

1.2.1 Percentage of new courses introduced of the total number of courses across all programmes offered during the last five years (20)

Sl.No.	Name of the Course	Course Code	Year of introduction (during the last five years)
1	Distribution and Channel Management		2016-17
2	HR Analytics	HR405	2016-17
3	Human Resource Information System	HR601	2016-17
4	Management Information Systems	IS301	2016-17
5	Simulation in Strategy	GM401	2016-17
6	Wealth Management/Planning	FIN503	2016-17
7	Business Forecasting	OM504	2017-19
8	CRM in Retail	MKTSM509	2017-19
9	Equity Research	FIN406	2017-19
10	Financial Systems & Services	FIN403	2017-19
11	Managing People in Service Firms	HR504	2017-19
12	Managing Service Operation	OM402	2017-19
13	Marketing Innovation for Social Change	MKTM417	2017-19
14	Merchandising & Category Management		2017-19
15	Microfinance	FIN405	2017-19
16	Online Branding & Reputation Management	MKT511	2017-19
17	Optimization Techniques in Business Operations	OM403	2017-19
18	Organization Change & Development	HR404	2017-19
19	Professional Spoken Communication	PC201	2017-19
20	Rural Sales & Distribution	MKTM510	2017-19
21	Service Etiquette		2017-19
22	Service Management		2017-19
23	Technology Management for Services		2017-19
24	CAPE- Career Advancement through Personal Effectiveness	CAPE601/ME	2018-19
25	Data Visualization	BA002	2018-19
26	Introduction to Machine Learning & Intelligence	MBA601	2018-19
27	Design Thinking for Entrepreneurship	GM202	2018-19
28	Predictive Analytics	BA402/MBA4	2018-19
29	Supply Chain Analytics	MBA502	2018-19
30	Entrepreneurship Workshop	GM303	2018-19
31	Text Analytics	BA501	2018-19
32	Financial Analytics	BA503	2019-20
33	Introduction to Machine Learning & Intelligence	BA601	2019-20
34	Operations Analytics	BA502	2019-20
35	Algorithmic Trading	BA 503	2020-21
36	Artificial Intelligence	BA 601	2020-21
37	Behavioral Finance	FIN 601	2020-21
38	Big data & NLP	BA 603	2020-21
39	Competency Mapping and Assessment Centres	HR503	2020-21
40	Consultancy Management	BA 602	2020-21
41	Customer Experience Management	MKT409	2020-21
42	Financial Modeling and Analysis	FIN405	2020-21
43	Language Spanish	LA 602	2019-20
44	Machine learning	BA 501	2020-21
45	Retail Management	MKT408	2020-21
46	Risk Management in Commercial Banks	FIN 603	2020-21
47	Search Engine Marketing	MKT406	2020-21
48	Social & Network Analytics	BA 502	2020-21
49	Total Quality Management	OM601	2020-21

