

NETAJI SUBHAS OPEN UNIVERSITY
Department of Commerce and Management
School of Professional Studies

FORM FOR SELECTION OF SPECIALIZATION FOR THE MBA
SESSION – JANUARY 2024

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|---|--|---|--|--|-------------|-----------|--|
| Full Name of the Student: | | | | | | | |
| Enrolment Number: | | | | | | | |
| Contact Number: | | | | | | | |
| Mode of Specialization (Please tick any one): | | Single | | | Dual | | |
| If single specialization, the name of the specialization (Please tick any one): | | Finance | | Marketing | | HR | |
| If dual specialization, the names of the specializations (Please tick any two): | | Finance | | Marketing | | HR | |
| Elective Papers on Finance (Please tick) | | Elective Papers on Marketing (Please tick) | | Elective Papers on HR (Please tick) | | | |
| Security analysis and Portfolio Management (EPFM-01) | | Sales, Distribution and Advertising Management (EPMM-01) | | HRM - Policy and Strategy (EPHRM-01) | | | |
| Working Capital Management (EPFM-02) | | Consumer Behaviour and Customer Relationship Management (EPMM-02) | | Industrial Psychology and Organizational Dynamics (EPHRM-02) | | | |
| Management of Financial Services (EPFM-03) | | International Marketing (EPMM-03) | | Human Resources – Planning and Utilizations (EPHRM-03) | | | |
| Management Control System (EPFM-04) | | Product Management (EPMM-04) | | Cross-Cultural and Global HRM (EPHRM-04) | | | |
| International Financial Management (EPFM-05) | | Marketing Research (EPMM - 05) | | Management and Industrial Relations (EPHRM-05) | | | |
| Taxation in Business (EPFM-06) | | Marketing of Services (EPMM-06) | | Human Resource Accounting and Compensation Management (EPHRM 06) | | | |

Important Note:

- A student may opt for either a single specialization or a dual specialization for the ongoing MBA Program. For single specialization, students must choose 6 (six) elective courses from one of the three specializations offered, i.e., Finance, Marketing and HR, and 4 (four) elective courses from any one of the remaining two domains. For dual specialisation, however, students must choose 5 (five) elective courses each from any two of the three specialisations offered.

For example:

Single Specialization in MM: All the six paper/ courses from Marketing and any four out of six papers from a particular group either from HRM or FM.

Dual Specialization in HRM & FM: any five courses/ papers each from HRM and Finance.

- A minimum number of students may be required for a particular elective paper to be offered. If the number of students for any elective paper is low, then those students may be asked to select another elective paper instead of that paper by the University
- Once submitted, the specialisation choice is final and cannot be changed later. In this regard, students are required to give an undertaking.

Declaration:

I, _____, have read and understood the specialization selection criteria for the MBA Program offered by Netaji Subhas Open University. Further, I submit that the mode of specialisation and the relevant elective papers selected in this form are final, and that, at no point in time in future, I shall request the competent authority for any change in this regard.

Date:

Place:

(Full Signature of the Student)