



The PGP extends over a period of two years, involving six trimesters  
 The programme is carefully designed keeping in view the changing needs of the global business scenario.

During the first year, students are exposed to basic concepts in the areas of Marketing, Finance, Quantitative Methods, Operations, Behavioural Sciences and Strategy through the core courses. These lay the foundations for all the functional areas of management and help the students develop an intricate understanding about the different facets involved.

In the second year, students choose from a range of electives to specialize in functional areas of their interest. They are given the choice of doing a major and minor specialization and also a dual specialization if they choose to. The areas offered at present are Finance, Operations, Marketing, Human Resources, Strategy and General Management.

A lot of emphasis during the PGP has been laid on industry based and research projects. The students, over the period of years are expected to conduct research on various aspects of management and subject it to the scrutiny and evaluation of the faculty. This is aimed at increasing the levels of comprehension the students possess in the respective topics.

PGP Year I		
Term I	Term II	Term III
Microeconomics for Managers	Cost Accounting for Decision Making	Business Environment
Accounting for Decision Making	Marketing Management - II	Research Methodology
Organizational Behaviour - I	Management Information System	Human Resource Management
Marketing Management - I	Financial Management - I	Financial Management - II
Quantitative Methods - I (Statistics)	Organizational Behaviour - II	Operations Management - II
Operations Management - I	Quantitative Methods - II (Ops Res)	Strategic Management - I
Legal Aspects of Business	Macroeconomics for Managers	Business Ethics & Corporate Social Responsibility
Business Communication - I	Business Communication - II	Business Communication 3 (WAC)

PGP Year II		
Term IV	Term V	Term VI
Strategic Management - II	Elective - VI	Elective - XIII
Summer Internship Project	Elective - VII	Elective - XIV
Elective - I	Elective - VIII	Elective - XV
Elective - II	Elective - IX	Elective - XVI
Elective - III	Elective - X	Elective - XVII
Elective - IV	Elective - XI	
Elective - V	Elective - XII	

## List of Electives

### 1. Economics

- Business Forecasting
- Econometric Models
- Economics of Organization
- Environmental Management in Global Economy
- Game Theory and Applications
- Strategic Management of Intellectual Property Rights
- Globalization and Emerging Markets
- Industrial Structure and Competitive Strategy
- International Trade and Investment
- Labour Markets in Developing Countries
- Political Economy
- Technology, Infrastructure and Market Reforms
- Econometrics for Managerial Decision Making
- Public Policy

### 2. Finance

- Business Analysis and Valuation
- Financial Derivatives, Options and Futures
- Financial Risk Management
- Financial Statement Analysis and Security Valuation
- International Corporate Finance
- Investment Management
- Management Control System
- Management of Financial Institutions
- Management of Financial Services
- Management of Insurance
- Mergers, Acquisitions & Corporate Restructuring
- Quantitative Finance/ Financial Econometrics
- Security Analysis and Portfolio Management
- Strategic Financial Management
- Structured Finance
- Taxation and Tax Planning
- Treasury Management
- Venture Capital & Private Equity
- Project Appraisal and Finance
- Investment Banking
- International Finance and Forex Management
- Financial Analytics
- Banking Management & Indian Financial Systems

### 3. Human Resource and Management

- Compensation Management
- Conflict and Negotiation
- Developing Entrepreneurial Personality
- High Performing Organisations
- Leadership Development
- Management of Creativity
- Organization Change and Development
- Performance Management
- Strategic HRM
- Talent Acquisition
- Labour Laws

- Organisational Development
- Competency & Talent Management
- Change Leadership: Strategic & Behavioural Aspects

### 4. IT & Systems

- Business Decision Modelling
- Business Models for E-Commerce
- Data Communication and Networking
- Data Mining and Business Intelligence
- Decision Support System
- Enterprise Digital Infrastructure
- Enterprise Solutions
- Information Security in Business
- Information Systems Analysis and Design
- Strategic Planning of Information Systems
- Software Project Management
- ERP Systems: Technology Planning & Implementation
- Business Analytics Using Data Mining
- Business and IT Consulting
- Business Process Reengineering

### 5. Marketing

- Integrated Marketing Communication
- Brand Management
- Business to Business Marketing
- Consumer Behaviour
- Customer Relationship Management
- Industrial Marketing
- International Marketing
- Internet Marketing and E-Commerce
- Managing Customer Value Delivery
- Marketing Decision Models
- Retailing Management
- Sales Management
- Services Marketing
- Strategic Marketing
- Digital Marketing
- Advanced Marketing Research
- Distribution Management
- Marketing Analytics
- Rural Marketing

### 6. Operations

- Enterprise Solutions
- Infrastructure Management
- Managerial Applications of System Dynamics
- Managing E-business
- Management of Technology
- Manufacturing Planning & Control
- Manufacturing Systems Design
- Operations Strategy
- Optimization Models for Industry
- Production and Inventory Control

- Project management
- Services Operations
- Supply Chain Management
- Supply Chain Modelling
- Total Quality Management and Six Sigma
- Business Process Improvement
- Lean Enterprise
- Global Procurement & Contracts Negotiations Management

- Managing Growth & Decision Making Under Uncertainty
- International Business
- Management of Change and Transformation
- Managing New Ventures
- Mergers, Acquisitions & Corporate Restructuring
- International Business
- Entrepreneurship
- Corporate Governance
- Strategic Leadership and Change Management
- Strategic Management in Emerging Markets
- Consulting Methods
- Business Simulation: Capstone or Market Place
- Entrepreneurship

## 7. Strategy Management

- Advanced Competitive Strategy
- Industry and Competitive Analysis
- International Management

*Note: Electives will be offered as per PGP rule*

## Pedagogy

The pedagogy at IIM Raipur presents a mix of lectures, case studies (both Harvard, International and Indian cases), business games, simulation exercises, role plays, group discussions, field visits, industry based projects and a lot of self-realized conceptual reflection. It has been designed keeping in mind the effect each of these methods have on moulding the minds of young and self-motivated students.

The case studies help the students to keep in touch with the best predicaments faced in the world of management. The most interesting part of learning comes from the brainstorming sessions amongst the students themselves regarding various issues.

## Diploma

Students would be awarded the “Post Graduate Diploma in Management” on successful completion of the Programme.

