

| PGDM Curriculum for the Academic Year 2022-23 | | | |
|--|--------------------|--|----------------|
| Curriculum for First Year PGDM Batch 2022-24 (Tri. I - III) | | | |
| Sr. No. | Course Code | Trimester I | Credits |
| | | Insurance | |
| 1. | 2201 | Fundamentals of Life Insurance & General Insurance | 3 |
| 2. | 2202 | Laws & Regulations Governing Insurance | 3 |
| 3. | 2203 | Fire Insurance | 3 |
| | | Management | |
| 4. | 2212 | Fundamentals of Services Marketing | 3 |
| 5. | 2213 | Interpersonal & Group Processes | 3 |
| 6. | 2214 | Quantitative Techniques | 3 |
| 7. | 2215 | Financial Accounting & Reporting | 1.5 |
| 8. | 2216 | Managerial Economics- I | 1.5 |
| 9. | 2217 | Non-credit Course in Business Communication | - |
| | | Total | 21 |
| | | | |
| Sr. No. | Course Code | Trimester II | Credits |
| | | Insurance | |
| 10. | 2204 | Life Insurance Products and Underwriting | 1.5 |
| 11. | 2205 | Health Insurance | 3 |
| 12. | 2206 | Motor Insurance | 3 |
| | | Management | |
| 13. | 2218 | Optimization Techniques | 3 |
| 14. | 2219 | Strategic Management | 3 |
| 15. | 2220 | Financial Management | 1.5 |
| 16. | 2221 | Organization Design, processes and change | 3 |
| 17. | 2222 | Legal Aspects of Business | 1.5 |
| 18. | 2223 | Digital Technologies for Insurance Business Management | 3 |
| | | Total | 22.5 |
| | | | |
| Sr. No. | Course Code | Trimester III | Credit |
| | | Insurance | |
| 19. | 2207 | Marine Cargo Insurance | 3 |
| 20. | 2208 | Reinsurance | 3 |
| 21. | 2209 | Engineering Insurance | 1.5 |
| 22. | 2210 | Liability Insurance | 3 |
| 23. | 2211 | Insurance Distribution Management | 1.5 |
| | | Management | |
| 24. | 2224 | Business Research Methods | 3 |
| 25. | 2225 | Marketing Strategies | 3 |
| 26. | 2226 | Managerial Economics- II | 1.5 |
| 27. | 2227 | Data Analytics for Insurance | 3 |
| | | Total | 22.5 |

| Curriculum for Second Year PGDM Batch 2021-23 (Tri. IV - VI) | | | |
|---|--------------------|--|---------------|
| Sr. No. | Course Code | Trimester-IV | Credit |
| 1 | 2001 | Engineering Insurance | 1.5 |
| 2 | 2002 | Miscellaneous Insurance (including Cyber Insurance) | 3 |
| 3 | 2003 | Agriculture & Rural Insurance | 3 |
| 4 | 2009 | Managerial Economics | 1.5 |
| 5 | 2010 | Disaster & Sustainability Management | 1.5 |
| | | Electives (Any ONE) | |
| 6 | 2011 | Mktg1: Consumer Behaviour | 3 |
| | 2012 | FM1: Financial Markets and Insurance Finance | |
| | 2013 | HR1: Performance Management and Measurement | |
| | 2014 | IT1:R for Insurance Intelligence & Actuarial Analytics-I | |
| | | TOTAL | 13.5 |
| Sr. No. | Course Code | Trimester-V | Credit |
| 7 | 2004 | Actuarial Science in Life Insurance | 1.5 |
| 8 | 2005 | Enterprise Risk Management | 3 |
| 9 | 2006 | Annuities and Pensions | 1.5 |
| 10 | 2007 | Insurance Accounting | 1.5 |
| 11 | 2015 | Business Ethics & Corporate Governance | 3 |
| | | Electives(Any ONE) | |
| 12 | 2016 | Mktg.2:Financial Services Marketing | 3 |
| | 2017 | FM2:Investment Management | |
| | 2018 | HR2: Leadership and Change Management | |
| | 2019 | IT2:Python for Machine Learning, Artificial Intelligence & Insurance Tech-II | |
| | | TOTAL | 13.5 |
| Sr. No. | Course Code | Trimester-VI | Credit |
| 13 | 2008 | Marine Hull, Oil & Energy Insurance, Aviation Insurance | 3 |
| 14 | 2020 | MRP & Evaluation | 3 |
| | | Electives (Any ONE) | |
| 15 | 2021 | Mktg.3: Business-to-Business Marketing | 3 |
| | 2022 | FM3: Financial Derivatives | |
| | 2023 | HR3: Organization Development | |
| | 2024 | IT3: Cyber Risk, Liability & Insurance Management | |
| | | TOTAL | 9 |