Name of the Institute-SIDTM Name of the Program-MBA (Digital & Telecom Management) Revision in Syllabus

Catalog Course Code	Catalog Course Name	Course Type	Batch 2020	Batch 2021	Chan ge in T- Code Yes / No	Chan ge in cour se/N ature	Cha nge in Ped ago gy	Change in evaluati on	Chang e in instruc tion metho d	Add on course	Changes Yes: Revised No: Not Revised
F2004	Cyber Security for Digital and Telecom	Core	Base PS	Dropped	Yes					Yes	Yes
GEN001	Global Immersion Programme	Core		Added	Yes						Yes
GEN002	Project	Core	Base PS	No Change	No						No
GEN005	Non Catalogue Courses	Core	Base PS	No Change	No						No
T0100	Research Publication	Core	Base PS	No Change	No						No
T2004	Financial Accounting	Core	Base PS	No Change	No						No
T2007	Cost Accounting	Core	Base PS	No Change	No						No
T2015	Introduction to Financial Markets and Institutions	Core	Base PS	No Change	No						No
T2059	Advanced Corporate Finance	Core	Base PS	No Change	No						No
T2087	Business Modelling and Planning	Core	Base PS	No Change	No						No
T2114	Essentials of Marketing Management	Core	Base PS	No Change	No						No
T2118	Consumer Behaviour	Elective	Base PS	No Change	No						No
T2128	Product Management	Elective	Base PS	No Change	No		Yes				No
T2130	Brand Management	Elective	Base PS	No Change	No						No
T2136	Sales Force and Channel Management	Elective	Base PS	Dropped	Yes						Yes
T2139	Digital Marketing	Elective		Added	Yes						Yes
T2143	Services Marketing	Elective	Base PS	No Change	No						No
T2216	Business Statistics	Core	Base PS	No Change	No						No
T2219	Operations Research	Core	Base PS	No Change	No						No
T2224	Research Methodology	Core	Base PS	No Change	No		Yes				No
T2227	Business Analytics	Elective	Base PS	No Change	No		Yes				No





T2239	Business Communication	Core	Base PS	No Change	No			No
T2253	Strategic Management	Core	Base PS	No Change	No			No
T2310	Regulatory Aspects of Telecom (RAT)	Elective	Base PS	No Change	No			No
	Operation Support Systems and Business Support							
T2311	Systems Frameworx (OSS/BSS)	Core	Base PS	No Change	No			No
T2319	ITIL Foundation	Elective	Base PS	No Change	No			No
T2321	BPF - eTOM(L2)	Elective	Base PS	Dropped	Yes			Yes
T2322	Descriptive Business Analytics in Telecom	Elective	Base PS	No Change	No			No
T2323	Predictive Business Analytics in Telecom	Elective	Base PS	Dropped	Yes			Yes
T2353	Entrepreneurship	Core	Base PS	No Change	No			No
T2482	Environmental Law and Governance	Core	Base PS	No Change	No			No
T2513	Marketing Research	Elective	Base PS	No Change	No			No
T2560	Principles and Practices of Management	Core	Base PS	No Change	No			No
T2604	Legal and Taxation Aspect	Core	Base PS	No Change	No			No
T2692	Social Media Analytics	Elective	Base PS	No Change	No			No
T2693	Visual Analytics	Core	Base PS	No Change	No			No
T2762	Advanced Big Data Analytics Telecom	Core	Base PS	No Change	No			No
T2766	Telecom Analytics	Elective	Base PS	No Change	No			No
T2777	Management Accounting	Core	Base PS	No Change	No			No
T2778	Basics of Financial Management	Core	Base PS	No Change	No			No
T2827	Supply chain management	Core	Base PS	No Change	No			No
T2831	Information Security Management	Elective	Base PS	No Change	No			No
T2846	Ethical Hacking and Cyber Crime	Elective	Base PS	Dropped	Yes			Yes
T2848	Internal Audit	Elective	Base PS	No Change	No			No
T2849	Management of Financial Technologies	Core	Base PS	No Change	No			No
T2865	General Data Protection Regulation (GDPR)	Elective	Base PS	No Change	No			No
T2866	ICT Architectures and Frameworks	Elective	Base PS	No Change	No			No
T2867	ICT Consulting	Core	Base PS	No Change	No			No
T2869	Introduction to Telecom Technologies	Core	Base PS	No Change	No			No
T2870	Wireless Technologies	Core	Base PS	No Change	No			No
T2873	Services and Technology Trends in Telecom (STTT)	Core	Base PS	No Change	No			No





T2892	Applications of AI and ML in Telecom	Elective	Base PS	No Change	No			No
T2893	Digital Business Ecosystems Fundamentals	Elective	Base PS	Dropped	Yes			Yes
T2894	Cloud-based Solution Architecture	Elective	Base PS	No Change	No			No
T2895	Advanced Cloud-Based Solution Architecture	Elective	Base PS	No Change	No			No
T3035	Governance Risk and Compliance	Core	Base PS	No Change	No			No
T3085	Managing Pre-Sales	Core	Base PS	No Change	No			No
T3167	Introduction to Business Intelligence	Core	Base PS	No Change	No			No
T3170	Information Systems for Telecom Business	Core	Base PS	No Change	No			No
T3174	Network Concepts and Components	Core	Base PS	No Change	No			No
T3206	Advanced Programming in Python	Elective	Base PS	No Change	No			No
T3287	IT Strategy	Elective	Base PS	No Change	No			No
T3311	Data Mining for Decision Making	Elective	Base PS	No Change	No			No
T3353	Internet-of-Things	Core	Base PS	No Change	No			No
T3395	Digital Transformation	Core	Base PS	No Change	No			No
T3489	Spreadsheets for Managers	Core	Base PS	No Change	No			No
T4005	Integrated Disaster Management	Core	Base PS	No Change	No			No
T4666	Well for Life	Core	Base PS	No Change	No			No
T6074	Macroeconomics for Managers	Core	Base PS	No Change	No			No
T6075	Managerial Economics	Core	Base PS	No Change	No			No
TM2012	Digital Forensics	Elective	Base PS	No Change	No			No
TM2014	Digital Risk Management	Core	Base PS	No Change	No			No

Total No of Courses72Revision in No.of Courses8% Revision11





SYMBIOSIS INSTITUTE OF DIGITAL AND TELECOM MANAGEMENT

Symbiosis International (Deemed University)

(Established under section 3 of the UGC Act, 1956)

Re-accredited by NAAC with 'A' grade (3.58/4) | Awarded Category - I by UGC

Founder: Prof. Dr. S. B. Mujumdar, M. Sc., Ph. D. (Awarded Padma Bhushan and Padma Shri by President of India)



Percentage where syllabus revision was carried out from AY 2020-2021 to 2021-2022

Name of the Institute —Symbiosis Institute of Digital and Telecom Management

Name of the programme- MBA (Digital & Telecom Management)

Academic Year	Particulars	Page No.
2021-2022	Approved Programme Structure	5
2020-2021	Approved Programme Structure	13

Dr. Abhijit Chirputkar

Director SIDTM





Celebrating 50 Years of Excellence

elebrati	ing 50 Years of Excellence											
1.	OBJECTIVE	To develop Telecom technology and busi			handle the ever-c	hanging telecom						
2.	DURATION (IN MONTHS)	24 (Full Time)										
3.	INTAKE	150										
4.	RESERVATION	I.Within the sanctioned intake	I.Within the a) SC (In b) ST (D) Differently abled d) Defence									
		3	5									
		II.Over and above the sanctioned intake a) Kashmiri Migrants (In Seats) b) International Students (In Percentage)										
			2 15									
5.	ELIGIBILITY	Graduate from any r minimum of 50% m Scheduled Caste/ Sc	arks or equiva	alent grade (45								
6.	SELECTION PROCEDURE	Symbiosis National Interaction and Writ		·	mic Profile Score	, Personal						
7.	MEDIUM OF INSTRUCTION	English										
8.	PROGRAMME PATTERN	Semester										
9.	COURSE & SPECIALIZATION	As per Annexure A Specializations Offe * Systems and Finar * Marketing and Finar * Analytics and Finar While Finance Specialization from:	nce nance ance ialization is co		•	choose one						
10.	FEE		Academic	Fee p.a In	stitute Deposit	Total						
		Indian Students	62500	00	20000	645000						
		International Students (USD equivalent to INR)	94000	00	20000	960000						
11.	ASSESSMENT	All Internal Courses will have 100% component as internal evaluation at the Institute level. All External Courses will have 60% internal component and 40% component as external [University] examination.										
12.	STANDARD OF PASSING	The assessment of the student for each examination is done, based on relative performance. Maximum Grade Point (GP) is 10 corresponding to O (Outstanding).										

WHA.

		For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 4 corresponding to Grade P. Students securing less than 40% absolute marks in each head of passing will be declared FAIL. The University awards a degree to the student who has achieved a minimum CGPA of 4 out of maximum of 10 CGPA for the programme.
13.	AWARD OF DEGREE/ DIPLOMA/ CERTIFICATE	Master of Business Administration (Digital and Telecom Management) will be awarded at the end of IV semester examination by taking into consideration the performance of all 4 semesters examinations after obtaining minimum 4 CGPA out of 10 CGPA.

14. CLASSIFICATION OF CREDITS

Semester	Generic Core	Generic Elective	Specialization Core	Specialization Elective	Open Elective	Audit	Total
1	20	0	4	0	0	2*	24
2	19	0	6	4	0	0	29
3	17	4	4	4	0	1*	29
4	14	0	4	0	0	0	18
Total	70	4	18	8	0	0	100

^{*} Satisfactory completion of the non letter grade courses 'Integrated Disaster Management', 'Research Publication''Certificate in COVID-19 Care for the Community' is mandatory for award of degree.

The revised programme structure supersedes the previously approved programme structure dated 13/05/2021 for the programme.

This Programme Structure is aligned with the norms laid down by the University and is approved by the Academic Council.

Hereafter changes (if any) which conform to the policy on "Curriculum Development and Review" would be permissible, subject to revision of the Programme Structure, following the specified processes.

Head - Academics

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Annexure A

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
			emester : 1				
T0000	0005400404	1	Core Courses		1 00	40	400
T2239	.	Business Communication		2	60	40	100
T2216	0205420102	Business Statistics		2	60	40	100
T2114	0205420103	Essentials of Marketing Management		2	60	40	100
T3170	0205420104	Information Systems for Telecom Business		2	60	40	100
T3174	0205420105	Network Concepts and Components		2	60	40	100
T2560	0205420106	Principles and Practices of Management		2	60	40	100
T6075	0205420107	Managerial Economics		2	60	40	100
T2869	0205420108	Introduction to Telecom Technologies		2	60	40	100
T3353	0205420109	Internet-of-Things		1	50	0	50
T2219	0205420110	Operations Research		1	50	0	50
T2224	0205420111	Research Methodology		1	50	0	50
T3489		Spreadsheets for Managers		1	50	0	50
T4005	0205420113	Integrated Disaster Management *		0	0	0	Non Letter Grade
TH4272	0205420117	Certificate in COVID-19 Care for the Community *		0	0	0	Non Letter Grade
	•		Total	20	680	320	1000
				_			·
		Specialization (Core Courses : Finar	nce			
T2015	0205420114	Introduction to Financial Markets and Institutions	Finance	2	60	40	100
T2007	0205420115	Cost Accounting	Finance	1	50	0	50
T2004	0205420116	Financial Accounting	Finance	1	50	0	50
			Total	4	160	40	200
			emester : 2				
			Core Courses	•		_	
T2803	0205420201	· ·		3	150	0	150
T2870	0205420202	Wireless Technologies		3	90	60	150
	000540000	Governance Risk and		2	60	40	100
T3035	0205420203	Compliance					
T3035 T3167	0205420203	Introduction to Business Intelligence		2	60	40	100
	0205420204	Introduction to Business		2	60 60	40 40	100 100





Catalog

Symbiosis Institute of Digital and Telecom Management, Pune **Master of Business Administration (Digital and Telecom Management) Programme Structure 2021-23**

Annexure A

Course	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T6074	0205420207	Macroeconomics for Managers		2	60	40	100
T2693	0205420208	Visual Analytics		2	100	0	100
T2482	0205420209	Environmental Law and Governance		1	50	0	50
			Total	19	690	260	950
		<u>. </u>	Core Courses : Finan	се			
T2778	0205420210	Basics of Financial Management	Finance	2	60	40	100
T2604	0205420211	Legal and Taxation Aspect	Finance	2	60	40	100
T2777	0205420212	Management Accounting	Finance	2	60	40	100
			Total	6	180	120	300
			on Elective : System				
T2866	0205420213	ICT Architectures and Frameworks	System	2	60	40	100
T2894	0205420214	Cloud-based Solution Architecture	System	2	60	40	100
T3287	0205420215	IT Strategy	System	2	60	40	100
		Total	Required Credits	4	120	80	200
		Specialization	າ Elective : Marketing	3			
T2118	0205420216	Consumer Behaviour	Marketing	2	60	40	100
T2513		Marketing Research	Marketing	2	60	40	100
T2128	0205420218	Product Management	Marketing	2	60	40	100
		Total	Required Credits	4	120	80	200
		Specializatio	n Elective : Analytics	3			
T3206	0205420219	Advanced Programming in Python	Analytics	2	60	40	100
T2227	0205420220	Business Analytics	Analytics	2	60	40	100
T3311	0205420221	Data Mining for Decision Making	Analytics	2	60	40	100
		Total	Required Credits	4	120	80	200
		Se	mester : 3				
		•	Core Courses				
T2806	0205420301	Project		6	300	0	300



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Annexure A

Services and Technology 3 90 60 150	Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2311	T2873	0205420302			3	90	60	150
T2311	T3395	0205420303	Digital Transformation		2	60	40	100
Telecom	T2311	0205420304	and Business Support Systems		2	60	40	100
Total	F2004	0205420305			2	100	0	100
Total 17 670 180 850	TM2014	0205420306	Digital Risk Management		2	60	40	100
T2831 0205420308 Information Security Management 1 50 0 50	T0100	0205420307	Research Publication *		0	0	0	
T2831 0205420308 Information Security				Total	17	670	180	850
T2831 0205420308 Information Security			Generic Flec	tive Courses Group				
T2322 0205420308 Management				Tive Godinges Group	_			
Telecom	T2831	0205420308	Management		1	50	0	50
T2865 0205420311 General Data Protection Regulation (GDPR) 1 50 0 50 50 1 1 50 0 50 5			in Telecom		1			
T2848 0205420312 Internal Audit 1 50 0 50 50 50	T2319	0205420310			1	50	0	50
Total Required Credits	T2865	0205420311			1	50	0	50
Specialization Core Courses : Finance 2 60 40 100	T2848	0205420312	Internal Audit		1	50	0	50
T2849 0205420313 Management of Financial Technologies Finance 2 60 40 100			Total	Required Credits	4	200	0	200
T2849 0205420313 Management of Financial Technologies Finance 2 60 40 100								
Technologies			<u>. </u>	Core Courses : Finan	ce		_	
Total Finance 2 60 40 100	T2849	0205420313		Finance	2	60	40	100
T2310 0205420315 Regulatory Aspects of Telecom (RAT) System 2 60 40 100	T2087	0205420314		Finance	2	60	40	100
T2310 0205420315 Regulatory Aspects of Telecom (RAT) System 2 60 40 100 TM2012 0205420316 Digital Forensics System 2 60 40 100 T2895 0205420317 Advanced Cloud-Based Solution Architecture System 2 60 40 100 Total Required Credits 4 120 80 200 Specialization Elective: Marketing			,	Total	4	120	80	200
T2310 0205420315 Regulatory Aspects of Telecom (RAT) System 2 60 40 100 TM2012 0205420316 Digital Forensics System 2 60 40 100 T2895 0205420317 Advanced Cloud-Based Solution Architecture System 2 60 40 100 Total Required Credits 4 120 80 200 Specialization Elective: Marketing						•	•	
TM2012 0205420316 Digital Forensics System 2 60 40 100			Specialization	on Elective : System				
TM2012 0205420316 Digital Forensics System 2 60 40 100 T2895 0205420317 Advanced Cloud-Based Solution Architecture System 2 60 40 100 Total Required Credits 4 120 80 200	T2310	0205420315		System	2	60	40	100
T2895 0205420317 Advanced Cloud-Based Solution Architecture System 2 60 40 100 Total Required Credits 4 120 80 200 Specialization Elective: Marketing	TM2012	0205420316	` '	System	2	60	40	100
Total Required Credits 4 120 80 200 Specialization Elective : Marketing			Advanced Cloud-Based	j				
				Required Credits	4	120	80	200
			Specialization	n Elective : Marketing	I			
	T2143	0205420318	·	i		60	40	100

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Annexure A

Catalog							
Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2130	0205420319	Brand Management	Marketing	2	60	40	100
T2139	0205420320	Digital Marketing	Marketing	2	60	40	100
	•	Total	Required Credits	4	120	80	200
			n Elective : Analytic			T T	
T2692	<u> </u>	Social Media Analytics	Analytics	2	60	40	100
T2766	0205420322	Telecom Analytics	Analytics	2	60	40	100
T2892	0205420323	Applications of Al and ML in Telecom	Analytics	2	60	40	100
		Total	Required Credits	4	120	80	200
			GIP				
G2004	0205420324	Global Immersion Programme		4	0	200	200
	, , , , , , , , , , , , , , , , , , , ,		emester : 4	<u> </u>			
		• •					
T2040	0005400404		Core Courses	10	1 200	200	500
	0205420401	Project	C Core Courses	10	300	200	500
T2810 T2353	0205420402	Project Entrepreneurship	C Core Courses	2	100	0	100
		Project Entrepreneurship		2 2	100 100	0	100 100
T2353	0205420402	Project Entrepreneurship	Core Courses Total	2	100	0	100
T2353	0205420402	Project Entrepreneurship Well for Life		2 2 14	100 100	0	100 100
T2353 T4666	0205420402 0205420403	Project Entrepreneurship Well for Life	Total	2 2 14	100 100	0	100 100
T2353 T4666	0205420402 0205420403	Project Entrepreneurship Well for Life Specialization	Total Core Courses : Finar	2 2 14	100 100 500	0 0 200	100 100 700
T2353 T4666	0205420402 0205420403	Project Entrepreneurship Well for Life Specialization (Advanced Corporate Finance	Total Core Courses : Finar Finance	2 2 14 nce 2 2	100 100 500	0 0 200	100 100 700
T2353 T4666 T2059	0205420402 0205420403 0205420404	Project Entrepreneurship Well for Life Specialization (Advanced Corporate Finance	Total Core Courses : Finar Finance Total	2 2 14 nce 2 2	100 100 500	0 0 200	100 100 700
T2353 T4666 T2059	0205420402 0205420403 0205420404	Project Entrepreneurship Well for Life Specialization Advanced Corporate Finance Specialization	Total Core Courses : Finar Finance Total Core Courses : Systematics	2 2 14 14 nce 2 2	100 100 500 100 100	0 0 200	100 100 700 100 100
T2353 T4666 T2059	0205420402 0205420403 0205420404	Project Entrepreneurship Well for Life Specialization Advanced Corporate Finance Specialization ICT Consulting	Total Core Courses : Finar Finance Total Core Courses : System System Total	2 2 14 nce 2 2 2 em 2 2	100 100 500 100 100	0 200 200 0 40	100 700 700 100 100
T2353 T4666 T2059	0205420402 0205420403 0205420404 0205420404	Project Entrepreneurship Well for Life Specialization Advanced Corporate Finance Specialization ICT Consulting	Total Core Courses : Finar Finance	2 2 14 nce 2 2 2 em 2 2	100 100 500 100 100	0 200 200 0 40	100 700 700 100 100
T2353	0205420402 0205420403 0205420404 0205420404	Project Entrepreneurship Well for Life Specialization Advanced Corporate Finance Specialization ICT Consulting Specialization C	Total Core Courses : Finar Finance Total Core Courses : System System Total	2 2 14 nce 2 2 em 2 2 ting	100 100 500 100 100 60 60	0 200 0 0 0 40 40	100 700 700 100 100
T2353 T4666 T2059	0205420402 0205420403 0205420404 0205420404	Project Entrepreneurship Well for Life Specialization Advanced Corporate Finance Specialization ICT Consulting Specialization C Supply Chain Management	Total Core Courses : Finar Finance Total Core Courses : System Total Ore Courses : Marketing	2 2 14 nce 2 2 2 ting 2 2	100 100 500 100 100 60 60	0 200 0 0 0 40 40	100 700 700 100 100 100

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SIU 02/09/2022 (R-1)



Annexure A

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
			Total	2	60	40	100





Semester	Internal Credits	External Credits	Total Credits	Total Marks
	•	Systems & Finance		•
Semester 1	6	18	24	1200
Semester 2	6	23	29	1450
Semester 3	12	17	29	1450
Semester 4	6	12	18	900
Total	30	70	100	5000
	N	larketing & Finance		
Semester 1	6	18	24	1200
Semester 2	6	23	29	1450
Semester 3	12	17	29	1450
Semester 4	6	12	18	900
Total	30	70	100	5000
		nalytics & Finance		-
Semester 1	6	18	24	1200
Semester 2	6	23	29	1450
Semester 3	12	17	29	1450
Semester 4	6	12	18	900
Total	30	70	100	5000





1.	OBJECTIVE	To develop Telecom Business Leaders who can handle the ever-changing telecom technology and business environment.					
2.	DURATION (IN MONTHS)	24 (Full Time)					
3.	INTAKE	150					
4.	RESERVATION	N I.Within the sanctioned intake a) SC (In Percent		b) ST (In Pe	ercentage)	c) Differently at (In Percentage)	
			15		7.5		3
		II.Over and above the sanctioned intake	,		b) International Students (In Percentage)		
			2			15	
5.	ELIGIBILITY	minimum of 50% m	Graduate from any recognised University/ Institution of National Importance with minimum of 50% marks or equivalent grade (45% marks or equivalent grade for Scheduled Caste / Scheduled Tribes).				
6.	SELECTION PROCEDURE	Symbiosis National Aptitude Test score, Academic Profile Score, Personal Interaction and Writing Ability Test (PI-WAT)					onal
7.	MEDIUM OF INSTRUCTION	English					
8.	PROGRAMME PATTERN	Semester					
9.	COURSE & SPECIALIZATION	As per Annexure A Specialization: • Systems and Finan • Marketing and Fin • Analytics and Finan	ance				
10.	FEE		Academic Fee p.:	a In	stitute Depo	sit	Total
		Indian Students	625000		20000		645000
		International Students (USD equivalent to INR)	940000		20000		960000
11.	ASSESSMENT	All Internal Courses Institute level. All E component as extern	xternal Courses will	have 6	0% internal c		
12.	STANDARD OF PASSING	component as external [University] examination. The assessment of the student for each examination is done, based on relative performance. Maximum Grade Point (GP) is 10 corresponding to O (Outstanding). For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 4 corresponding to Grade P. Students securing less than 40% absolute marks in each head of passing will be declared				examination . Students	

		FAIL. The University awards a degree to the student who has achieved a minimum CGPA of 4 out of maximum of 10 CGPA for the programme.
13.	DIPLOMA/	Master of Business Administration ((Digital and Telecom Management) will be awarded at the end of IV semester examination by taking into consideration the performance of all 4 semesters examinations after obtaining minimum 4 CGPA out of 10 CGPA.

14. NATURE WISE DISTRIBUTION OF CREDITS

Semester	Generic Core	Generic Elective	Specialization Core	Specialization Elective	Open Elective	Audit	Total
1	24	0	0	0	0	1*	24
2	25	0	0	4	0	0	29
3	21	4	0	4	0	1*	29
4	16	0	2	0	0	0	18
Total	86	4	2	8	0	0	100

^{*} Satisfactory completion of the non letter- grade courses 'Integrated Disaster Management' and 'Research Publication' is mandatory for award of degree.

Programme Structure is approved by the Academic Council subject to its norms & conditions. Any provision in the Programme Structure which violates the basic rules & regulations is deemed to be termed "Null & Void".

Head-Academics

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Annexure A

	ears of Excellence		Annexure A	•			
Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
			mester : 1				
	T		Core Courses			T	ı
T2239	0205420101	Business Communication		2	60	40	100
T2216	0205420102	Business Statistics		2	60	40	100
T2114	0205420103	Essentials of Marketing Management		2	60	40	100
T3170	0205420104	Information Systems for Telecom Business		2	60	40	100
T2015	0205420105	Introduction to Financial Markets and Institutions		2	60	40	100
T3174	0205420106	Network Concepts and Components		2	60	40	100
T2560	0205420107	Principles and Practices of Management		2	60	40	100
T6075	0205420108	Managerial Economics		2	60	40	100
T2869	0205420109	Introduction to Telecom Technologies		2	60	40	100
T2007	0205420110	Cost Accounting		1	50	0	50
T2004	0205420111	Financial Accounting		1	50	0	50
T3353	0205420112	Internet-of-Things		1	50	0	50
T2219		Operations Research		1	50	0	50
T2224		Research Methodology		1	50	0	50
T3489		Spreadsheets for Managers		1	50	0	50
T4005	0205420116	Integrated Disaster Management *		0	0	0	Non Letter Grade
			Total	24	840	360	1200
		So	mester : 2		0.0		1
			Core Courses				
T2803	0205420201	Project		3	150	0	150
T2870		Wireless Technologies		3	90	60	150
T2778	0205420203	Basics of Financial Management		2	60	40	100
T3035	0205420204	Governance Risk and Compliance		2	60	40	100
T3167	0205420205	Introduction to Business Intelligence		2	60	40	100
T2604	0205420206	· ·		2	60	40	100
T2777	0205420207	Management Accounting		2	60	40	100
T3085	0205420208	Managing Pre-Sales		2	60	40	100
T2253		Strategic Management		2	60	40	100
T6074	0205420210	Macroeconomics for Managers		2	60	40	100
T2693	0205420211	Visual Analytics		2	100	0	100
T2482	0205420212	Environmental Law and Governance		1	50	0	50
		Covernance	Total	25	870	380	1250
		On a latination Flori			070	300	1230
T3206	0205420213	Advanced Programming in	ctive : Analytics & Fir Analytics & Finance	nance 2	60	40	100
T2227	0205420214	Python Business Analytics	Analytics & Finance	2	60	40	100
T3311	0205420215	Data Mining for Decision Making	Analytics & Finance	2	60	40	100
		•	Required Credits	4	120	80	200
		Specialization Elec	tive : Marketing & Fi	nance			
T2118	0205420216	-	Marketing & Finance	2	60	40	100
T2513	0205420217	Marketing Research	Marketing & Finance	2	60	40	100
T2128		Product Management	Marketing & Finance	2	60	40	100
			Required Credits	4	120	80	200
		Specialization Ele	ctive : Systems & Fin	ance			
T2866	0205420219	ICT Architectures and Frameworks	Systems & Finance	2	60	40	100



Annexure A

Catalog		•					
Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2894	0205420220	Cloud-based Solution Architecture	Systems & Finance	2	60	40	100
T3287	0205420221	IT Strategy	Systems & Finance	2	60	40	100
		Total	Required Credits	4	120	80	200
		Se	mester : 3		•	•	
		Generio	Core Courses				
T2806	0205420301	Project		6	300	0	300
T2873	0205420302	Services and Technology Trends in Telecom (STTT)		3	90	60	150
T2087	0205420303	Business Modeling and Planning		2	60	40	100
T3395	0205420304	Digital Transformation		2	60	40	100
T2311	0205420305	Operation Support Systems and Business Support Systems Frameworx (OSS/BSS)		2	60	40	100
T2849	0205420306	Management of Financial Technologies		2	60	40	100
F0002	0205420307	Flexi-Credit Course		2	100	0	100
TM2014	0205420308	Digital Risk Management		2	60	40	100
T0100	0205420309	Research Publication *		0	0	0	Non Letter Grade
			Total	21	790	260	1050
		Generic Flec	tive Courses Group				
T0005	0005400040	General Data Protection	live oburses oroup	4	50	0	50
T2865	0205420310	Regulation (GDPR)		1	50	0	50
T2848	0205420311	Internal Audit Information Security		1	50	0	50
T2831	0205420312	Management		1	50	0	50
T2319	0205420313	ITIL Foundation		1	50	0	50
T2322	0205420314	Descriptive Business Analytics in Telecom		1	50	0	50
		Total	Required Credits	4	200	0	200
		Specialization Flor	stivo . Analytico 9 Eir				
T2692	0205420315		ctive : Analytics & Fir Analytics & Finance	2 2	60	40	100
T2766	0205420316		Analytics & Finance	2	60	40	100
T2892	0205420317	Applications of Al and ML in Telecom	Analytics & Finance	2	60	40	100
			Required Credits	4	120	80	200
			·				
T04.46	00054555	•	tive : Marketing & Fir		I 22		
T2143	0205420318	Services Marketing	Marketing & Finance	2	60	40	100
T2130	0205420319	Services Marketing Brand Management Sales Force and Channel	Marketing & Finance Marketing & Finance	2	60 60 60		100 100
		Services Marketing Brand Management Sales Force and Channel Management	Marketing & Finance Marketing & Finance Marketing & Finance	2 2 2	60 60	40 40 40	100 100 100
T2130	0205420319	Services Marketing Brand Management Sales Force and Channel Management	Marketing & Finance Marketing & Finance	2	60	40 40	100 100
T2130	0205420319	Services Marketing Brand Management Sales Force and Channel Management Total	Marketing & Finance Marketing & Finance Marketing & Finance	2 2 2 4	60 60	40 40 40	100 100 100
T2130	0205420319	Services Marketing Brand Management Sales Force and Channel Management Total	Marketing & Finance Marketing & Finance Marketing & Finance Required Credits ctive: Systems & Finance	2 2 2 4	60 60	40 40 40	100 100 100
T2130 T2136	0205420319 0205420320	Services Marketing Brand Management Sales Force and Channel Management Total Specialization Electric Regulatory Aspects of Telecom (RAT) Digital Forensics	Marketing & Finance Marketing & Finance Marketing & Finance Required Credits ctive: Systems & Finance	2 2 2 4	60 60 120	40 40 40 80	100 100 100 200
T2130 T2136 T2310	0205420319 0205420320 0205420321	Services Marketing Brand Management Sales Force and Channel Management Total Specialization Electric Regulatory Aspects of Telecom (RAT)	Marketing & Finance Marketing & Finance Marketing & Finance Required Credits ctive: Systems & Finance Systems & Finance	2 2 2 4 ance 2	60 60 120	40 40 40 80	100 100 100 200
T2130 T2136 T2310 TM2012	0205420319 0205420320 0205420321 0205420322	Services Marketing Brand Management Sales Force and Channel Management Total Specialization Electric Regulatory Aspects of Telecom (RAT) Digital Forensics Advanced Cloud-Based Solution Architecture Total	Marketing & Finance Marketing & Finance Marketing & Finance Marketing & Finance Required Credits Ctive: Systems & Fin Systems & Finance Systems & Finance Systems & Finance Systems & Finance Required Credits	2 2 2 4 ance 2	60 60 120 60	40 40 40 80 40 40	100 100 100 200 100
T2130 T2136 T2310 TM2012	0205420319 0205420320 0205420321 0205420322	Services Marketing Brand Management Sales Force and Channel Management Total Specialization Elector (RAT) Digital Forensics Advanced Cloud-Based Solution Architecture Total See	Marketing & Finance Marketing & Finance Marketing & Finance Marketing & Finance Required Credits Ctive: Systems & Finance Systems & Finance Systems & Finance Systems & Finance Required Credits mester: 4	2 2 4 ance 2 2	60 60 120 60 60	40 40 40 80 40 40 40	100 100 100 200 100 100
T2130 T2136 T2310 TM2012 T2895	0205420319 0205420320 0205420321 0205420322 0205420323	Services Marketing Brand Management Sales Force and Channel Management Total Specialization Elector (RAT) Digital Forensics Advanced Cloud-Based Solution Architecture Total Se Generic	Marketing & Finance Marketing & Finance Marketing & Finance Marketing & Finance Required Credits Ctive: Systems & Fin Systems & Finance Systems & Finance Systems & Finance Systems & Finance Required Credits	2 2 4 ance 2 2 2 4	60 60 120 60 60 60 120	40 40 40 80 40 40 40 80	100 100 200 200 100 100 200
T2130 T2136 T2310 TM2012 T2895 T2810	0205420319 0205420320 0205420321 0205420322 0205420323	Services Marketing Brand Management Sales Force and Channel Management Total Specialization Elector (RAT) Digital Forensics Advanced Cloud-Based Solution Architecture Total Se Generic	Marketing & Finance Marketing & Finance Marketing & Finance Marketing & Finance Required Credits Ctive: Systems & Finance Systems & Finance Systems & Finance Systems & Finance Required Credits mester: 4	2 2 4 eance 2 2 2 4	60 60 120 60 60 60 120	40 40 40 80 40 40 40 80	100 100 100 200 100 100 200
T2130 T2136 T2310 TM2012 T2895 T2810 T2059	0205420319 0205420320 0205420321 0205420322 0205420323 0205420401 0205420402	Services Marketing Brand Management Sales Force and Channel Management Total Specialization Elector (RAT) Digital Forensics Advanced Cloud-Based Solution Architecture Total Secure Ceneric Project Advanced Corporate Finance	Marketing & Finance Marketing & Finance Marketing & Finance Marketing & Finance Required Credits Ctive: Systems & Finance Systems & Finance Systems & Finance Systems & Finance Required Credits mester: 4	2 2 4 ance 2 2 2 4	60 60 120 60 60 60 120	40 40 80 80 40 40 40 80	100 100 200 200 100 100 200
T2130 T2136 T2310 TM2012 T2895 T2810	0205420319 0205420320 0205420321 0205420322 0205420323 0205420401 0205420402	Services Marketing Brand Management Sales Force and Channel Management Total Specialization Elector (RAT) Digital Forensics Advanced Cloud-Based Solution Architecture Total Securic Project Advanced Corporate Finance Entrepreneurship	Marketing & Finance Marketing & Finance Marketing & Finance Marketing & Finance Required Credits Ctive: Systems & Finance Systems & Finance Systems & Finance Systems & Finance Required Credits mester: 4	2 2 4 eance 2 2 2 4	60 60 120 60 60 60 120	40 40 40 80 40 40 40 80	100 100 100 200 100 100 200
T2130 T2136 T2310 TM2012 T2895 T2810 T2059 T2353	0205420319 0205420320 0205420321 0205420322 0205420323 0205420401 0205420402 0205420403	Services Marketing Brand Management Sales Force and Channel Management Total Specialization Elector (RAT) Digital Forensics Advanced Cloud-Based Solution Architecture Total Securic Project Advanced Corporate Finance Entrepreneurship	Marketing & Finance Marketing & Finance Marketing & Finance Marketing & Finance Required Credits Ctive: Systems & Finance Systems & Finance Systems & Finance Systems & Finance Required Credits mester: 4	2 2 4 ance 2 2 2 4	60 60 120 60 60 60 120 300 100	40 40 80 80 40 40 40 80 200 0	100 100 200 100 100 100 200 500 100



Annexure A

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2762	0205420405	Advanced Big Data Analytics Telecom	Analytics & Finance	2	60	40	100
			Total	2	60	40	100
		Specialization Core C	ourses : Marketing &	Finance			
T2827	0205420406	Supply Chain Management	Marketing & Finance	2	60	40	100
			Total	2	60	40	100
		Specialization Core (Courses : Systems &	Finance			
T2867	0205420407	ICT Consulting	Systems & Finance	2	60	40	100
			Total	2	60	40	100



Programme Structure 2020-22

Semester	Internal Credits	External Credits	Total Credits	Total Marks
		Analytics & Finance		
Semester1	6	18	24	1200
Semester2	6	23	29	1450
Semester3	12	17	29	1450
Semester4	6	12	18	900
Total	30	70	100	5000
	N	larketing & Finance		
Semester1	6	18	24	1200
Semester2	6	23	29	1450
Semester3	12	17	29	1450
Semester4	6	12	18	900
Total	30	70	100	5000
		Systems & Finance		
Semester1	6	18	24	1200
Semester2	6	23	29	1450
Semester3	12	17	29	1450
Semester4	6	12	18	900
Total	30	70	100	5000