

**Maharshi Karve Stree Shikshan Smastha's
Smt. Hiraben Nanavati Institute of Management and Research for Women**

MBA Program Outcome – 2016 Pattern

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

Program Specific Outcome – 2016 Pattern

Sr. No.	Specialisation	Objectives	Course Outcome
1	Human Resource Management	1. To equip the students with requisite Knowledge Skill & right attitude required to work effectively as HR in today's Global Environment.	1. Student will be able to combine the theory & practice of human Resource Management with an interpersonal/cross-cultural understanding of the diverse global environment.
		2. To develop Entrepreneurial approach & skills.	2. Prepares students for meaningful & productive careers & true professionals.
		3. To develop competent & empowered professionals with strong ethical values to perform effectively in dynamic socio-economic & business ecosystem.	3. The students will be able to utilize practical and theoretical knowledge
2	Marketing Management	1. To impart the knowledge and skills required to plan, and manage marketing function	1. Evaluate complex qualitative and quantitative data to support strategic Marketing decisions.
		2. To develop a managerial perspective and an informed decision-making ability for effective and efficient tackling of promotional situations.	2. To have confidence in developing contemporary approach to marketing through new technology and business model
		3. To develop comprehensive B2B and B2C marketing plans based on sound customer and competitive research, and that reflect an organization's domestic and international strategic vision.	3. Apply problem solving and decision making frameworks that propose defensible solutions to organizational opportunities, challenges, change and risk.

3	Financial Management	1. To enhance finance domain knowledge of the students	1. The students get acquainted with the basic concepts of the financial domain knowledge
		2. To keep the students updated about the concerns in the Finance Industry	2. The students get enriched about the current market updates and investment avenues, along with the major happenings in the financial sector
		3. To enhance the employability of the students by developing their skills	3. The students get acquainted the various financial tools and techniques by getting hands on experience for the same.
4	Operations Management	1. To develop an understanding of the strategic importance of Operations and SCM and how it can provide a competitive advantage in the marketplace.	1. The students can apply various QC tools in the area of Quality Assurance and Quality Control area to enhance the Product and Service Quality.
		2. To understand the relationship between Operations and SCM and other business functions, such as Marketing, Finance, Accounting and Human Resources.	2. Students can use various Productivity improvement techniques like Time Study and Motion Study can help reduction in various types of wastes.
		3. To develop knowledge of the issues related to designing and managing Operations and SCM and the techniques to do so.	3. 3.Students can prepare MPS, MRP and CRP with the help of MS-Excel
5	IBM	1. To make students aware of the competitive issues facing nations, companies, and individuals in a global economy.	1. Students can competitive issues which are faced by Nations and companies in the emerging global economy.
		2. To make the student aware about importance, concept and tools of Foreign Exchange Management.	2. Students get familiar with different concepts foreign exchange management and its importance in the international business management.
		3. To emphasize the need for cultural adaptation in relationship development and negotiations.	3. It will help to understand cultural differentiation and the importance of adaptation of the culture in the development business relations.
6	Supply Chain Management	1. To make students understand how supply chain impacts all areas of the firm.	1. The students get acquainted with the basic concepts of the Supply Chain domain knowledge
		2. To provide insights into supply chain's linkages with customer value	2. It will help the students to understand supply chain flows.
		3. To make students understand the role and importance of logistics in modern day economy.	3. The students get acquainted with functional areas in SCM.

7	Information Technology Management	1. To prepare students to appreciate IT Management domain as a special field than only IT for management	1. Students will get acquainted to several sub-segments of IT Management and its functional areas
		2. To create awareness about IT management domain with reference to applications of IT in IT, ITES and different business sectors	2. Students will be able to explore different applications of IT in various business sectors
		3. To make students understand the concepts of database management and its administration	3. Students will get explored to the field of Database Administration and its Management; making them enabled for related career avenue.
		4. To explore different fields of IT management with special reference to E-business, E-learning etc.	4. Students will be acquainted to the opportunities, issues and challenges of Digital Firms, Business Intelligence and Analytics, E-business and related. Students will also be explored to E-learning which is another field of career avenue in this Digital Age with coining term of Corporate E-learning.
8	Digital Media Management	1. To provide fundamental conceptual inputs about digital media communication	1. It will help the students to think about and analyze communication in a systematic way.
		2. To understand how the emergence of the technology will affect marketing, value creation, and consumer perceptions	2. The students will understand the traditional and new communication/marketing approaches to create competitive advantage in the Digital media
		3. To analyze digital communication phenomenon from different perspectives	3. It will help the students to evaluate the performance of a media buying program

Course Specific Outcome

SEM III (2016 Pattern)

Course Code	Name of the Course	Objectives	Course Outcome
301	Strategic Management	1. To expose participants to various perspectives and concepts in the field of Strategic Management	1. Analyse strategic macro environmental issues.
		2. To help participants develop skills for applying these concepts to the solution of business problems	2. Analyse industry factors, and identify their impact on profitability and strategic positioning
		3. To help students master the analytical tools of strategic management	3. Analyse and implement strategy to achieve Organizational Performance.
302	Enterprise Performance Management	1. To acquaint the students with a perspective of different facets of management of an enterprise	1. Students get acquainted to the perspective of different facets of management
		2. To provide inputs with reference to the Investment Decisions along with the techniques for those decisions	2. Students got acquainted to the techniques of Investment Decisions
		3. To inculcate the evaluation parameters of enterprise in terms of expenses, control systems and pricing	3. Students learnt the evaluation parameters of the enterprise in terms of expense, control system and pricing
		4. To develop the knowledge of the concept of auditing and its applicability as performance management tool	4. The concept of auditing and its applicability as a performance management tool was understood by the students
303	SNVM	1. To in still a spirit of entrepreneurship among the student participants.	1. Students are encouraged to become an Entrepreneur. Business plan activities are conducted
		2. To provide an of the competences needed to become an entrepreneur	2. Students learn various skills required for entrepreneurship.
305 MKT	Contemporary Marketing Research	1. Students should be able to conduct research projects from their inception to end for the business.	1. Identify marketing problems faced by companies and provide solutions that are supported by good marketing research.
		2. To design and produce, evaluate a research proposal & understand the quality of research studies	2. The students will be able to understand the basic skills to conduct professional marketing research
306 MKT	Consumer Behaviour	1. To orient students to establish the relevance of consumer behaviour theories and concepts to marketing decisions	1. Ability to analyze marketing problems and provide solutions based on a critical examination of marketing information
		2. To study the environmental and individual influences on consumers	2. The students will be able to understand consumer behaviour in Indian context.

307 MKT	Integrated Marketing Communication	1. Enhance personal and professional skill sets to capture developments in the integrated marketing communications profession through the development and implementation of ongoing strategies and plans.	1. Analyse the importance of integrated marketing communication & its tools for better marketing understanding. Develop, write and present, clear, targeted integrated marketing communication materials including proposals
		2. To expose the students to the industrial marketing functions of firms.	2. Understand the concept of Business relationships and Students are Focusing More on Practical Exposure.
309 MKT	Strategic Brand Management	1. To introduce different approaches to measuring brand equity.	1. The students will learn tools to measure Brand Equity
		2. To provide conceptual framework for managing brands strategically.	2. The students will understand the application of managing brand strategically
		3. To emphasize the role of brands, the concept of brand equity and the advantages of creating strong brands.	3. The students will learn through the examples of strong brand the value of equity and process of creating strong brands
		4. To provide insights into how to create profitable brand strategies by building, measuring and managing brand equity.	4. through insights on strong brand the students shall develop strategies for building brand equity
318 MKT	Business to Business Marketing	1. To familiarize students with the terms, concepts, and nature of Business-to-Business Marketing.	1. Understanding the business Environment and differences between the business and consumer market
		2. To expose the students to the industrial marketing functions of firms	2. The students will be able to understand Segmentation, Targeting & Positioning for B2B Markets
		3. The course introduces to the participants the specifics of marketing mix for Business-to-Business Marketing.	3. The students will be able to understand Personal Selling & Promotions for B2B Markets
305 FIN	Direct Taxation	1. To understand the basic concepts in Income Tax Act, 1961.	1. Students get acquainted to the basic concepts as per the Income Tax Act.
		2. To Calculate Gross Total Income and Tax Liability of an Individual.	2. Learning how to compute total income, deductions available from gross total income, computation of tax liability on net taxable income of individual.
		3. To acquaint with online filling of various forms and Returns.	3. Knowing online filing of various forms and income tax returns for individual type of assess.
306 FIN	Financial Systems of India, Markets & Services	1. To enlighten the students with the Concepts & Practical dynamics of the Indian Financial System,	1. Students learn how capital and money market operates.
		2. Markets, Institution and Financial Services.	2. Students understand how to trade in financial markets.

307 FIN	Strategic Cost Management	1. To acquaint students with various techniques used for Strategic Cost Management	1. Knowing the various techniques used for strategic cost management.
		2. To develop an understanding of the adoption of various techniques of Strategic Cost Management for obtaining sustainable competitive advantage	2. Students get acquainted to the various techniques of Strategic Cost Management for obtaining sustainable competitive advantage.
		3. To make the student familiar with the integration of various techniques in decision making.	3. Students will develop the ability to integrate various techniques in decision making.
310 FIN	Corporate Financial Restructuring	1. To know the concept of Financial Restructuring in Companies.	1. Understanding the concept of Financial Restructuring in Companies.
		2. To get acquainted with the factors leading to financial distress of the organization.	2. Students get acquainted to the factors leading to financial distress of the organization.
		3. To understand alternative sources of capital and planning of the same.	3. Students got knowledge about alternative sources of capital and planning of the same.
		4. To know the significance of the Corporate Governance in the overall functionality of the organization.	4. Students understood the significance of the Corporate Governance in the overall functionality of the organization.
311 FIN	Equity Research, Credit Analysis and Appraisal	1. To understand the importance of equity research.	1. Knowing the importance of equity research.
		2. To understand how excel can be leveraged for better analysis of a company	2. Learning how excel can be leveraged for better analysis of a company
		3. To give recommendation based on fundamental and technical analysis	3. Students get acquainted to give recommendation based on fundamental and technical analysis
305 HR	Labour & Social Security Laws	1. To make the students understand rationale behind labour laws	1. Students confronted with labour laws.
		2. To equip students with important provisions of various labour laws	2. Students learnt provisions of various labour laws and its implementation.
		3. To give students insight into the implementation of labour laws.	
306 HR	Human Resource Accounting & Compensation Management	1. To orient the students with the concepts related to human resource accounting & compensation management.	1. Process and approaches of Human Resource Accounting
		2. To facilitate learning related to human resource accounting & compensation management for employees.	2. Students will learn the compensation and employee benefits package that supports the organization strategy in line with HRM cost - Containment policies and practices

307 HR	Employee Health, Safety	1. To learn the basic concepts of safety management	1. Discuss the role of health and safety in the workplace pertaining to the responsibilities of workers, managers, supervisors.
		2. To study the various provisions of employee health and safety.	2. Students Understood the Factories Act, 1948, and Identify hazards in the home or workplace that pose a danger or threat to their safety or health, or that of others. Control unsafe or unhealthy hazards and propose methods to eliminate the hazard
309 HR	HR Audit	1. To provide a balanced and comprehensive exposition of the concept of HRD Audit	1. To analyse and improve hr functions in the organization.
		2. To learn the tools and techniques required for its implementation	2. Balance score card and its application is learned. How to do evaluation of hr staff and employee.
		3. To provide a balanced and comprehensive exposition of the concept of HRD Audit	3. Find out reasons for low productivity and improve HRD strategies.
310 HR	Human Resource Information System	1. To learn fundamental principles of HRIS	1. Students understood the trends in technology and their resultant applications to HR
		2. Developing specific HRIS skills competencies needed by professionals	2. Developed different skills which are needed and Use HR technology for delivery of HR related services,
311 HR	Outsourcing of HR	1. To learn the basic concepts of outsourcing	1. Students understand the pros and cons of outsourcing HR department's function
		2. To enable the students to understand each stage of out sourcing process	2. They will appreciate the market and industry forces reshaping the modern corporate human resource organization and the importance of an integrated sourcing approach
305 IB	International Business Economics	1. To explore the students the relevance of various trade theories/models	1. The students will be able to understand function of Global Institutions
		2. To explore the students to understand deep current issues in International Trade	2. The students will be able to understand how the currency exchange market works
		3. To enable students to use economic tools to analyze diversity of issues in the international economy.	3. the students will be able to understand International debt and Risk
306 IB	Export Documentation and Procedure	1. To familiarize students with policy, procedures and documentation relating to foreign trade operations	1. It helps to understand different documents which are required in the foreign trade operations. They will also understand WTO provisions, Export order processing and Methods of payment in international trade.
			2. The students will be able to understand Major export promotion schemes in India

307 IB	International Management	1. To familiarize students with the cross cultural behaviour and its management for successful operations of the international firms	1. Ability to understand Concept, Dimensions and Approaches of International Business culture and corporate culture
			2. Ability to understand Challenges of Global Planning related to Economics, political, Resource allocation and portfolio compositions of a global firm
308 IB	International Marketing	1. To help the students understand the peculiarities of international marketing	1. The students will analyze the international marketing environment, various entry strategies, joint ventures, mergers.
		2. To develop the students' ability to devise marketing mix for international marketing	2. Through understanding micro and macro environmental factors the students will be able to develop right marketing mix for various ventures
310 IB	International Financial Management	1. To make the students aware about the operations in foreign exchange market	1. Students will be able to make foreign investment decision
		2. To sensitize the student with complexities of managing finance of multinational firm	2. Will be able to understand International currency market and trading
		3. To understand the regulatory framework within which the operations can take place	3. Will be able to understand international tax environment
312 IB	Global Logistics & Supply Chains	1. To get acquainted with global dimensions of logistics management	1. Ability to understand the importance of Global Logistics and supply chain in International Business
		2. To introduce basic operational aspects i.e. procedure, documentations & related legal aspects of global logistics	2. Knowledge of the basic operational aspects of Logistics such as documentation and procedures
		3. To sensitize students to basics of shipping line industry	3. Ability to understand the specifications of Containerization and Inland Container Depots
305 OPE	Planning & Control of Operations	1. To give an overview of Planning & Control of Operations	1. Students will understand the role of MPS in production planning.
		2. To explain the role of forecasting in the operations planning process	2. Various aspects of CRP, DRP and MRP can help to understand various operations.
		3. To highlight the importance of scheduling in operations management.	
306 OPE	Inventory Management	1. To give an overview of various aspects of inventory.	1. Importance of inventory to avoid any shortfalls on shop floor.
		2. To explain the impact of types of inventory costs on inventory management decisions.	2. Inventory control techniques and their application in manufacturing sector.
		3. To explain the principles of JIT	

307 OPE	Productivity Management	1. To understand and appreciate significance of productivity management	1. Students can get overall idea of role played by IE department in a manufacturing plant.
		2. To study various productivity management methods	2. Unnecessary movements can also be one kind of muda and it can be avoided.
		3. To learn applicability of popular productivity management tools	
312 OPE	Six Sigma	1. To provide a comprehensive understanding of six sigma	1. Significance of Six Sigma in QMS.
		2. To introduce the six sigma methodology and philosophy	2. DMAIC steps and their application on shop floor.
		3. To learn how to manage change and sustain benefits	
314 OPE	Toyota Production System	1. To explain the management principles and business philosophy behind Toyota's worldwide reputation for quality and reliability.	1. Importance of Pull production to avoid all kind of wastes.
		2. To demonstrate how managers in every industry can improve business processes by Eliminating wasted time and resources.	2. Significant role of JIT in inventory control.
305 SCM	Essentials of Supply Chain Management	1. To make students understand how supply chain impacts all areas of the firm	1. Students will understand supply chain linkages.
		2. To introduce the basic concepts of supply chain management	2. Students will understand importance of SCM in an organisation.
		3. To provide insights into supply chain's linkages with customer value	3. Students will get acquainted with supply chain flows.
306 SCM	Logistics Management	1. To make students understand the role and importance of logistics in modern day economy.	1. Understanding of network design in SCM.
		2. To discuss the relationship between logistics and other functional areas.	2. Various SC flows like Material, Cash and Information can be understood by students.
		3. To analyze logistics systems from different perspectives to meet desired corporate objectives.	
307 SCM	Managing Material Flow in Supply Chains	1. To understand flow of materials in a Supply Chain	1. To understand the relationship between logistics and other functional areas.
		2. To appreciate the role of Transportation and Warehouse Management	2. To understand and provide insights into supply chain's linkages with customer value.
		3. To understand the essentials of Packaging and Materials Handling from Logistics point of view	

309 SCM	Purchasing & Supplier Relationship Management - I	1. To emphasize the managerial perspective of core tasks and challenges in effectively managing the purchasing function within the context of integrated supply chain.	1. Role of Purchase department in a manufacturing plant.
		2. To make the students aware of the different demands placed on the purchasing and supply chain managers by business stakeholders.	2. Significance of Purchase and its impact on production.
		3. To help the students understand the impact of purchasing on competitive success and profitability of modern day organizations.	
310 SCM	Supply Chain Planning	1. To understand essentials of Demand Management	1. It will help students in designing SC network.
		2. To get acquainted to Supply Chain Aggregate Planning	2. Role played by various parties managing supply chain.
		3. To understand how to manage predictable variability in Supply Chain	
311 SCM	Six Sigma	1. To provide a comprehensive understanding of six sigma	1. Significance of Six Sigma in QMS.
		2. To introduce the six sigma methodology and philosophy	2. DMAIC steps and their application on shop floor.
		3. To learn how to manage change and sustain benefits	
305 IT	IT Management & Cyber Laws	1. To understand legal provisions of Information Technology Act, 2000.	1. Students will understand aspects of IT Act 2000 and also about Cyber Law
		2. To know Case Law and practical ramifications of the Act	2. Students will learn aspects of IT management viz. hardware management, software management, network management etc.
		3. To develop understanding of managerial aspects so as to use Information technology effectively and efficiently.	3. Students will get explored to new career avenues of IT specialisation being appreciated as an independent field of work.
		4. To appreciate IT Management as an independent and important field of work, different from IT for Management	

306 IT	E Business and Business Intelligence	1. To appreciate e-Business as a significant business segment of the future	1. Students will get explored to emerging trends of IT field in a business segment
		2. To develop capacity to initiate/lead an e-business venture/ business segment	2. Students will learn aspects of e-business venture that would help to develop a new business segment
		3. To understand principles of BI and Analytics at conceptual level	3. Students will learn aspects of Business Intelligence, its role in E-business and related analytics.
		4. To develop skills to design BI and Analytics projects	4. Students will get aware about different skills associated with BI and Analytics
307 IT	Software Engineering with System Analysis & Design	1. To develop theoretically sound understanding of Software Engineering Methods	1. Student will study fundamentals of Software Engineering Methods
		2. To develop understanding of object oriented software Engineering	2. Students will learn the concepts of object oriented design
		3. To develop ability to represent diagrammatically and in descriptive form, software engineering schemas	3. Students will learn different tools of and graphical presentations of software engineering of pre-development phase of the software project.
309 IT	RDBMS with Oracle /MS-SQL Server	1. To understand theoretical concepts in Relational Data Base Management	1. Students will learn fundamentals of Relational Database Management
		2. To develop working level proficiency for writing SQL commands	2. Students will learn with hands-on exercises about SQL commands
		3. To develop capability to design applications for a real life DBMS problem	3. Students will be able to design and develop database with real-life business scenarios
310 IT	Software Quality Assurance & CMM Levels	1. To understand concepts and methodology related to Software Quality Assurance	1. Students will understand different aspects of Software Quality Assurance
		2. To Know software Quality standards specifies by regulatory authorities	2. Students will gain the knowledge of different quality standards of Software specified by several regulatory authorities.
		3. To develop capability to design Quality Testing processes in software development environment	3. Students will be enabled to design and develop Test cases.
311 IT	E-Learning Tools & Methods	1. To understand e-learning as an emerging educational technology	1. Students will learn various emerging concepts of E-learning and related technology with reference to education.
		2. To learn use of tools/ technologies used for e-learning based pedagogy	2. Students will become aware about different tools and technologies of E-learning with appropriate relation with pedagogy of teaching and learning
		3. To develop capability to initiate e-learning project(s)	3. Students will get acquainted to analyse, design and develop E-learning projects at different levels.

312 IT	Software Marketing	1. To understand facets of software marketing as a field of study	1. Students will learn risk involved in Software Marketing
		2. To develop in depth of understanding of Software Marketing Practices	2. Students will learn Software Management practices with deep analysis of text and video case studies, text book and industry relevant books and industry reports.
		3. To assist in developing capability to market the software	3. Students will learn Global and Indian Software Environment through relevant articles.
			4. Students will understand role of industry association through book review.
			5. Students will get able to develop capability to market the software.
313 IT	IT for Retailing & Online Shopping	1. To understand IT in Retail as an important field of practice	1. Students will learn aspects of IT in the field of Retail.
		2. To know concepts and technologies related to IT in retail	2. Students will get explored to different emerging trends, concepts and technologies used in IT for Retailing and Online Shopping
314 IT	Technical Writing	1. To understand Technical Writing at conceptual level	1. Students will get aware about the fundamentals and concepts of Technical Writing.
		2. To learn tools and techniques as well as approaches to technical writing	2. Students will learn different tools and technologies used for Technical writing. They will also be prepared to understand approach to be built for the same.
		3. To develop expertise with a view to taking up technical writing as a career	3. Students will be explored to Career Avenue as Technical Writer.

Course Specific Outcome

SEM IV (2016 Pattern)

Course Code	Name of the Course	Objectives	Course Outcome
401	Managing for Sustainability	1. Apply general ethical principles to particular cases or practices in business.	1. Students can identify and analyse, within the context of economic sustainability, issues within a corporation that relate to its natural environmental and social sustainability.
		2. Think independently and rationally about contemporary moral problems.	2. Ability to evaluate how the concepts of ethical behaviour and corporate social responsibility can be integrated into a business's sustainability strategy.
		3. Recognize the complexity of problems in practical ethics.	
		4. Demonstrate how general concepts of governance apply in a given situation or given circumstances.	
402	Dissertation	1. To offer the opportunity for the young students to acquire on job the skills, attitudes knowledge and perceptions along with the experience needed to constitute a professional identity.	1. Will gain skills and knowledge through experiential learning
		2. To provide means to immerse students in actual supervised professional experiences	2. Will be able to do desk research and field research
		3. To gain deeper understanding in specific areas.	3. Ability to prove competence in gathering ,analysing and concluding the research
403 MKT	Services Marketing	1. To emphasize the significance of services marketing in the global economy	1. Student's understanding the importance of service sector in the present competitive environment
		2. To make the students understand the deeper aspects of successful services marketing.	2. Ability to understand the factors which contribute in the success of services marketing.
404 MKT	Sales and Distribution Management	1. To help students understand the Sales & Distribution functions as an integral part of marketing functions in a business firm.	1. Student can understand the concepts, attitudes, techniques and approaches required for effective decision making in the areas of Sales and Distribution.
		2. To help students acquire and polish their selling skills through practical training sessions	2. To design, evaluate and select Sales and Distribution strategies in real time situations

413 MKT	E-marketing and Analytic	1. To contextualize marketing concepts in electronic marketing and marketing analytics context	1. the students will be able to understand convergence of internet technology in Marketing
		2. To give insights into various aspects of E Marketing and analytics from the perspective of creating Customer Value	2. To carry out segmentation of Online customers
405 MKT	Retail Marketing	1. To provide insights into all functional areas of retailing	1. To understand the impact of macro environment on retail
		2. To give an account of essential principles of retailing	2. The students will know marketing of different non-store Retail formats
		3. To give a perspective of the Indian retailing scenario	3. Able to analyse merchandise performance
414 MKT	Marketing for emerging market and bottom of pyramid	1. To understand difference between emerging & developed markets	1. To understand difference between emerging market and bottom of pyramid market
		2. To understand opportunities & challenges in Emerging Markets in general & Bottom Of the Pyramid (BOP) segment in particular	2. To develop strategy i.e. for BOP as well as emerging Market
		3. To provide a framework for marketing to BOP markets	3. Tailoring local solutions in emerging Markets
416 MKT	Cross Cultural Relationship Marketing	1. To help students understand the cultural aspects of relationships.	1. Cross cultural etiquette and behaviour-the basics.
		2. To emphasize the need for cultural adaptation in relationship development and negotiations	2. Cross cultural sales negotiations.
404 FIN	International Finance	1. To make students familiar with the operations in foreign exchange markets	1. Students get acquainted with forex market and its operations.
		2. To sensitize students with complexities of managing finance of multinational firm.	2. Students learn the complexities in MNCs.
		3. To highlight the importance of the regulatory framework within which international financial transactions can take place, with special reference to India.	3. The role of regulatory bodies is analysed by the students. Students also compare the regulatory role of overseas.
403 FIN	Indirect Taxation	1. To understand the basic concepts related to GST	1. Knowing basic concepts under GST.
		2. To acquaint with the latest amendments made in connection with indirect taxation	2. Got acquainted with indirect taxation structure in India.
		3. To update the procedural part of GST	3. Students understood various procedural matters and computation of GST liability

407 FIN	Financial Risk Management	1. To understand what is risk and the basic concepts of modelling its application for measuring and managing financial risks	1. Got knowledge about what is risk and the basic concepts of modelling its application for measuring and managing financial risks.
		2. To measure volatility in market prices, highlight Risk Management issues in investments.	2. Students learnt how to measure volatility in market prices, highlight Risk Management issues in investments.
409 FIN	Banking Operation II	1. To get acquainted with the changed role of banking post 1991 Reforms.	1. Students get acquainted with the changed role of Banking post 1991 Reforms.
		2. To know the lending and borrowing rates along with the various mandatory reserves.	2. Students got knowledge about the lending and borrowing rates along with the various mandatory reserves.
410 FIN	Wealth and Portfolio Management	1. To know the procedural compliances by bank's functionality.	1. Learnt the procedural compliances by bank's functionality.
		2. To understand the concept of Wealth Management.	2. Students learnt the concept of Wealth Management.
		3. To understand the concept of Portfolio Management.	3. Learnt the concept of Portfolio Management.
		4. To understand various tools and methods of evaluating the portfolio.	4. Got knowledge about various tools and methods of evaluating the portfolio.
414 FIN	Principles of Insurance	1. To understand the various operations involved in managing insurance.	1. Students learnt the various operations involved in managing insurance.
		2. To understand the pricing, financing and risk diversification strategies of insurance companies	2. Got acquainted with the pricing, financing and risk diversification strategies of insurance companies.
403 HR	Employment Relations	1. Give students insight into the IR scenario in India	1. Students understood the concept of Industrial Relations and IR scenario in India
		2. Make students understand important laws governing IR	2. Students learnt the laws governing Industrial Relations
		3. Create understanding about role of Govt., society and trade union in IR	
404 HR	Strategic Human Resource Management	1. To make students understand HR implications of organizational strategies	1. Students understand how hr strategies are related to business strategies by understanding the meaning and nature of SHRM
		2. Understand the various terms used to define strategy & its process	2. Process and types of strategies were understood.
		3. Understand HR strategies in Indian & global perspective	3. By studying strategies of different companies they learn global policies and applications of strategies

406 HR	Global HR	1. To give exposure to the students to international HR	1. Understand the strategic and functional roles of HRM in various international contexts
		2. To make students understand various initiatives in global HR	2. Develop competency in dealing with cross cultural situations
		3. To make students understand various issues in global HR	3. Understand issues, opportunities and challenges pertaining to International HRM
408 HR	Change Management	1. To make students understand meaning of change and need for organizational Change	1. Analyze change at the individual, group, and systemic levels
		2. To appraise students with the change management process	2. Identify the role of leaders and managers, change agents, and change recipients in various stages of organizational change
412 HR	Lab in Legal compliances	1. To equip students with various compliances the HR head has to give under different Acts	1. Students learnt about various compliances under laws to be fulfilled by the HR professionals.
		2. To learn drafting skills of these compliances	2. Students acquainted the skills to fulfil these compliances.
416 HR	Competency Mapping	1. Make the students understand concept and importance of competency mapping	1. Students would be able to understand competency frame work and why to promote competency culture in modern organization
		2. Give insight into the process and models of competency mapping	2. Students would be able to illustrate the integration of the HR function and how the HR processes are connected with the organization strategy
403 IBM	International Business Environment	1. To help students understand the nature scope and structure of International Business	1. To understand Foreign investments Pattern, Structure and effects; Movements in foreign exchange and interest rates and then impact on trade and investment flows.
		2. To explore students to various policy perspective in international regulatory environment.	2. The students will be able to understand the functions of International institution like WTO, IMF and World Bank
		3. To enable students to understand the influence of various environmental factors on international business operations.	3. The students will be able to understand the functioning of Multinational Corporations and their involvement in International Business
404 IBM	Indian Economy & Trade Dependency	1. To explore students to the diversity of issues prevalent in the Indian Economy	1. Students learn the correlation of economy trade with various countries and its significance.
		2. To provide insights to the students about the trade related issues of the Indian Economy.	2. Students learn issues in trading and solutions to it.
		3. To make students realize the importance of trade in the present globalised era	3. In the globalised era the importance of trade is studied by students.

405 IBM	Environment and Global Competitiveness	1. To make students aware of the competitive issues facing nations, companies, and individuals in a global economy.	1. Will be able to analyse interplay of local ,regional ,global forces
		2. To help students understand the issues, policies, and actions that organizations should pursue to develop and maintain organizational strengths that will endure the competitive environment of global markets.	2. Applicability of innovation in developing global strategy
		3. To make students realize the importance of sustainable development way of thinking in globally competitive world.	3. Will be able to understand Global Strategy, Structure and Implementation
408 IBM	Foreign Exchange Management	1. To make the student aware about importance, concept and tools of Foreign Exchange Management.	1. Will be able to track movements in foreign exchange and interest rates and then impact on trade and investment flows.
		2. To give exposure to the students to international HR	2. Understand the strategic and functional roles of HRM in various international contexts
411 IBM	Global HR	1. To make students understand various initiatives in global HR	1. Develop competency in dealing with cross cultural situations
		2. To make students understand various issues in global HR	2. Understand issues, opportunities and challenges pertaining to international HRM;
412 IBM	WTO & IPR	1. To sensitize the students about the importance of WTO and Intellectual property in the global	1. Students are acquainted with IPR and its procedures.
414 IBM	International Diversity Management	2. To equip students with the knowledge and importance of culture and help them to manage international diversity	2. Students will understand broad concept of diversity and impact of socio economic status, physical abilities, religious beliefs and political ideologies.
403 OPE	Operations Strategy and Research	1. To emphasize the key role of operations in bringing about the growth and profitability of organizations.	1. Students will understand the importance of Operations Strategy in business.
		2. To impart ideas, concepts and principles in operations strategy.	2. It will help students to take decisions in expansion of present plant, build new plant or sub-contract
404 OPE	Total Quality Management	1. To give various perspectives on Quality and various contributors to Quality.	1. Students will understand QC Tools and problem solving methods to enhance product and service quality.
		2. To provide an in-depth understanding of the various QC tools.	2. Application of Statistical Quality Control charts and its effectiveness in managing process quality can be understood.
405 OPE	Quality Management Standards	1. To introduce various management system standards	1. Students will understand core tools and TS 16949.
		2. To explain the implementation and role of MR for IMS.	2. Students will understand process and documentation in Quality Management department of an organisation.

406 OPE	World Class Manufacturing	1. To bring out the relevance and basics of World Class Manufacturing.	1. Students will be able to understand the role of Indian supplier in World Class Manufacturing.
		2. To highlight the current state of Indian Manufacturing	2. Able to understand importance of JIT and TPS in manufacturing.
408 OPE	Enterprise Resource Planning	1. To understand how a business works and how information systems fit into business operations.	1. Students will get basic idea about ERP in manufacturing and service sector.
		2. To understand the cross functional integration aspects of a business.	2. Material flow can be easily managed with the help of ERP.
413 OPE	Lean Manufacturing	1. To provide the concepts of Lean Manufacturing.	1. Students will understand various types of wastages.
		2. To give a hands on – How To – series of steps in Lean Manufacturing Implementation	2. It will help students to understand and apply Lean Management philosophy in an organisation to enhance an operational efficiency tool.
403 SCM	Strategic Supply Chain Management	1. To understand the role and objectives of Strategic Supply Chain Management	1. Students will be able to develop a sound Procedure for Purchasing.
		2. To recognize the role and importance of strategic partnerships and alliances in Supply Chain Management	2. Students get acquainted with supply chain management strategies of Automobile companies.
404 SCM	Knowledge Management in Supply Chains	1. To know Supply Chain Systems Classification	1. Students got an idea about correlation of Supply Chain Management strategies and knowledge management in supply chain.
		2. To understand the role of IT as an enabler of Supply Chain Management for today's businesses	2. Students understood role of ERP in supply chain knowledge management.
407 SCM	Purchasing & Supplier Relationship Management - II	1. To provide an in-depth understanding of the fundamentals surrounding purchasing in different contexts.	1. Students understood role of suppliers in managing supply chain.
		2. To make the students aware of the different demands placed on the purchasing and supply chain managers by business stakeholders.	2. Students get acquainted with fundamentals of Purchasing.
408 SCM	Supply Chain Risk Management	1. To help the students understand the pressures on managing the supply chain and their impact on supply chain's vulnerability to disruptions.	1. Students understood the principles of supply chain risk management.
		2. To introduce the principles of supply chain risk management	2. Students understood importance of all parties involved in Supply Chain.
410 SCM	Supply Chain Performance Measurement	1. To understand various types of traditional performance measures of supply chain , their use and drawbacks	1. Students understood supply chain performance measures based on cost and quality.
		2. To introduce a select world class performance measures of Supply Chain	2. Students understood difference between world class supply chain measures and traditional measures.

412 SCM	Global Logistics	1. To get acquainted with global dimensions of logistics management	1. Students understood global dimensions of logistics.
		2. To introduce basic operational aspects i.e. procedure, documentations & related legal aspects of global logistics	2. Students get acquainted with world class supply management.
403 IT	Software Project Management	1. To understand different aspects of Software Project Management as an important field of practice under IT Management	1. Students will learn aspects of Software Project Management with reference to issues and challenges of IT perspective
		2. To learn tools and techniques of Software Project Management	2. Students will get aware and acquainted with tools and techniques of Software Project Management
		3. To understand importance of, and learning techniques to ensure, software quality	3. Students will understand Software Project Management concepts with reference to software quality assurance.
		4. To learn to use a Software Package for Software Project Management	4. Students will learn Software viz. MS Project used for Project Management and also will be introduced to other different software's
404 IT	Enterprise Resource Planning	1. To acquire in-depth knowledge of ERP as a prime Application Software product	1. Students will learn in detail about ERP as an integrated application software
		2. To learn operational aspects of ERP implementation and support	2. Students will get knowledge of issues and challenges involved in implementation and support of ERP
		3. To know features of important ERP modules	3. Students will get explored to different functional modules of ERP
		4. To learn, through case studies, practical aspects of ERP in various industries	4. Students will learn through hand-on exercises in Computer Lab on ERP products and its modules of different business functions.
405 IT	Web Designing & Multimedia Applications	1. To acquire technical competence in Web Designing and Multimedia Applications	1. Students will be acquainted to build competency in the happing field like Web Designing and Multimedia Applications with awareness of different career avenues of the field
		2. To learn to use HTML, VB Script and Java script	2. Students will learn languages viz. HTML, VB Script, Java Script to design and develop website / web-based applications
		3. To integrate Web and Multimedia with business objectives of the organization	3. Students will get aware about integration of Web and Multimedia applications aligning with business objectives and goals of the organization.
407 IT	Database Administration	1. To know duties and responsibilities of a Data Base Administrator	1. Students will learn conceptually roles, duties and responsibilities of Database Administrator.
		2. To learn DBA skills through select tasks	2. Students will learn with hands-on exercises in Lab about Database Administration

408 IT	Software Testing Methods	1. To understand scope of Software Testing Activity	1. Students will understand aspects of Software Testing in software development process
		2. To learn tools and techniques of Software Testing	2. Students will learn different tools and techniques used for Software Testing
		3. To develop skill to design suitable test procedure in a given software development environment	3. Students will get acquainted with design and development of Test Procedures with hands-on exercises in Computer Lab.
409 IT	Information Security & Audit	1. To understand perspectives of Information Security risks	1. Students will learn issues and challenges of Information Security and risk involved in the same.
		2. To appreciate security audit as a preventive system	2. Student will learn Security Audit systems being a preventive measure.
		3. To know other techniques / approaches of risk prevention	3. Students will become aware about different techniques / approaches of risk prevention.
413 IT	Internet Marketing & Internet of Things (IOT)	1. To understand, various approaches to Internet Marketing	1. Students will understand various approaches to Internet Marketing
		2. To learn advantages and disadvantages of approaches to Internet Marketing	2. Students will learn different aspects of and advantages and disadvantages of approaches to Internet Marketing
		3. To develop skills to implement Internet Marketing under appropriate situations	3. Students will get acquainted to develop skills to implement Internet Marketing under appropriate situations. Students will also learn what IoT, its applications, is and what type of sensors used.