



IIMU

भारतीय प्रबंध संस्थान उदयपुर

Indian Institute of Management Udaipur

Sl.	Course Title	Code	Credits
1	Advanced Competitive Strategy	ACS	4
2	Advanced Digital Marketing	ADM	4
3	Advertising Management & Integrated Marketing Communication	AMIMC	4
4	Business Forecasting	BFC	4
5	Business Relationships and Networks	BRN	4
6	Cultural Branding and Analysis	CBA	4
7	Curating Services and Experiences	CSE	2
8	Customer Relationship Management	CRM	4
9	Data Warehousing & Visualization	DWV	4
10	ERP Systems: Technology Planning & Implementation	ERPS	2
11	Fixed Income Securities	FIS	4
12	Foreign Trade and Indirect Tax	FT&IT	2
13	Forex and Treasury Management	FTM	2
14	Green Business Management	GBM	2
15	Hedge Funds - History, Strategies and Market Practices	HF	2
16	Leadership Science	LS	4
17	Management Games	MG	4
18	Managing Strategic Alliances	MSA	2
19	Managing your Personal Brand	MPB	2
20	Negotiations	NGO	4
21	Power Politics and Conflict Management	PPCM	4
22	Simulation Modelling for Business Decisions	SMBD	4
23	Strategic Marketing: New Paradigms	SM	4
24	Theory of Constraint	ToC	2

Term-VI Course List, Academic Year 2023-24:
