



India's First DISTRIBUTED MBA

K L University
KONERU LAKSHMAIAH EDUCATION FOUNDATION
Estd. u/s 3 of UOC Act, 1956

India's First DISTRIBUTED MBA

TIMESPRO
GRADUATE TO PROFESSIONAL



DISTRIBUTED MBA PROGRAM	MBA - BANKING & FINANCIAL SERVICES			I YEAR
	SEMESTER I		SEMESTER II	
	BUILDING BLOCKS	No. of Credits	BANKING EXPLAINED	No. of Credits
Professional Competencies	Basics of Business	3	Retail Banking	3
	Managerial Economics	3	Legal & Regulatory Aspects of Banking (DBF-III)	4
	Business Mathematics & Statistics	3	Technology in Banking Management	3
	Principles & Practices of Banking (DBF-I)	4	Corporate Banking	3
	Accounting & Finance for Bankers (DBF-II)	4	ET FinPro FA Series Level 1	2
	Corporate Finance	3	CLAP - II (Business Communication)	2
	Communicate Like A Professional (CLAP) - I (Individual Communication)	2	Excelling with Excel	2
	Excelling with Excel	2	Core Banking (Finacle)-1	3
Co-Curricular Certifications	Commercial Banking in India: A Beginner's Module (NCFM)		Mutual Fund: Beginner's Module (NCFM)	
	Financial Markets: A Beginner's Module (NCFM)		Mutual Fund Distributors Certification Examination (NISM)	
	Banking Sector Module (NCFM)			
	Securities Market: Basic Module (NCFM)			
Self Competencies	Personal Effectiveness and Relationship Leadership (PEARL) - I		Personal Effectiveness and Relationship Leadership (PEARL) - II	
	1. Application of Transactional Analysis (TA)		1. Conflict Management	
	2. Communicative English		2. Managing Expectations	
	3. Emotional Freedom Technique		3. Negotiation and Influence	
	4. Power Presentations		4. Research & Analysis (Analytical Thinking)	
Service Competencies	Customer Service		Customer Centricity	
	1. Customer First Mindset		1. Customer touch points and handling complaints	
	2. Positive Outlook		2. Managing Conflicts	
	3. Professional Acumen		3. Team Building	
	4. People Orientation		4. Creating Customer Experience	
	5. Basis respect		5. Leadership	
	6. Resourcefulness			
	7. Personalized responsiveness			
	8. Reliability			
Internships	Banking Needs Assessment Survey 4 Days	2	Branch Banking Immersion Program 15 Days	3
	Total No. of Credits	31	Total No. of Credits	30
Total No. of Credits: 61				

DISTRIBUTED MBA PROGRAM	MBA - BANKING & FINANCIAL SERVICES			II YEAR	
	SEMESTER III		SEMESTER IV		
	BANKING PRO	No. of Credits	INTEGRATED BANKING	No. of Credits	
Professional Competencies	Credit & Risk Management	3	Business Strategy	3	
	International Trade & Finance	3	Business Law	3	
	Financial Planning & Wealth Management	3	Any 3 Courses From Finance, Marketing, HRM	9	
	Treasury & Foreign Exchange	3	Finance	Marketing	HRM
	Core Banking (Finacle)-2	3	Behavioral Finance	CRM	Strategic HRM
	ET FinPro FA Series Level 2	2	Business Analysis & Valuation	Consumer Behavior	Competency Mapping & Assessment
	CLAP - III	2	Project Finance	Brand Management	Training & Development
	Excelling with Excel	2	Corporate Finance Reporting & Earnings Management	Advertisement & Sales Promotion	Performance Appraisal & Management
			Corporate Tax Planning & Management	Marketing Research	Industrial & Labor Relations
Co-Curricular Certifications	DBF-I		Fixed Income Securities	Services Marketing	Leadership & Change Management
	DBF-II		International Finance	International Marketing	Multi-cultural Management
	DBF-III		Management of Financial Services	Retail Management	Building High Performance Organizations through High Performance Teams
			Investment Analysis & Portfolio Management	Rural Marketing	Global HRM Practices
Self Competencies	Personal Effectiveness and Relationship Leadership (PEARL) - III	3	Strategic Cost Management	Sales & Distribution Management	
	1. Creativity and Innovation		Total No. of Credits		15
	2. Professional Etiquette				
	3. Cultural Awareness				
	4. Job Knowledge & Application				
			For Second Year		
Service Competencies	Ownership Quotient	2	Total No. of Credits: 45		
	1. Building Ownership into your Strategic Value Vision				
	2. Putting Customers to Work				
	3. Boosting Employee OQ		For Two Years		
	4. Build a Strong and Adaptive Ownership Culture		Total No. of Credits: 106		
Internships	Rural Banking Immersion Program 12 Days	4			
Total No. of Credits		30			