

**Rajiv Gandhi Institute of Petroleum Technology**  
**Department of Management Studies**

**Brief Program Structure**

Department of Management Studies (DoMS), offers a 2-year full-time MBA programme. The focus of the MBA programme in RGIPT is to impart extensive exposure in the various areas of specialization (**Energy, Marketing, Finance, HR and Operations**) through electives, thereby providing a wide array of career and entrepreneurship opportunities.

The MBA programme is divided into four Semesters of 14-16 weeks each. With objectives of offering conceptual, theoretical, and practical insights into management discipline, core/compulsory courses are offered during the entire programme. However, Majority of the core courses are covered in the first year of the programme along with a project.

After completing the first year, students are required to undergo 'Summer (industry) Internship'. The internship period is normally about 8-10 weeks. The 'Summer Internship' is assigned 8 credits.

The Second year consist of two compulsory Core courses, eight 'Electives' chosen by students from a basket of electives from various areas; and two compulsory projects.

The electives are designed to give in-depth knowledge in various functional areas.

**Major/Minor Concentration:** DoMS offer Major specialization in Marketing and Finance and Minor specialization in Human Resource Management, Operations Management, Energy management. Students completing a minimum of '**SIX**' electives from a specific area will be eligible for award of 'Major Concentration' certificate; and those completing a minimum of '**TWO**' in a specific area/discipline will be eligible for award of 'Minor Concentration' certificate.

Award of concentration certificate, however, depends on meeting the other academic requirements laid down in the academic rulebook, besides passing the examination.

In addition to the above, interested students may be allowed to take different course from other department as open elective. The list of courses in two years (four semester) along with credit are presented below:

## Course Structure MBA 2020

### Semester- I

S. No	Name of Subject	Credit	Subject Code
1	Global Energy Scenario	8	MT5203
2	Managerial Economics	8	MT5101
3	Managerial Communications	8	MT5404
4	Management Accounting	8	MT5309
5	Operations Research	8	MT5803
6	Information Technology for Managers	8	MT5602
7	Business Statistics	8	MT5801
	<b>Total</b>	<b>56</b>	

### Semester-II

S. No	Name of Subject	Credit	Subject Code
1	Human Resource Management	8	MT5505
2	Financial Management	8	MT5306
3	Marketing Management	8	MT5701
4	Operations Management	8	MT5802
5	Business Analytics	8	MT5601
6	Organization Behavior	8	MT5509
7	Legal Aspect of Management	8	MT5403
8	<b>Project</b>	6	MT5901
	<b>Total</b>	<b>62</b>	

### Semester-III

S. No	Name of Subject	Credit	Subject Code
1	Strategic Management	8	MT5512
2	Entrepreneurship	8	MT5402
3	Project	6	MT5902
4	Department Elective 1	8	annexed
5	Department Elective 2	8	annexed
6	Department Elective 3	8	annexed
7	Department Elective 4	8	annexed
8	Open Elective*	9	
	<b>Total</b>	<b>63</b>	

**\*Student can opt open elective course from other department**

## Semester- IV

<b>S. No</b>	<b>Name of Subject</b>	<b>Credit</b>	<b>Subject Code</b>
1	Corporate Governance & Social Responsibility of Business	8	MT5401
2	International Business	8	MT5506
3	Project	6	MT5403
4	Department Elective 1	8	annexed
5	Department Elective 2	8	annexed
6	Department Elective 3	8	annexed
7	Department Elective 4	8	annexed
8	Open Elective*	9	
	<b>Total</b>	<b>63</b>	

**\*Student can opt open elective course from other department**

## Annexure 1

### Area wise list of Elective Courses (Department Elective)

#### Marketing

S. No	Name of Subject	Credits	Subject Code
1	Advertising and Sales Promotion Management	8	MT5702
2	B2B Marketing	8	MT5703
3	Consumer Behavior	8	MT5704
4	Digital and Social Media Marketing	8	MT5705
5	Managing Retail Business	8	MT5706
6	Marketing Research	8	MT5707
7	Product and Brand Management	8	MT5708
8	Sales and Distribution Management	8	MT5709
9	Services Marketing	8	MT5710

#### Finance

S. No	Name of Subject	Credits	Subject Code
1	Banking and Insurance	8	MT5301
2	Behavioural Finance	8	MT5302
3	Corporate Finance	8	MT5303
4	Corporate Taxation	8	MT5304
5	Financial Derivatives	8	MT5305
6	Financial Risk Management	8	MT5307
7	International Finance	8	MT5308
8	Management of Financial Services	8	MT5310
9	Mergers and Acquisitions	8	MT5311
10	Project Finance	8	MT5312
11	Security Analysis and Portfolio Management	8	MT5313

#### HR and Strategy

S. No	Name of Subject	Credits	Subject Code
1	Business Consulting	8	MT5501
2	Change Management	8	MT5502
3	Creativity and Innovation	8	MT5503
4	Game Theory	8	MT5504
5	Leadership & Team Building	8	MT5507
6	Negotiations and Conflict Management	8	MT5508
7	Performance Management	8	MT5510
8	Personnel Management and Industrial Law	8	MT5511

## **Operations Management**

<b>S. No</b>	<b>Name of Subject</b>	<b>Credits</b>	<b>Subject Code</b>
1	Operations Strategy	8	MT5804
2	Project Management	8	MT5805
3	Services Operations Management	8	MT5806
4	Supply Chain Management	8	MT5807
5	TQM and Six Sigma	8	MT5808

## **Petroleum and Energy**

<b>S. No</b>	<b>Name of Subject</b>	<b>Credits</b>	<b>Subject Code</b>
1	Contract Management and Negotiation in Oil and Gas	8	MT5201
2	Energy Policy	8	MT5202
3	ITRM in Oil and Gas	8	MT5204
4	Managing Exploration and Production Business	8	MT5205
5	Natural Gas Business	8	MT5206
6	Pipelines	8	MT5207
7	Power Distribution and Marketing	8	MT5208
8	Refining Technology & Economics	8	MT5209
9	Renewable Energy	8	MT5210

**The Institute reserves the right to modify the list of elective courses and concentration areas offered at any point of time during the programme.**