

## PEO, PSO, PO, CO

### Programme Educational Objectives - PEO, Programme Specific Outcomes - PSO, Programme Outcomes - PO, Course Outcomes - CO

#### Programme Educational Objectives (PEO)

PEO-1	To equip the students with requisite knowledge, skills & right attitude necessary to provide effective leadership in a global environment.
PEO-2	To develop competent management professionals with strong ethical values, capable of assuming a pivotal role in various sectors of the Indian Economy & Society, aligned with the national priorities.
PEO-3	To develop proactive thinking so as to perform effectively in the dynamic socio-economic and business ecosystem.
PEO-4	To harness entrepreneurial approach and skill sets

#### Programme Specific Outcomes (PSO)

PSO - 1	MBA graduates shall acquire professional ability for an integrative business project as an employee or an entrepreneur through the multidisciplinary knowledge and skills comprising of accounting, finance, law, economics, information systems, operations, marketing, HRM.
PSO - 2	MBA graduate can be employed or can start their own venture for research & consultancy or any firm wherein the usage of knowledge and skill sets of financial decision models, firm growth strategies like acquisition and mergers, new venture development can be done by them.
PSO - 3	MBA graduate should acquire required Skills, attitude, Knowledge, techniques in respect of various specializations and utilize it for the development of business units and their startups.

#### Programme Outcomes (PO)

PO - 1	Apply knowledge of management theories and practices to solve business problems
PO - 2	Foster Analytical and critical thinking abilities for data-based decision making
PO - 3	Ability to develop Value based Leadership ability
PO - 4	Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business
PO - 5	Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment
PO - 6	Create, select, and apply appropriate techniques, resources, and modern tools including prediction and modeling to complex activities with an understanding of the limitations.
PO - 7	Demonstrate knowledge and understanding of management principles and apply these to one's own work, as a member and leader in a team. Manage projects in multidisciplinary environments to meet financial, environmental, social and ethical constraints.
PO - 8	Recognize the need for and have the preparation and ability to engage in independent and life-long learning in the broadest context of technological change.

#### Course Outcomes (CO)

#### SEMESTER - I

CO No.	Course/Subject
	<b>101-Accounting for Business Decisions - ABD</b>
1	To understand the basic concepts of financial accounting, cost accounting and management accounting.
2	To summarize difference between financial, cost accounting and management accounting
3	To apply various tools from accounting and cost accounting this would facilitate the decision making

4	To develop analytical abilities to face the business situations
5	To understand the interpretation of accounting concepts
<b>102-Economic Analysis for Business Decisions - EABD</b>	
1	To understand and learn basics of Basic Concepts of Economics
2	To illustrate determinants of Supply and Demands and Demand Analysis and Forecasting
3	To categories the factors in Costs and its application in Risk Analysis and Decision Making
4	To compare Money and Capital Markets in India and understanding of stock market quotations in financial press expected.
5	To understand the concept of Public Finance Infrastructure
<b>103-Legal Aspects of Business - LAB</b>	
1	To acquaint students with general business law issues to help become more informed, sensitive and effective business leaders.
2	To understand all important legal provisions pertaining to Business Laws
3	To provide the students with an understanding of fundamental legal issues pertaining to the business world to enhance their ability to manage businesses effectively
4	To know the liabilities of the business under general business laws
5	To exemplify the Intellectual Property Laws
<b>104-Business Research Methods -BRM</b>	
1	To understand and learn basics of Research, Process of Research and elements of research Proposal
2	To illustrate features of Good Research and use of research design
3	To categories the various approaches and methods of research. To define the hypotheses for social research
4	To compare the types of data, methods of data collection and validate the questionnaire
5	To understand the concept of Sampling and to differentiate the Methods of Sampling
<b>105-Organizational Behaviour - OB</b>	
1	To understand and learn the various concepts of organizational behavior
2	To understand the various personalities, attitude , perception and motivation and apply in organizational situations
3	To interpret the interpersonal and behavior processes for team building and leadership development
4	To evaluate the culture and people cope up with the cultural change and stress related issues
5	To understand organization change and how to implement the change in the organization
<b>106-Basics of Marketing - BoM</b>	
1	To identify the core concepts of marketing and understand the need of the customer
2	To apply the company orientation towards the market place and also evaluate the market
3	To analyze the consumer behavior and can recognize the different steps in buying decision process
4	To analyze and categorize segmentation, targeting and positioning of the product and the consumer
5	To classify and interpret the difference between goods and services
<b>107-Management Fundamentals - MF</b>	
1	To understand the various concepts of management
2	To apply the managerial competencies in terms of communication and team work
3	To analyze the formal and informal, line and staff relationship in the organization
4	To analyze and evaluate the decision making analysis properly
5	To organize and design a proper controlling and coordination process
<b>108-Business Communication Lab - BCL</b>	
1	The student can understand the fundamentals of communication and identify their communication abilities
2	The student can apply the managerial writing skills in terms of good communication
3	The student can design effective presentation (audio visual)
4	The students can give better presentation because of presentation skills
5	The students can confidently participate in group discussions
<b>109-MS Excel and Advanced Excel Lab - MEAEL</b>	
1	To learn various MS Excel Utilities useful for business organisation
2	To demonstrate the application of various MS Excel functions to students w.r.t. various subject domains
3	To create MS Excel template/utility for critical business processes
4	To analyze the role of advanced excel functions in decision making
5	To share the knowledge and accelerate learning in the field of IT
<b>110-Selling and Negotiation Lab - S&amp;NSL</b>	
1	To develop the aptitude of selling with the context of organizational sustainability.

2	To inculcate and incorporate the attributes of good sales persons
3	To able to understand the complete chain of selling from opening the deal till the closing of the deal.
4	To develop the skills of negotiations, parameters of cracking the deals.
5	To evaluation and understanding of negotiation skills at various stages.
<b>114-Foreign Language I Lab - FL - I L</b>	
1	To understand the basics of language.
2	To develop the spoon language skills.
3	To evaluate the word power.
4	To create awarens about communication.
5	To inculcate and incorporate the attributes of good speaker
<b>115-Enterprise Analysis and Desk Research - EA&amp;DR</b>	
1	To acquaint with basic aspects of an Enterprise.
2	To guide in analyzing an Enterprise w.r.t a set of basic parameters.
3	To help assimilate basic jargon and its meaning w.r.t. Enterprise Analysis.
4	To develop awarness about enterprise analysis.
5	To understand the importance to analytical research

## SEMESTER - II

CO No.	Course/Subject
<b>201-Marketing Management - MM</b>	
1	To identify the core concepts of marketing management and can use it as a framework for marketing decision
2	To discover, evaluate and analyze a brand
3	To develop a pricing model for a given product
4	To analyze and categorize the different marketing channels
5	To classify and interpret the communication mix with respect to advertising, sales promotion, personal selling and various other communication methods in marketing
<b>202-Financial Management - FM</b>	
1	To understand the concept of Financial management
2	To apply the analytical skills that would facilitate the decision making in Business situations
3	To apply various tools and techniques in the area of finance.
4	To understand the concept of Capital budgeting
5	To solve the practical problem on Fund flow statement , Working Capital Management
<b>203-Human Resource Management - HRM</b>	
1	To understand and learn the various concepts & practices of HRM followed in Organizations.
2	To apply the theoretical knowledge of HRM functions for improvement of organizational productivity.
3	To understand the theory of Recruitment & Selection, Performance Management, Training & Development and apply it for effectiveness of organization.
4	To evaluate the Performance of employee / Manpower in relation with the effectiveness of organization.
5	To remember the basic theories of HRM while working in organizations.
<b>204-Decision Science - DS</b>	
1	To understand and learn the importance of Decision Sciences & Role of quantitative techniques in decision making.
2	To understand the methods and to solve LPP, transportation and assignment problems
3	To evaluate the various theories in decision science and CPM and PERT techniques.
4	To understand applications of various quantitative techniques in managerial settings.
5	To understand and analyze the transportation problems faced in business
<b>205-Operations &amp; Supply Chain Management - SCM</b>	
1	To understand and learn the various concepts of Operations Management and Quality
2	To apply the Process Product Matrix and Service System Design Matrix
3	To understand the concept of PPC and apply it for production planning for various industries
4	To analysis Inventory Costs and EOQ and apply various Inventory Control Systems for the Industry
5	To understand the concept of SCM and its application for Customer Services
<b>206-Management Information Systems - MIS</b>	

1	To develop conceptual understanding about latest developments in the field of Information Technology and the impact of I.T. in managing a business.
2	To learn knowledge of various system development methodologies in information System Technology
3	To design and analyse information system requirements, decision making models and networking requirements.
4	To learn from, with a view to emulate, entrepreneurial ventures in e-Commerce and m-Commerce
5	Discuss applications of MIS in functional areas and service sector with help of case studies
<b>207-Emotional Intelligence &amp; Managerial Effectiveness Lab - EI&amp;MEL</b>	
1	To understand the basics of emotional intelligence
2	To explain theories of learning
3	To illustrate challenges faced by organizations and managerial effectiveness.
4	To understand organization goals and to relate with improving effectiveness
5	To develop understanding and competence for personal and managerial effectiveness.
<b>210-Life Skills Lab - LSL</b>	
1	To understand the Concept of skill in Life Skills, Primary goal of Life Skills programme, Life Skills Process model, Group development and group behaviors.
2	To demonstrate the difference between empathy and sympathy, Anger and distress, adaptive Cognitive, adaptive behavior and emotion focused Empathy so that the student by applying this will increase life satisfaction and Improve relationships with others.
3	To develop new ability to practice new problem solving skills in group and use these skills in personal life.
4	To display the knowledge of Moral development and to understand the Interpersonal influences on Moral development, Moral development and social exclusion, Morality and culture, Morality and Intergroup attitudes, moral emotions.
5	To recognize the need for life skills and have Memorization such as rehearsal and role learning Communication Skills.
<b>211-Geopolitics &amp; The World Economic System - GWES</b>	
1	To examine the National & International Political Economy & governance.
2	To develop the ability of understanding and of analyzing reasons and consequences of any change in the international system.
3	To prepare students for their future engagement in international political and economic environment.
4	To justify the market-oriented, developmental & social capitalism & functions of WTO GATT SAARC, ASEAN, & NAFTA .
5	To understand the international financial system and the participants in the changed economic system & Consequences of Economic Globalization.
<b>213-Computer Aided Personal Productivity Tools Lab - CAPPTL</b>	
1	To learn about various MS Office Utilities useful for business organisation
2	To demonstrate the application of various MS Office utilities functions w.r.t. various subject domains
3	To enhance personal productivity through advanced features of MS Word, MS Excel & MS PowerPoint
4	To instruct skills such as MS Outlook and basic social networking tools for business processes
5	To share the knowledge and accelerate learning in the field of IT
<b>214-Foreign Language II Lab - FL L II</b>	
1	To understand the basics of language.
2	To develop the spoken language skills.
3	To evaluate the word power.
4	To create awareness about communication.
5	To inculcate and incorporate the attributes of good speaker
<b>215-Industry Analysis &amp; Desk Research - IA&amp;DR</b>	
1	To enable to differentiate the industry and develop the knowledge related to the characteristics of industry.
2	To describe/develop the management philosophy and leadership skills by following the different organizations leaders.
3	To scan the micro and macro business environment.
4	To develop the abilities to analyse the financial data for decision making.
5	To describe of the various corporate strategies, policies, guidelines for the identified business activity.
<b>SEMESTER - III : COMMON SUBJECTS</b>	
<b>CO No.</b>	
<b>Course/Subject</b>	
<b>301-Strategic Management - SM</b>	
1	To recognize various perspectives and concepts in the field of Strategic Management .
2	To understand the concept Strategy, Strategic Management and Strategic Management Process.
3	To develop the skills of students for applying these concepts to the solution of business problems.
4	To create the students to master the analytical tools of strategic management.

5	To demonstrate and differentiate between blue & red ocean strategies, principles of blue ocean strategy, Strategy Canvass & Value Curves, Four action framework.
<b>302-Enterprise Performance Management - EPM</b>	
1	To understand the Performance Evaluation Parameters
2	To apply the tools and techniques of Capital expenditure control
3	To evaluate the parameters of enterprise in terms of expenses, control systems and pricing
4	To apply the Audit Function as a tool
5	To evaluate the performance of Nonprofit organisation
<b>303-Startup and New Venture Management - SNVM</b>	
1	To understand the Concept of Entrepreneurship, Factors affecting the Entrepreneurial Growth & Steps of entrepreneurial process.
2	To the understand the enterprise launching Formalities & opportunity or identification of Product Selection
3	To identifying good opportunities and then creating, communicating, and capturing value from those opportunities; including innovation in a corporate context.
4	To analyse business opportunities, and articulate them as a compelling business description, and pitch to an audience of investors, customers, or business partners.
5	To understand the various laws and case studies of successful & unsuccessful entrepreneurs.
<b>304-Summer Internship Projects - SIP</b>	
1	To describe the roles and responsibilities required in the capacity of an employee
2	To describe the functioning of industry in relation to individual employee.
3	To network with employees in the corporate world and get a glimpse of real life situations.
4	To apply critical thinking and following standard procedures in an organisation.
5	To explore the functioning of various industries and develop a decision making process for selecting future jobs.
<b>SEMESTER - III : MARKETING MANAGEMENT SPECIALISATION - MKT</b>	
<b>305 - MKT-Contemporary Marketing Research - CMR</b>	
1	To understand the importance of marketing research in the current business scenario
2	To evaluate and interpret the questionnaire and data collection
3	To apply statistical design and study its effectiveness in advertising and sales promotion campaigns
4	To analyze the data collected from various sources
5	To understand how to interpret various analysis techniques
<b>306- MKT-Consumer Behaviour - CB</b>	
1	To understand and learn the concept of consumer behavior in marketing
2	To analyze the various environmental influences and individual determinants of consumer behavior
3	To evaluate and apply the various Consumer Behavior Models
4	To understand and evaluate the Indian consumer
5	To students can understand the various personality trait in consumer purchases
<b>307- MKT - Integrated Marketing Communication - IMC</b>	
1	To identify the tools available for marketing communications
2	To discover, evaluate and analyze how to build a brand through advertisement
3	To develop effective sales promotion for a given product through proper marketing communication
4	To analyze the effect of public relations as a long term goal/investment
5	To analyze the effect of advertising
<b>308 - MKT- Product Management - PM</b>	
1	To understand and learn the various facets of job profile of product manager
2	To analyze the various levels of market competition and its product strategy
3	To understand and evaluate the consumer need
4	To evaluate the financial analysis for the product management
5	To understand the various strategies in product management
<b>309 -MKT -Strategic Brand Management - SBM</b>	
1	To understand the concept Brand, Brand equity , Brand Management, Strategic brand management process
2	To identify and establish brand positioning, Planning and implementing brand marketing programs, Measuring and interpreting brand performance, Growing and sustain brand equity.
3	To discover the use of Integrating marketing communication for Brand Marketing Programs.
4	To measure and Interpret Brand Performance
5	To design brand strategy, New products, Brand extensions

	<b>312 -MKT- Customer Relationship Management - CRM</b>
1	To understand the concept CRM, Customer Value, Sources of Customer Value, Value from products, services, extended P's and their relations with CRM.
2	To apply the several strategies of customer retention at different stages of Customer Life Cycle for development of good and healthy customer relationship.
3	To create alliance between non-competing firms, and competing firms by organizing strong Business Networks , Supplier Networks , Distribution Networks and Managing these Networks for designing good and healthy CRM.
4	The ability to understand the Customer Relationship Management and Customer Experience Management
5	To demonstrate the knowledge of organizational issues and CRM and understanding of Conventional customer management structures.

### SEMESTER - III : FINANCIAL MANAGEMENT SPECIALISATION - FIN

	<b>305-FIN - Financial Regulatory Framework - FRF</b>
1	To explain the Indian financial system and their structure.
2	To explain the different regulators and their role in the economy/ Roles and responsibilities of the regulators.
3	To explain the regulatory framework for international funds.
4	To describe the Regulatory framework and economic growth.
5	To explain the nature of the company and to differentiate different companies.
	<b>305 - FIN - Direct Taxation - DT</b>
1	To understand the basic concepts in Income Tax Act, 1961.
2	To Calculate Gross Total Income and Tax Liability of an Individual.
3	To Explain the procedure of online filling of various forms and Returns.
4	To solve the numerical problems on various heads of income
5	To Apply the knowledge of E-filing of Return
	<b>306-FIN - Merchant Banking and Financial Services - MB&amp;FS</b>
1	To describe the role and functions of Merchant Banking in business.
2	To explain the financial service industry in India.
3	To describe SEBI rules and regulations related to merchant banking.
4	To explain the concept of Mutual Funds in India.
5	To describe the importance of Insurance worldwide and regulatory framework of insurance in India.
	<b>306-FIN - Financial System of India - Markets &amp; Services - FSIMS</b>
1	To develop the students with the practical dynamics of the Indian Financial System, Markets, Institution and Financial Services.
2	To Illustrate with Regulators of Financial System in India
3	To interpreting Nature and scope of financial Services, Merchant Banking and Venture Capital
4	To Utilize knowledge of various Financial Institutions in India
5	To understand the applications
	<b>307-FIN - Income Tax - I</b>
1	To define various concepts of Taxation.
2	To calculate the tax liability of Salaried person / Employee.
3	To ability to calculate the tax liability of Assess having income from House Property, Capital Gains and Other Sources.
4	To explain the provisions of Income Tax Act for the corporates and individual.
5	To implement the tax planning and management for individuals and HUF.
	<b>307-FIN - Strategic Cost Management - SCM</b>
1	To understand the scope of Strategic Cost Management
2	To apply the techniques of strategic cost management
3	To explain the concepts of activity based costing
4	To Examine the Learning curve theory
5	To illustrate Balance Score Card
	<b>308-FIN - Corporate &amp; International Financial Reporting - CIFR</b>
1	To acquaint with the framework of financial reporting and emerging trends.
2	To make familiar with the analytical tools used for financial analysis.
3	To understand the accounting aspects.
4	To get acquainted with the concept of IFRS
5	To have knowledge of convergence of Indian Accounting Standards with IFRS.

	<b>309-FIN - Strategic Cost Management - SCM</b>
1	To understand the scope of Strategic Cost Management
2	To apply the techniques of strategic cost management
3	To explain the concepts of activity based costing
4	To Examine the Learning curve theory
5	To illustrate Balance Score Card
	<b>309-FIN - Corporate Finance - CF</b>
1	To acquaint students with advanced treatment of various concepts and tools and techniques used in Financial Management
2	To understand the importance of Corporate Finance
3	To highlight the importance of various decision making areas of financial management
4	To apply all important concepts of Corporate Finance
5	To explore the corporate finance knowledge
	<b>313-FIN - Banking Operations - I - BO-I</b>
1	To understand the basics of Banking and the emergence of Banking in India.
2	To understand the all important concepts pertaining to Banking Operations
3	To get acquainted with the functionality of the Banks.
4	To apply all important concepts of banking operations
5	To know the meaning and use of commonly used technologies in Banking.
	<b>315-FIN - Banking Operation I – BO-I</b>
1	To introduce & understand history , basics of Banking in India
2	To know regulatory framework
3	To understand functionality of the Banks, types of banks and banking
4	To Demonstrate funding and recovery
5	To develop Concepts in Banking and Accounting of transactions
	<b>318-FIN - Financial Systems Analysis - FSA</b>
1	To equip the students to have an in depth understanding of the Financial Statements.
2	To enable the students to use various contemporary techniques of financial analysis to be able to give an opinion on the financial performance of companies.
3	To understand all important concepts
4	To apply all important concepts
5	To develop analytical skill
<b>SEMESTER - III : HUMAN RESOURCE MANAGEMENT SPECIALISATION - HR</b>	
	<b>305-HR - Labour Law - LL</b>
1	To application of various labour related legal approaches & compliances for the organization.
2	To application various provisions under Payment of Wages Act.
3	To applicability of provisions under Minimum Wages Act.
4	To calculate bonus under different rates and provisions of bonus, read various ammendments.
5	To applicability of Factory Act and provisions under various sections.
	<b>306-HR - Performamce Management - PM</b>
1	To enable to analyse the role; of top management in implementation of PMS process in building corpoarte culture.
2	To identification of all the components of reward system.
3	To correlation of linkage of performance management to reward and compensation system.
4	To define and address issues arising in PMS process.
5	To able to address ethical dilemmas in PMS process.
	<b>305-HR-Labour and Social Security Laws - L&amp;SSL</b>
1	To make student understand the gist of labor laws
2	To evaluate the importance of various provisions in labor laws
3	To understand the implementation of labor laws
4	To make students understand the various labor laws
5	To make students understand the implications of labor laws
	<b>306-HR– Human Resource Accounting &amp; Compensation Mgmt. - HRA &amp; CM</b>

1	To understand basics of human resource accounting
2	To outline investment approach
3	To explain HR Auditing and accounting
4	To classify compensation and explain theories related to compensation management.
5	To analyze issues related to compensation
<b>307-HR- Employee Health &amp; Safety Welfare - EHSW</b>	
1	To understand the basic Concept of Employee Health.& Safety Welfare.Study of all statutory & Non statutory welfare facilities.
2	To understand the duties under Maharashtra Welfare officers Rules 1966 &
3	To understand the Environmental Pollution and Protection act.
4	To identifying hazards and assessing risk
5	To define the Systematic identification and control of hazards
<b>308- HR - Employee Welfare - EW</b>	
1	To apply Labour Welfare principles, classification and need while framing the welfare policy.
2	To define role and responsibility of Welfare Officer during appointment.
3	To differentiate statutory & non-statutory welfare provisions.
4	To define the role of various agencies in maintaining welfare facilities.
5	To prepare the Field Report on Welfare Facilities & Problems based on the existing schmens.
<b>309-HR - HR Audit - HRA</b>	
1	To understand origin of HR audit
2	To understand HR Strategies, Structures, Systems and Competencies
3	To analyze HRD Score Card
4	To analyze and categorize effectiveness of HR audit
5	To understand the applications
<b>314-HR - Lab in Recruitment and Selection - LRS</b>	
1	To analyze the Recruitment advertisements, profiling techniques
2	To Interpret the different interviewing modes
3	To Describe the importance and relevance of recruitment and selection to Organizations.
4	To Develop and participate in an interview process.
5	To Illustrate the role of competencies and performance management in recruitment and selection.
<b>316-HR - Lab In Training - LT</b>	
1	To understand real need of ITN for Effective Training Program at Industry
2	To illustrate the various steps and methods in ITN and Design respectively
3	To categories the various methods in Training Design
4	To compare the various design training Methods and its utility and Value in training
5	To develop familiarity with importance ITN, Design, Implementation and Evaluation of Training and Development
<b>SEMESTER - III : OPERATIONS MANAGEMENT SPECIALISATION - OPE</b>	
<b>305-OPE - Planning and Control of Operations - PCO</b>	
1	To understand the Routing, Scheduling, shop loading and dispatch follow up in Planning & Control of Operations.
2	To identify the Demand Forecasting tool
3	To understand the problems and opportunities faced by the operations manager in manufacturing and service organizations.
4	To develop the need for aggregate planning and the steps in aggregate planning.
5	To Summarize the Manufacturing Resources Planning and Scheduling of Operations
<b>306-OPE - Inventory Management - IM</b>	
1	To understand aggregate Planning and Inventory Management
2	To illustrate managing SC inventory and delivering perfect customer orders.
3	To summarize Safety & Environmental Aspects of Inventory Management.
4	To perceive key operational aspects of Supply chain
5	To perceive make or buy decisions.
<b>307-OPE - Productivity Management - PM</b>	
1	To Conceptual clarity about the word productivity



2	To Carry out value analysis
3	To Mapping the process by using flow chart
4	To Calculate standard time of job.
5	To Acquire knowledge about new trends
<b>308-OPE - Maintenance Management - MM</b>	
1	To understand importance and role of Maintenance Management
2	To apply the all important concepts
3	To acquaint with various alternatives of Maintenance Management
4	To explore the functions of maintenance management
5	To understand use of decision tools for Maintenance Management
<b>310-OPE - Manufacturing Resource Planning - MRP</b>	
1	To understand role and importance of Manufacturing Resource Planning (MRP II)
2	To compare MRP – I and MRP - II
3	To utilize capacity management in Operations
4	To examine manufacturing calendar for smooth Operation activates.
5	To understand the applications
<b>311-OPE - Technology Management - TM</b>	
1	To highlight the role of technology and innovation as drivers of value and competitive advantage.
2	To utilise the technology management practices
3	To provide conceptual foundations in managing innovation and technology.
4	To apply the all important concepts
5	To understand all basic elements
<b>312-OPE - Six Sigma - SS</b>	
1	To understand the Routing, Scheduling, shop loading and dispatch follow up in Planning & Control of Operations.
2	To identify the Demand Forecasting tool
3	To develop the need for aggregate planning and the steps in aggregate planning.
4	To Summarize the Manufacturing Resources Planning and Scheduling of Operations
5	To use a structured approach to process improvement.
<b>313-OPE –Designing Operating System –DOS</b>	
1	To understand Process analysis
2	To explain Job design and work measurement
3	To illustrate designing manufacturing Process and service Process
4	To understand basics of designing service processes
5	To explain designing service processes
<b>315-OPE – Project Management - PM</b>	
1	To explain the students with a holistic, integrative view of Project Management
2	To explore the role of projects in modern day business organizations
3	To sensitize the students to complexities of project management
4	To understand how to manage project teams.
5	To understand the applications
<b>SEMESTER III : SUPPLY CHAIN MANAGEMENT - SCM</b>	
<b>305-SCM -Essentials of Supply Chain Management - ESCM</b>	
1	To make students understand how supply chain impacts all areas of the firm
2	To understand the basic concepts of supply chain management
3	To explore insights into supply chain’s linkages with customer value
4	To define customer value and to understand its execution
5	To understand the applications
<b>306-SCM - Logistics Management - LM</b>	
1	To understand the role and importance of logistics in modern day economy
2	To evaluate and analyze the relationship between logistics and other functional areas

3	To develop effective logistic system as a case study
4	To understand the scope of logistics
5	To learn the importance of logistic management
<b>308-SCM - Inventory Management - IM</b>	
1	To understand the Process of Aggregate Planning and its link with Inventory Management
2	To understand concept of Supply Chain Inventory and study a few basic variants of EOQ models
3	To recognize role and importance of Supply Chain Inventory Management in delivering perfect customer order
4	To acquaint with safety and environmental aspects of Inventory Management
5	To understand the applications
<b>310-SCM - Six Sigma - SS</b>	
1	To understand the concept of six sigma
2	To identify the six sigma methodology and philosophy
3	To analyze the change and sustain benefits
4	To identify the customer requirements
5	To understand the applications
<b>311 - SCM – Supply Chain Planning - SCP</b>	
1	To understand the Process of Aggregate Planning and its link with Inventory Management
2	To understand concept of Supply Chain Inventory and study a few basic variants of EOQ models
3	To recognize role and importance of Supply Chain Inventory Management in delivering perfect customer order
4	To acquaint with safety and environmental aspects of Inventory Management
5	To apply the DMAIC Cycle
<b>315-SCM - Supply Chain Practices – I - SCM-I</b>	
1	To understand the practical knowledge of the supply chain management in various sectors
2	To analyze the manufacturing operations of a firm
3	To apply sales and operations planning, MRP and lean manufacturing concepts
4	To apply quality management tools for process improvement
5	To identify the parties involved and their role in the supply chain practices.
<b>SEMESTER - III : INFORMATION TECHNOLOGY MANAGEMENT - IT</b>	
<b>305-IT -Management - ITM</b>	
1	To Understand important elements of hardware and networking management
2	To learn about software system and security management
3	To understand the nature of various types cyber crimes and to know about various provisions
4	To know about the certifying authorities ,disputes ,trademarks, IT Act
5	To share the knowledge and accelerate learning in the field of IT
<b>306-IT-E Business - EB</b>	
1	To learn about various e-business strategies and e-business infrastructure
2	To understand principles of BI and Analytics at conceptual level
3	To determine requirement to initiate/lead an e-business venture/ business segment
4	To explain role of BI Application in various functional areas through case studies
5	To learn from, with a view to emulate, entrepreneurial ventures in e-Commerce and m-Commerce
<b>305-IT -Management &amp; Cyber Laws - MCL</b>	
1	To understand important elements of hardware and networking management
2	To learn about software system and security management
3	To understand the nature of various types cyber crimes and to know about various provisions
4	To know about the certifying authorities ,disputes ,trademarks, IT Act
5	To share the knowledge and accelerate learning in the field of IT
<b>306-IT-E Business and Business Intelligence - BBI</b>	
1	To learn about various e-business strategies and e-business infrastructure
2	To understand principles of BI and Analytics at conceptual level
3	To determine requirement to initiate/lead an e-business venture/ business segment

4	To explain role of BI Application in various functional areas through case studies
5	To learn from, with a view to emulate, entrepreneurial ventures in e-Commerce and m-Commerce
<b>307-IT-Software Engineering with System Analysis &amp; Design - SESAD</b>	
1	To develop theoretically sound understanding of Software Engineering Methods
2	To study various approaches for system development
3	To investigate the system requirement and specifications
4	To design diagrams such as use case, activity diagram, sequence diagram etc. and user interfaces for software Engineering
5	To understand Use-case Driven Object oriented Analysis
<b>308 - IT- Mobile Computing with Android - MCA</b>	
1	To understand the concept and scope of technical aspects of M-computing
2	To learn various emerging technologies in M-computing
3	To understand M-computing applications; initiate new applications
4	To compare and analyse various m commerce services and mobile applications
5	To Discuss and learn new trends in Android programming
<b>309 - IT - RDBMS with Oracle</b>	
1	To understand theoretical concepts in Relational Data Base Management
2	To develop working level proficiency for writing SQL commands
3	To develop capability to design applications for a real life DBMS problem
4	To discuss and learn database features and system security
5	To Discuss and learn new database technologies
<b>310 -IT-Software Quality Assurance &amp; CMM Levels</b>	
1	To understand software quality and related concepts
2	To understand pre project SQA components
3	To understand SQA components on project life cycle activity assessment
4	To understand various factors in Software Quality
5	To understand Software Quality standards like ISO and CMM
<b>316- IT - Technical Writing - TW</b>	
1	To understand Technical Writing at conceptual level
2	To learn tools and techniques as well as approaches to technical writing
3	To develop expertise with a view to taking up technical writing as a career
4	To understand all important concepts
5	To apply all important concepts
<b>SEMESTER - III : RURAL AGRI BUSINESS MANAGEMENT - RABM</b>	
<b>305-RABM - Agriculture and Indian Economy - AIE</b>	
1	To understand and learn the various agribusiness environment concept in which business carried out.
2	To create interest of students to understand the Indian Agriculture concepts like five years plans, food security in India, Irrigation & other agricultural inputs.
3	To allow students to study micro & macro economics of environmental forces & their impact on agribusiness.
4	To analyze the role of Indian Agriculture in Indian Economy.
5	To develop the ability for labour management.
<b>306-RABM - Rural Marketing - I - RM I</b>	
1	To create understanding of basic rural culture & environment amongst students.
2	To analyze the rural marketing strategies.
3	To identify the rural marketing environment, consumer behavior, distribution channels & marketing strategies.
4	To demonstrate knowledge & attract the customers towards rural Market
5	To recognize need & have the preparation of Rural Research Market
<b>307-RABM - Rural Development I - RD I</b>	
1	To understand planning for rural development.
2	To explain organizing and financing for rural development
3	To summarize Implementation, Monitoring and evaluation
4	To analyze Poverty and Unemployment Eradication Programmes

5	To demonstrate rural development measures and outcomes of selected rural area
<b>308-RABM –Special Areas in Rural Marketing – SARM</b>	
1	To understand Rural Marketing in FMCG
2	To explain rural market in consumer durables and in financial services.
3	To summarize rural market in Agricultural inputs and in cottage industries.
4	To understand rural market in agricultural inputs
5	To understand rural market in cottage industries
<b>310-RABM - Agriculture Marketing &amp; Price Analysis - AMPA</b>	
1	To create understanding of basic concepts & practices of agriculture marketing.
2	To evaluate the agriculture marketing issues through analytical skills.
3	To identify the role & performance of marketing institutions & players of marketing commodities.
4	To apply appropriate techniques in marketing of agriculture commodities
5	To recognize need & appropriate price of product for the fixation of rural market
<b>312-RABM - Agriculture Marketing - AM</b>	
1	To make students understand the functions performed by the agricultural marketing system.
2	To understand and learn all important concepts.
3	To make students aware of current issues and trends in agricultural markets
4	To apply the theory pertaining to Agriculture Marketing
5	To help students identify basic market problems and assess the effect of market imperfections on the performance of the marketing
<b>315-RABM - Agriculture Supply Chain Management - ASCM</b>	
1	To create understanding of concepts & process of Agriculture Supply Chain Management.
2	To apply framework, network & designs for structuring supply chain management.
3	To evaluate & understand the demand forecasting, inventory planning IT enhancement of supply chain management
4	To demonstrate knowledge & understand the principles management of IT technology in Agriculture Management.
5	To apply appropriate technology for the use of logistic management in agriculture
<b>SEMESTER - III : INTERNATIONAL BUSINESS MANAGEMENT - IB</b>	
<b>305-IB - International Business Economics - IBE</b>	
1	To understand and learn the various concepts, theories & models of International Business Economics.
2	To understand & apply the basic theoretical knowledge of current International Economy issues.
3	To allow students to use economics tools to analyze current trends / issues of International Market Economics.
4	To appraise the role of International Banking authorities managing problems of international debts & risks.
5	To understand & recognize the need of International Banking in International Trade & Business.
<b>306 - IB -Export Documentation and Procedures - EDP</b>	
1	To familiarize students with policy, procedures and documentation relating to foreign trade operations.
2	To understand procedures and documentation in international trade; procedures and documentation as trade barriers
3	To understand the practical formalities related to Export -Import
4	To know the Export - Import procedure.
5	To understand the applications
<b>307-IB - International Management - IM</b>	
1	To understand cross cultural values and communication
2	To analyze the challenges of global planning
3	To examine and manage political risks
4	To familiarize students with the cross – cultural behaviour and its management for successful operations of the international firms
5	To understand the applications
<b>308-IB - International Marketing – IM</b>	
1	To describe the concept broad structure of an international marketing plan.
2	To explain the concept of New Product Development
3	To describe the Pricing Strategies for international marketing
4	To explain the aspects of international supply chain management
5	To describe the International promotion tools and planning

	<b>309-IB - International Marketing Research - IMR</b>
1	To highlight the significance of International Marketing Research and provide a comprehensive understanding of the research process
2	To develop an in-depth knowledge of the challenges associated in conducting market research internationally
3	To understand the simple and advanced data analysis for International Marketing Research
4	To apply the theory
5	To make sound marketing decisions on the basis of collected and analyzed data
	<b>310-IB - International Financial Management - IFM</b>
1	To make student understand the operations of foreign exchange market.
2	To allow students to understand regulatory framework of International Finance through which the operation can take place.
3	To analyze the students complexities of managing finance of multinational firms.
4	To apply appropriate techniques for International Accounting
5	To recognize the need of International Taxation
1	<b>314-IB - Legal Dimensions of International Business - LDIB</b>
	To apply the concept of laws regarding of international business
2	To explain the concept of Dispute settlement
3	To describe the restrictions on trade in endangered species and other commodities as based on international conventions
4	To apply the various laws relating to International business
5	To apply the Consumer law with reference to the national & international dimensions
	<b>316-IB - International Relations and Management - IR&amp;M</b>
1	To equip the students with an understanding of the multifaceted phenomenon called international relations
2	To help students understand as to how exactly does the existing international environment
3	To expose students to these issues focused on India to discern their effect on the management of business.
4	To understand the concepts
5	To apply the theory
<b>SEMESTER - III : TECHNOLOGY MANAGEMENT - TM</b>	
	<b>305-TM- Fundamentals of Technological Management - FTM</b>
1	To understand the term Technology & Society, Relation of Knowledge and Technology, Technology and Business, Levels of technology , Management of Technology and General Manager's Perspective on Managing Technology.
2	To analyze the role of Technology in wealth creation, that helps the student to judge its value in Evolution of Production Technology, Product Technology, Technology & the National Economy.
3	To create and develop the approach of students towards handling Critical Factors in Managing Technology and the New Paradigms.
4	To demonstrate the issues involved in the effective management of technology and innovation, including market, technological, and organizational factors, in today's fast-changing, competitive, global environment.
5	To understand technology's crucial role in creating wealth and achieving competitiveness.
	<b>306-TM- Managing Innovation - I - MI-I</b>
1	To understand the various concepts viz. Creativity, Invention, Innovation and Difference between innovation and creativity.
2	To develop and apply innovative approaches by empowering the students with necessary tools like Static Models.
3	To evaluate the Implications for Competition and competencies.
4	To interpret the process of Innovation, Innovation Portfolios for Established Organizations. Pioneers, Migrators & Settlers.
5	To evaluate the different sources of innovation and its impact on competition.
	<b>307- TM- Technology Forecasting - TF</b>
1	To understand the purpose of technology forecasting and techniques used for technology forecasting
2	To interpret the strengths and weaknesses of technology forecasting techniques
3	To design the different technology forecasting techniques for different purposes
4	To foresee the technology advancement of the future
5	To analyze different techniques for different purposes
	<b>308-TM- Strategies for Info Goods &amp; Network Economies – I- SIGNE - I</b>
1	To understand characteristic features of network and information goods and related products
2	To interpret distinctive impact of network and information goods on competitive strategies in these industries, and how to manage them
3	To design the network effects & strategies to exploit network effect
4	To interpret the implications of varying economies
5	To understand the strategies involved in product management

	<b>309-TM- Advanced Manufacturing Technology - AMT</b>
1	To understand the key concepts of advanced manufacturing technology used in modern manufacturing facility
2	To evaluate the principles of operation and characteristics of specific technologies and processes.
3	To evaluate the effect of technologies on global manufacturing and competitiveness
4	To evaluate the key concepts in manufacturing
5	To evaluate the principles of specific processes
	<b>310-TM -Product Strategies for High Technology Companies - PSHTC</b>
1	To understand the competition among technology based companies and need for strategic approach
2	To evaluate the decision making frameworks for managing products in high technology companies.
3	To understand the various strategies in competition
4	To understand the product strategies
5	To understand the high technology companies
<b>SEMESTER - III : SERVICES MANAGEMENT - SM</b>	
	<b>305-SER - Services Business Management - SBM</b>
1	To understand various aspects of services
2	To analyze Services Mix
3	To understand services environment
4	To apply consumer behaviour in service industry
5	To apply research elements in service industry
	<b>306-SER - Services Performance Management - SPM</b>
1	To understand consumer/customer behaviour
2	To understand services process management
3	To apply TQM in services
4	To remember the measurement techniques of services quality
5	To apply services management knowledge in service industry
	<b>307-SER - Project Management in Services - PMS</b>
1	To understand basic concepts of project management in services
2	To understand project identification and selection in service industry
3	To apply knowledge for understanding organisational structure and its issues
4	To evaluate the resources for project risk management
5	To apply theories through case studies
	<b>308-SER - Relationship Management in Services - RMS</b>
1	To understand CRM concepts
2	To analyze the consumer behaviour in service settings
3	To apply CRM theories
4	To remember the techniques of services quality
5	To create knowledge base in service industry
	<b>309-SER - Information Technology Enabled Services Management - ITESM</b>
1	To remember the importance of ITES in service industry
2	To understand the importance of outsourcing
3	To evaluate the difference between in bound and out bound call centre
4	To apply the theories in IT and ITES sector
5	To understand the importance of outsourcing in service sector
	<b>312-SER - Service Leadership Lab - SLL</b>
1	To understand six dimensions of services leadership
2	To evaluate the service vision
3	To create leading service organisation
4	To identify service leaders
5	To analyze the traits of various service leaders
	To remember the importance of service leaders in service industry

**SEMESTER - IV : COMMON SUBJECTS**

CO No.	Course/Subject
	<b>401-Managing for Sustainability - MS</b>
1	To understand the responsibility on the Social and environmental problems and how they shape markets.
2	To understand and plan for the sustainable development and green development,
3	To Study the business models for sustainable development
4	To apply the best practices in corporate governance
5	To apply the Indian Values and Ethics for Corporate Excellence
	<b>402-Dissertation - Disser.</b>
1	To describe the roles and responsibilities required in the capacity of an employee
2	To describe the functioning of industry in relation to individual employee.
3	To network with employees in the corporate world and get a glimpse of real life situations.
4	To apply critical thinking and following standard procedures in an organisation.
5	To ability to explore the functioning of various industries and develop a decision making process for selecting future jobs.
	<b>SEMESTER - IV : MARKETING MANAGEMENT - MKT.</b>
	<b>403-Mkt. - Services Marketing - SM</b>
1	To understand the significance of services marketing in the global economy
2	To evaluate the customer perception and customer satisfaction in terms of services
3	To evaluate the effect of people and physical evidence in the service industry
4	To understand the importance of service marketing
5	To understand the scope of service marketing in today's era
	<b>404-Mkt. - Sales &amp; Distribuion Management - SDM</b>
1	To identify the various marketing channel and also to know the importance of sales force
2	To understand the Sales planning and sales audit of the organization
3	To understand the retailing business in India
4	To make the students understand the distribution strategies
5	To make students understand the scope of sales management
	<b>405-Mkt. - Retail Marketing - RM</b>
1	To understand and evaluate the retail business and can relate it to emerging trends and opportunities in India
2	To make a model of typical store layout with respect to design and visual merchandizing
3	To choose and compare different merchandize assortment and also evaluate the product
4	To can assume and build retail pricing for a particular sales program
5	To can discuss and elaborate mall management after visit to the mall
	<b>406-Mkt. -Rural Marketing - RM</b>
1	To understand the rural aspects of marketing.
2	To learn the different things of rural markets to design effective strategies
3	To design the model on Rural Consumer Behavior& Marketing Research
4	To apply adaptations to the rural marketing mix (4 A's) to meet the needs of rural consumers.
5	To identify thechallenges and opportunities in the field of rural marketing for the budding managers and also expose the students to the rural market environment and the emerging challenges in the globalization of the economies
	<b>408-Mkt- International Marketing - IM</b>
1	To understand and evaluate the nature of international marketing vis a vis domestic marketing
2	To apply and analyze international product strategies
3	To create international distribution system (Model for understanding and representation)
4	To assume a given international market and create promotion mix
5	To make the students understand the scope of international marketing

	<b>413-Mkt.-E -Marketing and Analytics - MA</b>
1	To understand the various marketing concepts in electronic marketing and marketing analytics context.
2	To make student analyze the consumer behavior for online shopping and apply the various marketing strategies like STP, 4P's, extended P's at different stages to develop the same.
3	To develop the student by giving insights into various aspects of E Marketing and analytics from the perspective of creating Customer Value.
4	To ability to understand the Product Mix of E-Marketing.
5	To understand the applications

### SEMESTER - IV : FINANCIAL MANAGEMENT - FIN

	<b>403 - FIN - Indirect Taxation – IDT</b>
1	To understand the basic concepts related to GST
2	To explain the latest amendments made in connection with indirect taxation
3	To update the procedural part of GST
4	To describe the list of Input Tax Credit
5	To summarize the Customs duty & its application
	<b>403 - FIN - International Finance - IF</b>
1	To understand the foreign exchange market.
2	To visualize the functioning of global financial market.
3	To differentiate the exchange rate regime/ How exchange rate is determined.
4	To apply of hedging techniques in international markets.
5	To visualize the regulatory framework in international financial market.
	<b>404 - FM - International Finance - IF</b>
1	To make understand students with the operations in foreign exchange markets.
2	To demonstrate the complexities of managing finance of multinational firm
3	To exemplify the importance of the regulatory framework within which international financial transactions can take place, with special reference to India
4	To Elaborate International Financial Reporting Standards (I.F.R.S) and Indian Accounting Standards (I.A.S) on foreign transactions
5	To understand the applications
	<b>404 - FM - Corporate Finance - CF</b>
1	To develop the ability to apply the financial management theories.
2	To able to do calculate / evaluate the value of the business/shares.
3	To able to design and apply Corporate Governance, Ethics and Values in the organization.
4	To develop the ability to take decisions on profit distribution.
5	To develop the ability to design the corporate restructuring strategies and its implementation.
	<b>405 - FM - Income Tax - II</b>
1	To define various concepts of Taxation.
2	To calculate the tax liability of Salaried person / Employee.
3	To calculate the tax liability of Assess having income from House Property, Capital Gains and Other Sources
4	To know the provisions of Income Tax Act for the corporates and individual
5	To able to practice tax planning and management for individuals and HUF.
	<b>407 - FM- Financial Risk Management - FRM</b>
1	To understand what is risk and its application for measuring and managing financial risks
2	To Measure the volatility of risk with the help of different tools
3	To Classify RBI Guidelines for Credit & Market Risk
4	To explain the credit rating policy & its application process
5	To study and describe the role of risk management offices
	<b>409 - FM - Indirect Taxation - IT</b>
1	To differentiate the types of Indirect Taxes and Tax Laws.
2	To able to know the provisions of Central Excise Tax and Able to Submit the Tax Return.
3	To able to know the provisions of Custom laws and Able to Submit the Tax Return.
4	To able to know the provisions of Service Tax and Able to Submit the Tax Return.
5	To able to know the provisions of Central Excise Tax, Able to calculate Tax Credit and Submit the Tax Return.
	<b>409 - FM - Banking Operations - II - BO - II</b>



1	To understand the basics of Banking and the emergence of Banking in India.
2	To understand the all important concepts pertaining to Banking Operations
3	To get acquainted with the functionality of the Banks.
4	To apply all important concepts of banking operations
5	To know the meaning and use of commonly used technologies in Banking.
<b>412- FIN - Banking Operation - BO-II</b>	
1	To define with the role of Banking Reforms in India.
2	To know understand interest rates by and for bankers lending and borrowing rates along with the various mandatory reserves.
3	To know the legal aspects of banking in India procedural compliances by bank's functionality.
4	To understand concepts in International banking
5	To understand the applications
<b>410 - FM - Wealth and Portfolio Management – WPM</b>	
1	To understand the concept of Wealth Management.
2	To understand the concept of Portfolio Management
3	To understand various tools and methods of evaluating the portfolio.
4	To define the portfolio analysis & Selection
5	To Describe capital asset pricing model
<b>414 - FIN - Principles of Insurance - PI</b>	
1	To understand Insurance, Principles of Insurance, Underwriting, Claims, Intermediaries and various operations involved in managing insurance.
2	To compose student to evaluate Risk in Insurance Services and to develop the knowledge of Risk Management Systems along with Management of Systematic Risk.
3	To understand the Marketing of Insurance Products.
4	To define risk management and carry out the Evaluation of Risk in Insurance Services.
5	To study the application of e-Commerce in Insurance Industry.
<b>417 - FIN - Practice of Life Insurance - PLI</b>	
1	To provide an understanding of life insurance products
2	To provide an understanding of the functioning of life insurance
3	To develop the ability to apply the insurance management theories.
4	To understand the concepts
5	To apply the theory
<b>SEMESTER - IV : HUMAN RESOURCE MANAGEMENT - HR</b>	
<b>403 - HR - Industrial Relations - IR</b>	
1	To apply of ID Act and its provisions to resolve IR issues.
2	To apply of Trade Union act and Marashtra TU act.
3	To apply of Standing order act in IR issues.
4	To apply of the provisions of the contract Labour act after hiring.
5	To design the plan of various IR initiatives to maintain good IR in the organization.
<b>403 - HR - Employment Relations - ER</b>	
1	To understand and learn the various Employment Relations Concept & Laws
2	To apply the Employment Laws wherever required.
3	To understand the concept of Trends in Employment Relations.
4	To analysis the Industrial / Trade union disputes & resolve it with proper mechanism.
5	To understand the concept of contract labour, standing order for future purpose.
<b>404- HR - Strategic Human Resource Management - SHRM</b>	
1	To define HR strategies and to understand strategic perspective of HRM
2	To illustrate talent management.
3	To relate alignment of HR strategies for Improving Organizational Effectiveness
4	To relate HR strategies with organizational effectiveness
5	To analyze issues and challenges of SHRM & to categorize international assignments.
<b>405 - Organisational Design and Development - OD&amp;D</b>	
1	To apply of various organizational theories in designing the structure.

2	To listout the challenges and final framing of organization structure.
3	To describe the role of innovation, decision making process in building organizational culture and ethics.
4	To implement of various intervention in resolving issues of change.
5	To design organization structure and prepare the report.
<b>406- HR - Global HR - GHR</b>	
1	To define and understand Global HR
2	To explain how to manage International assignments
3	To illustrate international HR and key issues in International HR
4	To evaluate appraisal of International Employees
5	To design a project on virtual Organization Study.
<b>408 - HR - Change Management - CM</b>	
1	To make students understand meaning of change and need for organizational Change.
2	To explore the change management theories by exploring cases
3	To appraise students with the change management process
4	To understand all important concepts
5	To apply the theory
<b>410- HR - Lab in CSR - LCSR</b>	
1	To understand and design CSR initiatives
2	To apply and analyze CSR in Indian and Global context
3	To create and apply desk research study
4	To make the students understand the need for CSR
5	To make the students know the importance of CSR
<b>413 - HR -Lab in Mentoring and Coaching - LMC</b>	
1	To apprise students with role of Mentor, Coach & Counselor
2	To demonstrate elements of Mentoring, Coaching & Counseling vis-à-vis industry
3	To explore how to consciously influence themselves and others so as to create productive behaviors that lead to optimal personal impact.
4	To understand the importance of Mentoring and Coaching
5	To understand the applications
<b>415 - HR - Designing HR Policies- DHRP</b>	
1	To understand use and content of Manual.
2	To identify policies and procedures of Recruitment and selection.
3	To explain employee benefits
4	To illustrate relations and grievance handling
5	To design HR Policies
<b>SEMESTER-IV : OPERATIONS MANAGEMENT - OPE</b>	
<b>403 - OPE- Operations Strategy &amp; Research - OPR</b>	
1	To understand the key role of operations in the growth and profitability of organizations.
2	To apply the Methodology for Developing Operations Strategy
3	To apply the quantitative tools for solving typical Operations Domain Problems
4	To identify, formulate and solve complex industrial eng. problems.
5	To study the Linear Programming and decision making tree
<b>404 - OPE -Total Quality Management - TQM</b>	
1	To understand concepts of quality and strategic quality management
2	To explain quality Gurus and comparison of quality philosophy
3	To demonstrate QC Tools
4	To illustrate importance of Statistical Quality Control
5	To summarize quality Management Awards and frameworks
<b>405 - OPE - Quality Management Standards - QMS</b>	
1	To introduce various management system standards.
2	To explain the implementation and role of MR for IMS.

3	To help the students understand the implementation of IMS through cases in services and manufacturing .
4	To understand the concepts
5	To apply the theory
<b>406 - OPE - World Class Manufacturing - WLM</b>	
1	To identify the parameters of global competitiveness.
2	To develop model for competitive advantage of the company.
3	To develop systems and tools for assessing the performance.
4	To assess the performance of indian manufacturers against the world leaders.
5	To evolve the strategies for indian manufacturers to become world class.
<b>407 - OPE - Business Process Reengineering - BPR</b>	
1	To learn business processes and business process reengineering.
2	To demonstrate BPR in manufacturing industry
3	To understand role of information technology in re-engineering
4	To know BPR implementation methodology
5	To know factor for success and barriers to success in BPR
<b>408 - OPE - Enterprise Resource Planning - ERP</b>	
1	To learn and understand the concept of ERP and ERP Architecture
2	To acquire knowledge of ERP implementation and critical issues associated with it
3	To know features of important ERP modules
4	To know about emerging trends in ERP applications
5	To illustrate and apply ERP technology in various sectors through solving case studies in service and manufacturing industry
<b>410 - OPE - Service Operation Management – SOM</b>	
1	To understand basics of services
2	To explain site selection for services
3	To outline yield management and inventory management in services
4	To summarize inventory management in services
5	To understand off shoring and outsourcing
<b>411 - OPE -Business Process Management - BPM</b>	
1	To understand Business Process Management Systems.
2	To Construct the Students with technologies for human-centric process automation and system-centric process automation.
3	Application and integration strategy for processes that leverages organizational and technical capabilities of an enterprise
4	To know Task and Resource Allocation .
5	To understand the applications
<b>414 - OPE - Lean Manufacturing - LM</b>	
1	To develop alternative model for MRP in the context of lean.
2	To develop the plan for implementation of lean.
3	To implement Line Layout and Work Station Identification with Process Linking and Balancing
4	Implement in process KANBAN system.
5	TO assess the output of lean implementation in comparison withcustomer demand.
<b>SEMESTER-IV : SUPPLY CHAIN MANAGEMENT - SCM</b>	
<b>403 - SCM - Strategic Supply Chain Management - SSCM</b>	
1	To understand the role and objectives of Strategic Supply Chain Management
2	To identify the role and importance of strategic partnerships and alliances in Supply Chain Management
3	To explore the increasing scope of Supply Chain Management and its future challenges
4	To understand the global startegies pertaining to SCM.
5	To understand the applications
<b>404 - SCM- Knowledge Management in Supply Chain - KMSC</b>	
1	To understand the Supply Chain Systems Classification
2	To Analyze and improve supply chain processes
3	To Understand the foundational role of logistics as it relates to transportation and warehousing.

4	To understand the role of IT as an enabler of Supply Chain Management for today's businesses
5	To Apply knowledge to evaluate and manage an effective supply chain
<b>409 - SCM - Project Management - PM</b>	
1	To make the students understand complex issues in Project Management
2	To learn for apply of project management tools and techniques.
3	To gain knowledge on perspectives of the complex issues in Project Management.
4	To teach the students the concepts and skills that are used by managers to plan projects, secure resources, budget, lead project teams to successful completion of projects
5	To understand the applications
<b>410 - SCM - Supply Chain Performance Measurement – SCPM</b>	
1	To describe the Relationship between Company Strategy & Supply Chain Metrics
2	To apply & Evaluate various measures for Performance Management
3	To understand the concept of Balanced Score Card
4	To introduce a select world class performance measures of Supply Chain
5	To describe the SCOR framework of Supply chain management
<b>412 - SCM - Global Logistics - GL</b>	
1	To learn 7R's of Logistics Management and 5 P's of Logistics
2	To describe various modes of transportation, transportation of goods through Air
3	To understand various Acts related to carriage of Goods by Land
4	To develop process of Carriage of Goods by Sea & Ocean Freight
5	To be able to explain various Shipping Formalities
<b>413 - SCM - Supply Chain Practices - II – SCP II</b>	
1	To understand the practice of supply chain management in various sectors.
2	To understand the peculiarities of supply chain management practices in various sectors.
3	To Describe the Virtual Supply Chains for Books
4	To Analyze the Supply Chains for SMEs
5	To describe the Global Supply Chains - Luxury Cars, Toys
<b>SEMESTER-IV : INFORMATION TECHNOLOGY MANAGEMENT - IT</b>	
<b>403 - IT - Software Project Management - SPM</b>	
1	To understand different aspects of Software Project Management as an important field of practice under IT Management
2	To study important considerations in project software quality management
3	To learn Project evaluation and cost estimation techniques for Software Project Management
4	To understand risk management and resource monitoring
5	To know and use project management software
<b>404 - IT- Enterprise Resource Planning - ERP</b>	
1	To learn and understand the concept of ERP and ERP Architecture
2	To acquire knowledge of ERP implementation and critical issues associated with it
3	To know features of important ERP modules
4	To know about emerging trends in ERP applications
5	To illustrate and apply ERP technology in various sectors through solving case studies in service and manufacturing industry
<b>406 - IT- Network Technologies&amp; Security - NTS</b>	
1	To learn and acquire the understanding of Networking essentials.
2	To discuss and study Networking models used in networking
3	To develop awareness of managing networks in order to offer high quality service to the users
4	To analyse the application of network security methods
5	To study various communication protocols used in Networks
<b>407 - IT - Database Administration - DBA</b>	
1	To know duties and responsibilities of a Data Base Administrator
2	To learn DBA skills through select tasks
3	To develop awareness of database administration
4	To understand the concepts

5	To apply the theory
<b>408 - IT- Software Testing - ST</b>	
1	To understand the scope of software testing activity
2	To apply and analyze various levels of testing
3	To create and apply test management and design strategies
4	To make the students make aware the scope in software testing
5	To make the students understand the implications of software testing
<b>409 - IT- Information Security &amp; Audit - ISA</b>	
1	To understand the perspectives of Information and Security risk
2	To apply and analyze security audit as a preventive system
3	To create and apply techniques of risk prevention
4	To make the students analyze the implications of audit
5	To make the students understand the importance of information security
<b>410 - IT- Data Warehousing &amp; Data Mining - DWDM</b>	
1	To understand and learn the operational aspects of data warehousing and data mining
2	The student can apply and analyze the applications of data warehousing/data mining in business
3	To make the students understand the importance of data warehousing
4	To make the students analyze the implications of data mining
5	To interpret the operational aspects of data management
<b>411 - IT - Geographical Information Systems- GIS</b>	
1	To study the basic concepts and framework of GIS
2	To able to identify public open data sources
3	To understand the basic GIS operations.
4	To able to know linear operations on spatial data.
5	To able to know how to capture, store, analyse and manage spatially referenced data.
<b>412 - IT - E-Governance - EG</b>	
1	To study the basic concepts of e- governance
2	To understand the e-governance models.
3	To able to know the requirements for e-governance infrastructure.
4	To able to know how to maintain databases by using DW and DM.
5	To understand the case studies of e-governance in india.
<b>414 - IT - Microsoft Office 2010 Lab - MOL</b>	
1	To enable students working in Microsoft office 2010 organize work more efficiently & develop a fully unified office with Microsoft suite.
2	To explore the applications of MS-Office
3	To provide an opportunity to learn advanced and uncommon features of office – 2010 as an aid to career growth
4	To understand the important concepts
5	To apply the theory
<b>SEMESTER-IV : RURAL AGRI BUSINESS MANAGEMENT - RABM</b>	
<b>403 - RABM - Rural Credit &amp; Finance - RCF</b>	
1	To help student understands various facets of agricultural credit in rural & agriculture market.
2	To encourage students to know the relations between institutional structural bodies & their linkages with rural credit.
3	To identify the micro & macro climate of rural & agricultural finance market.
4	To evaluate the role of micro financial institutions in the rural finance.
5	To select & apply appropriate theories of agriculture finance for risk & uncertainty of business.
<b>404 - RABM - Rural Marketing – II - RM-II</b>	
1	To understand the concept Rural Marketing, Rural Economy, Rural Consumer Behaviour.
2	To analyze Rural marketing experiences.
3	To evaluate and provide an overview of marketing environment, consumer behaviour, distribution channels, marketing strategies, etc. in the context of rural markets in India.
4	To create the thinking skills and ideas regarding solving issues in rural marketing mix.
5	To apply product strategy, pricing strategy, distribution strategy, rural retailing, and promotion strategy in Rural Marketing.

	<b>405 - RABM - Rural Development - II - RD - II</b>
1	To help students understand various aspects of Rural Development in India
2	To make students know the challenges in rural development and the importance of monitoring and people's participation in rural projects
3	To analyze the importance of rural development
4	To understand the concepts
5	To apply the theory
	<b>406 - Special Areas in Agro Product Management - SEAPM</b>
1	To explore the students to the Special Areas in Rural Marketing Environment
2	To help students to understand opportunities and emerging challenges in the upcoming rural markets
3	To analyze the Special Areas in Agro Product Management
4	To understand the concept
5	To apply the theory
	<b>408 - RABM - Agriculture Marketing and Price Analysis - II</b>
1	To explain Importance of market analysis in the agricultural system - types of marketing advantages and disadvantages
2	To define multi market estimation, supply response models. Market integration and price transmission - supply / value chain management.
3	To estimate of demand/ supply forecasting, supply chain / value chain analysis for different commodities - Commodity models- multi market estimation- time series analysis
4	To define and explain Agricultural commodity marketing - spot and futures- marketing of derivatives speculation, hedging, swap, arbitrage etc.
5	To explain the importance of Pricing in agricultural marketing
	<b>410 - RABM - Management of Agricultural Input Marketing – MAIM</b>
1	To understand the concept of Agricultural input marketing and its types for the same
2	To describe the various role of NSC and state seed corporation
3	To describe the role of IFFCO and KRIBCO in fertilizer marketing
4	To describe the pricing of electricity for agriculture use
5	To illustrate what are the various channels available for farm machines
	<b>412 - RABM-Food Retail Management - FRM</b>
1	To understand the structure and working of food marketing system in India
2	To examine the system affects farmers, consumers and middlemen
3	To understand the ways that retailers use marketing tools and techniques to interact with their customers.
4	To understand what marketing means to business executives and academics
5	To illustrate the response of this dynamic marketing system to technological, socio-cultural, political and economic forces over time.
	<b>413- RABM- Agri Entrepreneurship - AE</b>
1	To orient learners towards agri-entrepreneurship
2	To understand the concepts
3	To apply the theory
4	To explore the opportunity of Agri Entrepreneurship
5	To develop the Agri Entrepreneurship attitude
	<b>414-RABM - Management of Agribusiness Cooperatives - MAC</b>
1	To understand the practical formalities related to Agribusiness
2	To understand the various schemes of Govt. related to Agribusiness Cooperatives
3	To examine the schemes offered by Govt.
4	To know the administrative and documentation formalities.
5	To understand the applications
	<b>416-RABM - Agriculture and WTO - A &amp; WTO</b>
1	To provide an Overview of World Agricultural Trade
2	To develop an understanding of issues pertaining to International Agricultural Marketing.
3	To understand the concepts
4	To apply the theory
5	To develop the attitude towards WTO
<b>SEMESTER-IV : INTERNATIONAL BUSINESS MANAGEMENT - IB</b>	

	<b>403-IB - International Business Environment - IBE</b>
1	To make understand student nature & structure of International Business Environment.
2	To create understanding in students about various policy perspective about international regulatory environment.
3	To identify the environmental factors which are affecting on International Business.
4	To evaluate the role of International Economic Institutions & Agreements.
5	To analyze & communicate global economic developments.
	<b>404-IB - Indian Economy and Trade Dependencies - IETD</b>
1	To explore students to the diversity of issues prevalent in the Indian Economy
2	To show insights to the students about the trade related issues of the Indian Economy
3	To recall students realize the importance of trade in the present globalized era.
4	To understand the global strategies pertaining to Indian Economy and Trade Dependencies
5	To understand the applications
	<b>405-IB - Environment and Global Competencies - E&amp;GC</b>
1	To analyse Competitiveness , Macro Economic Indicators & Global Competitiveness Index.
2	To judge the impact of geographical aspects on international business and its impact on business strategies.
3	To review relationship between Sustainable Competitiveness & Economic Growth.
4	To analysis of Significance of Globalization for Innovations and to understand concept of Virtualizing the Business Model to Drive Innovation.
5	To evaluate of Global Strategy, Structure and Implementation
	<b>407-IB - Cross-Cultural Relationship Marketing - CCRM</b>
1	To make students understand the cultural aspects of relationships
2	To emphasize the need for cultural adaptation in relationship development and negotiations.
3	To outline students with Mapping Players and Process Cross cultural etiquette and behavior-the basics.
4	To augment skill for Communication in Cross Cultural Relationships, Cross communication between network members.
5	To understand the applications
	<b>408-IB - Foreign Exchange Management - FEM</b>
1	To create understanding amongst students about the basic concepts of Foreign Exchange Management.
2	To evaluate the currency futures of foreign exchange market participants.
3	To analyze the general factors of exchange rate of foreign exchange management.
4	To understand the different theories of foreign exchange management.
5	To use resources & modern tools for measuring foreign exchange risk.
	<b>409-IB - E Commerce - EC</b>
1	To introduce concepts of E- commerce.
2	To learn Business to Consumer E- Commerce applications
3	To know Business to Business E- Commerce
4	To explain electronic payment systems and security issues in E- Commerce
5	To understand regulatory aspects and ethical issues in E- Commerce
	<b>410-IB - Enterprise Resource Planning - ERP</b>
1	To help students understand how business works & information system fit into business operations.
2	To evaluate cross functional integration aspects of business.
3	To apply better managerial decision through real time data integration & sharing.
4	To analyze the future trends of information systems for the effective business operations.
5	To apply appropriate technology for ERP implementation
	<b>411-IB - Global HR - GHR</b>
1	To give exposure to the students to international HR
2	To make students understand various initiatives in global HR
3	To make students understand various issues in global HR
4	To understand the concepts
5	To apply the theory

**SEMESTER-IV : TECHNOLOGY MANAGEMENT - TM**

	<b>403-TM - Technology Competition and Strategy - TCS</b>
1	To understand the role of technology and innovation as value drivers.
2	To examine the Technology Environment via mapping the macro-level and industry level environment for developing the student's technology intelligence.
3	To evaluate Customer Intelligence, Customer Satisfaction, Loyalty Measurement, Customer Mind Mapping, and Customer Ecosystem Mapping for designing innovation process in services.
4	To highlight linkages between technology and business strategy.
5	To understand the Challenges in the development and commercialization of high tech products.
	<b>404- TM -Managing Innovation II - MI-II</b>
1	To understand the global and emerging market context of globalization
2	To examine the Role of National Governments in Innovation to design the strategies likewise.
3	To provide exposure to an integrative framework for innovation thereby developing students knowledge and confidence.
4	To categorize the view of approaching problems and finding solutions.
5	To understand the Role of National Governments in Innovation.
	<b>405-TM - Innovation, Product Development and Commercialisation - IPD&amp;C</b>
1	To offer a holistic framework for new product development and commercialization especially in the context of high technology products.
2	To understand the concepts
3	To highlight critical role of leadership in management of new product development & commercialization.
4	To apply the theory
5	To illustrate how to integrate business, market, technology and resource strategies for optimal product development decisions and global commercialization success.
	<b>406-TM -Strategies for information Goods and network economic - II</b>
1	To describe alternative strategies for pricing in the context of information goods.
2	To describe role of platform based strategies in the context of network economy.
3	To develop strategies for information goods
4	To understand the concepts
5	To apply the theory
	<b>407-TM- Technology Use and Assessment -TUA</b>
1	To understand the linkages among society, environment
2	To evaluate the selected technology assessment techniques
3	To examine the technology use
4	To examine linkages of technology with environment
5	To assess the impact of technology
	<b>408-TM - Product Strategies for High Technology Companies - II</b>
1	To propose vectors of differentiation as a framework for sustainable competitive advantage
2	To describe alternative product-market strategies for high technology product companies
3	To provide a fundamental understanding of global product strategies and framework for opportunities and risk assessment
4	To understand the concepts
5	To apply the theory
	<b>409-TM - Systems and Technologies for Knowledge Management -STKM</b>
1	To understand and be familiar with systems and technologies used for knowledge capturing, sharing and application
2	To evaluate and analyze the role of artificial intelligence, knowledge based systems and data mining in knowledge management
3	To evaluate and analyze the role of artificial intelligence,
4	To evaluate knowledge based systems
5	To evaluate data mining
	<b>410-TM - Strategic Management of Intellectual Property Rights - SMIPR</b>
1	To understand the concept of Intellectual Property & Intellectual Property rights.
2	To evaluate the procedure involved in Intellectual Property Rights.
3	To analyze the issues of agencies involved in Intellectual Property Rights.
4	To understand the strategic issues related to IPR & its management.
5	To recognize the need & preparation of IPR Licensing & Strategic Alliances.
	<b>412-TM - Seminar on Managing Emerging Technologies - SMET</b>
1	To understand the concept and scope of emerging technologies.
2	To demonstrate the emerging technologies for the possible managerial applications of these technologies.
3	To develop a systematic framework for analyzing emerging technologies.



4	To catalog and describe emerging technologies
5	To discuss the possible managerial applications of these technologies.

### SEMESTER - IV : SERVICES MANAGEMENT - SM

<b>403-SER - Strategic Services Marketing - SSM</b>	
1	To acquaint with an understanding of Strategies for Services Marketing
2	To understand the role of Marketing Research in Services Marketing
3	To expose to the dynamics of applications of Services Marketing and Branding in Business
4	To apply the theory of Services Marketing in industrial sector.
5	To give insights of Technology in Service Information Management
<b>404-SER - Sectoral Services Management- SSM</b>	
1	To make understand the various aspects of Sectoral Service Management.
2	To understand the importance of sectorial services management
3	To provide insights about challenges and opportunities in various Business Services
4	To apply the theory of Sectorial Services Management in industrial sector.
5	To facilitate students to pursue career in service sector
<b>405-SER - Global Senerio of Services - GSS</b>	
1	To understand global issues and trends in service industry
2	To analyse the global trends of Services Management
3	To understand global opportunities in service industry
4	To apply the theory of Services Management in global context.
5	To give insights of Technology in Services Management.
<b>407-SER - Computer Application in Service Management - CASM</b>	
1	To provide overview of computer application in service sector.
2	To understand the importance of Computer in Service Management
3	To expose to usage of computer application in service sector.
4	To apply the fundamental concepts of Computer applications.
5	To develop practical insight of computer application for effective services
<b>408-SER - Services Operations Management - SOM</b>	
1	To develop system approach to effectively manage service operations
2	To understand the importance of Services Operations Management
3	To discuss best practices of world class service.
4	To apply all important concepts of Services Operations Management
5	To understand operational aspects of managing service systems
<b>410- SER - Documentation Management in Services - DMS</b>	
1	To expose students to document management in services
2	To understand the importance of document management in services
3	To equip students with latest Document Management Tools and Techniques
4	To apply the all basic concepts of document management in services
5	To give insights for easy storage as well retrieval of documents