

Mapping of the courses to Employability



Hindi Vidya Prachar Samiti's

Ramniranjan Jhunjhunwala College

of Arts, Science & Commerce

(Autonomous College)

Affiliated to

UNIVERSITY OF MUMBAI

Mapping of the courses to Employability

Program: B.M.S

Program Code: RJCUBMS

(CBCS 2020-2021)

Mapping of the courses to Employability**Mapping of the course to employability/ Entrepreneurship/skill development****FYBMS**

| Course Name | Course Code | Unit No. and Topics | Focus Area |
|------------------------------------|-------------|---|---|
| Introduction to Financial accounts | RJCUBMS101 | Unit I Introduction To Accounting | Employability and Entrepreneurship |
| | | Unit II Accounting Transactions | Employability and Entrepreneurship |
| | | Unit III Depreciation Accounting And Trial Balance | Employability and Entrepreneurship |
| | | Unit IV Final Accounts | Employability and Entrepreneurship |
| | | Unit V Financial Statement Analysis | Employability, Entrepreneurship and Skill development |
| Business Law | RJCUBMS102 | Unit I Contract Act,1872 Sale of Goods Act,1930 | Negotiation Skill |
| | | Unit II Negotiable Instrument Act,1981 Consumer Protection Act, 1986 | Employability Skill & Entrepreneurship Skill |
| | | Unit III Company Law | Employability & Entrepreneurship Skill |
| | | Unit IV Intellectual Property Rights (IPR) | Employability & Entrepreneurship Skill |
| Business Statistics | RJCUBMS103 | Unit I Introduction to Statistics and Measures of Central Tendency | Analytical Skill development and employability |
| | | Unit II Measures of Dispersion, Co-Relation and Linear Regression | Analytical Skill development (Decision making, estimation), basic ideas of graph plotting, how to build statistical models of relationships for better understanding. |
| | | Unit III Time series and Index numbers | Entrepreneurship and decision making |
| | | Unit IV Probability and Decision Theory | Entrepreneurship and decision making |

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| Business Communication I | RJCUBMS104 | Unit I Theory of Communication | Analytical skills & Skill development |
| | | Unit II Obstacles to Communication in Business World | Evaluative skills, Application skills, Skill development & Persuasive skills |
| | | Unit III Business Correspondence | Skill development (Content drafting) & Language Building |
| | | Unit IV Language and Writing Skills | Language building, Skill development (drafting) & Employability |
| New trends in environmental management | RJCUBMS105 | Unit I Introduction to Environmental Management | SKILL DEVELOPMENT (Knowledge / awareness |
| | | Unit II Introduction to Innovation | Entrepreneurship (analytical skills) |
| | | Unit III Disaster Management | Entrepreneurship and skill development |
| | | Unit IV Global Environmental Concerns and Planning of Settlements | Employability and Entrepreneurship |
| Foundation of Human Skills | RJCUBMS106 | Unit I Understanding of Human Nature | Analytical skill wrt human behavior |
| | | Unit II Introduction to Group Behaviour | Team spirit, Conflict management skills, |
| | | Unit III Organizational Culture and Motivation at Workplace | Adaptation skills Motivating skills |
| | | Unit IV Organisational Change, Creativity & Development and Work Stress | Entrepreneurial skills |
| Business Economics I | RJCUBMS107 | Unit I Introduction to Business Economics | Skill Development (Knowledge / awareness) |
| | | Unit II Demand Analysis | Employability and Skill Development (Knowledge Enhancement/ awareness) |
| | | Unit III Supply and Production decisions | Employability and Skill Development (Knowledge Enhancement/ awareness) |

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| | | Unit IV Market structure | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in own business or in job) |
| | | Unit V Pricing Practices | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in own business or in job) |
| Principles of marketing | RJCUBMS201 | Unit Introduction to Marketing | Employability & Entrepreneurship Skill |
| | | Unit II Marketing Environment, Research and Consumer Behaviour | Entrepreneurship |
| | | Unit III Marketing Mix | Skill Development, Entrepreneurship development |
| | | Unit IV Segmentation, Targeting and Positioning and Trends In Marketing | Marketing skill development, Entrepreneurship |
| Industrial Law | RJCUBMS202 | Unit I Law related to Industrial Relation | Employability Skill Negotiation Skill |
| | | Unit II Law related to Health, Safety and Welfare | Employability & Entrepreneurship Skill Employability Skill |
| | | Unit III Social Legislation | Employability & Entrepreneurship Skill |
| | | Unit IV law related to Compensation Management | Negotiation & Entrepreneurship Skill Negotiation & Entrepreneurship Employability & Entrepreneurship Skill |
| Business Mathematics | RJCUBMS203 | Unit I Elementary Financial Mathematics | Employability entrepreneurship Analytical skill development |
| | | Unit II Matrices and Determinants | Entrepreneurship Analytical skill development |
| | | Unit III Derivatives and Applications of derivatives | Entrepreneurship Analytical skill development |
| | | Unit IV Numerical Analysis | Analytical skill development and Decision making |

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| Business Communication II | RJCUBMS204 | Unit I Presentation Skills | Skill development, Aesthetic skills, Public speaking & Persuasive skills |
| | | Unit II Group Communication | Skills development, Personal Grooming, Aesthetic skills, Presentation skills in formal situations, Persuasive skills & Employability |
| | | Unit III Business Correspondence | Theoretical knowledge, Content development, Language enhancement, Skill development (content drafting) & Language building |
| | | Unit IV Language and Writing Skills | Theoretical knowledge, Content development, Skill development (content drafting) & Persuasive skills (written form) |
| Community Building and Corporate Governance | RJCUBMS205 | Unit I Introduction to Community Building and Development | Entrepreneurship (team work) |
| | | Unit II Social Legislation | Entrepreneurship |
| | | Unit III Business Ethics and Corporate Social Responsibility | Entrepreneurship |
| | | Unit IV Indian Constitution – An Overview | Skill development |
| Introduction to Cost Accounting | RJCUBMS206 | Unit I Introduction | Accounting skill/Analytical skill |
| | | Unit II Elements of Cost | Employability /Analytical skill |
| | | Unit III Cost Projection | Accounting skill/Analytical skill |
| | | Unit IV Emerging Cost Concepts | Entrepreneurship/ Employability / Analytical skill |
| Principles of Management | RJCUBMS207 | Unit I Nature of Management | Basic managerial skills, Employability skills |
| | | Unit II Planning & Decision Making | Entrepreneurial skills |
| | | Unit III Organizing | Organizing skills and entrepreneurial skills |

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| | | Unit IV Directing, Leadership, Co-ordination & Controlling | Leadership skills, skill on social responsibility |
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SYBMS

| Course Name | Course Code | Unit No. and Topics | Focus Area |
|------------------------------|--------------|---|---|
| Basics of Financial Services | RJCUBMS301 A | Unit I Financial System | Skill Development (Knowledge / awareness) |
| | | Unit II Commercial Banks, RBI And Development Banks | Employability and Skill Development (Knowledge / awareness) |
| | | Unit III Insurance | Entrepreneurship (Insurance Advisor/ Consultancy) and Skill Development |
| | | Unit IV Mutual Funds | Skill Development (Knowledge / awareness), Employability and Entrepreneurship |
| Corporate Finance | RJCUBMS302 A | Unit I Introduction of corporate Finance | Entrepreneurship/ Employability |
| | | Unit II Capital Structure and Leverage | Accounting skill/Analytical skill |
| | | Unit III Time Value of Money | Accounting skill/Analytical skill |
| | | Unit IV Mobilisation of Funds | Entrepreneurship/ Employability / Analytical skill |
| Consumer Behavior | RJCUBMS301 B | Unit I Introduction To Consumer Behaviour | Employability and Entrepreneurship |
| | | Unit II Individual- Determinants of Consumer Behaviour | Employability Entrepreneurship and skill development (listening skills) |
| | | Unit III Environmental Determinants of Consumer Behaviour | Employability and Entrepreneurship (interpersonal skills) |
| | | Unit IV Consumer Decision Making Models And New Trends | Employability and Entrepreneurship (decision making skills) |
| Advertising | RJCUBMS302 B | Unit I Introduction to Advertising | Skill Development (Knowledge Enhancement /Advertising Skills) |
| | | Unit II Strategy and Planning Process in Advertising | Entrepreneurship (analytical skills) |
| | | Unit III Creativity in Advertising | Entrepreneurship and skill development |
| | | Unit IV Budget, Evaluation, Current trends and careers in Advertising | Employability and Entrepreneurship |
| Employee Relations & | RJCUBMS301 | Unit I Overview of Employee | Employability and |

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| Welfare | C | Relations and Collective Bargaining | Entrepreneurship (negotiation skills) |
| | | Unit II Overview of Employee Welfare | Employability and Entrepreneurship (intra personal skills) |
| | | Unit III Welfare and Work Environment Management | Employability and Entrepreneurship (team work) |
| | | Unit IV Workers Participation and Employee Grievance | Employability and Entrepreneurship (problem solving skills) |
| Organisation Behaviour & Human Resource Management | RJCUBMS302 C | Unit I Organisational Behaviour I | Human relations skills, Ethical skills and also students will imbibe the skills of managing a cross cultural work environment |
| | | Unit II Organisational Behaviour II , | Conflict management skills with time management skills |
| | | Unit III Human Resource Management-I | Employability skills in areas of human resource management |
| | | Unit IV Human Resource Management-II | Employability skills and entrepreneurial skills in areas of human resource management |
| Business Planning & Entrepreneurial Management | RJCUBMS303 | Unit I Foundations of Entrepreneurship Development | Employability and entrepreneurial skills. |
| | | Unit II Type and Classification of Entrepreneurs | Employability skills and entrepreneurial skills. It also helps the learner to inculcate the N(Ach) skills. |
| | | Unit III Entrepreneur Project Development & Business Plan | Employability skills, Entrepreneurial skills. The learner can boast the innovative and creative skills along with the analytical skills. |
| | | Unit IV Venture Development | Entrepreneurial skills , Networking skills with financial institutions. |
| Accounting for Managerial Decision | RJCUBMS304 | Unit I Analysis and Interpretation of Financial Statement | Accounting skill/Analytical skill |
| | | Unit II Ratio Analysis and Interpretation | Analytical skill |
| | | Unit III Cash Flow Statement | Accounting/ Employability/ Analytical skill |
| | | Unit IV Working capital | Entrepreneurship/ Employability/ Analytical skill |
| Strategic Management | RJCUBMS305 | Unit I Introduction | Skill Development |

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| | | | (Knowledge / awareness) |
| | | Unit II Strategy Formulation | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in own business or in job) |
| | | Unit III Strategic Implementation | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in own business or in job) |
| | | Unit IV Strategic Evaluation & Control | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in own business or in job) |
| Information technology in business management I | RJCUBMS306 | Unit I Introduction to IT support in Management | Skill Development (Knowledge Enhancement/ analytical skills) |
| | | Unit II Office Automation system using Ms-office | Skill Development (Knowledge / awareness/ analytical skills) |
| | | Unit III Email, Internet and it's Application | Skill Development (Knowledge / awareness) & Entrepreneurship (Apply concepts in own business or in job) |
| | | Unit IV E-Security | Skill Development (Knowledge / awareness) & Entrepreneurship (Apply concepts in own business or in job) |
| Leadership development | RJCUBMS307 | Unit I Introduction to Leadership | Employability and entrepreneurial skills. |
| | | Unit II Motivation Strategies and Theories | Employability skills and entrepreneurial skills. It also helps the learner to inculcate the N(Ach) skills. |
| | | Unit III Leadership and Conflict Management | Conflict resolution skills, skills on managing the crisis |
| | | Unit IV Leadership wrt an inclusive workplace culture | Interpersonal skills , Entrepreneurial skills |
| | | Unit V Mentoring and Case Studies | Interpersonal skills , Entrepreneurial skills |
| Auditing | RJCUBMS401 | Unit I Introduction To Auditing | Employability and |

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| | A | | Entrepreneurship |
| | | Unit II Audit Planning, Procedures And Documentation | Employability and Entrepreneurship |
| | | Unit III Auditing Techniques And Internal Audit Introduction | Employability and Entrepreneurship |
| | | Unit IV Auditing Techniques: Vouching And Verification | Employability, Skill development and Entrepreneurship |
| Strategic Cost Management | RJCUBMS402 A | Unit I Introduction to Strategic Cost Management (Only Theory) | Employability and Entrepreneurship |
| | | Unit II Activity Based Costing | Employability, Skill Development and Entrepreneurship |
| | | Unit III Strategic Cost Management performance assessment (Only theory) | Employability and Entrepreneurship |
| | | Unit IV Variance Analysis & Responsibility Accounting (Practical Problems) | Employability and Skill Development |
| Integrated Marketing Communication | RJCUBMS401 B | Unit I Introduction to Marketing Communication | Skill Development (Knowledge / awareness) |
| | | Unit II Elements of IMC - I | Employability and Skill Development (Knowledge Enhancement/ awareness) |
| | | Unit III Elements of IMC - I | Employability and Skill Development (Knowledge Enhancement/ awareness) |
| | | Unit IV Evaluation & Ethics in Marketing Communication | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in own business or in job) |
| Rural marketing | RJCUBMS402 B | Unit I Introduction to rural marketing | Skill development (knowledge enhancement) |
| | | Unit II Rural Market | Employability and Entrepreneurship |
| | | Unit III Rural Marketing Mix | Employability and Entrepreneurship (decision making , creativity skills) |
| | | Unit IV Rural Marketing Strategies | Employability and Entrepreneurship (data analytical skills) |
| Training & Development | RJCUBMS401 C | Unit I Overview of Training | Skill development (soft skills) |
| | | Unit II Overview of Development | Employability |
| | | Unit III Concept of Management Development | Employability and Entrepreneurship (analytical |

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| | | | skills) |
| | | Unit IV Performance Measurement, Talent Management & Knowledge Management | Entrepreneurship (decision making skills) |
| Change Management | RJCUBMS402 C | Unit I Introduction | Basic Skills on change management , entrepreneurial skills |
| | | Unit II Impact of Change | Entrepreneurial skills, Interpersonal Skills |
| | | Unit III Resistance to change | Entrepreneurial skills and decision making skills |
| | | Unit IV Effective Implementation of Change | Entrepreneurial Skills leadership skills |
| Business Economics II | RJCUBMS403 | Unit I Introduction to Macro Economic Data and Theory Money, inflation | Skill Development (Knowledge Enhancement) |
| | | Unit II Money, inflation and Monetary policy | Employability and Skill Development (Knowledge Enhancement/ awareness/analytical skills) |
| | | Unit III Constituents of Fiscal policy | Employability and Skill Development (Knowledge Enhancement/ awareness/analytical skills) |
| | | Unit IV Open Economy Theory and issues of International trade | Employability (researcher) and Skill Development (Knowledge Enhancement/ awareness/analytical skills) |
| Business Research Methods | RJCUBMS404 | Unit I Introduction to Business Research Methods | Skill Development (Knowledge Enhancement) |
| | | Unit II Data Collection and Processing | Employability and Skill Development (Knowledge Enhancement/ awareness/analytical skills) |
| | | Unit III Data Analysis and Interpretation | Employability and Skill Development (Knowledge Enhancement/ awareness/analytical skills) |
| | | Unit IV Advanced Techniques in Report Writing | Employability (researcher) and Skill Development (Knowledge Enhancement/ awareness/analytical skills) |
| Production & Total Quality Management | RJCUBMS405 | Unit I P roduction Management | Employability , skill development and entrepreneurship development |
| | | Unit II Materials Management | Employability and skill development |

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| | | Unit III Basics Of Productivity & TQM | Employability / Entrepreneurship / Skill development |
| | | Unit IV Quality Improvement Strategies & Certifications: | Employability / Skill development |
| Information technology in business management II | RJCUBMS406 | Unit I Cloud Computing | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in own business or in job) |
| | | Unit II Tally | Skill Development (Knowledge / awareness) & Entrepreneurship (Apply concepts in own business or in job) |
| | | Unit III Introduction to Database & Data warehouse | Skill Development (Knowledge / awareness) & Entrepreneurship (Apply concepts in own business or in job) |
| | | Unit IV Outsourcing | Skill Development (Knowledge / awareness) & Entrepreneurship (Apply concepts in own business or in job) |
| Innovation Management | RJCUBMS407 | Unit I Introduction | Creativity and analytical skills and the learner will acquire skill to create an innovative organizational climate |
| | | Unit II Open innovation and Developing an Innovation Culture | Employability skills, creativity and networking skills |
| | | Unit III Design Thinking | Entrepreneurial Skills and employability |
| | | Unit IV Innovations in Different Sectors | Employability skills and entrepreneurial skills |

Mapping of the courses to Employability**TYBMS**

| Course Code | Course Code | Unit No. and Topics | Focus Area |
|--|-------------|---|---|
| Investment Analysis & Portfolio Management | RJCUBMS501A | Unit I Introduction to Investment Environment | Skill Development (Knowledge / awareness) |
| | | Unit II Risk - Return Relationship | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in self/others investment portfolio risk and return management) |
| | | Unit III Portfolio Management and Security Analysis | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in self/others investment portfolio building) |
| | | Unit IV Theories, Capital Asset Pricing Model and Portfolio Performance Measurement | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts in business or in job) |
| Commodity & Derivatives Market | RJCUBMS502A | Unit I Introduction to Commodities and Derivatives Market | Employability, Entrepreneurship & Skill development |
| | | Unit II Futures & Hedging | Employability & Entrepreneurship |
| | | Unit III Options and Option Pricing Models | Employability & Entrepreneurship |
| | | Unit IV Trading, Clearing & Settlement in Derivatives Market and Types of Risk | Employability, Entrepreneurship & Skill development |
| Wealth Management | RJCUBMS503A | Unit I Introduction | Skill Development (Knowledge / awareness) |
| | | Unit II Insurance Planning and Investment Planning | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts for self/others) |
| | | Unit III Financial Mathematics/ Tax and Estate Planning | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts for self/others) |
| | | Unit IV Retirement Planning/ Income Streams & Tax Savings Schemes | Skill Development (Knowledge / awareness), Employability and Entrepreneurship (Apply concepts for consulting others or for self) |
| Direct Taxation | RJCUBMS504A | Unit I Definitions and Residential Status | Employability and Entrepreneurship |
| | | Unit II Heads of Income – I | Employability and Entrepreneurship |
| | | Unit III eads of Income – II | Employability and Entrepreneurship |

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| | | Unit IV Deductions under Chapter VI A | Employability and Entrepreneurship |
| | | Unit V Computation of Taxable Income of Individuals | Employability and Entrepreneurship |
| Service marketing | RJCUBMS501B | Unit I Introduction of Services Marketing | Employability and Entrepreneurship |
| | | Unit II Key Elements of Services Marketing Mix | Employability and Entrepreneurship |
| | | Unit III Managing Quality Aspects of Services Marketing | Employability and Entrepreneurship |
| | | Unit IV Marketing of Services | Employability and Entrepreneurship |
| E-Commerce & Digital Marketing | RJCUBMS502B | Unit I Introduction to E-commerce | In depth Knowledge, Entrepreneurship skills, Analytical skills & Employability |
| | | Unit II E-Business & Applications | Skill Development, Analytical Skills, Aesthetic skills, Entrepreneurship & Employability |
| | | Unit III Payment, Security, Privacy & Legal Issues in E-Commerce | Analysing skills, Employability skills, Technical skills, Legal knowledge gained & Evaluative skills |
| | | Unit IV Digital Marketing | Skill Development, Analytical skills, Employability, Entrepreneurship skills, Aesthetic skills & Evaluative skills |
| Sales and Distribution Management | RJCUBMS503B | Unit I Introduction to sales & distribution | Skill development (knowledge enhancement) |
| | | Unit II Market Analysis and Selling | Employability and Entrepreneurship (selling skills) |
| | | Unit III Distribution Channel Management | Employability and Entrepreneurship (team building skills) |
| | | Unit IV Performance Evaluation, Ethics and Trends | Employability and Entrepreneurship (interpersonal skills) |
| Customer Relationship management | RJCUBMS504B | Unit I Introduction to Customer Relationship Management | Skill development (intra personal skills) |
| | | Unit II CRM Marketing Initiatives, Customer Service and Data Management | Employability and Entrepreneurship (creativity skills & analytical skills) |
| | | Unit III CRM Strategy, Planning, Implementation and Evaluation | Employability and Entrepreneurship (decision making skills) |
| | | Unit IV CRM New Horizons | Employability and Entrepreneurship |
| Finance for HR | RJCUBMS501C | Unit I Compensation Plans and HR | Employability & |

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| Professionals and Compensation Management | | Professionals | Entrepreneurship |
| | | Unit II Incentives and Wages | Employability, Entrepreneurship & Skill development |
| | | Unit III Compensation to Special Group and Recent Trend | Employability, Entrepreneurship & Skill development |
| | | Unit IV Legal and Ethical Issues in Compensation | Employability, Entrepreneurship & Skill development |
| Performance Management & Career Planning | RJCUBMS502C | Unit I Performance Management – An Overview | Skill development (analytical skills) |
| | | Unit II Performance Management Process | Entrepreneurship (team work) |
| | | Unit III Ethics, Under Performance and Key Issues in Performance Management | Employability |
| | | Unit IV Career Planning and Development | Employability |
| Talent & Competency Management | RJCUBMS503C | Unit 1 Introduction to Talent Management | Employability & Entrepreneurship |
| | | Unit II Talent Management System | Employability, Entrepreneurship & Skill development |
| | | Unit III Contemporary Issues and Current Trends in Talent Management | Employability & Entrepreneurship |
| | | Unit IV Competency Management & Competency Mapping | Employability, Entrepreneurship & Skill development |
| Stress Management | RJCUBMS504C | Unit I Understanding Stress | Understanding of stress and basic skills on stress and stress management |
| | | Unit II Managing Stress I | Stress coping skills, Time management Skills and entrepreneurial skills |
| | | Unit III Managing Stress II | Meditation skills , Pranayama Skills and entrepreneurial skills |
| | | Unit IV Stress Management Leading to Success | Entrepreneurial skills |
| Logistics and supply chain management | RJCUBMS505 | Unit I Overview Logistics Supply Chain Management | Skill Development & Entrepreneurship |
| | | Unit II Elements of Logistics Mix | Employability Entrepreneurship |
| | | Unit III Inventory Management, Logistics Costing, Performance Management & Logistical Network Analysis | Skill Development & Entrepreneurship |
| | | Unit IV Recent Trends in Logistics and Supply Chain Management | Skill Development, Employability & Entrepreneurship |
| Corporate Communication and Public | RJCUBMS506 | Unit I Foundation Corporate Communication | Skill Development & Entrepreneurship |
| | | Unit II Understanding Public Relation | Skill Development |

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| Relations | | Unit III Function of Corporate Communication and Public Relation | Entrepreneurship & Employability |
| | | Unit IV Emerging Technology in Corporate Communication and Public Relation | Skill Development & Entrepreneurship |
| International Finance | RJCUBMS601A | Unit I Fundamentals of International Finance | Skill Development (Knowledge Enhancement) |
| | | Unit II Foreign Exchange Markets exchange rate determination. | Employability and Skill Development (Knowledge Enhancement/ awareness/analytical skills) |
| | | Unit III World Financial Market institutions and Risks | Employability and Skill Development (Knowledge Enhancement/ awareness/analytical skills) |
| | | Unit IV Foreign Exchange Risk Appraisal and Tax management | Employability (researcher) and Skill Development (Knowledge Enhancement/ awareness/analytical skills) |
| Innovative Financial Services | RJCUBMS02A | Unit I Introduction to Traditional Financial Services | Entrepreneurship/ Employability |
| | | Unit II Issue Management and Securitization | Entrepreneurship/ Employability /Analytical skill |
| | | Unit III Financial Services and Its Mechanism | Entrepreneurship/ Employability/ research work |
| | | Unit IV Consumer Finance and Credit | Entrepreneurship/ Employability/ knowledge building |
| Project Management | RJCUBMS603A | Unit I Introduction to Project Management & Project Initiation | Employability, Entrepreneurship &Skill Development |
| | | Unit II Analyzing Project Feasibility | Employability, Entrepreneurship &Skill Development |
| | | Unit III Budgeting, Cost & Risk Estimation in Project Management | Employability, Entrepreneurship &Skill Development |
| | | Unit IV New Dimensions in Project Management | Employability, Entrepreneurship &Skill Development |
| Indirect Taxes | RJCUBMS604A | Unit I Introduction to Indirect Taxation and GST | Employability and Entrepreneurship |
| | | Unit II Concept of Supply | Employability and Entrepreneurship |
| | | Unit III Registration and Computation of GST | Employability and Entrepreneurship |
| | | Unit IV Filing of Returns | Employability and Entrepreneurship |
| Brand Management | RJCUBMS601B | Unit I Introduction to Brand Management | Skill Development & Entrepreneurship |
| | | Unit II Planning and Implementing Brand Marketing Programs | Skill Development |

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| | | Unit III Measuring and Interpreting Brand Performance | Entrepreneurship |
| | | Unit IV Growing and Sustaining Brand Equity | Skill Development & Entrepreneurship |
| Retail Management | RJCUBMS602B | Unit I Retail Management Overview | Skill Development & Entrepreneurship |
| | | Unit II Retail Consumer and Consumer Strategy | Employability and Entrepreneurship |
| | | Unit III Merchant Management and Pricing | Entrepreneurship |
| | | Unit IV Managing and Sustaining Retail | Skill Development & Entrepreneurship |
| International Marketing | RJCUBMS603B | Unit I Introduction to International Marketing & Trade | Employability and Entrepreneurship |
| | | Unit II International Marketing Environment and Marketing Research | Entrepreneurship (analytical skills) |
| | | Unit III International Marketing Mix | Employability and Entrepreneurship (creativity skills) |
| | | Unit IV Developments in International Marketing | Employability and Entrepreneurship |
| Media Planning & Management | RJCUBMS604B | Unit I Overview of Media and Media Planning | Analytical skills, Evaluative skills, Skill development & Researching abilities |
| | | Unit II Media Mix & Media Strategy | Skill development, Employability, Analytical skills & Entrepreneurship skills |
| | | Unit III Media Budgeting, Buying & Scheduling | Skill development, Employability, Entrepreneurship, Analytical skills & Evaluative skills |
| | | Unit IV Media Measurement, Evaluation | Skill development, Employability, Entrepreneurship, Analytical skills & Evaluative skills |
| HRM in Global Perspective | RJCUBMS601C | Unit I International HRM an Overview | Employability |
| | | Unit II Global HRM Function | Employability Entrepreneurship |
| | | Unit III Managing Expatriation & Repatriation | Employability Skill Development |
| | | Unit IV International HRM Trends and Challenges | Employability Entrepreneurship Skill Development |
| Organisational Development | RJCUBMS602C | Unit I Organization Development an Overview | Change management and development skills, entrepreneurial skills. |
| | | Unit II Organization Diagnosis, Renewal and Change | Entrepreneurial skills employability skills |
| | | Unit III OD Interventions | Skills on Intervention strategies, |

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| | | | people management skills |
| | | Unit IV OD Effectiveness | Networking skills, skills pertaining to power politics management and ethical skills |
| HRM in Service Sector | RJCUBMS603C | Unit I Service Sector Management- An Overview | Employability and Entrepreneurship (creativity skills) |
| | | Unit II Managing Human Element in Service Sector | Employability and Entrepreneurship (team work) |
| | | Unit III Issues and Challenges of HR in Service Sector | Employability and Entrepreneurship (problem solving skills) |
| | | Unit IV HRP Evaluation, Attrition, Retention & Globalization | Entrepreneurship |
| Indian Ethos in Management | RJCUBMS604C | Unit I Indian Ethos | Employability |
| | | Unit II Work Ethos | Employability Entrepreneurship |
| | | Unit III Stress management and techniques | Employability Skill Development |
| | | Unit IV Gurukul system of learning | Employability Entrepreneurship Skill Development |
| Operation Research | RJCUBMS605 | Unit I Introduction to Operations Research and Linear Programming | Entrepreneurship, Analytical skill development |
| | | Unit II Assignment and Transportation Problems. | Employability entrepreneurship skill development |
| | | Unit III Network Analysis | Entrepreneurship, Analytical skill development |
| | | Unit IV Job sequencing and Theory of games | Employability, Analytical skill development |
| Project Work | RJCUBMS606 | Research Project Submission and Viva Voce | Practical Aspects of Research |