



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO - 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

2.6.1

PROGRAMME OUTCOMES & COURSE OUTCOMES




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO - 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

INDEX

PROGRAMME OUTCOMES AND COURSE OUTCOMES

A.	PROGRAMME OUTCOMES
B.	COURSE OUTCOMES




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO - 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

(A) PROGRAMME OUTCOMES



DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO - 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA) PROGRAMME OUTCOME (PO)

3.2 Programme Outcomes (POs): At the end of the MBA programme the learner will possess the following outcomes.

S.No	Type	ID	Programme Outcome
01.	PO	PO1	Generic and Domain Knowledge - Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues.
02.	PO	PO2	Problem Solving & Innovation - Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques.
03.	PO	PO3	Critical Thinking - Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
04.	PO	PO4	Effective Communication - Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO - 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

05.	PO	PO5	Leadership and Team Work - Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders.
06.	PO	PO6	Global Orientation and Cross-Cultural Appreciation: Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
07.	PO	PO7	Entrepreneurship - Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
08.	PO	PO8	Environment and Sustainability - Ability to demonstrate knowledge of and need for sustainable development and assess the impact of managerial decisions and business priorities on the societal, economic and environmental aspects.
09.	PO	PO9	Social Responsiveness and Ethics - Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
10.	PO	PO10	Life Long Learning – Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE

Affiliated to Savitribai Phule Pune University, Pune

DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

(B) COURSE OUTCOMES



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERAL COURSE SUBJECTS (SEMESTER-I)**

Generic Core Courses (Compulsory) – Semester I & II		
Semester I		101 – Managerial Accounting
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO101.1	REMEMBERING	DESCRIBE the basic concepts related to Accounting, Financial Statements, Cost Accounting, Marginal Costing, Budgetary Control and Standard Costing
CO101.2	UNDERSTANDING	EXPLAIN in detail, all the theoretical concepts taught through the syllabus.
CO101.3	APPLYING	PERFORM all the necessary calculations through the relevant numerical problems.
CO101.4	ANALYSING	ANALYSE the situation and decide the key financial as well as non-financial elements involved in the situation.
CO101.5	EVALUATING	EVALUATE the financial impact of the decision.
CO101.6	CREATING	CREATE the Financial Statement of Sole Proprietor, Cost Sheet and Budgets

Semester I		102 - Organizational Behaviour
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO102.1	REMEMBERING	Describe complexities of individual and group behavior in the organizations.
CO102.2	UNDERSTANDING	Explain the implications of organizational behavior from the perspectives of employees, managers, leaders and the organization.
CO102.3	APPLYING	APPLY Theories, Models, Principles and Frameworks of organizational behavior in specific organizational settings
CO102.4	ANALYSING	ANALYZE human behavioural problems like conflict, low motivational levels, politics, attitudinal issues etc. and develop solutions to these problems.
CO102.5	EVALUATING	FORMULATE approaches to reorient individual, team, managerial and leadership behavior in order to achieve organizational goals.
CO102.6	CREATING	DEVELOP strategies for challenges faced during shaping organizational behavior, organizational culture and organizational change.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester I		103 – Economic Analysis for Business Decisions
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO103.1	REMEMBERING	DEFINE the key terms.
CO103.2	UNDERSTANDING	EXPLAIN the key concepts in economics, from a managerial perspective.
CO103.3	APPLYING	IDENTIFY the various issues in an economics context and HIGHLIGHT their significance from the perspective of business decision making.
CO103.4	ANALYSING	EXAMINE the inter-relationships between various facets of micro-economics from the perspective of a consumer, firm, industry, market, competition and business cycles.
CO103.5	EVALUATING	EVALUATE critical thinking based on principles of micro-economics for informed business decision making.
CO103.6	CREATING	ELABORATE how other firms in an industry and consumers will respond to economic decisions made by a business, and how to incorporate these responses into their own decisions.

Semester I		104 - Business Research Methods
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO104.1	REMEMBERING	DEFINE various concepts & terms associated with scientific business research.
CO104.2	UNDERSTANDING	EXPLAIN the terms and concepts used in all aspects of scientific business research.
CO104.3	APPLYING	MAKE USE OF scientific principles of research to SOLVE contemporary business research problems.
CO104.4	ANALYSING	EXAMINE the various facets of a research problem and ILLUSTRATE the relevant aspects of the research process from a data driven decision perspective.
CO104.5	EVALUATING	JUDGE the suitability of alternative research designs, sampling designs, data collection instruments and data analysis options in the context of a given real-life business research problem from a data driven decision perspective.
CO104.6	CREATING	FORMULATE alternative research designs, sampling designs, data collection instruments, testable hypotheses, data analysis strategies and research reports to address real-life business research problems.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester I		105 – Basics of Marketing
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO105.1	REMEMBERING	REPRODUCE the key marketing concepts, components and principles of marketing environment, segmenting, targeting, positioning, consumer behaviour, marketing mix, and product life cycle.
CO105.2	UNDERSTANDING	INTERPRET the basic concepts, principles and frameworks of marketing in the context of diverse business situations for explaining the relevant issues with regard to marketing environment, segmenting, targeting, positioning, consumer behaviour, marketing mix, and product life cycle.
CO105.3	APPLYING	APPLY the contemporary marketing theories, frameworks and tools to inform problem solving with respect to marketing environment, segmenting, targeting, positioning, consumer behaviour, marketing mix, and product life cycle.
CO105.4	ANALYSING	EXAMINE the critical marketing issues for drawing inferences about the underlying causes and relationships concerning marketing environment, segmenting, targeting, positioning, consumer behaviour, marketing mix, and product life cycle.
CO105.5	EVALUATING	EVALUATE the alternative courses of actions to make judgments with regard to the solution for problems involving marketing environment, segmenting, targeting, positioning, consumer behaviour, marketing mix, and product life cycle.
CO105.6	CREATING	GENERATE alternative approaches to the emerging business challenges in the context of marketing environment, segmenting, targeting, positioning, consumer behaviour, marketing mix, and product life cycle.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester I		106 – Digital Business
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO106.1	REMEMBERING	DESCRIBE the conceptual framework of e commerce, mobile commerce and social commerce.
CO106.2	UNDERSTANDING	SUMMARIZE the impact of information, mobile, social, digital, IOT and related technologies on society, markets & commerce.
CO106.3	APPLYING	ILLUSTRATE value creation & competitive advantage in a digital Business environment.
CO106.4	ANALYSING	EXAMINE the changing role of intermediaries, changing nature of supply chain and payment systems in the online and offline world.
CO106.5	EVALUATING	ELABORATE upon the various types of digital business models and OUTLINE their benefits and limitations.
CO106.6	CREATING	DISCUSS the various applications of Digital Business in the present day world.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERIC CORE SUBJECTS (SEMESTER-II)**

Semester II		201 – Marketing Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO201.1	REMEMBERING	DESCRIBE the key terms associated with the 4 Ps of marketing for a real world marketing offering.
CO201.2	UNDERSTANDING	DEMONSTRATE the relevance of marketing mix concepts and frameworks for a real world marketing offering (commodities, goods, services, e-products/ e-services.)
CO201.3	APPLYING	APPLY marketing Mix decisions for a real world marketing offering (commodities, goods, services, e-products/ e-Services.)
CO201.4	ANALYSING	EXAMINE marketing issues pertaining to Marketing Mix and Marketing Plan in the context of real world marketing offering (commodities, goods, services, e-products/ e-services)
CO201.5	EVALUATING	EXPLAIN the interrelationships between various elements of Marketing mix in the context of real world marketing offering (commodities, goods, services, e-products/ e-services)
CO201.6	CREATING	DESIGN a marketing plan for a real world marketing offering (commodities, goods, services, e-products/ e-services.)




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester II		202 – Financial Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO202.1	REMEMBERING	DESCRIBE the basic concepts related to Financial Management, Various techniques of Financial Statement Analysis, Working Capital, Capital Structure, Leverages and Capital Budgeting.
CO202.2	UNDERSTANDING	EXPLAIN in detail all theoretical concepts throughout the syllabus
CO202.3	APPLYING	PERFORM all the required calculations through relevant numerical problems.
CO202.4	ANALYSING	ANALYZE the situation and <ul style="list-style-type: none">comment on financial position of the firmestimate working capital requireddecide ideal capital structureevaluate various project proposals
CO202.5	EVALUATING	EVALUATE impact of business decisions on Financial Statements, Working Capital, Capital Structure and Capital Budgeting of the firm
CO202.6	CREATING	CREATE Common Size Comparative Statements, Comparative Financial Statements using Ratio Analysis (Year-wise, Industry – wise), Comparative Proposals using Capital Budgeting Techniques

Semester II		203 – Human Resource Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO203.1	REMEMBERING	DESCRIBE the role of Human Resource Function in an Organization.
CO203.2	UNDERSTANDING	DISCUSS the emerging trends and practices in HRM.
CO203.3	APPLYING	ILLUSTRATE the different methods of HR Acquisition and retention.
CO203.4	ANALYSING	IDENTIFY the use of different appraisal and training methods in an organization.
CO203.5	EVALUATING	INTERPRET the sample job descriptions and job specifications for contemporary entry level roles in real world organizations.
CO203.6	CREATING	DESIGN the HR manual and compensation policy of the organization.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester II		204 – Operations & Supply Chain Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO204.1	REMEMBERING	DEFINE basic terms and concepts related to Production, Operations, Services, Supply Chain and Quality Management.
CO204.2	UNDERSTANDING	EXPLAIN the process characteristics and their linkages with process-product matrix in a real world context.
CO204.3	APPLYING	DESCRIBE the various dimensions of production planning and control and their inter-linkages with forecasting.
CO204.4	ANALYSING	CALCULATE inventory levels and order quantities and MAKE USE OF various inventory classification methods.
CO204.5	EVALUATING	OUTLINE a typical Supply Chain Model for a product / service and ILLUSTRATE the linkages with Customer Issues, Logistic and Business Issues in a real world context.
CO204.6	CREATING	ELABORATE upon different operational issues in manufacturing and services organisations where the decision-making element is emphasized.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERIC COURSE (ELECTIVE) UNIVERSITY LEVEL
MBA SEMESTER - I**

Semester I		107 – Management Fundamentals
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO107.1	REMEMBERING	ENUMERATE various managerial competencies and approaches to management.
CO107.2	UNDERSTANDING	EXPLAIN the role and need of Planning, Organizing, Decision Making and Controlling.
CO107.3	APPLYING	MAKE USE OF the principles of goal setting and planning for simple as well as complex tasks and small projects.
CO107.4	ANALYSING	COMPARE and CONTRAST various organizational structures of variety of business and not-for-profit entities in a real world context.
CO107.5	EVALUATING	BUILD a list of the decision making criteria used by practicing managers, leaders and entrepreneurs in routine and non-routine decision making situations and EVALUATE and EXPLAIN the same.
CO107.6	CREATING	FORMULATE and DISCUSS a basic controlling model in a real life business, start-up and not-for-profit organizational context.

Semester I		109 – Entrepreneurship Development
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO109.1	REMEMBERING	DEFINE the key terms, LIST the Attributes and Characteristics of Entrepreneurs features and ENUMERATE the Factors influencing Entrepreneurship Growth.
CO109.2	UNDERSTANDING	DISCUSS various theories of entrepreneurship and the entrepreneurship development ecosystem in Indian context.
CO109.3	APPLYING	APPLY the theories of entrepreneurship and entrepreneurship development framework to analyze and identify entrepreneurial opportunities.
CO109.4	ANALYSING	DISCRIMINATE between potential options available for entrepreneur for embarking on establishing a Start Up
CO109.5	EVALUATING	EVALUATE the start up ecosystem and the entrepreneurial opportunities in light of requirements of a business plan.
CO109.6	CREATING	CREATE a business plan that captures entrepreneurs and variety of entrepreneur motivations, entrepreneur culture and sectoral opportunities and financing options.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester I		110 – Essentials of Psychology for Managers
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO110.1	REMEMBERING	Describe the concepts of psychology in organization settings to understand individual and group behaviour
CO110.2	UNDERSTANDING	INTERPRET the influence of human psychology on individual and group performance
CO110.3	APPLYING	APPLY principles of learning and conditioning to shape the individual and group behaviour
CO110.4	ANALYSING	ILLUSTRATE the linkages between learning, memory and information processing.
CO110.5	EVALUATING	ASSESS the basic intrapersonal processes that influence social perception in organizational settings.

Semester I		112 – Demand Analysis and Forecasting
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO112.1	REMEMBERING	DESCRIBE the key terms associated with demand analysis, demand estimation and demand forecasting.
CO112.2	UNDERSTANDING	SUMMARIZE the use of demand forecasting in various functions of management.
CO112.3	APPLYING	APPLY the forecasting Techniques/Models (both Qualitative and Quantitative)
CO112.4	ANALYSING	DECONSTRUCT a forecast into its various components
CO112.5	EVALUATING	BUILD a forecast for common products and services using time-series data.
CO212.6	CREATING	Demonstrate conceptual understanding of Demand Planning and management




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERIC COURSE (ELECTIVE) UNIVERSITY LEVEL
MBA SEMESTER –II**

Semester II		209 - Start Up and New Venture Management
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO209.1	REMEMBERING	DESCRIBE the strategic decisions involved in establishing a startup.
CO209.2	UNDERSTANDING	EXPLAIN the decision making matrix of entrepreneur in establishing a startup.
CO209.3	APPLYING	IDENTIFY the issues in developing a team to establish and grow a startup
CO209.4	ANALYSING	FORMULATE a go to market strategy for a startup.
CO209.5	EVALUATING	DESIGN a workable funding model for a proposed startup.
CO209.6	CREATING	DEVELOP a convincing business plan description to communicate value of the new venture to customers, investors and other stakeholders.

Semester II		211 – Business, Government & Society
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOME
CO211.1	REMEMBERING	DESCRIBE the economic roles of government in the Indian context.
CO211.2	UNDERSTANDING	EXPLAIN the macroeconomic crises around the world.
CO211.3	APPLYING	ILLUSTRATE the interlinkages between economic growth , poverty and inequality.
CO211.4	ANALYSING	EXAMINE the rationale, success and failures of Public Private Partnerships in the Indian context.
CO211.5	EVALUATING	ASSESS the forces for and against Globalization and the socio-economic impact of Globalization.
CO211.6	CREATING	DISCUSS the interplay between technology, business and society.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester II		212 - Business Process Reengineering
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO212.1	REMEMBERING	DEFINE the key terms associated with Business Process Reengineering.
CO212.2	UNDERSTANDING	EXPLAIN the various supporting and opposing forces to Business Process Reengineering in simple business situations.
CO212.3	APPLYING	APPLY modeling tools for simple business processes.
CO212.4	ANALYSING	FORMULATE a working plan to establish a Business Process Reengineering team.
CO212.5	EVALUATING	EVALUATE the success of a BPR initiative in relation to the impact on organizational KPIs.
CO212.6	CREATING	IMAGINE ways to improve business or non-business processes.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERIC ELECTIVE INSTITUTE LEVEL
MBA SEMESTER – I**

Semester I		113 - Verbal Communication Lab
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO113.1	REMEMBERING	RECOGNIZE the various elements of communication, channels of communication and barriers to effective communication.
CO113.2	UNDERSTANDING	EXPRESS themselves effectively in routine and special real world business interactions.
CO113.3	APPLYING	DEMONSTRATE appropriate use of body language.
CO113.4	ANALYSING	TAKE PART IN professional meetings, group discussions, telephonic calls, elementary interviews and public speaking activities.
CO113.5	EVALUATING	APPRAISE the pros and cons of sample recorded verbal communications in a business context.
CO113.6	CREATING	CREATE and DELIVER effective business presentations, using appropriate technology tools, for common business situations.

Semester I		114 - Enterprise Analysis - Desk Research
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO114.1	REMEMBERING	DESCRIBE the key historical, organizational, market related, financial, governance, leadership and social responsibility dimensions of a real world business organization.
CO114.2	UNDERSTANDING	SUMMARIZE the regional, national and global footprint of a real world business organization.
CO114.3	APPLYING	DEMONSTRATE the use of secondary – offline and online resources to profile a real world business organization.
CO114.4	ANALYSING	ANALYSE, using tables and charts, the trends in market standing and financial performance of a real world business organization over the last 5 years.
CO114.5	EVALUATING	COMPOSE a succinct summary of future plans of a real world business organization the company website, shareholders reports and other information available in the public domain.
CO114.6	CREATING	IMAGINE the key challenges and opportunities for a real world business organization in the immediate future (1 to 3 years).




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester I		116 - MS Excel
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO116.1	REMEMBERING	SELECT appropriate menus and functions of MS Excel to Create, Format, Import, Merge, Save, Print Spreadsheets & Charts using business data.
CO116.2	UNDERSTANDING	SHOW how to do basic troubleshooting and fix mistakes most people make when working with spreadsheets.
CO116.3	APPLYING	USE various functions of MS Excel, Execute pivot table analysis, common (and powerful functions), and different types of lookups (vlookup, hlookup, and index/match).
CO116.4	ANALYSING	ILLUSTRATE the use of the most commonly used data-manipulation commands in MS Excel.
CO116.5	EVALUATING	DERIVE insights from multiple data sources in MS EXCEL and work with it to answer relevant business questions.
CO116.6	CREATING	CREATE standard Excel Templates for routine business data management and analysis activities.

Semester I		117 - Business Systems and Procedures
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO117.1	REMEMBERING	TABULATE the key elements of a typical business system and related work flow procedures.
CO117.2	UNDERSTANDING	EXPLAIN a business system and related procedures.
CO117.3	APPLYING	PREDICT the fail points / bottle necks in a typical business process.
CO117.4	ANALYSING	BREAK DOWN a business system into simpler components and explain the inter-relationships.
CO117.5	EVALUATING	DEVELOP a process based thinking approach.
CO117.6	CREATING	CREATE standard operating procedures and flow charts / other visual representations for typical business systems and processes.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERIC ELECTIVE INSTITUTE LEVEL
MBA SEMESTER –II**

Semester II		214 - Industry Analysis - Desk Research
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO214.1	REMEMBERING	DESCRIBE the key characteristics of the players in an industry.
CO214.2	UNDERSTANDING	SUMMARIZE the management ethos and philosophy of the players in the industry.
CO214.3	APPLYING	DEMONSTRATE an understanding of the regulatory forces acting on the industry.
CO214.4	ANALYSING	COMPARE and CONTRAST, using tables and charts, the market and financial performance of the players in an industry.
CO214.5	EVALUATING	ASSESS the impact of recent developments on the industry and its key players.
CO214.6	CREATING	PREDICT the future trajectory of the evolution of the industry in the immediate future (1 to 3 years).

Semester II		215 – Entrepreneurship Lab
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO215.1	REMEMBERING	IDENTIFY a basket of potential business opportunities in the local, regional or national context.
CO215.2	UNDERSTANDING	COMPARE and CONTRAST the shortlisted business opportunities to SELECT the most suitable / promising opportunity.
CO215.3	APPLYING	DEVELOP a business model around the shortlisted business opportunity.
CO215.4	ANALYSING	FORMULATE the organization structure for the proposed start up
CO215.5	EVALUATING	EVALUATE the market potential and ESTIMATE the financing requirements for the initial 1 to 3 years after launch.
CO215.6	CREATING	CREATE a proposal for funding the start up.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –II)
MARKETING MANAGEMENT

Semester II		205MKT: Marketing Research
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO205MKT.1	REMEMBERING	DESCRIBE the key concepts involved in the Marketing Research.
CO205MKT.2	UNDERSTANDING	EXPLAIN various research designs, data sources, data collection methods, instruments, sampling methods and analytical tools used in Marketing Research.
CO205MKT.3	APPLYING	APPLY the concepts of marketing research in solving real-life marketing problems.
CO205MKT.4	ANALYSING	ANALYSE data and draw appropriate Inferences to address real-life marketing issues.
CO205MKT.5	EVALUATING	DESIGN a market research proposal for a real life marketing research problem and EVALUATE a market research proposal.
CO205MKT.6	CREATING	PLAN and UNDERTAKE qualitative or quantitative marketing research and demonstrate the ability to analyse data to resolve real-life marketing issues.

Semester II		206MKT: Consumer Behavior
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO206MKT.1	REMEMBERING	RECALL the factors influencing Consumer's purchase decision making process.
CO206MKT.2	UNDERSTANDING	OUTLINE consumer and organizational buyer behavior process.
CO206MKT.3	APPLYING	APPLY concepts of consumer behavior to real world marketing decision making.
CO206MKT.4	ANALYSING	ANALYZE the consumer decision making process and the role of different determinants that affect the buying decision process.
CO206MKT.5	EVALUATING	EXPLAIN the new trends influencing buyer behavior and its effect on new age Indian Consumer.
CO206MKT.6	CREATING	DISCUSS the consumer and organizational buying behavior process for a variety of products (goods/services).




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –II)
SPECIALIZATION: MARKETING MANAGEMENT**

Semester II		217MKT: Integrated Marketing Communications
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO217MKT.1	REMEMBERING	Describe the key concepts & components of IMC
CO217MKT.2	UNDERSTANDING	EXAMINE the role of integrated marketing communications in building brand identity, brand equity, and customer franchise.
CO217MKT.3	APPLYING	Apply the integrated marketing communications tools in contemporary real world scenarios.
CO217MKT.4	ANALYSING	ANALYZE and critically evaluate the communications effects and results of an IMC campaign to determine its success for a variety of brands.
CO217MKT.5	EVALUATING	Evaluate the IMC mix, advertising – sales promotion & PR strategies with real world examples of products / services / e-products / e-services
CO217MKT.6	CREATING	Develop an integrated creative message and concept to reach the target audience and deliver the brand promise through an IMC campaign.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester II		218MKT: Product and Brand Management
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO218MKT.1	REMEMBERING	DEFINE the key concepts and DESCRIBE the elements of a product & Brand strategy.
CO218MKT.2	UNDERSTANDING	EXPLAIN the process and methods of Product & brand management, including how to establish brand identity and build brand equity.
CO218MKT.3	APPLYING	IDENTIFY the Brand Marketing Strategies for Leaders, Challengers, Followers and Niche Strategies for real life consumer, business products and services operating in various markets and in the digital space.
CO218MKT.4	ANALYSING	EXAMINE the key brand concepts by articulating the context of and the rationale of application for real life consumer, business products and services operating in various markets and in the digital space.
CO218MKT.5	EVALUATING	FORMULATE effective branding strategies for real life consumer, business products and services operating in various markets and in the digital space.
CO218MKT.6	CREATING	CREATE 'Brand Equity Management system' for real life consumer, business products and services as well as for Reinforcing / Revitalizing / Rejuvenating failed Brands in various markets and in the digital space.

Semester II		219MKT: Personal Selling Lab
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO219MKT.1	1 REMEMBERING	LIST the key terms in selling and DESCRIBE the qualities of Winning Sales Professionals.
CO219MKT.2	UNDERSTANDING	EXPLAIN the concepts and terms that are central to personal selling.
CO219MKT.3	APPLYING	APPLY personal selling process and skills in real-life selling situations.
CO219MKT.4	ANALYSING	ILLUSTRATE the use of various sales techniques needed to achieve a profitable sale for a real world product/ service / e-product / e-service.
CO219MKT.5	EVALUATING	DEVELOP a customer plan that identifies all elements of personal selling, essential for creating successful sales for a real world product/ service / e-product / e-service
CO219MKT.6	CREATING	DESIGN sales presentations for a real world product/ service / e-product / e-service and for variety of selling situations.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester II		220MKT: Digital Marketing - I
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO220MKT.1	REMEMBERING	DEFINE various concepts related to Digital Marketing.
CO220MKT.2	UNDERSTANDING	EXPLAIN the role of Facebook, Google Ad words, Youtube and Email in digital marketing.
CO220MKT.3	APPLYING	MAKE USE OF Facebook, Google Ad words, Youtube and Email for carrying out digital marketing of real life products.
CO220MKT.4	ANALYSING	ILLUSTRATE the use of Facebook, Google Ad words, Youtube and Email in various contexts of Digital Marketing.
CO220MKT.5	EVALUATING	DESIGN digital media campaign using appropriate mix of Facebook, Google Ad words, Youtube and Email.
CO220MKT.6	CREATING	CREATE appropriate content for Facebook, Google Ad words, Youtube and Email campaigns.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –II)
SPECIALIZATION: FINANCIAL MANAGEMENT**

Semester II		205FIN: Financial Markets and Banking Operations
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO205FIN.1	REMEMBERING	RECALL the structure and components of Indian financial system through banking operations & Financial Markets.
CO205FIN.2	UNDERSTANDING	UNDERSTAND the concepts of financial markets, their working and importance.
CO205FIN.3	APPLYING	ILLUSTRATE the working and contribution of Banks and NBFCs to the Indian Economy.
CO205FIN.4	ANALYSING	ANALYZE the linkages in the Financial Markets.
CO205FIN.5	EVALUATING	EXPLAIN the various banking and accounting transactions.
CO205FIN.6	CREATING	DEVELOP necessary competencies expected of a finance professional.

Semester II		206FIN: Personal Financial Planning
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO206FIN.1	REMEMBERING	UNDERSTAND the need and aspects of personal financial planning
CO206FIN.2	UNDERSTANDING	Describe the investment options available to an individual
CO206FIN.3	APPLYING	IDENTIFY types of risk and means of managing it
CO206FIN.4	ANALYSING	DETERMINE the ways of personal tax planning
CO206FIN.5	EVALUATING	EXPLAIN retirement and estate planning for an individual and design a financial plan.
CO206FIN.6	CREATING	CREATE a financial plan for a variety of individuals.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –II)
SPECIALIZATION: FINANCIAL MANAGEMENT**

Semester II		217FIN: Securities Analysis & Portfolio Management
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO217FIN.1	REMEMBERING	REMEMBER various concepts of investments, Bonds.
CO217FIN.2	UNDERSTANDING	EXPLAIN various theories of Investment Analysis and Portfolio Management.
CO217FIN.3	APPLYING	CALCULATE risk and return on investment using various concepts covered in the syllabus.
CO217FIN.4	ANALYSING	ANALYZE and DISCOVER intrinsic value of a security.
CO217FIN.5	EVALUATING	DESIGN/ CREATE optimal portfolio.

Semester II		219FIN: Direct Taxation
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Financial Management

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO219FIN.1	REMEMBERING	REMEMBER various basic concepts / terminologies related Direct Taxation
CO219FIN.2	UNDERSTANDING	EXPLAIN how tax planning can be done.
CO219FIN.3	APPLYING	CALCULATE Gross Total Income and Income Tax Liability of an individual assessee of all income heads.
CO219FIN.4	ANALYSING	Permissible exemptions and deductions from income under Income Tax Act.
CO219FIN.5	EVALUATING	EVALUATE the tax liability and benefits of possible exemptions under Income Tax Act
CO219FIN.6	CREATING	DESIGN / DEVELOP / CREATE tax saving plan.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –II)
SPECIALIZATION: HUMAN RESOURCE MANAGEMENT

Semester II		205HRM: Competency Based Human Resource Management System
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO205HRM.1	REMEMBERING	DEFINE the key terms related to performance management and competency development.
CO205HRM.2	UNDERSTANDING	EXPLAIN various models of competency development.
CO205HRM.3	APPLYING	PRACTICE competency mapping.
CO205HRM.4	ANALYSING	ANALYSE competencies required for present and potential future job roles at various levels and across variety of organizations.
CO205HRM.5	EVALUATING	DESIGN and MAP their own competency and plan better and appropriate career for themselves.
CO205HRM.6	CREATING	DEVELOP a customized competency model in accordance with the corporate requirements.

Semester II		206HRM: Employee Relations and Labour Legislations
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Human Resource Management

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO206HRM.1	REMEMBERING	SHOW awareness of important and critical issues in Employee Relations
CO206HRM.2	UNDERSTANDING	INTERPRET and relate legislations governing employee relations.
CO206HRM.3	APPLYING	DEMONSTRATE an understanding of legislations relating to working environment.
CO206HRM.4	ANALYSING	OUTLINE the role of government, society and trade union in ER.
CO206HRM.5	EVALUATING	EXPLAIN aspects of collective bargaining and grievance handling.
CO206HRM.6	CREATING	DISCUSS the relevant provisions of various Labour Legislations.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –II)
SPECIALIZATION: HUMAN RESOURCE MANAGEMENT**

Semester II		217HRM: Labour Welfare
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO217HRM.1	REMEMBERING	ENUMERATE the key concepts of the subject matter.
CO217HRM.2	UNDERSTANDING	DESCRIBE the key aspects of the labour policy regulation in the country.
CO217HRM.3	APPLYING	IDENTIFY the applicability of various legislations to variety of real world organizations.
CO217HRM.4	ANALYSING	EXAMINE the traditional concept of labour welfare in the industry.
CO217HRM.5	EVALUATING	EXPLAIN the conditions of labour and their welfare and social security needs in the country.
CO217HRM.6	CREATING	ELABORATE upon the perspective of labour problems and remedial measures in the country.

Semester II		221HRM: HR Analytics
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO221HRM.1	REMEMBERING	ENUMERATE the key concepts related to the subject matter.
CO221HRM.2	UNDERSTANDING	DEMONSTRATE experimentation and innovation.
CO221HRM.3	APPLYING	USE thinking & decision making ability beyond the existing capabilities and present environment.
CO221HRM.4	ANALYSING	ANALYSE the behavioral Patterns of an individual & Map the competency- the audit Perspective.
CO221HRM.5	EVALUATING	EXPLAIN the innovative and formulate strategies which enhance innovative skills and Promote Innovation.
CO221HRM.6	CREATING	FORMULATE the linkage between HR Analytics and Business Analytics.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –II)
SPECIALIZATION: OPERATIONS AND SUPPLY CHAIN
MANAGEMENT**

Semester II		205OSCM: Service Operations Management – I
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO205OSCM.1	REMEMBERING	DESCRIBE the nature and CHARACTERISTICS of services and the services economy.
CO205OSCM .2	UNDERSTANDING	DESCRIBE the service design elements of variety of services.
CO205OSCM .3	APPLYING	USE service blueprinting for mapping variety of real life service processes.
CO205OSCM .4	ANALYSING	ANALYSE alternative locations and sites for variety of service facilities.
CO205OSCM .5	EVALUATING	JUDGE and EXPLAIN the service orientation at variety of service facilities / organizations.
CO205OSCM .6	CREATING	CREATE flow process layouts for variety of services.

Semester II		206HRM: Employee Relations and Labour Legislations
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO206HRM.1	REMEMBERING	SHOW awareness of important and critical issues in Employee Relations
CO206HRM.2	UNDERSTANDING	INTERPRET and relate legislations governing employee relations.
CO206HRM.3	APPLYING	DEMONSTRATE an understanding of legislations relating to working environment.
CO206HRM.4	ANALYSING	OUTLINE the role of government, society and trade union in ER.
CO206HRM.5	EVALUATING	EXPLAIN aspects of collective bargaining and grievance handling.
CO206HRM.6	CREATING	DISCUSS the relevant provisions of various Labour Legislations.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –II)
SPECIALIZATION: OPERATIONS AND SUPPLY CHAIN
MANAGEMENT**

Semester II		217OSCM: Planning & Control of Operations
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO217OSCM.1	REMEMBERING	DESCRIBE the building blocks of Planning & Control of Operations.
CO217OSCM.2	UNDERSTANDING	EXPLAIN the need for aggregate planning and the steps in aggregate planning.
CO217OSCM.3	APPLYING	MAKE USE OF the various forecasting approaches in the context of operations planning process.
CO217OSCM.4	ANALYSING	ILLUSTRATE how capacity planning is done in organizations and its relationship with MRP.
CO217OSCM.5	EVALUATING	EXPLAIN the importance of scheduling in operations management.
CO217OSCM.6	CREATING	CREATE a Bill of Materials.

Semester II		219OSCM: Inventory Management
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO219OSCM.1	REMEMBERING	DEFINE the key terms associated with Inventory Management.
CO219OSCM.2	UNDERSTANDING	CLASSIFY various types of inventory, and inventory costs.
CO219OSCM.3	APPLYING	CALCULATE Economic Order Quantity and stock levels under various conditions.
CO219OSCM.4	ANALYSING	COMPARE and CONTRAST various methods of inventory control.
CO219OSCM.5	EVALUATING	ASSESS various factors influencing Make or Buy decisions.
CO219OSCM.6	CREATING	SOLVE problems based on ABC classification of inventory.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –II)
SPECIALIZATION: BUSINESS ANALYTICS**

Semester II		205BA: Basic Business Analytics using R
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Business Analytics

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO205BA.1	REMEMBERING	IDENTIFY opportunities for creating value using business analytics and DESCRIBE the basic concepts in Business Analytics, DATA Science and Business Intelligence.
CO205BA.2	UNDERSTANDING	EXPLAIN the applications of Business Analytics in multiple business domains and scenarios.
CO205BA.3	APPLYING	DEVELOP a thought process to think like a data scientist/business analyst.
CO205BA.4	ANALYSING	ANALYZE data graphically by creating a variety of plots using the appropriate visualization tools of R.
CO205BA.5	EVALUATING	INTERPRET various data types and structures for given analytics task
CO205BA.6	CREATING	COMBINE various tools and functions of R programming language and use them in live analytical projects in multiple business domains and scenarios.

Semester II		206BA: Data Mining
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Business Analytics

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO206BA.1	REMEMBERING	DEFINE the key terms associated with Data Mining
CO206BA.2	UNDERSTANDING	EXPLAIN the various aspects of Data
CO206BA.3	APPLYING	APPLY classification models
CO206BA.4	ANALYSING	Analyse data using various clustering models
CO206BA.5	EVALUATING	SELECT appropriate association analysis and anomaly detection tools.
CO206BA.6	CREATING	COMBINE various data mining tools and use them in live analytical projects in business scenarios.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –II)
SPECIALIZATION: BUSINESS ANALYTICS**

Semester II		205BA: Basic Business Analytics using R
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Business Analytics

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO205BA.1	REMEMBERING	IDENTIFY opportunities for creating value using business analytics and DESCRIBE the basic concepts in Business Analytics, DATA Science and Business Intelligence.
CO205BA.2	UNDERSTANDING	EXPLAIN the applications of Business Analytics in multiple business domains and scenarios.
CO205BA.3	APPLYING	DEVELOP a thought process to think like a data scientist/business analyst.
CO205BA.4	ANALYSING	ANALYZE data graphically by creating a variety of plots using the appropriate visualization tools of R.
CO205BA.5	EVALUATING	INTERPRET various data types and structures for given analytics task
CO205BA.6	CREATING	COMBINE various tools and functions of R programming language and use them in live analytical projects in multiple business domains and scenarios.

Semester II		206BA: Data Mining
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Business Analytics

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO206BA.1	REMEMBERING	DEFINE the key terms associated with Data Mining
CO206BA.2	UNDERSTANDING	EXPLAIN the various aspects of Data
CO206BA.3	APPLYING	APPLY classification models
CO206BA.4	ANALYSING	Analyse data using various clustering models
CO206BA.5	EVALUATING	SELECT appropriate association analysis and anomaly detection tools.
CO206BA.6	CREATING	COMBINE various data mining tools and use them in live analytical projects in business scenarios.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –II)
SPECIALIZATION: BUSINESS ANALYTICS**

Semester II		217BA: Marketing Analytics
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Business Analytics

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO217BA.1	REMEMBERING	DESCRIBE the use of Voice of the Customer data in making data driven marketing decisions.
CO217BA.2	UNDERSTANDING	DEMONSTRATE an understanding of utility theory to measure customer preferences and choices.
CO217BA.3	APPLYING	IDENTIFY what customers' value in a product, and assess what they are willing to pay for it.
CO217BA.4	ANALYSING	ILLUSTRATE the use of various tools and frameworks to solve strategic marketing problems using marketing data.
CO217BA.5	EVALUATING	DETERMINE the most effective target markets.
CO217BA.6	CREATING	DESIGN a study that incorporates the key tools of Marketing Analytics.

Semester II		219BA: Workforce Analytics
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Business Analytics

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO2019BA.1	REMEMBERING	ENUMERATE the use of Workforce Analytics.
CO2019BA.2	UNDERSTANDING	UNDERSTAND the process of creating and using HR analytics
CO2019BA.3	APPLYING	USE dashboards, pivot tables for data driven decision making in HR.
CO2019BA.4	ANALYSING	ILLUSTRATE the use of various tools and frameworks for predictive analytics.
CO2019BA.5	EVALUATING	DERIVE a variety of metrics and quantify key outcomes in multiple areas of HR.
CO2019BA.6	CREATING	BUILD value for HR departments by showing clear links between HR and Business outcomes.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERIC CORE COURSES (SEMESTER –III)**

Semester III		301– Strategic Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO301.1	REMEMBERING	DESCRIBE the basic terms and concepts in Strategic Management.
CO301.2	UNDERSTANDING	EXPLAIN the various facets of Strategic Management in a real world context.
CO301.3	UNDERSTANDING	DESCRIBE the trade-offs within and across strategy formulation, implementation, appraisal.
CO301.4	APPLYING	INTEGRATE the aspects of various functional areas of management to develop a strategic perspective.
CO301.5	ANALYSING	EXPLAIN the nature of the problems and challenges confronted by the top management team and the approaches required to function effectively as strategists.
CO301.6	CREATING	DEVELOP the capability to view the firm in its totality in the context of its environment.

Semester III		302– Decision Science
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO302.1	REMEMBERING	DESCRIBE the concepts and models associated with Decision Science.
CO302.2	UNDERSTANDING	UNDERSTAND the different decision-making tools required to achieve optimisation in business processes.
CO302.3	UNDERSTANDING	APPLY appropriate decision-making approach and tools to be used in business environment.
CO302.4	APPLYING	ANALYSE real life situation with constraints and examine the problems using different decision-making tools
CO302.5	ANALYSING	EVALUATE the various facets of a business problem and develop problem solving ability
CO302.6	CREATING	DISCUSS & propose the various applications of decision tools in the present business scenario.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERIC CORE COURSES (SEMESTER –IV)

Semester IV		401 – Enterprise Performance Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO401.1	REMEMBERING	Enumerate the different parameters & facets of management control of an enterprise.
CO401.2	UNDERSTANDING	Illustrate the various techniques of enterprise performance management for varied sectors.
CO401.3	UNDERSTANDING	Determine the applicability of various tools and metrics as a performance evaluation & management tools.
CO401.4	APPLYING	Analyse the key financial & non-financial attributes to evaluate enterprise performance.
CO401.5	ANALYSING	Formulate the various parameters to evaluate enterprise performance effectively through implementation of strategy.

Semester IV		402 – Indian Ethos & Business Ethics
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO402.1	REMEMBERING	Recall and spell the human universal values of Indian Ethos and its applications in Business ethics
CO402.2	UNDERSTANDING	Recognize and Demonstrate the relevance of Indian Ethos by taking the rationale and ethical business decision derived from Indian Heritage Scriptures.
CO402.3	APPLYING	Apply the concepts of Indian Ethos, Values, and Ethics with moral reasoning to develop sustainable solutions to solve complex business issues..
CO402.4	ANALYSING	Analyze and make inferences to contemporary business practices in relation to Indian Ethos & Business Ethics
CO402.5	EVALUATING	Appraising the importance of business decisions on the basis of ethics and thus create a value driven management.
CO402.6	CREATING	ELABORATE Ethical dilemmas in different business areas of marketing, HRM and Finance and ADAPT dilemma resolution interventions by referring to Ethical decision making.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERIC ELECTIVE COURSES UNIVERSITY LEVEL
(SEMESTER –III)**

Semester III		306 – International Business Economics
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 306 .1	Remembering	RECALL and DEFINE the economic aspects of international business.
CO 306 .2	Understanding	DEMONSTRATE the outcomes of globalising and liberalising trade environment, trade policy frameworks and macroeconomic linkages of the open economy.
CO 306 .3	Applying	IDENTIFY the mechanisms and working of the foreign exchange markets.
CO 306 .4	Analysing	EXAMINE how a trade policy improves or diminishes the prospects of survival / growth of business.
CO 306 .5	Evaluating	MEASURE the implications of International Financial Crisis and its repercussions on International Trade
CO306.6	CREATING	COMPOSE a matrix of various economic aspects of international business and their linkages with Indian Economy

Semester III		307– International Business Environment
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 307 .1	REMEMBERING	Recall and Describe the key concepts of international Business Environment
CO 307 .2	UNDERSTANDING	Understand the relevance of Multinational Corporations (MNCs) in global trade
CO 307 .3	APPLYING	Demonstrate the significance of FDI and FPI in respect of developing economy
CO 307 .4	ANALYSING	Analyze the issues related to Labor, Environmental and Global Value chain
CO 307 .5	EVALUATING	Formulate and discuss the case related to various Agreements under WTO and contemporary global business environment.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester III		308 – Project Management
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 308 .1	Remembering	DEFINE the key terms and concepts in project management.
CO 308 .2	Understanding	EXPLAIN the Importance of project management methodologies and tools at the distinct stages in the Project's life cycle
CO 308 .3	Applying	ILLUSTRATE the importance of PM in most industries and businesses
CO 308 .4	Analysing	EXAMINE the importance of Leadership specifically in heterogenous and virtual teams as well as governance and approaches to conflict resolutions
CO 308 .5	Evaluating	DESIGN dashboard, status report and index for Key Performance Indicators of project for the Management

Semester III		310– Corporate Governance
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO310.1	REMEMBERING	ENUMERATE the global contemporary developments in Corporate Governance.
CO310.2	UNDERSTANDING	EXPLAIN the importance of regulation, markets and information in corporate governance and CATEGORIZE the role of Board of Directors and Committees for good Corporate Governance.
CO310.3	APPLYING	EXAMINE the provision of Corporate Governance for listed and unlisted firms.
CO310.4	ANALYSING	ANALYSE the enterprise risk for formulating the Internal control policies.
CO310.5	EVALUATING	Evaluate the legal framework and global perspective of Corporate Governance.
CO310.6	CREATING	DISCUSS Cases related to Corporate Governance.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
GENERIC ELECTIVE COURSES UNIVERSITY LEVEL
(SEMESTER –IV)**

Semester IV		405 – Global Strategic Management
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO405.1	Remembering	Define the concept and key terms associated with the global strategic management.
CO405.2	Understanding	Describe in detail global strategic alliance, merger and acquisitions.
CO405.3	Applying	Demonstrate various global organisation models in global strategic management context.
CO405.4	Analyzing	Examine various entry and business-level strategies from global strategic management prospective.
CO405.5	Evaluating	Explain globalization, innovation, and sustainability and challenges to strategic management.
CO405.6	Creating	Design global strategies and understand their relative merits and demerits.

Semester IV		407 – Cyber Laws
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO407.1	Remembering	DEFINE the key terms and concepts pertaining to cyber laws.
CO407.2	Understanding	DESCRIBE the relevant legal provisions in detail.
CO407.3	Applying	DETERMINE the applicability of the legal provisions in a specific scenario.
CO407.4	Analyzing	OUTLINE the course of action in case of violation of the legal provisions.
CO407.5	Evaluating	EXPLAIN the various legal, social and international issues and the various remedies available under the Information Technology Act for the breach and commission of offence in cyber space




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester IV		408 – Corporate Social Responsibility & Sustainability
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO408.1	Remembering	DESCRIBE What is CSR, Scope & Complexity, Companies Act 2013, when was CSR Initiated, Evolution, How CSR matters, Aims, objectives, Importance, Benefits of CSR, CSR in India, CSR In global Context, Implementation.
CO408.2	Understanding	EXPLAIN the implications of CSR from the perspectives of employees, managers, leaders, organization and the Community.
CO408.3	Applying	MAKE USE OF the Theories and Principles and Frameworks of CSR in specific organizational settings.
CO408.4	Analyzing	DECONSTRUCT The Role of Companies towards the society and its impact on the community.
CO408.5	Evaluating	FORMULATE The companies how they are practicing CSR activities, Auditing the committees & Board of Committees, CSR Annual Reports.
CO408.6	Creating	ELABORATE UPON the challenges of the Companies in shaping organizational culture and Development of the society.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –III)
SPECIALIZATION: MARKETING MANAGEMENT

Semester III	SC – MKT - 03	304 MKT: Services Marketing
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO304 MKT.1	REMEMBERING	RECALL the key concepts in services marketing
CO304 MKT.2	UNDERSTANDING	Describe the role of Extended Marketing Mix in Services in managing consumer behavior and in improving service quality.
CO304 MKT.3	APPLYING	Identify concepts related to service experience in the context of real world offering.
CO304 MKT.4	ANALYSING	Examine the elements of services marketing and service quality in contemporary context.
CO304 MKT.5	EVALUATING	EVALUATE Segmentation, Targeting & Positioning of Services and assess its importance and challenges in the dynamic marketing environment
CO304 MKT.6	CREATING	DEVELOP marketing mix, service blueprint and servicescapes for various services offering

Semester III	SC – MKT- 04	305MKT: Sales & Distribution Management
3 Credits	LTP: 3:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO305MKT.1	REMEMBERING	DESCRIBE the theoretical concepts related to Sales and Distribution Management Domain.
CO305MKT.2	UNDERSTANDING	UNDERSTAND the role, concepts, importance, techniques and approaches required for effective designing and implementation of various aspects in the Sales and Distribution Management.
CO305MKT.3	APPLYING	APPLY various concepts related to Sales and Distribution Management.
CO305MKT.4	ANALYZING	ANALYZE the real-life issues related to design and implementation of Sales and Distribution Management Strategy.
CO305MKT.5	EVALUATING	EVALUATE suitability of alternative Sales and Distribution Management strategies of an organization.
CO305MKT.6	CREATING	DESIGN and implement Sales and Distribution Management Strategies for an organization.



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
 COURSE OUTCOMES
 SUBJECT ELECTIVE COURSES (SEMESTER –III)
 SPECIALIZATION: MARKETING MANAGEMENT**

Semester III	SE -IL -MKT- 07	312 MKT: Business to Business Marketing
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO312 MKT.1	REMEMBERING	DEFINE the terms and concepts related to Business to Business marketing
CO312MKT.2	UNDERSTANDING	EXPLAIN the terms and concepts used in business to business marketing
CO312 MKT.3	APPLYING	IDENTIFY challenges and opportunities in Business-to-Business Marketing.
CO312 MKT.4	ANALYSING	FORMULATE segmentation, targeting and positioning, consumer buying behavior and marketing mix in the context of Business to Business marketing
CO312MKT.5	EVALUATING	DESIGN marketing mix elements considering business-to-business sales and service situations.
CO312MKT.6	CREATING	DEVELOP marketing plan for business-to-business Marketing situations.

Semester III	SE – IL – MKT - 08	313MKT:International Marketing
2 Credits	LTP: 2:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO313MKT.1	REMEMBERING	DESCRIBE various terms and key concepts associated with international marketing.
CO313MKT.2	UNDERSTANDING	EXPLAIN various key concepts used in all aspects of international marketing.
CO313MKT.3	APPLYING	ILLUSTRATE all stages in international marketing management process.
CO313MKT.4	ANALYSING	EXAMINE various facets of international marketing environment and the relevant aspects of international marketing management process from a data driven decision perspective.
CO313MKT.5	EVALUATING	JUDGE suitability of alternative market segmentation bases, target market selection, market entry strategies, positioning strategies and international marketing mix strategies based on assessment of international marketing environment.
CO313MKT.6	CREATING	DESIGN appropriate market segmentation, target market, market entry strategies, positioning strategies and international marketing mix strategies for global business organizations.



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester III	SE - IL – MKT - 09	314 MKT: Digital Marketing II
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 314MKT.1	REMEMBERING	DEFINE the key terms and concepts related with digital marketing
CO 314MKT.2	UNDERSTANDING	EXPLAIN the role of Facebook, Google Ad words, Youtube, Email marketing and other related tools in digital marketing.
CO 314MKT.3	APPLYING	MAKE USE OF Facebook, Google Ad words, Youtube and Email marketing and other related tools for carrying out digital marketing for given situation.
CO 314MKT.4	ANALYSING	ILLUSTRATE the use of Facebook, Google Ad words, Youtube and Email marketing and other related tools in given situation.
CO 314MKT.5	EVALUATING	DESIGN digital media campaign using appropriate mix of Facebook, Google Ad words, Youtube and Email marketing and other related tools.
CO 314MKT.6	CREATING	CREATE appropriate content for a digital marketing campaign.

Semester III	SE - IL – MKT - 11	316MKT:Marketing Analytics
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO316MKT.1	REMEMBERING	DEFINE various key concepts in Marketing Analytics
CO316MKT.2	UNDERSTANDING	DESCRIBE various key concepts in Marketing Analytics
CO316MKT.3	APPLYING	IDENTIFY what customers' value in a product/service, and assess what they are willing to pay for it.
CO316MKT.4	ANALYSING	EXPLAIN the use of various models and frameworks to solve marketing problems using marketing data
CO316MKT.5	EVALUATING	MEASURE the effectiveness of marketing efforts and key outcomes in multiple areas of Marketing.
CO316MKT.6	CREATING	DESIGN a study that incorporates the key tools and techniques of Marketing Analytics




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –IV)
SPECIALIZATION: MARKETING MANAGEMENT

Semester IV	SC – MKT - 05	403MKT- Marketing 4.0
3 Credits	LTP:: 2:1:1	Subject Core (SC) Course Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO403.1	REMEMBERING	DESCRIBE the various concepts associated with Marketing 4.0.
CO403.2	UNDERSTANDING	EXPLAIN the importance of various concepts in Marketing 4.0. like prompted Advocacy ,5A's, Four Major Industry Archetypes, and content marketing leading to Brand Affinity.
CO403.3	APPLYING	APPLY the concepts of digital marketing by Using Digital Anthropology to connected customers , which will drive up the productivity , by Integrating the Best of Online and Offline Channels in the digital world.
CO403.4	ANALYSING	ANALYSE the online and offline interactions between the companies and customers to be the effective marketers.
CO403.5	EVALUATING	EVALUATE how Technology & connectivity has changed human life and business in the context of real-world commodities, products & services.
CO403.6	CREATING	CREATING WOW! Moments with customer engagement by using Marketing 4.0.

Semester- IV	SC – MKT - 06	404MKT: Marketing Strategy
3 Credits	LTP: 2:1:1	Subject Core (SC) Course Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404MKT.1	REMEMBERING	DESCRIBE various concepts of marketing strategies.
CO404MKT.2	UNDERSTANDING	EXPLAIN various marketing strategies to handle marketing circumstances
CO404MKT.3	APPLYING	APPLY the concepts of marketing strategy to solve real-life business problems.
CO404MKT.4	ANALYSING	DISCOVER the suitable competitive advantage useful to design market specific and organization specific marketing strategies.
CO404MKT.5	EVALUATING	ESTIMATE the attractiveness of segment to decide targeting strategy and MONITOR marketing performance using marketing matrices.
CO404MKT.6	CREATING	DESIGN marketing strategies to lead the organization towards sustainable growth.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –IV)
SPECIALIZATION: MARKETING MANAGEMENT**

Semester IV	SE – IL – MKT - 13	409MKT: Customer Relationship Management
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 409MKT.1	REMEMBERING	Define concepts and components of B2B, B2C CRM, customer acquisition & retention and CRM mechanics
CO 409MKT.2	UNDERSTANDING	EXPLAIN key concepts and theories associated with CRM.
CO 409MKT.3	APPLYING	APPLY and ILLUSTRATE principles, theories and models of CRM in B2B and B2C markets.
CO 409MKT.4	ANALYZING	CLASSIFY Customer acquisition and retention strategies and ANALYZE Customer database in CRM.
CO 409MKT.5	EVALUATING	EVALUATE suitability and effectiveness of CRM strategies in marketing situations of products, services & e-products/ services across various industries.
CO 409MKT.6	CREATING	DEVELOP CRM strategies/plans for various B2B and B2C markets.

Semester IV	SE -IL – MKT - 16	412 MKT – Retail Marketing
2 Credits	LTP - 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 412 MKT.1	REMEMBERING	DEFINE and RECALL concepts associated with retail marketing
CO412 MKT.2	UNDERSTANDING	UNDERSTAND the various retail Formats, merchandise management and recent trends
CO412 MKT.3	APPLYING	APPLY the best practices for retail store management along with USE of social media in retailing
CO412 MKT.4	ANALYSING	ANALYSE and COMPARE the contemporary issues in Retailing and E-tailing
CO412 MKT.5	EVALUATING	EVALUATE the store location based on the determinants and effectiveness of Retail marketing mix
CO412 MKT.6	CREATING	DESIGN effective CRM programs suitable for each retail format




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester IV	SE-IL-MKT-17	413 MKT: Retailing Analytics
2 Credits	LTP:1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 413 MKT.1	REMEMBERING	ENUMERATE the characteristics, opportunities and challenges of New Age Retailing, Digital Consumers Dynamics, List the data required for retail analytics.
CO 413 MKT.2	UNDERSTANDING	UNDERSTAND Consumer Buying Behavior and Trends in new age retailing.
CO 413 MKT.3	APPLYING	USE various kinds of data and tools for performing Retailing Analytics.
CO 413 MKT.4	ANALYSING	ILLUSTRATE the use of various tools and frameworks for predictive retail Analytics.
CO 413 MKT.5	EVALUATING	DERIVE a variety of metrics and quantify key outcomes in multiple areas of Retail.
CO 413 MKT.6	CREATING	BUILD value for Retail and Marketing by deriving Marketing ROI metrics.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –III)
SPECIALIZATION: FINANCIAL MANAGEMENT**

Semester III		304 FIN– Advanced Financial Management
3 Credits	LTP: 2:1:1	Subject Core - SC - FIN - 03

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 304.1	REMEMBERING	DESCRIBE the basic concepts in financing, investing and profit distribution in a firm
CO 304.2	UNDERSTANDING	EXPLAIN theoretical concepts related to raising and use of funds and value of firm
CO 304 .3	APPLYING	CALCULATE values for making capital structure, investment, liquidity and dividend decisions in the financial management of a firm
CO 304.4	ANALYSING	ANALYZE the Leverage and PBIT EPS Analysis associate with Financial Data in the corporate
CO 304.5	EVALUATING	Evaluate the key strategic financial issues that must be considered in an acquisition or merger
CO304.6	CREATING	DESIGN an appropriate financial strategy using any one or multiple concepts/ techniques learned in this course.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester III		305 FIN – International Finance
3 Credit	LTP : 2:1:1	Subject Core (SC) Course – International Finance

Course Outcomes: On successful completion of the course the learner will be able to

CO#	Cognitive Ability	Course Outcomes
CO305FIN.1	Remembering	RECALL the basic concepts associated with international finance.
CO305FIN.2	Understanding	EXPLAIN the various the concepts related to Foreign Exchange Markets, transactions on the international foreign exchange market, Taxation Systems, International Receivables and cash management.
CO305FIN.3	Applying	USE International Monetary Fund, World Bank, credit rating agencies, foreign exchange, foreign exchange transactions, taxation system, International Receivables and cash management in International financial market.
CO305FIN.4	Analyzing	ANALYZE the role of exchange rate and credit rating agencies, foreign exchange transactions, taxation system, Receivables and cash management in International financial market.
CO305FIN.5	Evaluating	EVALUATE the International Monetary Fund, World Bank, credit rating agencies, foreign exchange, foreign exchange transactions, taxation system, Receivables and cash management in International finance.
CO305FIN.6	Creating	CREATE the investment/ business plan by adopting various international finance concepts




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –III)
SPECIALIZATION: FINANCIAL MANAGEMENT**

Semester III		312 FIN – Behavioural Finance
2 Credit	LTP : 0:3:1	Subject Elective (SE) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	Cognitive Ability	Course Outcomes
CO312FIN.1	Remembering	Enumerate the concepts and assumptions associated with traditional and behavioral finance.
CO312FIN.2	Understanding	Illustrate the various important theories, heuristics & biases associated with financial decision making.
CO312FIN.3	Applying	Identify behavioural factors that influence financial decision making at individual & corporate level.
CO312FIN.4	Analyzing	Analyze the implications of human psychology on financial decision makers and financial markets.
CO312FIN.5	Evaluating	Interpret various investment strategies based on theories of personal & corporate behavioural finance.
CO312FIN.6	Creating	Plan the systematic approach for efficient financial decisions taking into account behavioural factors.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

SEMESTER III		315 FIN – Indirect Taxation
2 Credit	LTP : 1:1:1	Subject Elective (SE-IL) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	Cognitive Ability	Course Outcomes
CO315FIN.1	Remembering	Remembering the key concepts of Indirect Taxes in India Identifying and enumerating the various terms associated with GST and other indirect taxes.
CO315FIN.2	Understanding	Explain how GST works as an Uniform Tax Structure, Illustrate the GST framework of India, & describe the important concepts such as supply, dual taxation method, registration process, etc.
CO315FIN.3	Applying	Apply the theories and Principles and perform all calculation through numerical problems on valuation and calculation of taxes. Identify the time value of supply; determine the taxable person and tax levied on goods and services.
CO315FIN.4	Analysing	Illustrate the e filling process of GST Categorize the Goods and Services under GST and amount of tax to be paid using Dual tax concept.
CO315FIN.5	Evaluating	Evaluate Input Tax Credit Process, reversal, late filing and New Amendments; appraise various indirect taxes; Interpret the GST framework in India & verify the tax levied on Goods and Services.
CO315FIN.6	Creating	Elaborate all Provisions of GST and can correlate with filing of returns; virtual e filling can be done Estimate the GST, TDS, anticipate goods, services, tax payable person for the business.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester III		317 FIN: Financial Modeling
2 Credits	LTP: 2:0:0	Subject Elective (SE) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO317.1	REMEMBERING	Remember the concepts, terminologies, frameworks, tools and techniques of Financial modeling
CO317.2	UNDERSTANDING	UNDERSTAND the applications and use of MS Excel in financial modeling and its different techniques
CO317.3	APPLYING	DEVELOP, APPLY and actually use core functionality of MS Excel in decision framework to solve managerial problems
CO317.4	ANALYSING	ANALYSE different financial models in order to eliminate substantial risk of poor spreadsheet coding
CO317.5	EVALUATING	FORMULATE an idea and acceptable solutions to solve different problems in the area of financial management
CO317.6	Creating	BUILD financial models by making appropriate assumptions on financial factors relevant to the situation.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester III		318 Fin-Digital Banking
2 Credits	LTP: 2:1:1	Subject Elective (SE) Course- Financial Management (Fin)

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO318 FIN 1	REMEMBERING	Remember various concepts and products in Digital Banking
CO318 FIN.2	UNDERSTANDING	Explain and understand the significance and development of Digital Banking
CO318 FIN 3	APPLYING	Compare and contrast the Branchless Banking and Traditional Banking
CO318 FIN.4	ANALYSING	Analyze the payment system of digital banking from consumer's point of view
CO318 FIN.5	EVALUATING	Evaluate Role of digital banking and emerging technologies in economic development
CO318 FIN.6	CREATING	Create a holistic digital transformation strategy for a bank




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
 COURSE OUTCOMES
 SUBJECT CORE COURSES (SEMESTER –IV)
 SPECIALIZATION: FINANCIAL MANAGEMENT**

Semester IV		403 FIN: Financial Laws
3 Credit	LTP : 2:1:1	SUBJECT CORE (SC) COURSE: Specialization – Financial Management (FIN)

Outcomes: On successful completion of the course the learner will be able to:

CO#	Cognitive Ability	Course Outcome
CO403FIN .1	REMEMBERING	Define and Describe the basic concepts related to Financial Laws
CO403 FIN. 2	UNDERSTANDING	Illustrate the implications of various laws, Explain concepts and details of various financial laws.
CO403 FIN. 3	APPLYING	Make use of contextual financial laws applicable to organisations.
CO403 FIN. 4	ANALYZING	Infer the application of financial laws to organisations
CO403 FIN. 5	EVALUATING	Appraise and perceive the benefits of applicable laws to the organisations.
CO403 FIN.6	CREATING	CREATE debt restructuring portfolio/ proposal.

Semester IV		404 FIN Current Trends & Cases in Finance
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404FIN.1	REMEMBERING	DESCRIBE the concepts related to emerging areas of Microfinance, Small finance banks, Payment Banks, Start-Ups, SHG and Digitization and analytics
CO404FIN.2	UNDERSTANDING	EXPLAIN in detail, all the theoretical concepts taught through the syllabus
CO404FIN.3	APPLYING	APPLY the various theories and models of financial management in the case.
CO404FIN.4	ANALYSING	ANALYSE the situation and decide the key financial as well as non-financial elements involved in the situation.
CO404FIN.5	EVALUATING	EVALUATE the financial impact of the alternative on the given case.
CO404FIN.6	CREATING	CREATE financial models based on theories and concepts studied



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE

Affiliated to Savitribai Phule Pune University, Pune

DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –IV)
SPECIALIZATION: FINANCIAL MANAGEMENT**

Semester IV		409 FIN- Fixed Income Securities
2 Credit	LTP : 2:1:0	SUBJECT ELECTIVE (SE - IL)- Fixed Income Securities

Course Outcomes: On successful completion of the course the learner will be able to

CO#	Cognitive Ability	Course Outcomes
CO409FIN.1	REMEMBERING	Describing the basic concepts of Fixed Income Securities.
CO409FIN.2	UNDERSTANDING	Understanding the various types of securities traded in the fixed income market.
CO409FIN.3	APPLYING	Applying the knowledge of fixed income securities for diversifying the portfolio of investments.
CO409FIN.4	ANALYZING	Predictive analysis of the economic outlook through yield curve analysis.
CO409FIN.5	EVALUATING	Evaluate the risk and returns of different Fixed income securities.
CO409FIN.6	CREATING	Devise the various investment strategies based on portfolio returns.

Semester III		411 FIN – Risk Management
2 Credit	LTP : 1:1:0	Subject Elective (SE) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	Cognitive Ability	Course Outcomes
CO411FIN.1	Remembering	Describe various concept associated with risk management and financial risk management.
CO411FIN.2	Understanding	Exemplify the financial risk management processes, frameworks.
CO411FIN.3	Applying	Determine the various building blocks of risk management system and strategies.
CO411FIN.4	Analyzing	Classify various risks associated with enterprise, banks, insurance etc.
CO411FIN.5	Evaluating	Formulate the strategies to overcome with currency risk, credit risk, interest rate risk, legal risk, asset liability risk, liquidity risk etc.
CO411FIN.6	Creating	Formulate the strategies to manage currency risk, credit risk, interest rate risk, legal risk, asset liability risk, liquidity risk etc.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester IV		412 FIN–Strategic Cost Management
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO412FIN.1	REMEMBERING	Remember the basic concepts, tools and techniques of cost management in the contemporary business environment and how it has influenced cost management
CO412FIN.2	UNDERSTANDING	EXPLAIN in detail, all the theoretical concepts taught through the syllabus; differentiate between various costing techniques.
CO412FIN.3	APPLYING	ILLUSTRATE contemporary management techniques and how they are used in cost management to respond to the contemporary business environment.
CO412FIN.4	ANALYSING	ANALYSE the situation and decide the key cost factors / elements involved in the decision making
CO412FIN.5	EVALUATING	FORMULATE new models and techniques for managing the cost strategically in any business organization.
CO412FIN.6	CREATING	FORMULATE new models for managing the cost strategically for business organization.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –III)
SPECIALIZATION: HUMAN RESOURCE MANAGEMENT

Semester-III		304HRM- Strategic Human Resource Management
3 Credits	LTP: 2:1:1	Subject Core (SC) Course- Human Resource Management

Course Outcome: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO304HRM.1	REMEMBERING	REMEMBER the strategies adopted by HR and their implementation issues and challenges faced by the organization in national and international context.
CO304HRM.2	UNDERSTANDING	Ability to UNDERSTAND and ARTICULATE the basic concepts of SHRM and link the HR strategies to the organizational business strategies.
CO304HRM.3	APPLYING AND ANALYZING	Ability to ANALYZE HR as an investment to the company.
CO304HRM.4	EVALUATING	Ability to INTERPRET and EVALUATE the implementation of the HR strategies.
CO304HRM.5	CREATING	FORMULATE and provide realistic solutions to the industry by designing innovative strategies and logical decision making.

Semester III		305HRM : HR Operations
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	COGNITIVE ABILITIES	COURSE OBJECTIVES (CO'S)
CO305HRM.1	REMEMBERING	Describe the functioning of personnel department
CO305HRM.2	UNDERSTANDING	Understand the communication of HR & Personnel department
CO305HRM.3	APPLYING	Apply the knowledge of various provisions under laws related to social Security and Labour welfare
CO305HRM.4	ANALYSING	Examine various compensation structure and disciplinary policies
CO305HRM.5	EVALUATING	Evaluate applicability of provisions of laws related to social security and labour welfare across various sectors
CO305HRM.6	CREATING	Design a salary structure incorporating all components of payroll system



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –III)
SPECIALIZATION: HUMAN RESOURCE MANAGEMENT

Semester III		312HRM: Talent Management
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course - Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	COGNITIVE ABILITIES	COURSE OBJECTIVES (CO'S)
CO.312.1	REMEMBERING	DEFINE Talent Management and its significance
CO.312.2	UNDERSTANDING	UNDERSTANDING performance excellence through Talent Management
CO.312.3	APPLYING	APPLY Talent Management concepts in Human Resource Management
CO.312.4	ANALYSING	ANALYSING Talent Management practices in employee development and career enhancement
CO.312.5	EVALUATING	FORMULATE the Talent Management Strategies for any organisation.

Semester III		315HRM : International HR
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course - Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	COGNITIVE ABILITIES	COURSE OBJECTIVES (CO'S)
CO315HRM.1	REMEMBERING	IDENTIFY key perspectives of global workforce management
CO315HRM.2	UNDERSTANDING	UNDERSTAND cultural aspects of International HRM
CO315HRM.3	APPLYING	PREPARE HR planning for long term global staffing
CO315HRM.4	ANALYSING	ILLUSTRATE steps involved in global selection of human resources
CO315HRM.5	EVALUATING	FORMULATE Training and development policy for expatriate employees of an organization
CO315HRM.6	CREATING	ANALYZE / COMPARE important points that needs to be included while drafting global workforce performance & development management system of an organization



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –IV)
SPECIALIZATION: HUMAN RESOURCE MANAGEMENT

Semester IV		403 HRM - Organizational Diagnosis & Development
Credits: 3	LTP: 2:1:1	Subject Core – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404.1	REMEMBERING	DESCRIBE the major theories, concepts, terms, models tools and frameworks in the field of Organizational Diagnosis & Development.
CO404.2	UNDERSTANDING	UNDERSTAND concept of OD and 'intervention'.
CO404.3	APPLYING	MAKE USE of the Theories, Models, Principles and Frameworks of Organizational Diagnosis & Development in specific organizational settings.
CO404.4	ANALYSING	ANALYZE the external and internal environment with right tool of diagnosis and review the role of consultant in OD.
CO404.5	EVALUATING	IDENTIFY AND MAP an intervention to organisational need
CO404.6	CREATING	DESIGN the role of the consultant for an organisational issue

Semester – IV		404 HRM: Current Trends & Cases in Human Resource Management
3 Credits	LTP: 2:1:1	Subject Core (SC) Course –Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404HRM.1	REMEMBERING	DESCRIBE the conceptual framework of Digital Disruptions and its impact on the current HR Trends.
CO404HRM.2	UNDERSTANDING	SUMMARIZE the impact of Current HR trends on HR Functions
CO404HRM.3	APPLYING	ILLUSTRATE value creation & competitive advantage of Technology on current HR Trends
CO404HRM.4	ANALYSING	EXAMINE the changing role of HR Priorities
CO404HRM.5	EVALUATING	ELABORATE upon the various types of current HR Trends
CO404HRM.6	CREATING	APPLY the existing Tech tools to real time HRM Challenges and offer Solutions.




DIRECTOR
 RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
 INSTITUTE OF COMPUTER
 & MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
 COURSE OUTCOMES
 SUBJECT ELECTIVE COURSES (SEMESTER –IV)
 SPECIALIZATION: HUMAN RESOURCE MANAGEMENT**

Semester IV		409 HRM: Labour Legislation
2 Credits	LTP : 0:3:1	Subject Elective (SE) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	Cognitive Abilities	Course Outcomes
CO1	REMEMBERING	AWARENESS about foundation of labor legislation.
CO2	UNDERSTANDING	UNDERSTAND the legislation related to various labor and social laws.
CO3	APPLYING	APPLY formulas of specific laws and calculate.
CO4	ANALYSING	STUDY labor legislation and effective implementation of them through case laws.
CO5	EVALUATING	REVIEW AND UNDERSTAND different labor legislations and its amendments.

Semester IV		412HRM : Best Practices In HRM
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course - Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	COGNITIVE ABILITIES	COURSE OBJECTIVES (CO'S)
CO.412HRM.1	REMEMBERING	DEFINE dynamic approach towards Human Resource activities and practices.
CO.412HRM.2	UNDERSTANDING	EXPLAIN theoretical framework for best practices.
CO.412HRM.3	APPLYING	IDENTIFY & CLASSIFY the practices according to the industry and subsectors of the industry.
CO.412HRM.4	ANALYSING & EVALUATING	COMPARE and DETERMINE various skill sets required at Human Resource Section.
CO.412HRM.5	CREATING	PLAN a survey of various industry and DEVELOP a trend analysis of Human Resource Best Practices.



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Sem- III		HRM: e-HRM
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course-Human Resource Management

Course Outcomes: At the end of this course the learner shall be able to –

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO316HRM.1	Remembering	ENUMERATE fundamental concept of HRIS
CO316HRM.2	Understanding	UNDERSTAND various technology driven features that can be adapted for HRM functions
CO316HRM.3	Applying	DETERMINE impact of technology on HRM functions.
CO316HRM.4	Analyzing	ANALYSE issues regarding technology in HRM functions.
CO316HRM.5	Evaluating & Creating	DEVELOP competencies needed to adapt technology in HRM functions




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
 COURSE OUTCOMES**

SUBJECT CORE COURSES (SEMESTER –III)

SPECIALIZATION: OPERATIONS AND SUPPLY CHAIN MANAGEMENT

Semester III		304 OSCM- Services Operations Management – II
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO304OSCM .1	REMEMBERING	DEFINE the key concepts in Services Operations Management.
CO304OSCM .2	UNDERSTANDING	DIFFERENTIATE between various service strategies, service quality dimensions, and customer relationships based on life time value.
CO304OSCM .3	APPLYING	IDENTIFY the sources of value in a service supply relationship & three factors that drive profitability for a professional service firm
CO304OSCM .4	ANALYSING	CATEGORIZE a service firm according to its stage of competitiveness.
CO304OSCM .5	EVALUATING	MODIFY the Service strategies of an organization for achieving the strategic service vision.
CO304OSCM .6	CREATING	SOLVE the relevant numerical in the scope of the subject.

Semester III		305 OSCM - Logistics Management
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO305OSCM.1	REMEMBERING	DEFINE basic terms and concepts related to Logistics management.
CO305OSCM.2	UNDERSTANDING	EXPLAIN the infrastructure of logistics, its linkage with various types of communication modes.
CO305OSCM.3	APPLYING	DESCRIBE the various dimensions of logistics management and transport, their inter-linkages with different types of freights.
CO305OSCM.4	ANALYSING	CALCULATE logistic costs and various classification methods of reducing the cost. Involving the information technology and its impacts.
CO305OSCM.5	EVALUATING	OUTLINE a typical logistic framework and services. ILLUSTRATE the linkages with its dynamic storage system / Customer Issues, Logistic and Business Issues in a real world context.
CO305OSCM.6	CREATING	DISCUSS modern real world logistical systems using the various concepts in the syllabus.




DIRECTOR
 RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
 INSTITUTE OF COMPUTER



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –III)
SPECIALIZATION: OPERATIONS AND SUPPLY CHAIN MANAGEMENT**

Semester III		312 OSCM- Manufacturing Resource Planning
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO312OSCM.1	REMEMBERING	DEFINE basic terms and concepts related to MRP II.
CO312OSCM.2	UNDERSTANDING	DESCRIBE the integrated planning structure and functions incorporated within MRP.
CO312OSCM.3	APPLYING	ILLUSTRATE the importance of MRP as a top-management planning tool
CO312OSCM.4	ANALYSING	IDENTIFY the vertical and horizontal cross-functional integration within the MRP II planning hierarchy.
CO312OSCM.5	EVALUATING	EXPLAIN how what-if simulation, modeling, and analysis are used to produce feasible plans.
CO312OSCM.6	CREATING	DISCUSS how MRP supports the company's cost, quality, and delivery operating objectives.

Semester III		313 OSCM- Sustainable Supply Chains
2 Credits	LTP: 2:0:0	Subject Elective (SE) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO313OSCM.1	REMEMBERING	ENUMERATE the key concepts of Sustainable Supply Chains and Sustainable Supply Chain Management.
CO313OSCM.2	UNDERSTANDING	DESCRIBE and DISCUSS the role and importance of sustainability and sustainable development in different types of supply chains.
CO313OSCM.3	APPLYING	IDENTIFY and USE relevant established and emerging principles, frameworks and theories in sustainable logistics and supply chain management.
CO313OSCM.4	ANALYSING	INTEGRATE fundamental strategies, tools and techniques to analyze and design environmentally sustainable supply chain systems.
CO313OSCM.5	EVALUATING	DETERMINE the unsustainable impact of logistics activities, both individual, and in the wider context of the supply chain.
CO313OSCM.6	CREATING	COMPILE the managerial challenges, and FORMULATE a structured solution to these, with clear implications for relevant stakeholders.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

Semester III		315 OSCM- Toyota Production System
2 Credits	LTP: 2:0:0	Subject Elective (SE) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO315OSCM.1	REMEMBERING	DESCRIBE 14 principles of the Toyota Way.
CO315OSCM.2	UNDERSTANDING	RELATE the TPS with other business situations.
CO315OSCM.3	APPLYING	IMPLEMENT TPS principles to a real-life situation.
CO315OSCM.4	ANALYSING	EXAMINE the application of TPS principles in a service or manufacturing unit/ organization.
CO315OSCM.5	EVALUATING	DESIGN a process for executing Improvement Initiatives at workplace.
CO315OSCM.6	CREATING	BUILD an organization culture to foster continuous improvement.

Semester III		317 OSCM- Six Sigma for Operations
2 Credits	LTP: 2:0:0	Subject Elective (SE) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO317OSCM.1	REMEMBERING	DESCRIBE the Key Concepts and Definitions associated with Quality Management, Six Sigma and Process of Six Sigma
CO317OSCM.2	UNDERSTANDING	SUMMARIZE the six-sigma philosophy along with understanding of 7 QC Tools.
CO317OSCM.3	APPLYING	PREDICT the change due to Six Sigma Implementation and Application of Six Sigma tools in new settings
CO317OSCM.4	ANALYSING	APPRECIATE use of Six Sigma for services performance improvement and strengthening the Organizational Structures
CO317OSCM.5	EVALUATING	DECIDE control chart to use for given set of data and ROSS (Return on Six Sigma)
CO317OSCM.6	CREATING	CREATING a Case for Business Models in Different Industries/Proposing a Strategy by Studying the cases of Successful Six Sigma Implementation




 DIRECTOR
 RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
 INSTITUTE OF COMPUTER
 & MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –IV)
SPECIALIZATION: OPERATIONS AND SUPPLY CHAIN MANAGEMENT**

Semester IV		403 OSCM- E Supply Chains and Logistics
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO403OSCM .1	REMEMBERING	DESCRIBE the structure of modern days Logistics.
CO403OSCM .2	UNDERSTANDING	EXPLAIN the key concepts of Supply Chain Management and the – driving forces in contemporary Supply Chain Management.
CO403OSCM .3	APPLYING	IDENTIFY the various flows in real world supply chains and Logistics. IDSCRIBE the importance of documentations.
CO403OSCM .4	ANALYSING	COMPARE and CONTRAST push and pull strategies in Supply Chain Management. ANALYSE the impact of tracking system linkage in Logistics.
CO403OSCM .5	EVALUATING	EXPLAIN the key Operational Aspects of E Procurement.
CO403OSCM .6	CREATING	DEVELOP a framework for e-logistics

Semester IV		404 OSCM- Industry 4.0
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404OSCM .1	REMEMBERING	DEFINE industrial revolutions and its different aspects.
CO404OSCM .2	UNDERSTANDING	EXPLAIN the role of technology pillars of Industry 4.0.
CO404OSCM .3	APPLYING	DEMONSTRATE the use of data in effective decision making.
CO404OSCM .4	ANALYSING	ILLUSTRATE the need of cyber physical system for sustainable competitive advantage.
CO404OSCM .5	EVALUATING	EXPLAIN the challenges faced by various industries in full fledge implementation of Industry 4.0
CO404OSCM .6	CREATING	DEVELOP a framework for any organization using base of Smart Industry Readiness Index Proposed by Singapore EDB




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –IV)
SPECIALIZATION: OPERATIONS AND SUPPLY CHAIN MANAGEMENT**

Semester IV		409 OSCM- Enterprise Resource Planning
2 Credits	LTP: 2:1:1	Subject Elective (SE) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO409OSCM.1	REMEMBERING	DESCRIBE the key concepts of ERP systems for manufacturing or service organizations.
CO409 OSCM.2	UNDERSTANDING	EXPLAIN the scope of common ERP Systems modules.
CO409 OSCM.3	APPLYING	DEVELOP basic understanding of how ERP enriches the business organizations in achieving a multidimensional growth.
CO409 OSCM.4	ANALYSING	EXAMINE the challenges associated with implementing enterprise systems and their impacts on organizations.
CO409 OSCM.5	EVALUATING	JUSTIFY selection of an appropriate ERP transition strategy.
CO409 OSCM.6	CREATING	FORMULATE best selection and implementation strategy in a real setting.

Semester IV		410 OSCM- World Class Manufacturing
2 Credits	LTP: 2:1:1	Subject Elective (SE) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO410OSCM.1	REMEMBERING	DEFINE the basic terms associated with Manufacturing Excellence and World Class Manufacturing
CO410OSCM.2	UNDERSTANDING	SUMMARIZE the features of various frameworks used for World Class Manufacturing
CO410OSCM.3	APPLYING	IDENTIFY the challenges to manufacturing industry in the information age
CO410OSCM.4	ANALYSING	ANALYZE the usage of Information management tools, Material processing and handling tools.
CO410OSCM.5	EVALUATING	EVALUATE the country's preparedness for World Class Manufacturing
CO410OSCM.6	CREATING	ESTIMATE the performance of manufacturing firms with the measurement system to determine the readiness for World Class Manufacturing




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester IV		415 OSCM- Strategic Supply Chain Management
2 Credits	LTP: 2.0.0	Subject Elective (SE) Course – Operations & Supply Chain Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO415OSCM.1	REMEMBERING	DEFINE Key configuration components of Strategic Supply Chain Management.
CO415OSCM.2	UNDERSTANDING	EXPLORE Process Architecture and Toolkits of in Strategic Supply Chain Management
CO415OSCM.3	APPLYING	ILLUSTRATE the Design Organization for Performance and Organizational Change
CO415OSCM.4	ANALYSING	EXAMINE the Right Collaborative Model and Drivers of collaboration of Strategic Supply Chain Management
CO415OSCM.5	EVALUATING	ILLUSTRATE Use of Metrics to Drive Business Success and Roadmap to change
CO415 OSCM.6	CREATING	DEVELOP the architecture of a supply chain.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –III)
SPECIALIZATION: BUSINESS ANALYTICS**

Semester III		304 BA- Advanced Statistical Methods using R
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Business Analytics

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO304BA .1	REMEMBERING	RECALL all basic statistical concepts and associated values, formulae.
CO304BA .2	UNDERSTANDING	EXPLAIN the statistical tools and DESCRIBE their applications in multiple business domains and scenarios
CO304BA .3	APPLYING	APPLY time series analysis in prediction of various trends.
CO304BA .4	ANALYSING	DISCRIMINATE between various types of probability and probability distributions.
CO304BA .5	EVALUATING	FORMULATE and TEST hypothesis using tools of R.
CO304BA .6	CREATING	COMPILE various tools and functions of R programming language and use them in live analytical projects in multiple business domains and scenarios.

Semester III		305 BA - Machine Learning & Cognitive intelligence using Python
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Business Analytics

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO305BA.1	REMEMBERING	DEFINE the key terms in Python, Machine Learning and Cognitive Intelligence
CO305BA.2	UNDERSTANDING	EXPLAIN the applications of Machine Learning in multiple business domains and scenarios
CO305BA.3	APPLYING	DEVELOP a thought process to think like data scientist/business Analyst
CO305BA.4	ANALYSING	ANALYSE data using supervised and unsupervised Learning Techniques
CO305BA.5	EVALUATING	SELECT the right functions, arrays of Python for Machine Learning algorithms.
CO305BA.6	CREATING	COMBINE various tools and functions of Python language in developing Machine Learning algorithms and use them in live analytical projects in multiple business domain and scenarios.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –III)
SPECIALIZATION: BUSINESS ANALYTICS

Semester III		312 BA- Social Media, Web & Text Analytics
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Business Analytics

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO312BA.1	REMEMBERING	DEFINE the key terms in Social Media Analytics, Web Analytics and Text Analytics
CO312BA.2	UNDERSTANDING	EXPLAIN the applications of Social Media Analytics, Web Analytics and Text Analytics in multiple business domains and scenarios
CO312BA.3	APPLYING	DEVELOP a thought process to harness the power of social media analytics to improve website or business
CO312BA.4	ANALYSING	ANALYSE Social Media Analytics and Web Analytics Tools
CO312BA.5	EVALUATING	SELECT the right metrics for Social Media Analytics and Web Analytics
CO312BA.6	CREATING	COMBINE various tools and metrics in building high impact dashboard in multiple business domains and scenarios

Semester III		314BA: Supply Chain Analytics
2 Credits	LTP: 2:0:0	Subject Elective (SE) Course – Business Analytics

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO314BA.1	REMEMBERING	DESCRIBE the importance of the basics of Supply Chain Analytics and Optimization
CO314BA.2	UNDERSTANDING	EXPLAIN the role and applications of Descriptive, Predictive & Prescriptive Analytics in a Supply Chain
CO314BA.3	APPLYING	ILLUSTRATE the basics of Modeling through R Language.
CO314BA.4	ANALYSING	EXAMINE the level of uncertainty associated with the supply of products and services to targeted customer segments and justify the choice of a supply chain strategy and its fit with competitive strategy.
CO314BA.5	EVALUATING	DETERMINE the right tools for addressing various issues in Supply Chain Analytics.
CO314BA.6	CREATING	COMBINE the various approaches to Supply Chain Analytics for improvements in the supply chain system




DIRECTOR
 RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
 INSTITUTE OF COMPUTER
 & MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester III		317 BA- E Commerce Analytics - I
2 Credits	LTP: 2:0:0	Subject Elective (SE) Course – Business Analytics

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO317BA.1	REMEMBERING	DESCRIBE the key concepts in e-commerce analytics.
CO317BA.2	UNDERSTANDING	DEMONSTRATE the use of analytics to drive profitability throughout the organization, and across the entire customer experience and lifecycle.
CO317BA.3	APPLYING	SOLVE the unique problems in e-commerce, and transform data into better decisions and customer experiences.
CO317BA.4	ANALYSING	DISCOVER high-value insights via dashboards and visualization.
CO317BA.5	EVALUATING	DEVELOP analytical approaches to improve ecommerce marketing and advertising, understand customer behavior, increase conversion rates, strengthen loyalty, optimize merchandising and product mix, streamline transactions, optimize product mix, and accurately attribute sales.
CO317BA.6	CREATING	FORMULATE the right analytics driven strategy for ecommerce businesses.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE COURSES (SEMESTER –IV)
SPECIALIZATION: BUSINESS ANALYTICS

Semester IV		403 BA- Economics of Network Industries
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Business Analytics

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO403BA .1	REMEMBERING	APPRECIATE the differences in the nature of information goods as opposed to traditional goods and services.
CO403BA .2	UNDERSTANDING	DESCRIBE the characteristics of the markets for network products.
CO403BA .3	APPLYING	ILLUSTRATE the characteristics of the cost structure of information goods and its implications for pricing of information goods w.r.t. price discrimination, versioning of information goods, and bundling
CO403BA .4	ANALYSING	COMPARE and CONTRAST the pros and cons of keeping products compatible, and strategic aspects of the decision regarding compatibility.
CO403BA .5	EVALUATING	EVALUATE the role of complementary products, compatibility and standards, switching costs and lock-in in network industries.
CO403BA .6	CREATING	DISCUSS the economics of Internet advertising, and the business model of zero pricing.

Semester IV		404 BA- Artificial Intelligence in Business Applications
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Business Analytics

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404BA .1	REMEMBERING	IDENTIFY KNOWLEDGE associated and represent it by logical sequence and plan a strategy to solve given problem
CO404BA .2	UNDERSTANDING	UNDERSTAND AI's fundamental concepts and methods.
CO404BA .3	APPLYING	APPLY various machine learning algorithms on structured data to develop machine learning models.
CO404BA .4	ANALYSING	ACQUIRE advanced Data ANALYSIS SKILLS through algorithm and search processes.
CO404BA .5	EVALUATING	SELECT logical and functional process to develop the model
CO404BA .6	CREATING	CREATE SOLUTIONS for various business problems using AI techniques.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE COURSES (SEMESTER –IV)
SPECIALIZATION: BUSINESS ANALYTICS**

Semester IV		409 BA- E Commerce Analytics - II
2 Credits	LTP: 2:1:1	Subject Elective (SE) Course – Business Analytics

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO409BA.1	REMEMBERING	DESCRIBE the key concepts in e-commerce analytics.
CO409 BA.2	UNDERSTANDING	DEMONSTRATE the use of analytics to drive profitability throughout the organization, and across the entire customer experience and lifecycle.
CO409 BA.3	APPLYING	SOLVE the unique problems in e-commerce, and transform data into better decisions and customer experiences.
CO409 BA.4	ANALYSING	DISCOVER high-value insights via dashboards and visualization.
CO409 BA.5	EVALUATING	DEVELOP analytical approaches to improve ecommerce marketing and advertising, understand customer behavior, increase conversion rates, strengthen loyalty, optimize merchandising and product mix, streamline transactions, optimize product mix, and accurately attribute sales.
CO409 BA.6	CREATING	FORMULATE the right analytics driven strategy for ecommerce businesses.

Semester IV		410BA: Healthcare Analytics
2 Credits	LTP: 2:0:0	Subject Elective (SE) Course – Business Analytics

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO410BA.1	REMEMBERING	DESCRIBE the key terms in healthcare data analytics
CO410BA.2	UNDERSTANDING	EXPLAIN the fundamental concepts in Health Care Analytics
CO410BA.3	APPLYING	ILLUSTRATE the use of specific tools and techniques to design effective ways of handling, retrieving, analyzing, and making use of healthcare data
CO410BA.4	ANALYSING	EXAMINE the issues associated with the applications of intelligent data acquisition, processing, and analysis of healthcare data
CO410BA.5	EVALUATING	EXPLAIN the perspectives of healthcare related opportunities for developing new analytical approaches.
CO410BA.6	CREATING	ADAPT healthcare data analytics for improving the health and well-being of people.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE MINOR SPECIALIZATION
SPECIALIZATION: RURAL AND AGRI BUSINESS MANAGEMENT**

Semester III		SC – RABM – 01 Agriculture and Indian Economy
3 Credits	LTP: 2:1:1	Rural & Agri Business Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
RABM01.1	REMEMBERING	DEFINE the key terms in Indian Agriculture/Land Reforms/ economic holding.
RABM01.2	UNDERSTANDING	EXPLAIN the key terms in The place of agriculture in the national economy/ The present position of Indian Agriculture with an advanced management perspective.
RABM01.3	APPLYING	IDENTIFY the various issues in the Agriculture Industry in India. DEMONSTRATE their significance from the perspective of Indian farmer & Indian Economy & business decision making.
RABM01.4	ANALYSING	EXAMINE the inter-relationships between various facets of Agriculture & economy from the perspective of a farmer, Labour, firm, industry, market, competition and business cycles.
RABM01.5	EVALUATING	DEVELOP critical thinking based on changing pattern of ownership and operational holdings in India, Farms size, Productivity/ Profitability and farm efficiency
RABM01.6	CREATING	ANTICIPATE how other firms in an industry and consumers will respond to economic decisions made by a business, and how to incorporate these responses into their own decisions.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester IV		SC – RABM – 04 Rural Marketing – I
2 Credits	LTP:1:1:1	Rural & Agri Business Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
RABM04.1	REMEMBERING	RECALL and REPRODUCE the various concepts, principles, frameworks, and terms related to the function and role of marketing in Rural areas.
RABM04.2	UNDERSTANDING	DISCUSS the Rural versus Urban Marketing concept and ILLUSTRATE the role that marketing plays in the 'tool kit' of a Rural Marketer
RABM04.3	APPLYING	APPLY the models of consumer behavior in the rural market
RABM04.4	ANALYSING	EXAMINE and LIST different aspects of segmentation, targeting and positioning, marketing environmental forces, consumer buying behavior, in the context of rural marketing
RABM04.5	EVALUATING	EVALUATE the challenges of Rural marketing research with different approaches and tools
RABM04.6	CREATING	CREATE a new consumer behavior model on the rural consumer with the help of cases with rural marketing experiences




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

**MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE MINOR SPECIALIZATION
SPECIALIZATION: RURAL AND AGRI BUSINESS MANAGEMENT**

Semester IV		SE – RABM – 02 ICT for Agriculture Management
3 Credits	LTP: 2:1:1	Rural & Agri Business Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
RABM02.1	REMEMBERING	RECALL the basic terminologies related to ICT
RABM02.2	UNDERSTANDING	UNDERSTAND the use of ICT with different aspects & various issues & challenges for ICT information services
RABM02.3	APPLYING	Apply the GIS Applications in micro resource mapping
RABM02.4	ANALYSING	ANALYZE the different tools and techniques used under ICT in Agriculture Management
RABM02.5	EVALUATING	EVALUATE the common ICT platforms for information services
RABM02.6	CREATING	CHOOSE the right ICT as per the requirement of agriculture activity

Semester IV		SE – RABM – 05 Agri – Entrepreneurship
2 Credits	LTP: 1:1:1	Rural & Agri Business Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
RABM05.1	REMEMBERING	DEFINE the term rural entrepreneurship and ENUMERATE factors that support women's participation in rural entrepreneurship
RABM05.2	UNDERSTANDING	UNDERSTAND the Process of entrepreneurship, aims, and barriers
RABM05.3	APPLYING	APPLY different ICT in Rural entrepreneurship development.
RABM05.4	ANALYSING	Analyze the importance of IT in rural India and role of entrepreneur in rural development.
RABM05.5	EVALUATING	EVALUATE the rural capabilities, Endowment of Skill sets and Natural resources in rural India
RABM05.6	CREATING	Design the business plan, factors considering rural development & Rural BPO




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester IV		SE – RABM – 06 Rural Marketing II
2 Credits	LTP: 1:1:1	Rural & Agri Business Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
RABM06.1	REMEMBERING	DESCRIBE the key terms associated with the Strategies of marketing.
RABM06.2	UNDERSTANDING	COMPARE and CONTRAST various approaches to pricing for a real world marketing offering in both rural and urban markets
RABM06.3	APPLYING	DEMONSTRATE an understanding of Framework of IMC
RABM06.4	ANALYSING	EXAMINE the various distribution Strategies of a real-world marketing offering
RABM06.5	EVALUATING	EXPLAIN the rising organized rural retailing, malls & Government initiatives
RABM06.6	CREATING	DESIGN the Promotion Strategy in rural marketing




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE MINOR SPECIALIZATION
SPECIALIZATION: PHARMA AND HEALTHCARE MANAGEMENT

Semester III		SC-PHCM- 01 Fundamental of Pharma and Healthcare Management
3 Credits	LTP: 2:1:1	Pharma and Healthcare Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
PHCM01.1	REMEMBERING	DESCRIBE concept of Pharma and healthcare management and FIND out the different role and responsibilities of managers.
PHCM01.2	UNDERSTANDING	UNDERSTAND the different managerial functions of managers
PHCM01.3	APPLYING	IDENTIFY right the motivation for right stakeholder in the healthcare sector for effective delivery of service.
PHCM01.4	ANALYSING	ANALYZE modern Pharma and Healthcare models
PHCM01.5	EVALUATING	EXPLAIN government initiatives to provide healthcare facilities in each part of country
PHCM01.6	CREATING	CONSTRUCT model to provide effective service in healthcare management

Semester IV		SC-PHCM- 02 Pharma and Healthcare regulatory environment in India
3 Credits	LTP: 2:1:1	Pharma and Healthcare Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
PHCM02.1	REMEMBERING	IDENTIFY various environmental factors affecting on Pharma and Healthcare industry
PHCM02.2	UNDERSTANDING	UNDERSTAND various laws applicable to Pharma and Healthcare industry
PHCM02.3	APPLYING	Understand the situation and identify right legal way to solve the problem.
PHCM02.4	ANALYSING	ANALYSE steps involved in Intellectual Property Rights registrations
PHCM02.5	EVALUATING	CHOOSE the right type of IPR as per the content and work available to protect.
PHCM02.6	CREATING	Elaborate the different laws developed by constitutions to support and protect Pharma and Healthcare sector




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE MINOR SPECIALIZATION
SPECIALIZATION: PHARMA AND HEALTHCARE MANAGEMENT

Semester III		SE-PHCM- 03 Strategic Planning & Healthcare Management
2 Credits	LTP: 1:1:1	Pharma and Healthcare Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
PHCM03.1	REMEMBERING	DEFINE strategy and DESCRIBE various types of Strategic planning
PHCM03.2	UNDERSTANDING	EXPLAIN why Vision Mission needs to consider for strategy formulation
PHCM03.3	APPLYING	USE strategic planning to solve the management problem in healthcare management
PHCM03.4	ANALYSING	ANALYSE various management problem where it is required to take strategic actions.
PHCM03.5	EVALUATING	COMPARE various strategic formulations and the select right strategy
PHCM03.6	CREATING	Understand the problem and DEVELOP strategy to solve it.

Semester III		SE-PHCM- 04 Information Technology in Pharma and Healthcare
2 Credits	LTP: 1:1:1	Pharma and Healthcare Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
PHCM04.1	REMEMBERING	IDENTIFY the different types of information required in Pharma and Healthcare system
PHCM04.2	UNDERSTANDING	DESCRIBE the different types of Networks and structure require to establish computerize system in daily operations
PHCM04.3	APPLYING	Identify the different Integrated Health information Systems used by different Pharma and Healthcare companies
PHCM04.4	ANALYSING	SIMPLIFY the process to maintain an electronic record, its analysis, and Presentation for decision making
PHCM04.5	EVALUATING	DETERMINE the various components require to develop Hospital Information Systems (HIS)
PHCM04.6	CREATING	DEVELOP architecture for routine business activities in pharma and healthcare sector




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
**INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH**



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester IV		SE-PHCM- 05 Pharmaceutical Import and Export
2 Credits	LTP: 1:1:1	Pharma and Healthcare Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
PHCM05.1	REMEMBERING	DEFINE the various concepts related to import and export procedure
PHCM05.2	UNDERSTANDING	DISCUSS various steps involved in export procedures of pharmaceutical product
PHCM05.3	APPLYING	IDENTIFY the international market for pharmaceutical product
PHCM05.4	ANALYSING	ANALYZE different payments methods used in international trade
PHCM05.5	EVALUATING	DETERMINE various rules and regulations related to export procedures of pharmaceutical product
PHCM05.6	CREATING	CHOOSE right product for the right International market.

Semester IV		SE-PHCM- 06 Entrepreneurship in Pharma and Healthcare
2 Credits	LTP: 1:1:1	Pharma and Healthcare Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
PHCM06.1	REMEMBERING	DEFINE the key terms, LIST the Attributes and Characteristics of Entrepreneurs feature and ENUMERATE the Factors influencing Entrepreneurship Growth.
PHCM06.2	UNDERSTANDING	DISCUSS the various theories of entrepreneurship.
PHCM06.3	APPLYING	CONSTRUCT a framework for a typical EDP for the Pharma industry
PHCM06.4	ANALYSING	EXAMINE the role of Government and various support organizations in encouraging and supporting Entrepreneurship.
PHCM06.5	EVALUATING	COMPOSE an inventory of possible entrepreneurial opportunities in contemporary local, regional and national the context for Pharma and Healthcare sector.
PHCM06.6	CREATING	BUILD a business plan for an entrepreneurial pharma of healthcare venture.




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune

DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT CORE MINOR SPECIALIZATION
SPECIALIZATION: TOURISM AND HOSPITALITY MANAGEMENT

Semester III		SC-THM-01 Fundamentals of Hospitality Management
3 Credits	LTP: 2:1:1	Tourism and Hospitality Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
THM01.1	REMEMBERING	DESCRIBE different types of hotels & travel agents
THM01.2	UNDERSTANDING	UNDERSTAND the basic functioning of star hotels, major operational, Departments, government rules & regulations
THM01.3	APPLYING	USE of flow charts & diagrams of various Hospitality Sectors to know the hierarchy of the organization
THM01.4	ANALYSING	EXAMINE current changes taking place in the Hotel & Tourism Industry
THM01.5	EVALUATING	EVALUATE the changes required to improve traditional methods to suit the current market trends.
THM01.6	CREATING	DEVELOP Smart techniques adaptable to the present market scenario for better customer satisfaction

Semester IV		SC-THM-02 Tourism and Travel Management
3 Credits	LTP: 2:1:1	Tourism and Hospitality Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
THM02.1	REMEMBERING	DEFINE the various components of the Tourism Industry & Types of Tourism
THM02.2	UNDERSTANDING	UNDERSTAND basic operations of a Travel Agency & tour conduction
THM02.3	APPLYING	EXECUTE theoretical knowledge to design various tour packages & work on costing for the packages
THM02.4	ANALYSING	Analyze changing trends in Travel & Transport industry- Domestic & International
THM02.5	EVALUATING	INTERPRET the impacts of Tourism Industry globally & practicing of Eco-Tourism
THM02.6	CREATING	BUILD new concepts of Eco-Tourism according to customer requirements




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune

DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE MINOR SPECIALIZATION
SPECIALIZATION: TOURISM AND HOSPITALITY MANAGEMENT

Semester III		SE-THM-03 Event Management
2 Credits	LTP: 2:1:1	Tourism and Hospitality Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
THM03.1	REMEMBERING	DESCRIBE the fundamentals of event management & different types of Events
THM03.2	UNDERSTANDING	EXPLAIN the concepts of Events & guest requirements to plan an event
THM03.3	APPLYING	DESIGN & Budget an event from various perspectives
THM03.4	ANALYSING	EXAMINE possible shortfalls on an event & create necessary back up systems to avoid failures
THM03.5	EVALUATING	COMPARE Success of an event in comparison to the set objectives
THM03.6	CREATING	COMPOSE New concepts of the event with innovative ideas to leave a lasting impression in the guest's mind along with achieving organizational growth.

Semester III		SE-THM-04 Tourism Planning and Development
2 Credits	LTP: 2:1:1	Tourism and Hospitality Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
THM04.1	REMEMBERING	DISCUSS Structures, Processes, Policies of Tours- Domestic & International Rules & regulations for operating a travel agency
THM04.2	UNDERSTANDING	UNDERSTAND Forex & Documentations for Operations
THM04.3	APPLYING	APPLY Knowledge to design attractive tours for clients
THM04.4	ANALYSING	ANALYZE Environmental impact & advantages of Eco-Tourism to promote sustainable tourism globally
THM04.5	EVALUATING	DETERMINE Environmental issues & adverse effects observed of Tourist destinations
THM04.6	CREATING	DESIGN backup systems to face crisis & emergencies Formulate Tourism policies for safe & secured travel of passengers




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

Semester IV		SE-THM-05 Strategic Hospitality Management
2 Credits	LTP: 2:1:1	Tourism and Hospitality Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
THM05.1	REMEMBERING	DEFINE Concept & process of Strategic thinking Major Players of Hospitality & Travel Industry
THM05.2	UNDERSTANDING	DISCUSS Strategic management for various organizations factors influencing strategy formulations
THM05.3	APPLYING	IMPLEMENT strategies for Hotels & Travel Agents with the help of structured designs & flow charts
THM05.4	ANALYSING	ANALYSE Suitable strategies for different Hospitality sectors with consideration to micro & macro environments
THM05.5	EVALUATING	EVALUATE Current market scenario & suggest strategies that can be utilized for the benefits of the company
THM05.6	CREATING	DEVELOP Strategies for standalone units, a chain of hotels, small and large travel agents International strategies for small & big players

Semester III		SE-THM-06 Revenue Management for Hospitality
2 Credits	LTP: 2:1:1	Tourism and Hospitality Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
THM06.1	REMEMBERING	DESCRIBE Basic concepts & terminologies related to finance & revenue
THM06.2	UNDERSTANDING	EXPLAIN Flow of cash, capital, investment, loan & generation of revenue from various sectors of Hospitality Franchising, leasing & renting out properties
THM06.3	APPLYING	DETERMINE the utilization of available funds for business maximization
THM06.4	ANALYSING	To ANALYSE Financial status of the organisation
THM06.5	EVALUATING	MEASURE the relation between income & outflow of revenue, profit & loss of organization Budgeting of required necessities Forecasting business & making necessary investments
THM06.6	CREATING	DEVELOP Business plan for future prospectus of organization Business proposals & expansions




DIRECTOR
 RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
 INSTITUTE OF COMPUTER
 & MANAGEMENT RESEARCH



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE MINOR SPECIALIZATION
SPECIALIZATION: INTERNATIONAL BUSINESS MANAGEMENT

Semester: III	Course Code: SC-IB-01	304 IB: Import Export Documentation and Procedures
3 Credits	LTP: 2:1:1	Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO	COGNITIVE ABILITIES	COURSE OUTCOMES
CO304IB.1	REMEMBERING	DESCRIBE THE PROCESS OF IMPORT AND EXPORT IN THE CONTEXT OF BUSINESS
CO304IB.2	UNDERSTANDING	EXPLAIN THE IMPORT AND EXPORT TRANSACTIONS, CLASSIFICATION AND VARIOUS PAYMENT TERMS
CO304IB.3	APPLYING	IDENTIFY VARIOUS TYPES OF DOCUMENTS REQUIRED FOR THE PROCEDURES INVOLVED IN IMPORT AND EXPORT
CO304IB.4	ANALYSING	EXAMINE VARIOUS DOCUMENTATION FORMATS FOR THE IMPORT AND EXPORT PROCESSES
CO304IB.5	EVALUATING	EXPLAIN PRE AND POST ACTIVITIES OF IMPORT AND EXPORT PROCESS
CO304IB.6	CREATING	DISCUSS ON VARIOUS ASPECTS OF TRADES, DOCUMENTATION AND PROCEDURES FOR IMPORT AND EXPORT

Semester: IV	Course Code: SC-IB-02	404 IB: Global Trade and Logistics Management
3 Credits	LTP: 2:1:1	Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404IB.1	REMEMBERING	DESCRIBE THE ECONOMIC SIGNIFICANCE OF TRADE ALONG WITH THE LOGISTICS PROCESSES
CO404IB.2	UNDERSTANDING	EXPLAIN INTERNATIONAL TRADE THEORIES AND APPLICATIONS IN BUSINESS
CO404IB.3	APPLYING	IDENTIFY VARIOUS ENVIRONMENTAL FACTORS ASSOCIATED WITH INTERNATIONAL BUSINESS
CO404IB.4	ANALYSING	EXAMINE VARIOUS MODES AND PRACTICES OF INTERNATIONAL LOGISTICS
CO404IB.5	EVALUATING	EXPLAIN THE ACTIVITIES INVOLVED IN ENTIRE LOGISTICS PROCESS IN INTERNATIONAL BUSINESS
CO404IB.6	CREATING	DEVELOP THE APPROPRIATE STRATEGY OF OPERATIONS FOR GLOBAL TRADE AND LOGISTICS



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
 Affiliated to Savitribai Phule Pune University, Pune
 DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
 ISO : 14001-2015

Recognised as Green Educational
 Campus

Hon. Shri. Vilasrao V. Lande
 President

Hon. Shri. Sudhir V. Mungase
 Secretary

Hon. Shri. Ajit D. Gavhane
 Treasurer

MASTER OF BUSINESS ADMINISTRATION (MBA)
COURSE OUTCOMES
SUBJECT ELECTIVE MINOR SPECIALIZATION
SPECIALIZATION: INTERNATIONAL BUSINESS MANAGEMENT

Semester: III	Course Code: SE-IB-01	312 IB: Cross Cultural Management and Global Leadership
2 Credits	LTP: 1:1:1	Elective Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO	COGNITIVE ABILITIES	COURSE OUTCOMES
CO312IB.1	REMEMBERING	DESCRIBE THE CONCEPT OF CULTURE AND SIGNIFICANCE OF CROSS-CULTURAL MANAGEMENT
CO312IB.2	UNDERSTANDING	OUTLINE THE CULTURAL VALUES AND DIFFERENCES WITH DIMENSIONS OF CULTURAL NORMS AND BEHAVIORS
CO312IB.3	APPLYING	IDENTIFY VARIOUS FACTORS AFFECTING CULTURE AND DECISION-MAKING MODELS ACROSS CULTURES
CO312IB.4	ANALYSING	EXAMINE THEORIES OF LEADERSHIP WITH LEADERSHIP ACROSS CULTURES
CO312IB.5	EVALUATING	EXPLAIN CULTURALLY INTELLIGENT LEADERSHIP IN INTERNATIONAL TRADE
CO312IB.6	CREATING	DISCUSS ON LEADING AND MANAGING MULTICULTURAL TEAMS IN INTERNATIONAL CONTEXT

Semester: III	Course Code: SE-IB-02	313 IB: International Business and Employment Laws
2 Credits	LTP: 1:1:1	Elective Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO	COGNITIVE ABILITIES	COURSE OUTCOMES
CO313IB.1	REMEMBERING	DESCRIBE THE INTERNATIONAL BUSINESS CONTRACT IN THE LEGAL FRAMEWORK OF INTERNATIONAL BUSINESS
CO313IB.2	UNDERSTANDING	EXPLAIN INTERNATIONAL BUSINESS LAWS PERTAINING TO COMPETITION, COMPLIANCES, ARBITRATION, AND CUSTOMS
CO313IB.3	APPLYING	IDENTIFY VARIOUS ASPECTS OF INTERNATIONAL TRADE LAWS FOR BUSINESS
CO313IB.4	ANALYSING	EXAMINE INTERNATIONAL LEGAL TRADE TERMS FOR THE APPLICABILITY AND SIGNIFICANCE IN INTERNATIONAL BUSINESS
CO313IB.5	EVALUATING	EXPLAIN LEGAL ASPECTS INVOLVED IN THE IMPORT EXPORT AND INTERNATIONAL BUSINESS
CO313IB.6	CREATING	DISCUSS ON VARIOUS ASPECTS OF INTERNATIONAL EMPLOYMENT LAWS AND ISSUES



RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER AND MANAGEMENT RESEARCH

Approved by AICTE, Govt. of Maharashtra & DTE
Affiliated to Savitribai Phule Pune University, Pune
DTE Code:- 6158 University Code:- IMMPO13230

Certified by ISO 9001-2015,
ISO : 14001-2015

Recognised as Green Educational
Campus

Hon. Shri. Vilasrao V. Lande
President

Hon. Shri. Sudhir V. Mungase
Secretary

Hon. Shri. Ajit D. Gavhane
Treasurer

Semester: IV	Course Code: SE-IB-03	409 IB: Global Competitiveness, Value Chains and Alliances
2 Credits	LTP: 1:1:1	Elective Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO	COGNITIVE ABILITIES	COURSE OUTCOMES
CO409IB.1	REMEMBERING	DESCRIBE THE CONCEPT OF GLOBALISATION AND GLOBAL COMPETITIVENESS IN INTERNATIONAL BUSINESS
CO409IB.2	UNDERSTANDING	EXPLAIN THE EFFICACY OF THE FOREIGN COLLABORATIONS AND JOINT VENTURES IN INTERNATIONAL BUSINESS
CO409IB.3	APPLYING	IDENTIFY VARIOUS ELEMENTS OF VALUE CHAIN INVOLVED IN IMPORT AND EXPORT BUSINESS
CO409IB.4	ANALYSING	EXAMINE VARIOUS FACTORS OF INTERNATIONAL SUPPLY CHAIN DESIGN AND GLOBAL PROCUREMENT AND DISTRIBUTION
CO409IB.5	EVALUATING	EVALUATE THE GLOBAL COMPETITIVENESS INDEX FOR INTERNATIONAL BUSINESS
CO409IB.6	CREATING	DISCUSS ON ROLE AND SIGNIFICANCE OF STRATEGIC ALLIANCES IN INTERNATIONAL BUSINESS CONTEXT

Semester: IV	Course Code: SE-IB-04	410 IB: International Banking and Foreign Exchange Management
2 Credits	LTP: 1:1:1	Elective Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO	COGNITIVE ABILITIES	COURSE OUTCOMES
CO410IB.1	REMEMBERING	DESCRIBE THE CHARACTERISTICS AND SIGNIFICANCE OF INTERNATIONAL BANKING
CO410IB.2	UNDERSTANDING	EXPLAIN THE RELEVANCE OF MONEY MARKET AND MONITORY POLICY IN INTERNATIONAL BANKING
CO410IB.3	APPLYING	IDENTIFY VARIOUS TYPES OF FOREIGN EXCHANGE MARKETS AND TRANSACTIONS
CO410IB.4	ANALYSING	EXAMINE SUPPLY AND DEMAND VIEW OF EXCHANGE RATES IN INTERNATIONAL BUSINESS
CO410IB.5	EVALUATING	EXPLAIN THE EXCHANGE RATE RISK AND EXPOSURE IN INTERNATIONAL MARKETS
CO410IB.6	CREATING	DISCUSS ON LINKAGES OF INTERNATIONAL BANKING AND FOREIGN EXCHANGE WITH INTERNATIONAL BUSINESS




DIRECTOR
RAJMATA JIJAU SHIKSHAN PRASARAK MANDAL'S
INSTITUTE OF COMPUTER
& MANAGEMENT RESEARCH