

Programme Design of EPGP - IIM Indore

Term & Duration	Courses (Credits)	Faculties	Remarks
Term I: 1 st September 2010 to 19 th October, 2010	Creating Customer Value (4)	Subramanian Ramkumar (VF)	All are Core Courses - Class Dissolves on 15 th October followed by End Term Exam and Term Break
	Communication for Leaders (2)	Md. Ashraf Rizvi	
	Decision Analysis (4)	Vinay Singh Chawan	
	Financial Reporting and Analysis (4)	V. K. Gupta	
	Legal Aspects of Business (4)	M.R. & Lalitha Sreenath	
	Perspectives on Individual Dimensions (2)	P. K. Singh	
	Theory of Firms and Markets (2)	Vaibhav Bhamoriya	
	Note: 7 Core Courses - 22 Credits - 6 Internal faculties + 1 Visiting Faculty		
Term II: 20 th October 2010 - 10 th December, 2010	Business Statistics (2)	Bhavin Shah (VF)	All are Core Courses - Class Dissolves on 15 th October followed by End Term Exam and Term Break
	Cost Management (2)	Keyur Thaker	
	International Business (2)	S. Basu	
	Financial Systems and Resources (2)	B. Hariprasad	
	Macroeconomic Policy (3)	Ganesh Kumar N.	
	Perspectives on Group & Org. Dimensions (3)	S. K. Ghosh & S. K. Mishra	
	Services and Operations Management (4)	Rohit Kapoor & Omkar P Desai	
	Strategic Management - I (Industry Analysis) (2)	D. L. Sunder	
	Written Analysis and Communication (2)	Abha Chatterjee	
	Note: 9 Core Courses - 22 Credits - 10 Internal Faculties + 1 Visiting Faculties		

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Term III: 16 th December 2010 to 31 st January, 2011	Business Ethics (2)	M.R. & Lalitha Sreenath	All are Core Courses - Class Dissolves on 15 th October followed by End Term Exam and Term Break
	Corporate Finance (4)	A.Kanagaraj	
	Human Resource Management (4)	K. K. Jain	
	Delivering Customer Value (4)	S. Ramkumar (VF)	
	Management Information System (2)	P. Panigrahi	
	Strategic Management II (2)	S. Pani	
	Strategy Implementation (2)	S. Gunta	
	Marketing Research (2)	Bhavin Shah (VF)	
Note: 8 Core Courses - 22 Credits - 7 Internal faculties + 2 Visiting faculties			
Term IV: 2 nd February, 2011 to 10 th March, 2011	<p>Economics Area Electives: Global Business Environment (Ganesh Kumar N.)</p> <p>Finance and Accounting Area Electives: Business Analysis & Valuation (Deepak Kapoor - VF); Equity Investment Management (Yogesh Maheshwari); Options, Futures and Derivatives (B. Hariprasad); Project Appraisal and Finance (Keyur Thaker); Corporate Performance Management (V. K. Gupta); Behavioral Finance (Ashok Biswas - VF)</p> <p>General Management Area Electives: The Role of New Media in Management (Abha Chatterjee, Srinivas Gunta, Sanjog Ray);</p> <p>Information Systems Area Electives: IT Strategy (S. Ramanathan)</p> <p>Marketing Area Electives: Marketing Strategy (Rajesh Srivastava - VF), Consumer Behavior Management (Sabita Mahapatra); Brand Management (Ashis Sath)</p> <p>Strategic Management Area Electives: Green Business Management (Achal Raghavan - VF); Mergers, Acquisition and Corporate Restructuring (D. L. Sunder)</p> <p>Operations Management Area Electives: Pricing and Revenue Management (V. S.</p>	<p>In EPGP - 2010 - 11 - these 17 electives were offered in Term - IV.</p> <p>A minimum of 16 credits and a maximum of 24 credits per student in Term IV</p>	

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<p>Term V: 14th March, 2011 to 30th April, 2011</p>	<p>Chawan); Business Optimization (U. K. Bhattacharya); Supply Chain Management (Rohit Kapoor & H. Gajjar)</p> <p>Entrepreneurship, Services Marketing, Creativity and Problem solving, Competitive Intelligence, Managing Risks in Global Enterprises, Compensation, Derivatives: Application to Valuation and Value Creation, Valuation II, Global Macroeconomics, Current Topics in MIS Business Intelligence, Fixed Income Securities, Consumer Behavior II; Decision Making in Complex Environment, Managing Strategic Alliances, Applied Corporate Finance</p>	<p>International Immersion at Centre for Executive Education - Katz Business School</p>
<p>Term VI: 7th May, 2011 to 26th June, 2011</p>	<p>Finance and Accounting Area Electives: Global Capital Markets (Nityanand - VF); Public Private Partnership (S. S. Sundaram - VF)</p> <p>General Management Area Electives: International Business Dispute Resolution (Anuj Puri - VF)</p> <p>Information Systems Area Electives: Analytics of Business Management (Prabin Panigrahi); Strategy of Information Technology (Mahesh Ramamani)</p> <p>Marketing Area Electives: Sales and Distribution Management (Mohan Kuruvila - VF); Retail Management (Rajesh Srivastava - VF); Markstrat (Nirmal Gupta - VF)</p> <p>Strategic Management Area Electives: Business Strategies for BOP (Saroj Pani); Building Firm Capabilities (S. Gunta); Creativity Innovation and Strategic Implementation (D. L. Sunder); Competing Through Business Models (P. Salwan); A Walk with C. K. Prahalad - In Search for Sustainable Competitive Advantages (S. Basu); Entrepreneurship and Innovation (S. Basu)</p> <p>Operations Management Area Electives: Logistics Management (S. Venkat); Project Management (Rohit Kapoor); Business Analytics (V. S. Chawan); Financial Time Series Analysis (V. S. Chawan); Business Forecasting (U. K. Bhattacharya); Operations Strategy (Hasmukh Gajjar)</p>	<p>20 Electives floated A minimum of 12 credits and a maximum of 24 credits per student in Term IV</p>
<p>Total 96 Credits are required to successfully Graduate from this program.</p>		