

**Manipal Institute of Technology Manipal**  
**Department of Humanities and Management**  
**Integrated M.Tech. (Entrepreneurship)**

Semester wise Subject List with Lecture (L) – Tutorial (T) – Practical (P) – Credits (C) details

<b>III SEMESTER</b>						
<b>Year</b>	<b>Sub. Code</b>	<b>Subject Name</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>II</b>	HUM XXXX	<b>Orientation in Entrepreneurship*</b>	2	0	0	2
	HUM XXXX	<b>Legal Essentials for Entrepreneurs*</b>	2	0	0	2
	HUM XXXX	<b>Basics of Accounting for Entrepreneurs*</b>	2	0	0	2

<b>IV SEMESTER</b>						
<b>Year</b>	<b>Sub. Code</b>	<b>Subject Name</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>II</b>	HUM XXXX	<b>Introduction to Financial Accounting</b>	2	0	0	2
	HUM XXXX	<b>Cost Accounting Fundamentals</b>	2	0	0	2
	HUM XXXX	<b>Strategic Data Management &amp; Decision Making</b>	2	0	0	2

<b>V SEMESTER</b>						
<b>Year</b>	<b>Sub. Code</b>	<b>Subject Name</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>III</b>	HUM XXXX	<b>Understanding Markets and Consumer Behaviour</b>	3	0	0	3
	HUM XXXX	<b>Fundamentals of Digital Marketing</b>	3	0	0	3
	HUM XXXX	<b>Successful Negotiation at Work*</b>	2	0	0	2

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<b>VI SEMESTER</b>						
<b>Year</b>	<b>Sub. Code</b>	<b>Subject Name</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>III</b>	HUM XXXX	<b>Entrepreneurship Essentials (Minor in Entrepreneurship)</b>	X	0	0	X
	HUM XXXX	<b>Design Thinking (Minor in Entrepreneurship)</b>	X	0	0	X
	HUM XXXX	<b>Designing Supply Chain</b>	3	0	0	3
	HUM XXXX	<b>Managing Human Resources</b>	3	0	0	3
	HUM XXXX	<b>Communication Dynamics*</b>	2	0	0	2

<b>VII SEMESTER</b>						
<b>Year</b>	<b>Sub. Code</b>	<b>Subject Name</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>IV</b>	HUM XXXX	<b>Financial management (Minor in Entrepreneurship)</b>	X	0	0	X
	HUM XXXX	<b>Intellectual Property Management (Minor in Entrepreneurship)</b>	X	0	0	X
	HUM XXXX	<b>Strategic Management</b>	3	0	0	3
	HUM XXXX	<b>Marketing Research</b>	3	0	0	3
	HUM XXXX	<b>Experiential Learning and Identifying New Business Opportunity*</b>	1	0	2	2

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<b>VIII SEMESTER</b>						
<b>Year</b>	<b>Sub. Code</b>	<b>Subject Name</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>IV</b>	HUM XXXX	<b>Entrepreneurial Leadership</b>	3	0	0	3
	HUM XXXX	<b>Enterprise Risk Management</b>	3	0	0	3
	HUM XXXX	<b>Transforming an Idea into Business</b>	3	0	0	3
	HUM XXXX	<b>Financing Enterprises &amp; New Ventures</b>	3	0	0	3
	HUM XXXX	<b>Entrepreneurial Ecosystems</b>	3	0	0	3
	HUM XXXX	<b>Regulatory requirement for New Ventures</b>	3	0	0	3

<b>IX SEMESTER</b>						
<b>Year</b>	<b>Sub. Code</b>	<b>Subject Name</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>V</b>	HUM XXXX	<b>Export Management</b>	3	0	0	3
	HUM XXXX	<b>Industrial Training (Conducted for 8 weeks after VIII Sem)</b>				1
	HUM XXXX	<b>Pitching, Venture Funding and Start-Up*</b>				
		<b>Family Business Management (Minor Specialization)</b>				
	HUM XXXX	<b>Managing Family Business</b>	3	0	0	3
	HUM XXXX	<b>Quality Management for Small Business</b>	3	0	0	3
		<b>Smart Startups (Minor Specialization)</b>				
	HUM XXXX	<b>Lean Start ups</b>	3	0	0	3
	HUM XXXX	<b>Scaling up Excellence</b>	3	0	0	3

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<b>X SEMESTER</b>					
<b>Year</b>	<b>Sub. Code</b>	<b>Subject Name</b>	<b>L</b>	<b>T</b>	<b>P C</b>
<b>V</b>	HUM XXXX	<b>Pitching, Venture Funding and Start-up</b>			<b>24</b>