. Managerial Accounting	3.0
4. Marketing Management-II	3.0
5. International Trade Operations	4.0
6. Foreign Language II (Chinese/French/Spanish)	3.0
7. Organization Behavior	4.0

PGDM (Sustainable Development Practices)	
COURSE	CREDITS
1. Development Economics	4.0
2. Financial Management	4.0

3. Marketing Management	4.0
4. Health Economics and Policy	4.0
5. Communication and Personality Development	4.0
PGDM (Insurance Business)	
COURSE	CREDITS
1. Risk Management	4.0
2. Life Insurance Underwriting	3.0
3. Insurance Company Operations (Life & Non-Life)	3.0
4. Managerial Computing	3.0
5. Corporate Finance	3.0
6. Fire Insurance and Consequential Loss	4.0
7. Business Communication-I	3.0

PGDM (Retail Management)	
COURSE	CREDITS
1. Supply Chain Management	3.0
2. Operation Research	3.0
3. Corporate Finance	3.0
4. Merchandising Management	3.0
5. Marketing Management-II	3.0
6. Consumer Behavior	3.0
7. Macroeconomics For Business	3.0
8. Decision Making	3.0
9. Business Communication – II	3.0

TRIMESTER-III (26th December2013 to 13th April 2014)

PGDM	
COURSE	CREDITS
1. Business Communication- II	3.0
2. Business Law	3.0
3. Corporate Finance	3.0
4. Operations Management	3.5

PGDM (International Business)	
COURSE	CREDITS
1. International Marketing	3.0
2. Operations Management	3.5

3. Corporate Finance	3.0
4. Management Science	3.0
5. Capstone for Business Simulation	3.0
PGDM (Sustainable Development Practices)	
COURSE	CREDITS
1. Rural Marketing	4.0
2. Agricultural Ecology and Agri-business	4.0
3. Environment Economics	4.0
4. Basics of Epidemiology	4.0
5. Responsive Business & Corporate Social Responsibility	4.0

PGDM (Insurance Business)	
COURSE	CREDITS
1. Health Insurance	4.0
2. Motor Insurance	4.0
3. Broking and Distribution Channel Management	3.0
4. Financial Services and Personal Financial Planning	4.0
5. Services Marketing & CRM	3.0
6. Marketing Research	3.0
7. Business Communication-II	3.0

PGDM (Retail Management)	
COURSE	CREDITS
1. Human Resource Management	3.0
2. Sales & Distribution Management	3.0
3. Services Marketing	3.0
4. Visual Merchandising	4.0
5. Inventory & Logistics Mgmt.	3.0
6. Research Methodology	3.0
7. Mall Management	4.0

TRIMESTER-V (21st September to 23rd December)

PGDM	
COURSE	CREDITS
Business Ethics, Corporate Governance and Corporate Social Responsibility	3.0

International Trade Operations	3.0
CAPSTONE Business Simulation	3.0

PGDM (International Business)	
COURSE	CREDITS
Mergers, Acquisitions & Corporate Restructuring	3.0
Legal Aspects of Business (Indian & International)	3.0
International Commodity Management	2.0
International Shipping & Chartering	1.5
WTO & Other International Trade Related Institution	1.5

PGDM (Sustainable Development Practices)	
COURSE	CREDITS
Monitoring, Evaluation and Social Audit	4.0
Community Investment and Strategy	4.0
Communication and Personality Development	4.0

PGDM (Insurance Business)	
COURSE	CREDITS
Rural and Micro Insurance	3.0
Reinsurance	3.0
Business Ethics and Corporate Governance	2.0
Miscellaneous Insurance	4.0

PGDM (Retail)	
COURSE	CREDITS
Legal Framework for Retail Business	3.0
Retail Benchmarking	3.0
Retail Strategy & Negotiation	3.0
Buying and Merchandising	2.0
Digital & Non Store Retailing	3.0
Retail Economics	3.0

Link to Corresponding Programme Webpage

PGDM www.bimtech.ac.in/programmes/pgdm/

PGDM (IB) www.bimtech.ac.in/programmes/ds/

PGDM (RM) www.bimtech.ac.in/programmes/pgdm-retail/

PGDM (IBM) www.bimtech.ac.in/programmes/pgdm-ibm/

PGDM (SDP) www.bimtech.ac.in/programmes/pgdm-sdp/