

ATSS's

Institute of Industrial & Computer Management & Research, Nigdi

Criteria I - Curricular Aspects

1.1 Curricular Planning and Implementation

1.1.1 The Institution ensures effective curriculum planning and delivery through a well-planned and documented process including Academic calendar and conduct of continuous internal Assessment

Time Table

2022-2023


Audyogik Tantra Shikshan Sanstha's
Institute of Industrial and Computer Management and Research (IICMR)


Approved by AICTE, Permanently Attached to JP Pure University,
Recognized by UTE, Government of Maharashtra, NAAC Re-accredited
Ranked Platinum Category by AICTE-QI for Industry Linked Technical Institute
Awarded Best Management Institute for Industry Interface by CEGRI

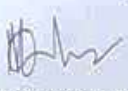
MBA@IICMR

Time Table for Academic year 2022-2023 Sec 9, I Div. 1

Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
		Div1	Div1	Div1	Div1	Div1	Div1	
1	09.30 am to 10.30 am	MA	DAF	BOM	BOM	MF	DB	
2	10.30 am to 11.30 am	EABD	BRM	BRM	MA	BOM	BRM	
3	11.30 am to 12.30 pm	BRM	MA	OB	ED	DAF	MA	
4	12.30 pm to 01.30 pm	Lunch Break						
5	01.30 pm to 02.30 pm	DB	DB	SDP/ CEP	OB	DB	EABD	
6	02.30 pm to 03.30 pm	Certification	OB		Certification	EABD	OB	
7	03.30 pm to 04.30 pm		BOM			ED	INZWIZ/LIBRARY	
8	04.30 pm to 05.30 pm	MF	Certification		EABD	Mentoring/ IICMR Today		
9	05.30 pm to 06.30 pm						Certification	

Prepared by

Dr. Madhura Deshpande
Mr. Dileep Pawar

Verified by

Dr. Vinod Bhelose
Academic Coordinator

Approved by

Dr. Manisha Kulkarni
HOD, MBA@IICMR



Audyogik Tantra Shikshan Sanstha's
Institute of Industrial and Computer Management and Research (IICMR)

Approved by ACTE, Permanently Affiliated to SP Pune University

Recognized by DTE, Government of Maharashtra, NAAC 'A' accredited

Ranked Platinum Category by ACTE Cyber Industry Linked Technical Institute

Awarded Best Management Institute for Industry Interface by CQGI

MBA@IICMR

Time Table for Academic year 2022-2023 *Sem. II* Div. 2

Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
1	09.30 am to 10.30 am	BOM	MA	EABD	DB	EABD	BOM	
2	10.30 am to 11.30 am	MF	OB	MF	EABD	OB	OB	
3	11.30 am to 12.30 pm	MA	DAF	BOM	BOM	BRM	DB	
4	12.30 pm to 01.30 pm	Lunch Break						
5	01.30 pm to 02.30 pm	OB	EABD	SDP/CEP	MA	MA	BRM	
6	02.30 pm to 03.30 pm	BRM	Certification		BRM	Certification	DAF	
7	03.30 pm to 04.30 pm	ED			ED		INZWIZ/LIBRARY	
8	04.30 pm to 05.30 pm	Certification	DB		Certification	DB	Mentoring/ IICMR Today	
9	05.30 pm to 06.30 pm							

Prepared by

Dr. Madhura Deshpande
Dr. Madhura Deshpande
Mr. Dileep Pawar



Verified by

Dr. Vinod Bhelose
Dr. Vinod Bhelose
Academic Coordinator



Approved by

Dr. Manisha Kulkarni
Dr. Manisha Kulkarni
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 Awarded Best Management Institute for Industry Interface by CEF

MBA@IICMR

TIME TABLE MBA I Sem II - Batch 1

w.e.f: 27/03/2023

S/n	Time	Specialization	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	8.30 am to 9.30 am	Certification	BPDS			BPDS		
2	9.30 am to 10.30 am	Common	FM	MM	HRM	FM	CFM	GWES/HRM
3	10.30am to 11.30am	MKT	MR	CB	MR	CB	MR	OSCM/ SPZ(E)
		FIN	FMBO	PPF	FMBO	PPF	FMBO	
		HR	CBHRM	ERLL	CBHRM	ERLL	CBHRM	
		BA	BBAUR	Data Mining	BBAUR	Data Mining	BBAUR	
4	11.30 am to 12.30 pm	MKT	CB	MR	CB	MR	CB	CB/HR
		FIN	PPF	FMBO	PPF	FMBO	PPF	FMBO/PPF
		HR	ERLL	CBHRM	ERLL	CBHRM	ERLL	ERLL/CBHRM
		BA	Data Mining	BBAUR	Data Mining	BBAUR	Data Mining	BBAUR/Data Mining
	12.30 pm to 01.30 pm	Lunch Break						
5	01.30 pm to 02.30 pm	Common	GWES	FM	SDP/ CEP + Mentoring	SNVM	MM	INZWZ/ICM
6	02.30 pm to 03.30 pm	Common	HRM	CFM		OSCM	FM	R Today
7	03.30 pm to 04.30 pm	Common	MM	OSCM		MM	OSCM	CFM/SNVM
8	04.30 pm to 05.30 pm	Common	SNVM	GWES		HRM	Mentoring	Library

Prepared by

Mr. Harshal Patil
 Ms. Dipi Bajpai
 MBA First Year
 Coordinators



Verified by

Dr. Vinod Bhelose
 Academic Co-ordinator



Approved by

Dr. Manisha Kulkarni
 HOD- MBA@IICMR

Ref. No. IICMR/MBA@IICMR/AY2023-2024/ Timetable/2



Audyogik Tantra Shikshan Sansitha's
Institute of Industrial and Computer Management and Research (IICMR)

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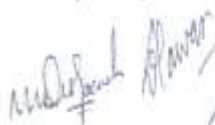
Approved Practice College by AICTE Of the Industry Linked Technical Education

Academy Best Management Institute for Industry Interface by CCEET

MBA@IICMR

Type of Course	Course Code	Name of the Course	Name of SME
GC - 01	101	Managerial Accounting	Dr. Vinod Bhelose
GC - 02	102	Organizational Behaviour	Ms. Swapnisha Khambayat
GC - 03	103	Economic Analysis for Business Decisions	Dr. Dipti V Sharma
GC - 04	104	Business Research Methods	Dr. Rajendra Agawane
GC - 05	105	Basics of Marketing	Mr. Dileep Pawar
GC - 06	106	Digital Business	Ms. Dipti Bajpai
GE - UL - 03	107	Management Fundamentals	Dr. Madhura Deshpande
GE - UL - 04	109	Entrepreneurship Development	Ms. Puja Gawande
GE - UL - 06	112	Demand Analysis & Forecasting	Mr. Harshal Patil
GE - IL - 01	113	Verbal Communication Lab	Ms. Pooja Nalawade
GE - IL - 02	114	Enterprise Analysis & Desk Research	Ms. Puja Gawande
GE - IL - 03	115	Selling & Negotiation Skills Lab	Ms. Puja Gawande

Prepared by


Dr. Madhura Deshpande
Mr. Dileep Pawar




Verified by


Dr. Vinod Bhelose
TLE-Coordinator



Approved by


Dr. Manisha Kulkarni
HOD, MBA@IICMR



Adhyaksha Taruna Shiksha Sanstha's
 Institute of Industrial and Computer Management and Research (IICMR)
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MBA@IICMR

TIME TABLE MBA I SEM II - Batch 2

w.e.f. 27/03/2023

Time	Specialization	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
1	8.30 am to 9.30 am	Certification		BPDS		BPDS		
2	9.30 am to 10.30 am	Common	OSCM	FM	CFM	HRM	MM	
3	10.30am to 11.30am	MKT	MR	CB	MR	CB	MR	
4		FIN	FMBO	PFP	FMBO	PFP	FMBO	
5		HR	CBHRM	ERLL	CBHRM	ERLL	CBHRM	
6		BA	ASMR	DM	ASMR	DM	ASMR	
7	11.30 am to 12.30 pm	MKT	CB	MR	CB	MR	CB	
		FIN	PFP	FMBO	PFP	FMBO	PFP	
		HR	ERLL	CBHRM	ERLL	CBHRM	ERLL	
		BA	DM	ASMR	DM	ASMR	DM	
8	12.30 pm to 01.30 pm	Lunch Break						
9	01.30 pm to 02.30 pm	Common	OSCM	SNVM	SDP/ CEP + Mentoring	GWES	FM	INZWVZ/TICM
10	02.30 pm to 03.30 pm	Common	SNVM	MM		HRM	OSCM	R Today
11	03.30 pm to 04.30 pm	Common	GWES	FM		FM	GWES	HRM
12	04.30 pm to 05.30 pm	Common	HRM	CFM		MM	Mentoring	Library

Prepared by


 Mr. Harshal Patil
 Ms. Dipti Bajpai
 Class Coordinators



Verified by


 Dr. Vinod Bhelose
 Academic Co-ordinator



Approved by


 Dr. Manisha Kulkarni
 HOD- MBA@IICMR

Ref. No. IICMR/MBA@IICMR/AY2022-2023/ Timetable/2



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MBA@IICMR

MBA@IICMR TIME TABLE -2022-23 MBA-II YR SEM-III

W.e.f. 03/11/2022

Time	Specialization	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
08:30 am to 09:30 am	Common	Certification	Certification	NIL	DS	Certification	DS
09:30 am to 10:30 am				KM			PM
10:30 am to 11:30 am				SM	SM		KM
11:30 am to 12:30 pm							
12:30 pm to 01.30 pm	Lunch Break						
01.30 pm to 02.30 pm	Marketing	PM	IBE	PLACEMENT/GROMMI NG/BPDS	PM	IBE	EEP/ Placement Activity
	Finance						
	HR						
	IB						
02.30 pm to 03.30 pm	Marketing	IBE	SDM	SDM	AFM	KM	MAJOR/ MINOR ELECTIVE /FIELD VISIT/ Library
	Finance		AFM				
	HR		SHRM				
	IB		ASM-R				
03.30 pm to 04.30 pm	Marketing	SDM	SM	MINOR ELECTIVE	SM	SDM	MAJOR/ MINOR ELECTIVE /FIELD VISIT/ Library
	Finance	AFM	HRO		HRO	AFM	
	HR	SHRM	IEDP		IEDP	SHRM	
	IB	ASM-R	MLCP		MLCP	ASM-R	
04.30 pm to 5.30 pm	Marketing	SM	SIP	SIP	SIP	SM	MAJOR/ MINOR ELECTIVE /FIELD VISIT/ Library
	Finance	HRO				HRO	
	HR	IEDP				IEDP	
	IB	MLCP				MLCP	
5:30 pm to 6:00 Pm	Break						
6:00 pm to 8:00 Pm	Certification						



Prepared By
Dr. Vinod Bhelose
 Dr. Vinod Bhelose
 Mr. Dileep Pawar
 Class Coordinator


Verified By
Dr. Vinod Bhelose
 Dr. Vinod Bhelose
 Academic -Coordinator

Approved By
Dr. Adv. Manisha Kulkarni
 Dr. Adv. Manisha Kulkarni
 HOD MBA@IICMR




ATSS's
 Institute of Industrial and Computer Management and Research
MBA@IICMR
 Master Timetable
 MBA II Year Sem. IV A.Y. 2022-23


Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	09.30 am to 10.30 am	CSRS	CSRS	CSRS	GTLM	GSM	AIBA/MS
2	10.30 am to 11.30 am	CTCF	IEBE	CTCF	EPM	CTCF	SPZ (E)
3	11.30 am to 12.30 pm	EPM	GSM	ODD	GSM	MS	
	12.30 pm to 01.30 pm	Lunch Break					
4	01.30 pm to 02.30 pm	EEP/ Placement Activity	AIBA	GTLM	ODD	AIBA	COMPUTER LAB/ LIBRARY
5	02.30 pm to 03.30 pm		EPM	ODD	CTCF	ODD	
6	03.30 pm to 04.30 pm	IEBE	IEBE	AIBA	IEBE	EPM	Sports Activity
7	04.30 pm to 05.30 pm	GTLM	MS	SPZ (E)	GTLM	MS	

Prepared by

 Dr. Vinod Bhelose
 Class Coordinator



Verified by

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 HOD, MBA@IICMR



Approved by

 Dr. Abhay Kulkarni
 Director, IICMR



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MBA@IICMR

Types of Course	Name of the Course	Full Form of Course	Name of SMEs
GC	SM	Strategic Management	Dr.Manisha Kulkarni/Ms.Aditi Thakkar
	DS	Decision Science	Dr.Jayasri Murali
	SIP	Summer Internship Project	All SMEs
GC-UL	IBE	International Business Environment	Dr.Vinod Bhelose
	KM	Knowledge Management	Ms.Swapnisha Khambayat
	PM	Project Management	Mr. Dileep Pawar
SC-Major	MKT-S&DM	Sales and Distribution Management	Mr. Dileep Pawar
	FIN-AFM	Advanced Financial Management	Dr.Vinod Bhelose
	HRM- SHRM	Strategic Human Resource Management	Ms. Dipti Bajpai
	OSCM-SOM-II	Services Operation Management-II	Dr.Rajendra Agawane
	BA-ASM Using R	Advanced statistical Method using R	Dr.Jayasri Murali
SC -Minor	MKT-SM	Service Marketing	Dr.Rajendra Agawane
	FIN-IF	International Finance	Dr.Madhura Deshpande
	HRM-HRO	Human Resource Operation	Ms.Swapnisha Khambayat
	OSCM-LM	Logistic Management	Ms.Pooja Nalawade
	BA-MLCP	Machin Learning and Cognitive intelligence using Python	Mr.Harshal Patil
GC-IL- Major/ Minor	MKT- B2B	Business to Business Marketing	Dr.Rajendra Agawane
	FIN-FM	Financial Modelling	Ms.Puja Gawande
	HRM-TM	Talent Management	Ms.Swapnisha Khambayat
	OSCM-SSFO	Six sigma for Operation	Dr.Abhay Kulkarni/Mr.Harshal Patil
	BA-	Predictive Analytics Using SPSS Modellar	Dr.Rajendra Agawane
GC-IL -I Major Elective	MKT- MA	Marketing Analytics	Ms.Harshal Patil
	FIN-IT	Indirect Taxation	Dr.Madhura Deshpande
	HRM-CARM	Compensation and Reward Management	Ms.Dipti Bajpai
	OSCM-	Business Excellence	Ms.Pooja Nalawade
	BA-	E-Commerce Analytics	Ms.Puja Gawande



Prepared By

 Dr. Vinod Bhelose
 Mr. Dileep Pawar
 Class Coordinator

Verified By

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 Academic Coordinator

Approved By

 Dr. Adv. Manisha Kulkarni
 HOD MBA@IICMR




2021-2022


ATSS's
Institute of Industrial and Computer Management and Research
MBA@IICMR
Timetable
MBA I Year Sem. II Div. 1 A.Y. 2021-22

Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	09.30 am to 10.30 am	FM	MM	FM	MM	HRM	SNVM
2	10.30 am to 11.30 am	HRM	OSCM	HRM	SNVM	OSCM	Seminar/ IICMR today
3	11.30 am to 12.30 pm	CFM	FM	MM	FM	MM	
	12.30 pm to 01.30 pm	Lunch Break					
4	01.30 pm to 02.30 pm	SDP/ VCL	SNVM	OSCM	HRM	CFM	OSCM
5	02.30 pm to 03.30 pm		QRM	CFM	QRM	QRM	SPZ-2 (C)
6	03.30 pm to 04.30 pm	SDP/ Mentoring	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (E)
7	04.30 pm to 05.30 pm	SPZ-1 (E)	SPZ-2 (C)	SPZ-2 (C)	SPZ-2 (C)	SPZ-2 (E)	SPZ-2 (E)

Prepared by

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Class Coordinator

Verified by

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HOD, MBA@IICMR

Approved by

Dr. Abhay Kulkarni
Director, IICMR



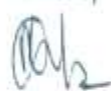
ATSS's
 Institute of Industrial and Computer Management and Research
MBA@IICMR
 Master Timetable
 MBA I Year Sem. II Div. 2 A.Y. 2021-22

Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	09.30 am to 10.30 am	MM	FM	MM	FM	SNVM	CFM
2	10.30 am to 11.30 am	OSCM	HRM	OSCM	CFM	GWES	Seminar/ IICMR today
3	11.30 am to 12.30 pm	SNVM	GWES	FM	GWES	FM	
	12.30 pm to 01.30 pm	Lunch Break					
4	01.30 pm to 02.30 pm	SDP/ VCL	CFM	HRM	OSCM	OSCM	HRM
5	02.30 pm to 03.30 pm		MM	SNVM	MM	HRM	SPZ-2 (C)
6	03.30 pm to 04.30 pm	SDP/ Mentoring	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (E)
7	04.30 pm to 05.30 pm	SPZ-1 (E)	SPZ-2 (C)	SPZ-2 (C)	SPZ-2 (C)	SPZ-2 (E)	SPZ-2 (E)

Prepared by


 Dr. Vinod Bhelose
 Class Coordinator

Verified by


 Dr. (Adv.) Manisha Kulkarni
 HOD, MBA@IICMR

Approved by


 Dr. Abhay Kulkarni
 Director, IICMR



ATSS's

Institute of Industrial and Computer Management and Research

MBA@IICMR

Time table

MBA I Year Sem. II Div. 1 A.Y. 2021-22

Infrastructure Allocation:

- | | |
|---|---------------------------------|
| 1 Regular Classes: TI-01 | 5) SPZ- Finance: TI-01 |
| 2 SDP/CEP/Seminar/IICMR Today: Auditorium | 6) SPZ- Marketing: TI-02 |
| 3 Group Discussion Activity: GD Room | 7) SPZ- HRM: TI-03 |
| 4 Presentations: Tutorial Room | 8) SPZ- BA: TI-05/ Computer Lab |

Course Details

Acronym	Full Form	Acronym	Full Form
MM	Marketing Management	GWES	Geopolitics & World Economic Systems
FM	Financial Management	SPZ-1 (C)	Subject Core Course 1
HRM	Human Resource Management	SPZ-2 (C)	Subject Core Course 2
OSCM	Operation & Supply Chain Management	SPZ-1 (E)	Subject Elective Course 1
CFM	Contemporary Frameworks in Management	SPZ-2 (E)	Subject Elective Course 2
SNVM	Start Up and New Venture Management	WACL	Written Analysis and Communication Lab

Prepared by

Dr. Vinod Bhelose
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Verified by

Dr. (Adv.) Manisha Kulkarni
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Dr. Abhay Kulkarni
Director, IICMR



ATSS's
 Institute of Industrial and Computer Management and Research
MBA@IICMR
 Master Timetable
 MBA II Year Sem. IV A.Y. 2021-22

Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	09.30 am to 10.30 am	CSRS	CSRS	CSRS	GSM	GTLM	AIBA
2	10.30 am to 11.30 am	CTCF	CTCF	IEBE	CTCF	EPM	SPZ (E)
3	11.30 am to 12.30 pm	EPM	GSM	GSM	MS	ODD	
	12.30 pm to 01.30 pm	Lunch Break					
4	01.30 pm to 02.30 pm	EEP/ Placement Activity	AIBA	GTLM	ODD	AIBA	COMPUTER LAB/ LIBRARY
5	02.30 pm to 03.30 pm		ODD	MS	AIBA	ODD	
6	03.30 pm to 04.30 pm	IEBE	IEBE	EPM	IEBE	EPM	Sports Activity
7	04.30 pm to 05.30 pm	GTLM	MS	CTCF	GTLM	MS	

Prepared by



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Director, IICMR



ATSS's
Institute of Industrial and Computer Management and Research

MBA@IICMR

Time table

MBA II Year Sem. IV A.Y. 2021-22

Infrastructure Allocation:

- 1 Regular Classes: TI-04
- 2 EEP/ Placement: TI-4
- 3 Group Discussion Activity: GD Room
- 4 Presentations: Tutorial Room

Course Details

Acronym	Full Form	Acronym	Full Form
EPM	Enterprise Performance Management	CTCF	Current Trends & Cases in Finance
IEBE	Indian Ethos & Business Ethics	ODD	Organizational Diagnosis & Development
HRM	Human Resource Management	AIBA	Artificial Intelligence in Business Applications
GSM	Global Strategic Management	GTLM	Global Trade and Logistics Management
CSRS	Corporate Social Responsibility & Sustainability	SPZ (E)	Subject Elective Course
MS	Marketing Strategy	EEP	Employment Enhancement Program

Prepared by



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Class Coordinator

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Dr. Abhay Kulkarni
Director, IICMR



ATSS's
 Institute of Industrial and Computer Management and Research
MBA@IICMR
 Time table
 MBA | Year Sem. I (2020-21) Div. 1

Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	09.30 am to 10.30 am	MA	OB	MA	EABD	BRM	MF
2	10.30 am to 11.30 am	EABD	EABD	OB	BRM	MA	Seminar/ IICMR today
3	11.30 am to 12.30 pm	DAF	BRM	BOM	MA	DB	
	12.30 pm to 01.30 pm	Lunch Break					
4	01.30 pm to 02.30 pm	SDP/ VCL	DAF	BRM	OB	BOM	OB
5	02.30 pm to 03.30 pm		ED	DAF	MF	MF	BOM
6	03.30 pm to 04.30 pm	SDP/ Mentoring	BOM	SNSL	ED	ED	EABD
7	04.30 pm to 05.30 pm	EADR	DB	EADR	DB	SNSL	DB

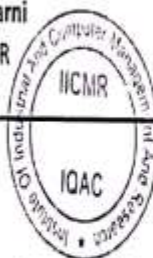
Prepared by

 Mr. Vinod Bhelose
 Class Coordinator

Verified by

 Adv. Manisha Kulkarni
 HOD, MBA@IICMR

Approved by

 Dr. Abhay Kulkarni
 DIRECTOR
 Institute of Industrial & Computer
 Management & Research [I.I.C.M.R.]
 Noida, Pune - 411 044



* NOTE - Though the Infrastructure was allocated, but due to Covid 19 Lectures were Conducted ONLINE

ATSS's
 Institute of Industrial and Computer Management and Research
MBA@IICMR
 Master Timetable
 MBA I Year Sem. I (2020-21) Div. 2

Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	09.30 am to 10.30 am	BOM	ED	BRM	MA	BOM	DB
2	10.30 am to 11.30 am	OB	DAF	DB	BOM	OB	Seminar/ IICMR today
3	11.30 am to 12.30 pm	BRM	MA	MA	EABD	MF	
	12.30 pm to 01.30 pm	Lunch Break					
4	01.30 pm to 02.30 pm	SDP/ CEP	DB	EABD	BRM	MA	EABD
5	02.30 pm to 03.30 pm		EABD	MF	DB	ED	ED
6	03.30 pm to 04.30 pm	SDP/ Mentoring	BRM	ED	DAF	DAF	OB
7	04.30 pm to 05.30 pm	ED	MF	SNSL	OB	SNSL	BOM

Prepared by

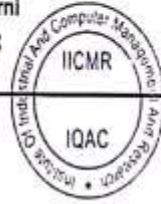
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 Dr. Abhay Kulkarni
 DIRECTOR
 Institute of Industrial & Computer
 Management & Research [I.I.C.M.R.]



Noida, Pune - 411 044

ATSS's
Institute of Industrial and Computer Management and Research

MBA@IICMR

Time table

MBA I Year Sem. I (2020-21) Div. 1

Infrastructure Allocation:

- 1 Regular Classes: TI-01
- 2 SDP/CEP/Seminar/IICMR Today: Auditorium
- 3 Group Discussion Activity: GD Room
- 4 Presentations: Tutorial Room

Course Details

Acronym	Full Form	Acronym	Full Form
MA	Managerial Accounting	MF	Management Fundamentals
OB	Organizational Behaviour	ED	Entrepreneurship Development
EABD	Economic Analysis of Business Decisions	DAF	Demand Analysis & Forecasting
BRM	Business Research Methods	VCL	Verbal Communication Lab
BOM	Basics of Marketing	EADR	Enterprise Analysis & Desk Research
DB	Digital Business	SNSL	Selling & Negotiation Skills Lab

Prepared by



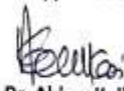
Mr. Vinod Bhelose
Class Coordinator

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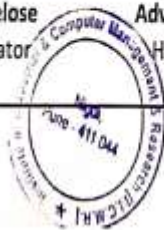


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A155's

Institute of Industrial and Computer Management and Research


MBA@IICMR

Time table

MBA I Year Sem. II (2020-21) Div. 1

Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	09.30 am to 10.30 am	FM	MM	FM	MM	HRM	SNVM
2	10.30 am to 11.30 am	HRM	OSCM	HRM	SNVM	OSCM	Seminar/ IICMR today
3	11.30 am to 12.30 pm	CFM	FM	MM	FM	MM	
	12.30 pm to 01.30 pm	Lunch Break					
4	01.30 pm to 02.30 pm	SDP/ VCL	SNVM	OSCM	HRM	CFM	OSCM
5	02.30 pm to 03.30 pm		QRM	CFM	QRM	QRM	SPZ-2 (C)
6	03.30 pm to 04.30 pm	SDP/ Mentoring	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (E)
7	04.30 pm to 05.30 pm	SPZ-1 (E)	SPZ-2 (C)	SPZ-2 (C)	SPZ-2 (C)	SPZ-2 (E)	SPZ-2 (E)

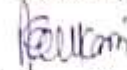
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ATSS's
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MBA@IICMR

Master Timetable

MBA I Year Sem. II (2020-21) Div. 2

Session	Timing	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	09.30 am to 10.30 am	MM	FM	MM	FM	SNVM	CFM
2	10.30 am to 11.30 am	OSCM	HRM	OSCM	CFM	QRM	Seminar/ IICMR today
3	11.30 am to 12.30 pm	SNVM	QRM	FM	QRM	FM	
	12.30 pm to 01.30 pm	Lunch Break					
4	01.30 pm to 02.30 pm	SDP/ VCL	CFM	HRM	OSCM	OSCM	HRM
5	02.30 pm to 03.30 pm		MM	SNVM	MM	HRM	SPZ-2 (C)
6	03.30 pm to 04.30 pm	SDP/ Mentoring	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (C)	SPZ-1 (E)
7	04.30 pm to 05.30 pm	SPZ-1 (E)	SPZ-2 (C)	SPZ-2 (C)	SPZ-2 (C)	SPZ-2 (E)	SPZ-2 (E)

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Institute of Industrial and Computer Management and Research

MBA@IICMR

Time table

MBA I Year Sem. II (2020-21) Div. 2

Infrastructure Allocation:

- 1 Regular Classes: TI-03
- 2 SDP/CEP/Seminar/IICMR Today: Auditorium
- 3 Group Discussion Activity: GD Room
- 4 Presentations: Tutorial Room


Course Details

Acronym	Full Form	Acronym	Full Form
MM	Marketing Management	QRM	Qualitative Research Methods
FM	Financial Management	SPZ-1 (C)	Subject Core Course 1
HRM	Human Resource Management	SPZ-2 (C)	Subject Core Course 2
OSCM	Operation & Supply Chain Management	SPZ-1 (E)	Subject Elective Course 1
CFM	Contemporary Frameworks in Management	SPZ-2 (E)	Subject Elective Course 2
SNVM	Start Up and New Venture Management	WACL	Written Analysis and Communication Lab

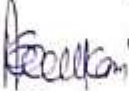
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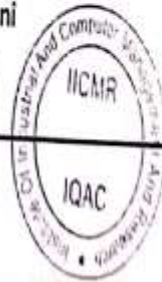
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MBA @ IICMR

Master Time Table

MBA-II Year, Sem. 3 (2020-21)

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
09.30 am to 10.30 am	DS	KM	PM	KM	DS	PM
10.30 am to 11.30 am		SM	IBE	SM		SEMINAR
11.30 am to 12.30 pm	IBE		KM		IBE	
12.30 pm to 01.30 pm	Lunch Break					
01.30 pm to 02.30 pm	SPZ MAJOR CORE	PM	SPZ MAJOR ELECTIVE 1	SPZ MINOR CORE	SPZ MAJOR ELECTIVE 2	SPZ MINOR CORE
02.30 pm to 03.30 pm	SPZ MINOR CORE	SPZ MINOR CORE	EEP	SPZ MAJOR CORE	SPZ MAJOR CORE	SPZ MAJOR CORE
03.30 pm to 04.30 pm	SIP	Library		SPZ MAJOR ELECTIVE 2	SPZ MINOR ELECTIVE	SPZ MINOR ELECTIVE
04.30 pm to 05.30 pm	Placement	SPZ MAJOR ELECTIVE 1		SIP	SIP	Placement

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*Please Note - Though the Infrastructure Allocated but due to Covid 19 Lectures were conducted online

MBA-II Year, Sem. 3 (2020-21)

Course No	Course	Course Acronym	
301	Strategic Management	SM	Common Core Courses
302	Decision Science	DS	
303	Summer Internship Project	SIP	
308	Project Management	PM	University Linked Courses
309	Knowledge Management	KM	
307	International Business Environment	IBE	
305 MKT	Sales & Distribution Management	SDM	SPZ MAJOR CORE
304FIN	Advanced Financial Management	AFM	
305HR	HR Operations	HRO	
304 MKT	Services Marketing	S MKT	SPZ MINOR CORE
304 HR	Strategic Human Resource Management	SHRM	
304 BA	Advanced Statistical Methods using R	R Prog	
314 MKT	Digital Marketing - II	DIG MKT	SPZ MAJOR ELECTIVE 1
317 FIN	Financial Modeling	FIN MOD	
317 HRM	Compensation and Reward Management	CARM	
316 MKT	Marketing Analytics	MKATY	SPZ MAJOR ELECTIVE 2
315 FIN	Indirect Taxation	IT	
312 HRM	Talent Management	TM	
312 MKT	Customer Relationship Management	CRM	SPZ MINOR ELECTIVE
316 HRM	Mentoring and Coaching	MTC	
312 BA	Social Media, Web & Text Analytics	SOC WTA	
	Employability Enhancement Program	EEP	

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MBA @ IICMR

MBA-II Year, Sem. 3 (2020-21)

Infrastructure Allocation for 3rd Semester Sessions

Course Name	Classroom	Course Name	Classroom
Strategic Management (SM)	T104	Marketing (SPZ Major & SPZ Minor) (Core & Electives)	T102
Project Management (PM)	T104	Finance (SPZ Major) (Core & Electives)	T104
Knowledge Management (KM)	T104	Human Resource (SPZ Major & SPZ Minor) (Core and Electives)	T107(Tutorial room)
Decision Science (DS)	T104	Business Analytics (SPZ Minor) (Core & Electives)	T104
Co Curricular Activities	Auditorium/ T107 - A (GD Room)		

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MBA @ IICMR

Master Time Table

MBA-II Year, Sem. 4 (2020-21)

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
09.30 am to 10.30 am	EPM	GSM	CSRS	GSM	EPM	CSRS
10.30 am to 11.30 am		IEBE	ODD	IEBE		CSRS
11.30 am to 12.30 pm	GSM		AIB			
12.30 pm to 01.30 pm	Lunch Break					
01.30 pm to 02.30 pm	MKT ST	CTCF	SPZ MAJOR ELECTIVE	CTCF	SPZ MINOR ELECTIVE	CTCF
02.30 pm to 03.30 pm	CTCF	MKT ST	EEP	MKT ST	MKT ST	Placement
03.30 pm to 04.30 pm	ODD	AIB		SPZ MINOR ELECTIVE		
04.30 pm to 05.30 pm	AIB	SPZ MAJOR ELECTIVE		ODD	ODD	

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MBA-II Year, Sem. 4 (2020-21)

Course No	Course	Course Acronym	
401	Enterprise Performance Management	EPM	Common Core Course
402	Indian Ethos & Business Ethics	IEBE	
405	Global Strategic Management	GSM	
408	Corporate Social Responsibility & Sustainability	CSRS	University Linked Courses
403 MKT	Marketing Strategy	MKT ST	SPZ MAJOR/ MINOR CORE
404 FIN	Current Trends & Cases in Finance	CTCF	
403 HRM	Organizational Diagnosis & Development	ODD	
403 BA	AI in Business Applications	AIB	
412 MKT	Retail Marketing	RM	
413 HR	Employee Engagement and Ownership	EEO	SPZ MAJOR ELECTIVE
412 FN	Strategic Cost Management	SCM	SPZ MINOR ELECTIVE
409 MKT	Customer Relationship Management	CRM	
414 HR	Leadership and Succession Planning	LSP	
409 BA	E Commerce Analytics - II	ECA	
	Employability Enhancement Program	EEP	

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MBA @ IICMR

MBA-II Year, Sem. 4 (2020-21)

Infrastructure Allocation for 4th Semester Sessions

Course Name	Classroom	Course Name	Classroom
Enterprise Performance Management (EPM)	T104	Marketing, Finance, Human Resource & Business Analytics (SPZ Major & Minor) (Core)	T104
Indian Ethos & Business Ethics (IEBE)	T104	Finance (SPZ Major) (Electives)	T104
Global Strategic Management (GSM)	T104	Human Resource (SPZ Major & Minor) (Electives)	T107 (Tutorial room)
Corporate Social Responsibility & Sustainability (CSRS)	T104	Business Analytics (SPZ Minor) (Electives)	T104
Co Curricular Activities	Auditorium/ T107 - A (GD Room)	Marketing (SPZ Major & Minor) (Electives)	T102

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... sessions were conducted
 online



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MBA @ IICMR

Date: 18/07/2019

Time Table -MBA I Year (Sem-1) (Div-1) Academic Year - 2019-20

Timings	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
09.00 am to 09.30 am	Library	Library	Library	Library	Library	Library
09.30 am to 10.30 am	MA	MA	DB	MA	MA	ED
10.30 am to 11.30 am	BRM	BRM	ED	BRM	BRM	DAF
11.30 am to 12.30 pm	DB	EABD	ED	EABD	OB	EADR
12.30 pm to 01.15 pm	Lunch Break					
01.15 pm to 02.15 pm	BOM	OB	BPSB	DB	OB	EABD
02.15 pm to 03.15 pm	MF	EADR	SDP/ Remedial/ Excel	MF	MF	DB
03.15 pm to 03.30 pm	Short Break					
03.30 pm to 04.30 pm	EABD	E ENG.	SDP/CEP	DAF	DAF	Mentoring
04.30 pm to 05.30 pm	OB	BOM	SDP/CEP	BOM	BOM	IICMR Today
05.30pm - 06.00pm	Com Lab	Com Lab	Com Lab	Com Lab	Com Lab	Com Lab

- Note:**
1. For SDP timing is 2.30 to 5.30 on every 1st, 3rd & 5th Wednesday.
 2. CEP timing is 3.30pm to 5.30pm on every 2nd & 4th Wednesday
 3. Excel timing is 2.15pm to 3.15pm on every 2nd & 4th Wednesday
 4. Remedial classes timing is 2.15pm to 3.15pm on every 2nd & 4th Wednesday after completion of Excel Course.
 5. Mentoring & IICMR Today will be on every 1st & 3rd Saturday.
 6. Seminar will be on every 2nd, 4th & 5th Saturday
 7. The Course PCP will be conducted as per the separate schedule.

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MBA @ IICMR

Date: 18/07/2019

Time Table -MBA 1 Year (Sem-1) (Div-2) Academic Year - 2019-20

Timings	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
09.00 am to 09.30 am	Com. Lab	Com. Lab	Com. Lab	Com. Lab	Com. Lab	Com. Lab	
09.30 am to 10.30 am	EABD	EABD	BRM	EABD	EABD	EADR	
10.30 am to 11.30 am	OB	OB	EADR	OB	OB	DAF	
11.30 am to 12.30 pm	MA	MA	DAF	MA	MA	ED	
12.30 pm to 01.15 pm	Lunch Break						
01.15 pm to 02.15 pm	DB	DAF	BOM	BRM	ED	BRM	
02.15 pm to 03.15 pm	MF	BPSB	SDP/ Remedia/ Excel	MF	ED	BOM	
03.15 pm to 03.30 pm	Short Break						
03.30 pm to 04.30 pm	BOM	MF	SDP/CEP	E.ENG.	BOM	Mentoring	Seminar
04.30 pm to 05.30 pm	BRM	DB	SDP/CEP	DB	DB	IICMR Today	
05.30pm - 06.00pm	Library	Library	Library	Library	Library	Library	Library

- Note: 1. For SDP timing is 2.30 to 5.30 on every 1st, 3rd & 5th Wednesday
 2. CEP timing is 3.30pm to 5.30pm on every 2nd & 4th Wednesday
 3. Excel timing is 2.15pm to 3.15pm on every 2nd & 4th Wednesday
 4. Remedial classes timing is 2.15pm to 3.15pm on every 2nd & 4th Wednesday after completion of Excel Course.
 5. Mentoring & IICMR Today will be on every 1st & 3rd Saturday.
 6. Seminar will be on every 2nd, 4th & 5th Saturday.
 7. The Course PCP will be conducted as per the separate schedule.

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MBA @ IICMR

Date: 27/07/2019

Time Table -MBA II Year (Sem-3) Academic Year - 2019-20

Timings		Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Saturday
09.00 am to 09.30 am		Library	Library	Library	Library	Library	2nd, 4th & 5th	1st & 3rd
09.30 am to 10.30 am	MKT	SM	SM	MFS	EPM	SNVM		IMC
	HR			LSSL				
	FIN			FIN VAC				
10.30 am to 11.30 am	MKT	SM	SM	CB	SNVM	EPM		FNO
	HR			LPAAP				
	FIN			FIN VAC				
11.30 am to 12.30 pm	MKT	EPM	SNVM	CRM	SNVM	EPM		SBM
	HR			HRACH				
	FIN			FIN VAC				
12.30 pm to 01.15 pm	Lunch Break							
01.15 pm to 02.15 pm	MKT	CHR	CHR	FIN VAC	CHR	CB		CB
	HR	LSSL	HRACH		LRS	LJD		TNP
	FIN	DT	DT	DT	BO I	BO I		FSIMS
02.15 pm to 03.15 pm	MKT	SIP	EEP	FIN VAC	CRM	SBM	SIP	
	HR	HRACH			HRACH	LSSL		
	FIN	FSIMS		SP	DT	FSIMS		
03.15 pm to 03.30 pm	Short Break							
03.30 pm to 04.30 pm	MKT	CB	EEP	FIN VAC	CHR	Excel	SEMINAR	Corporate Mentoring / Field Visit
	HR	LT			LRS			
	FIN	SCM		STP	SCM			
04.30 pm to 05.30 pm	MKT	IMC	PROJECT WORKOUT		TNP			
	HR	SIP			LSSL			
	FIN	CF			FSIMS			
05.30pm - 06.00pm		Computer Lab	Computer Lab	Computer Lab	Computer Lab	Computer Lab	Computer Lab	Computer Lab

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Audyogik Tantra Shikshan Sanstha's
Institute of Industrial & Computer Management and Research

MBA-II, Semester-IV

Date - 02-01-2020

Time	Specialisation	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
10.30 am to 11.30 am	Marketing	MS	MS	MS	MS	EM	EM
	HR					DHRP	CNM
	Finance					OTFA	OTFA
11.30 am to 12.30 am	Marketing	MST	MST	MST	RM	RM	RM
	HR	ER	ER	SHRM	ER	DHRP	DHRP
	Finance	IT	IT	IF	IT	BF	BF
12.30 pm to 01.30 pm	Marketing	SM	SM	SM	SM	EM	SDM
	HR	SHRM	SHRM	ER	SHRM	LCSR	CNM
	Finance	IF	IF	IT	IF	BF	CM
01.30 pm to 02.30 pm	Marketing	Lunch Break	Lunch Break	Lunch Break	Lunch Break	Lunch Break	Lunch Break
	HR						
	Finance						
02.30 pm to 03.30 pm	Marketing	SDM	IICMR Today	Language Lab	SDM	SDM	Dissertation
	HR	LCSR			LCSR	CNM	Dissertation
	Finance	OTFA			CM	CM	Dissertation
03.30 pm to 04.30 pm	Marketing	MFS	MFS	MFS	Mentoring	Mentoring	SEMINAR (3.30-5.30)
	HR	ERM	ERM	ERM	Mentoring	Mentoring	
	Finance	Mentoring	Dissertation	BO	BO	BO	

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2018-2019

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Nigdi.

DATE -01/08/2018

Time Table -MBA SEM - I (Shift 1) Leaders

Timings	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
7.30am - 8.30am	EABD	EABD	EABD	EABD	SNL	SNL
8.30am-9.30am	BRM	BRM	LIBRARY	BRM	BRM	IICMR TODAY
9.30am - 10.00am	Break	Break	Break	Break	Break	Break
10.00am -11.00am	OB	OB	OB	OB	MSEXCEL	MSEXCEL
11.00pm -12.00pm	PDL	MENTROING	EADR	PDL	BUSINESS ENGLISH	EADR
12.00pm -12.30pm	Break	Break	Break	Break	Break	Break
12: 30am- 1.30pm	ABD	ABD	ABD	ABD	SDP	PDL/CEP
1.30pm - 2:30pm	LAB	LAB	LAB	LAB	SDP	PDL/CEP
2:30pm - 3:30pm	BOM	BOM	BOM	BOM	SDP	SEMINAR


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DATE -01/08/2018

Time Table -MBA SEM – I (Shift 2) Enablers

Timings	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
12:30pm - 1:30pm	EABD	EABD	EABD	EABD	SDP	PDL/CEP
1:30pm - 2:30pm	BRM	BRM	BRM	BRM	SDP	PDL/CEP
2:30pm - 3:30pm	OB	OB	OB	OB	SDP	SEMINAR
3:30pm - 4:00pm	Break	Break	Break	Break	Break	Break
4:00pm to 5:00pm	LAB	LAB	LAB	LAB	EADR	EADR
5:00pm - 6:00pm	SNL	PDL	MSEXCEL	SNL	PDL	MSEXCEL
6:00pm - 6:30pm	Break	Break	Break	Break	Break	Break
6:30pm - 7:30pm	ABD	ABD	MENTORING	ABD	ABD	BUSINESS ENGLISH
7:30pm - 8:30pm	BOM	BOM	IICMR TODAY	BOM	BOM	LIBRARY

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DATE - 02/01/2019

Time Table -MBA SEM - II (Shift 1) Leaders

Timings	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
7.30am - 8.30am	FM	FM	MIS	FM	FM	MIS
8.30am-9.30am	MIS	DS	DS	DS	DS	MENTORING
9.30am - 10.00am	Break	Break	Break	Break	Break	Break
10.00am -11.00am	HRM	HRM	MIS	HRM	HRM	MS P
11.00pm -12.00pm	MM	MM	MM	MM	IADR	IADR
12:00pm -12.30pm	Break	Break	Break	Break	Break	Break
12: 30am- 1.30pm	OSCM	OSCM	OSCM	OSCM	SDP	MS P
1:30pm - 2:30pm	GWES	LSL	LSL	LSL	SDP	BUSINESS ENGLISH
2:30pm - 3:30pm	GWES	GWES	IADR	MS P	SDP	SEMINAR

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Nigdi.

DATE - 02/01/2019

Time Table -MBA SEM - II (Shift 2) Enablers						
Timings	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
12:30pm - 1:30pm	FM	FM	FM	FM	SDP	GWES
1:30pm - 2:30pm	DS	DS	DS	DS	SDP	GWES
2:30pm - 3:30pm	MIS	MIS	MIS	MIS	SDP	SEMINAR
3:30pm - 4:00pm	Break	Break	Break	Break	Break	Break
4:00pm to 5:00pm	HRM	HRM	HRM	HRM	GWES	IADR
5:00pm - 6:00pm	MM	MM	MM	MM	IADR	IADR
6:00pm - 6:30pm	Break	Break	Break	Break	Break	Break
6:30pm - 7:30pm	LSL	LSL	MENTORING	LSL	MS P	BUSINESS ENGLISH
7:30pm - 8:30pm	OSCM	OSCM	MS P	OSCM	OSCM	MS P

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Audyogik Tantra Shikshan Sanstha's
Institute of Industrial & Computer Management and Research

MBA-II, Semester-III

Date - 19/07/2018

Time	Specialisation	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
9.30 am to 10.30 am	Marketing	SNVM	SNVM	SM	SNVM	SNVM	EPM
	HR						
	Finance						
10.30 am to 11.30 am	Marketing	CRM	CRM	SIP	CRM	IMC	SM
	HR	HRACM	HRACM	HRACM	HRACM	LT	
	Finance	FSSIMS	FSSIMS	FSSIMS	FSSIMS	SCM	
11.30 am to 12.30 pm	Marketing	CB	CB	CB	CB	IMC	IMC
	HR	LSSL	LSSL	LSSL	LSSL	LPAAP	LPAAP
	Finance	DT	DT	DT	DT	CF	CF
12.30 pm to 01.30 pm	Marketing	Lunch Break	Lunch Break	Lunch Break	Lunch Break	Lunch Break	SEMINAR
	HR						
	Finance						
01.30 pm to 02.30 pm	Marketing	CMR	CMR	CMR	CMR	SBM	Lunch Break
	HR	LJD	LJD	LJD	LPAAP	LRS	
	Finance	CF	FNO	FNO	FNO	SCM	
02.30 pm to 03.30 pm	Marketing	SM	EPM	MFS	MFS	SM	MENTORING
	HR			LT	LT		
	Finance			SCM	SIP		
03.30 pm to 04.30 pm	Marketing	EEP	SBM	EPM	MFS	EPM	ADVANCE EXCEL
	HR		LRS		LRS		
	Finance		BO-I		BO-I		
04.30 pm to 05.30 pm	Marketing	BUSINESS ENGLISH	SBM	SIP	EPM	EEP	IICMR TODAY
	HR		BO-I				
	Finance		BO-I				

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Audyogik Tantra Shikshan Sanstha's
Institute of Industrial & Computer Management and Research

MBA-II, Semester-IV

Date - 02/01/2019

Time	Specialisation	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
9.30 am to 10.30 am	Marketing	EMA	EMA	RM	EMA	Dissertation	RM
	HR	DHRP	DHRP	DHRP	LCSR	LCSR	LCSR
	Finance	IT	IT	IT	IT	ONTFS	ONTFS
10.30 am to 11.30 am	Marketing	MS	MS	Dissertation	MS	MS	Mentoring
	HR			Dissertation			
	Finance			ONTFS			
11.30 am to 12.30 pm	Marketing	SDM	SDM	SDM	SDM	RM	MFS II
	HR	ER	ER	ER	ER	Dissertation	CNM
	Finance	IF	IF	IF	IF	Dissertation	Dissertation
12.30 pm to 01.30 pm	Marketing	Lunch Break	Lunch Break	Lunch Break	Lunch Break	Lunch Break	SEMINAR
	HR						
	Finance						
01.30 pm to 02.30 pm	Marketing	MKS	MKS	MKS	MFS II	MFS II	Lunch Break
	HR	SHRM	SHRM	SHRM	SHRM	CNM	
	Finance	BF	BF	BF	CM	CM	
02.30 pm to 03.30 pm	Marketing	SM	SM	SM	SM	BUSINESS ENGLISH	BUSINESS ENGLISH
	HR	ERM	ERM	ERM	CNM		
	Finance	BO II	BO II	BO II	CM		
03.30 pm to 04.30 pm	Marketing	EEP	Library	IICMR TODAY	Value Addition Session	Value Addition Session	Library
	HR						
	Finance						
04.30 pm to 05.30 pm	Marketing	Value Addition Session	Value Addition Session	EEP	Library	Library	Value Addition Session
	HR						
	Finance						

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