



**SANDIP FOUNDATION'S
SANDIP INSTITUTE OF TECHNOLOGY AND
RESEARCH CENTRE, NASHIK**

**(An Autonomous Institute Permanently Affiliated to Savitribai Phule
Pune University, Pune and Accredited by NAAC with 'A' Grade)**

**National Education Policy (NEP) - 2020 Compliant
Curriculum Structure (2026 Pattern)**

For

**MASTER OF BUSINESS ADMINISTRATION
(M. B. A.)**

**Board of Studies: Department of Management Studies
(With Effect from Academic Year: 2026-27)**



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MAHIRAVANI, TRIMBAK ROAD, TAL & DIST: NASHIK-422213, MAHARASHTRA, INDIA
Department of Management Studies (MBA)

This is to certify that the **Curriculum Structure (2026 Pattern)** for the MBA Program, has been reviewed and endorsed by the **Board of Studies, Academic Council and Governing Body**.

The syllabus has been thoroughly examined and is in alignment with the academic and professional standards set forth by the institution and relevant regulatory bodies. It is hereby recommended for implementation with effect from the academic year 2026-27.

This certificate serves as formal approval of the contents of the Curriculum Structure and authorizes its distribution to students and faculty.

Dr Abhay Bora
H.O.D (Dept of Management Studies)

Dr Sachin Ghalme
C.O.E.

Dr Nitin Patil
Dear (Academics)

Dr Amol Potgantwar
Principal

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Semester wise Distribution of Credits for M.B.A. Program

Semester	I	II	III	IV	Total Credits
Programme Core (PC)	22	18	-	-	40
Specialization elective (PE)	-	-	24	-	24
Generic Electives (GE)	04	04	-	-	08
Field Project (FP)	-	04	-	-	04
Ability Enhancement Course (AEC)	02	02	-	-	04
Skill Enhancement Course (SEC)	02	02	02	-	06
Research Project (RP)			04	12	16
Total	30	30	30	12	102

Legend:

CI	Classroom Instruction (Includes different instructional/implementation strategies, i.e., Lecture (L), Tutorial (T), Case method, Demonstrations, Video demonstration, Problem-based learning, Activity-based learning, Experiential learning etc., to deliver theoretical concepts)
LI	Laboratory Instruction (Includes experiments/practical performances /problem-based experiences in laboratory, workshop, field or other locations using different instructional/ Implementation strategies)
CIA	Continuous Internal Assessment (includes assignments, seminars, micro projects, industrial visits, book reviews, and any other student activities)
SL	Self-learning, MOOCs, spoken tutorials, SWAYAMPRAKASH, online educational resources, institute LMS etc.
Notional Hours	Hours of engagement by learners, which include classroom instruction hours, laboratory instruction hours, continuous internal assessment hours, and self-learning hours.
C	Credits: 1 credit is equivalent to 30 Notional Hrs.
Note	a. CIAs and SL have to be planned by the teacher and performed by the learner under the continuous guidance and feedback of the teacher to ensure the outcome of learning. b. Notional Learning hours for the semester are (CL+LL+TL+SL) Hrs.* 15 Weeks



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Semester – I

Course Category	Course Code	Course Title	Scheme of Study (Hours/Week)						Assessment Scheme (Marks)				Total Marks (TA + LA)
			Classroom Instruction(CI)		Lab Instruction (LI)	Hours (CIA+ SL)	Total Notional Hours (CI+LI+ CIA+SL) / for 15 weeks)	Total Credits (C)	Theory Assessment (TA)		Lab Assessment (LA)		
			L	T					Continuous Internal & Self-Learning Assessment (CIAs & SL)	End Semester Examination (ESE)	Continuous Internal & Self-Learning Assessment (CIAs & SL)	End Semester Examination (ESE)	
PC	CM-P-51-PC-601-T	Accounting for Managers	2	0	2	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-602-T	OB and PPM	2	1	0	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-603-T	Economics for Business	2	1	0	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-604-T	Business Research Methods	3	1	0	4	8	4	40	60	-	-	100
PC	CM-P-51-PC-605-T	Entrepreneurship & Start-up Ecosystem	2	1	6	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-606-T	Legal Aspects of Business	2	1	0	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-607-T	Quantitative Techniques for Managers	3	-	0	3	6	3	40	60	-	-	100
GE	As per the Elective	Generic Elective-1	2	-	0	2	4	2	40	60	-	-	100
GE	Choices of Students	Generic Elective-2	2	-	0	2	4	2	40	60	-	-	100

AEC	CM-P-51-AEC-601-P	Business Communication Skills	1	-	2		2	2	50	-	-	-	50
SEC	CM-P-51-SEC-601-P	AI for Managers	1	-	2		2	2	-	-	50	-	50
		Total:						30					1000

Generic Electives:

Course Category	Course Code	Subject Name	L	T	P	C
Generic Elective	CM-P-51-GE-601-T	Entrepreneurship & Start-up Ecosystem	2	-	-	2
Generic Elective	CM-P-51-GE-602-T	Design Thinking & Innovation	2	-	-	2
Generic Elective	CM-P-51-GE-603-T	Indian Knowledge System	2	-	-	2
Generic Elective	CM-P-51-GE-604-T	Computer Application for Business	2	-	-	2
Generic Elective	CM-P-51-GE-605-T	Cyber Security-I	2	-	-	2
Generic Elective	CM-P-51-GE-606-T	Human Rights	2	-	-	2





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Semester – II

Course Category	Course Code	Course Title	Scheme of Study (Hours/Week)						Assessment Scheme (Marks)				Total Marks (TA + LA)
			Classro om Instruct ion (CI)		Lab Instru ction (LI)	Hou rs (CIA+ SL)	Total Notional Hours (CI+LI+ CIA+SL) / for 15 weeks)	Total Credits (C)	Theory Assessment (TA)		Lab Assessment (LA)		
			L	T					Continuous Internal & Self- Learning Assessment (CIAs & SL)	End Semester Examinat ion (ESE)	Continuous Internal & Self- Learning Assessment (CIAs & SL)	End Semester Examinat ion (ESE)	
PC	CM-P-51-PC-608-T	Marketing Management	2	1	-	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-609-T	Financial Management	2	1	-	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-610-T	Human Resource Management	2	1	-	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-611-T	Operations and Supply Chain Management	2	1	-	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-612-T	Strategic Management	2	1	-	3	6	3	40	60	-	-	100
PC	CM-P-51-PC-613-T	Enterprise Performance Management	2	1	-	3	6	3	40	60	-	-	100
GE	As per the Elective Choice of Students	Generic Elective-1	2	-	-	2	4	2	40	60	-	-	100
GE		Generic Elective-2	2	-	-	2	4	2	40	60	-	-	100
FP	CM-P-51-FP-614-P	Field Project (Primary Data)	-	-	-	4	8	4	50	50	-	-	100

AEC	CM-P-51-AEC-602-P	Personality development & employability skills	1	-	2		2	2	50	-	-	-	50
SEC	CM-P-51-SEC-602-P	Advanced Excel using AI	1	-	2		2	2	-	-	50	-	50
		Total:						30					1000

Course Category	Course Code	Subject Name	L	T	P	C
Generic Elective	CM-P-51-GE-607-T	International Business Management	2	-	-	2
Generic Elective	CM-P-51-GE-608-T	Sustainable Development Goals	2	-	-	2
Generic Elective	CM-P-51-GE-609-T	Corporate Ethics and Governance	2	-	-	2
Generic Elective	CM-P-51-GE-610-T	Business Analytics	2	-	-	2
Generic Elective	CM-P-51-GE-611-T	Soft Skills	2	-	-	2
Generic Elective	CM-P-51-GE-612-T	Cyber Security II	2	-	-	2





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Department of Management Studies (MBA)

Semester – III

Course Category	Course Code	Course Title	Scheme of Study (Hours/Week)						Assessment Scheme (Marks)				Total Marks (TA + LA)
			Classro om Instruc tion (CI)		Lab Instru ction (LI)	Hours (CIA+ SL)	Total Notional Hours (CI+LI+C IA+SL)/ for 15 weeks)	Total Credits (C)	Theory Assessment (TA)		Lab Assessment (LA)		
			L	T					Continuous Internal & Self- Learning Assessment (CIAs & SL)	End Semester Examinat ion (ESE)	Continuous Internal & Self- Learning Assessment (CIAs & SL)	End Semester Examina tion (ESE)	
PE	As per the Elective Choice of Students	Specialization Elective-I	2	1	-	3	6	3	40	60	-	-	100
PE		Specialization Elective-II	2	1	-	3	6	3	40	60	-	-	100
PE		Specialization Elective-III	2	1	-	3	6	3	40	60	-	-	100
PE		Specialization Elective-IV	2	1	-	3	6	3	40	60	-	-	100
PE		Specialization Elective-V	2	1	-	3	6	3	40	60	-	-	100
PE		Specialization Elective-VI	2	1	-	3	6	3	40	60	-	-	100
PE		Specialization Elective-VII	2	1	-	3	6	3	40	60	-	-	100
PE		Specialization Elective-VIII	2	1	-	3	6	3	40	60	-	-	100

RP	CM-P-51-RP-713- P	Minor Research Project Link (Dissertation)	-	-	-			4	-	-	50	100	150
SEC	CM-P-51-SEC-701-P	Business Intelligence using AI	-	-	2	2	4	2	50	-	50	-	50
		Total:						30					1000

Semester – IV

Course Category	Course Code	Course Title	Scheme of Study (Hours/Week)						Assessment Scheme (Marks)				Total Marks (TA + LA)
			Classroom Instruction (CI)		Lab Instru- ction (LI)	Hours (CIA + SL)	Total Notional Hours (CI+LI+ CIA+SL)/ for 15 weeks)	Total Credits (C)	Theory Assessment (TA)		Lab Assessment (LA)		
			L	T					Continuous Internal & Self-Learning Assessment (CIAs & SL)	End Semester Examination (ESE)	Continuous Internal & Self-Learning Assessment (CIAs & SL)	End Semester Examination (ESE)	
RP	CM-P-51-RP-714- P	Major Research Project (Internship)	-	-	12	-	12	12	-	-	100	100	200
		Total:						12					200





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Department of Management Studies (MBA)

Specialization Electives for Marketing Management

Course Category	Course Code	Subject Name	L	T	P	C
Specialization Electives (PE)	CM-P-51-PE-701-T	Consumer Behaviour	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-702-T	Sales & Distribution Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-703-T	Digital Marketing	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-704-T	Product & Brand Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-705-T	Marketing Analytics	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-706-T	Marketing Strategies & Research	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-707-T	Customer Relationship Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-708-T	Integrated Marketing Communications	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-709-T	Services Marketing	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-710-T	Emerging Trends in Marketing	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-711-T	Retail Marketing	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-712-T	Rural Marketing	2	1	-	3



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Specialization Electives for Financial Management

Course Category	Course Code	Subject Name	L	T	P	C
Specialization Electives (PE)	CM-P-51-PE-713-T	Financial Markets & Institutions	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-714-T	Financial Services	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-715-T	Security Analysis & Portfolio Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-716-T	Digital Banking	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-717-T	Taxation	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-718-T	Strategic Financial Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-719-T	International Financial Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-720-T	Behavioral Finance	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-721-T	Current Trends in Finance (Fintech, Block chain)	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-722-T	Financial Derivatives	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-723-T	Financial Risk Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-724-T	Corporate Valuation and Mergers & Acquisitions	2	1	-	3



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Specialization Electives for Human Resource Management

Course Category	Course Code	Subject Name	L	T	P	C
Specialization Electives (PE)	CM-P-51-PE-725-T	Talent Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-726-T	HR Analytics	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-727-T	Performance Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-728-T	Compensation & Reward Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-729-T	Organizational Development & Change	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-730-T	Strategic Human Resource Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-731-T	Current Trends in HRM	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-732-T	Conflict Management & Negotiation Skills	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-733-T	Labor Laws & Industrial Relations	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-734-T	HR Operations	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-735-T	Human Resource Planning & Development	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-736-T	Designing HR Policies	2	1	-	3



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Specialization Electives for Operations and Supply Chain Management

Course Category	Course Code	Subject Name	L	T	P	C
Specialization Electives (PE)	CM-P-51-PE-737-T	Logistics Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-738-T	Emerging Trends in Industry	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-739-T	Project Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-740-T	Global Logistics & Supply Chain	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-741-T	Quality Management Systems	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-742-T	Production Planning & Control	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-743-T	Service Operations Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-744-T	Inventory Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-745-T	World Class Manufacturing	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-746-T	Import Export Procedure & Documentation	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-747-T	Toyota Production System	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-748-T	Business Excellence	2	1	-	3



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Specialization Electives for Business Analytics

Course Category	Course Code	Subject Name	L	T	P	C
Specialization Electives (PE)	CM-P-51-PE-749-T	Python for Business Analytics	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-750-T	Data Visualization using Power BI	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-751-T	Machine Learning	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-752-T	Artificial Intelligence in Business Analytics	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-753-T	Data Mining	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-754-T	Marketing Analytics	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-755-T	Supply Chain Analytics	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-756-T	E-Commerce Analytics	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-757-T	Internet of Things	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-758-T	Cloud Analytics & Data Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-759-T	Big Data Analytics	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-760-T	Predictive Analytics and Forecasting	2	1	-	3



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Department of Management Studies (MBA)

Specialization Electives for International Business Management

Course Category	Course Code	Subject Name	L	T	P	C
Specialization Electives (PE)	CM-P-51-PE-761-T	Foreign Trade Policy	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-762-T	International Economics & Trade Agreements	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-763-T	International Business Law	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-764-T	International Marketing Research	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-765-T	Import and Export Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-766-T	Customs, Insurance & Shipping	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-767-T	Overseas Buying Behaviour	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-768-T	Foreign Exchange & Risk Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-769-T	Cross Cultural Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-770-T	International Finance	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-771-T	Global Supply Chain and Logistics Management	2	1	-	3
Specialization Electives (PE)	CM-P-51-PE-772-T	Global Business Strategy and International Market Entry	2	1	-	3



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Award of Minor Specialization

- 1. Eligibility:** A student shall be eligible to opt for a Minor Specialization only after securing a minimum CGPA of 7.00 at the end of the First Year of the MBA Programme.
- 2. Choice of Specialization:** The Minor Specialization shall be pursued in a discipline other than the student's Major Specialization.
- 3. Course Requirements:** To qualify for the award of a Minor Specialization, the student shall select any six (06) courses from the selected additional Specialization Electives bucket of 3rd Semester and complete their assessments in the 4th Semester.
- 4. MOOCs / SWAYAM / NPTEL Option:** In lieu of the prescribed Minor Specialization courses, a student may opt to complete equivalent courses offered through recognized online learning platforms such as SWAYAM, NPTEL, or other University-approved MOOCs, provided that:
 - The courses carry equivalent credits to the prescribed curriculum;
 - The course content is relevant to the selected minor specialization;
 - The student successfully completes the course and submits the course completion certificate and other required documents for verification; and
 - The credits are approved for transfer/equivalence by the concerned school/department in accordance with university regulations.
- 5. Academic Requirements:** The courses undertaken for the Minor Specialization shall be in addition to the requirements of the Major Specialization and shall be completed in accordance with the approved Scheme of Teaching, Learning, and Examination of the University.
- 6. Award of Degree:** Students who will successfully fulfil all the academic requirements of both the Major and Minor Specializations, and satisfy all other applicable University regulations, shall be awarded the MBA Degree with Major and Minor Specializations. The Minor Specialization shall be reflected in the student's academic transcript and degree, as per the University norms.