

MKSSS's Smt.Hiraben Nanavati Institute Of Management and Research For Women

Course Specific Outcome

SEM I

Course Code	Name of the course	Objectives	Learning Outcome
101	Accounting for Business Decisions	1.To understand the basic concepts of financial accounting, cost accounting and management accounting	1.The students got acquainted to the basic concepts in financial accounting, cost accounting and management accounting
		2.To know the various tools in accounting and cost accounting that facilitate decision making	2.The students were enhanced with the analytical usage of various tools in accounting and cost accounting
		3.To develop analytical abilities to face the business situations <sup>3</sup>	3.The basic concepts and tools in accounting helped the students in decision making so as to face the business situations
		1.To equip the students of management with time tested tools and techniques of managerial economics to enable them to appreciate its relevance in decision making	1.Apply economic theory with business practices.
102	Economic analysis for business decision	2.To explore the economics of information and network industries and to equip students with an understanding of how economics affect the business strategy of companies in these industries	2.Use economics tools to analyze business problems.
			3.Allocating scarce resources for optimizing returns.
			4.Formulating short-term and long-term business strategies.
103	Legal Aspects of Business	1.To acquaint students with general business law issues to help become more informed, sensitive and effective business leaders.	1.Students got acquainted with general business law issues.
		2.To provide the students with an understanding of fundamental legal issues pertaining to the business world to enhance their ability to manage businesses effectively.	2.With the knowledge of general business law issues, students ability to manage business effectively enhanced
		1.To understand the concept and process of business research in business environment.	1.Cultivating the research culture and attitude
		2.To know the use of tools and techniques for exploratory, conclusive and causal research.	2.Building confidence to undertake research assignments



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		3.To understand the concept of measurement in empirical systems.	3.Adding to the existing knowledge of research
104	Business Reasearch Methods	4.To use statistical techniques for analysis of research data.	4.Developing analytical approach
		1.To gain a solid understanding of human behavior in the workplace from an individual, group, and organizational perspective.	1.Analyse the behavior of individuals and groups in organizations in terms of the key factors that influence organizational behavior.
		2.To obtain frameworks and tools to effectively analyze and approach various Organizational situations.	2.Analyze organizational behavioral issues in the context of organizational behavior theories, models and concepts
105	Organizational Behaviour	3.To reflect upon your own beliefs, assumptions, and behaviors with respect to how individuals, groups, and organizations act in order to expand your options of approaches and increase your own effectiveness.	3.To identify the various leadership styles and the role of leaders in a decision making process.and ulture and describe its dimensions and to examine various organizational design
		1.To introduce marketing as a business function and a philosophy	1.Students will be able to understand Marketing Management Functions
		2.To emphasize importance of understanding external environment in marketing decision making	2.Carry out PESTLE Analysis and make neccessary marketing decision
106	Basics of Marketing	3.To expose students to a systematic frame work of marketing &implementations and to highlight need for different marketing approaches for services, goods, and for household consumers, organizational buyers.	3.Apply various approaches to Marketing and understand how to develop marketing mix for the business
		1.To explain the various concepts of management	1Students learn planning,organizing,co-ordination functions of management.
		2.To make the students understand the contemporary management practice	2.Contemporary management practices of differnt companies were learned by them.
		3.To highlight professional challenges that managers face in various organization	3.Differnt challenges of manager and problem solving methods .



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107	Management Fundamentals	4.To enable the students to appreciate the emerging ideas and practices in the field of management.	4.New ideas help them to manage the business effectively or adjust themselves in corporate life.
108	Business Communication	1.creating awareness, imparting knowledge, 2projecting an image,shaping attitudes 3.stimulating a want or desire, and/or effecting a sale.	1.improved self steem and confidence 2.Goal setting and soft skills improvement 3.Target setting and acheiving the given targets
109	MS Excel and Advanced Excel Lab	1.To familiarize Students with basic to intermediate skills for using Excel in the classroom vis-à-vis Business Applications 2.To provide students hands on experience on MS Excel Utilities 3.To gain proficiency in creating solutions for Data Management and Reporting	1.Students will gain knowledge of using Excel in Business applications from basic to intermediate to advanced one. 2.The students will be able to apply gained knowledge of Excel for different functions of Business 3.Students will be acquainted about using Excel for decision making with different Data Management and Reporting Tools.
112	Enterprise +Analysis and desk research	1.To acquaint students with basic aspects of an Enterprise. 2.To guide the students in analyzing an Enterprise w.r.t a set of basic parameters 3To help the students assimilate basic jargon and its meaning w.r.t. Enterprise Analysis.	1.Analysing the basic aspects of an enterprise 2.To set basic parameters for analysing the Enterprsie 3.Will develop analytical acumen in analysing the indutry

  
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**Course Specific Outcome**

**SEM II**

Course Code	Name of the course	Objectives	Learning Outcome
201	Marketing Management	To emphasize the need, importance and process of Marketing Planning and Control.	Carry out situation analysis,develop marketing strategy,marketing Plan and apply necessary controls wherever possible
		To introduce the concept of Marketing Mix as a framework for Marketing Decision making	The students will be able to design Marketing Mix for various products and brands
		To sensitize the students to the dynamic nature of Marketing Function.	The students will be able to analyse the marketing strategies through contemporary cases and examples
202	Financial Management	To understand various concepts related to financial management.	Students learnt the concepts related in financial management
		To study in detail, various tools and techniques in the area of finance.	Students learnt in detail the tools and techniques in finance
		To develop the analytical skills this would facilitate the decision making in Business situations	The concepts and tools and techniques enabled the students to get acquainted to the analytical skills for decision making
203	Human Resource Management	To understand the role of HRM in an organization	Application of fundamental human resources theories, models and concepts to Business
		To learn to gain competitive advantage through people	Contribute to the development, implementation, and evaluation of varied processes in context of HR.
		To learn to study and design HRM system	
204	Decision Sciences	To understand role of quantitative techniques in managerial decision making.	The students got acquainted to the role of quantitative techniques in managerial decision making
		To understand process of decision problem formulation.	The students learnt the formulation of business problems in the industry

  
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		To understand applications of various quantitative techniques in managerial settings	The students got acquainted to the application of various quantitative techniques
205	Operations Supply Chain Management	To develop an understanding of the strategic importance of Operations & SCM and how it can provide a competitive advantage in the marketplace.	The students can apply various QC tools in the area of Quality Assurance and Quality Control area to enhance the Product and Service Quality.
		To understand the relationship between Operations & SCM and other business functions, such as Marketing, Finance, Accounting, and Human Resources.	The students get acquainted with functional areas in SCM.
		To develop knowledge of the issues related to designing and managing Operations & SCM and the techniques to do so.	Students will be able to prepare SPC charts which can help to enhance Product and Process quality.
206	Management Information System	To develop conceptual understanding about latest developments in the field of Information Technology and the impact of I.T. in managing a business	Students will learn role of IT and ICT in business management
		To learn to use Information Technology to gain competitive advantage in business	Students will get prepared about effective use of IT in decision making of business; also they will get aware about how to gain competitive advantage with appropriate information systems
		To learn from, with a view to emulate, entrepreneurial ventures in e-Commerce and m-Commerce	Students will learn emerging trends viz. Digital Firms
207	Emotional Intelligence and Managerial Effectiveness Lab	To equip students with individual and group learning methods	Developed on the self awareness and self management of personal emotions
		To understand intelligence and develop emotional competence	Ability to Relate emotional intelligence to workplace situations
		To develop understanding and competence for personal and managerial effectiveness.	Implement these concepts and techniques in the workplace

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	209	MS Project Lab	To understand basics of project management and learn how to use MS Project 2007 to : Create a New Project, Build Tasks, Create Resources & Assign Costs	Students will understand basics of Project Management in the context of need of IT tools / software for the same.
			To understand use of MS Project 2007 to track Project Progress	Students will learn a use of MS Project software for Project Management of a business function
				Students will learn with hands-on exercises about right from creating project, to tracking its progress.
	210	Life Skills Lab	To encourage students to develop and use balanced self-determined Behavior.	Will be able to understand the analytical, information, social and learning.
			To help students in enhancing self, increasing life satisfaction and Improving relationships with others	Will get oriented towards various types of coping strategies
			To develop new ability to practice new problem solving skills in group and use these skills in personal life.	Types of study skills, Methods
	215	Industry Analysis - Desk Research	To help the students understand the dynamics of a specific industry	Will be able to understand the Corporate Governance Initiatives. Initiatives towards social inclusion. Initiatives towards environment conservation
			To acquaint students with various issues particular to an industry.	Key National and Global issues affecting the industry.
			To provide a cross-functional perspective of the functioning of a business enterprise and an industry.	Able to do ratio analysis of financial data for last 3 years for top 5 and bottom 5 companies in the industry.

  
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Course Specific Outcome				
SEM III				
Course Code	Name of the course	Objectives	Learning Outcome	
<b>Common Course</b>				
301	Strategic Management	To expose participants to various perspectives and concepts in the field of Strategic Management	Analyse strategic macro environmental issues .	
		To help participants develop skills for applying these concepts to the solution of business problems	Analyse industry factors, and identify their impact on profitability and strategic positioning	
		To help students master the analytical tools of strategic management	Analyse and implement strategy to achieve Organizational Performance.	
302	Enterprise Performance Management	To acquaint the students with a perspective of different facets of management of an enterprise	Students got acquainted to the perspective of different facets of management	
		To provide inputs with reference to the Investment Decisions along with the techniques for those decisions	Students got acquainted to the techniques of Investment Decisions	
		To inculcate the evaluation parameters of enterprise in terms of expenses, control systems and pricing	Students learnt the evaluation parameters of the enterprise in terms of expense, control sytem and pricing	
		To develop the knowledge of the concept of auditing and its applicability as performance management tool	The concept of auditing and its applicability as a performance management tool was understood by the students	
303	SNVM	To instill a spirit of entrepreneurship among the student participants.	Students are encouraged to become an Entrepreneur.Businessplan activities are conducted	
		To provide an of the competencesneeded to become an entrepreneu	Students learn various skills required for entrepreneurship.	
309 MKT	Strategic Brand Management	To introduce different approaches to measuring brand equity.	The students will learn tools to measure Brand Equity	
		To provide conceptual framework for managing brands strategically.	The students will understand the application of managing brand strategically	

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		To emphasize the role of brands, the concept of brand equity and the advantages of creating strong brands.	The students will learn through the examples of strong brand the value of equity and process of creating strong brands
		To provide insights into how to create profitable brand strategies by building, measuring and managing brand equity.	through insights on strong brand the students shall develop strategies for building brand equity
<b>318 MKT</b>	Business to Business Marketing	To familiarize students with the terms, concepts, and nature of Business-to-Business Marketing.	Understanding the business Environment and differences between the business and consumer market
		To expose the students to the industrial marketing functions of firms	The students will be able to understand Segmentation, Targeting & Positioning for B2B Markets
		The course introduces to the participants the specifics of marketing mix for Business-to-Business Marketing.	The students will be able to understand Personal Selling & Promotions for B2B Markets
<b>305 MKT</b>	Contemporary Marketing Research	Students should be able to conduct research projects from their inception to end for the business.	Identify marketing problems faced by companies and provide solutions that are supported by good marketing research.
		To design and produce, evaluate a research proposal & understand the quality of research studies	The students will be able to understand the basic skills to conduct professional marketing research
<b>306 MKT</b>	Consumer Behaviour	To orient students to establish the relevance of consumer behaviour theories and concepts to marketing decisions	Ability to analyze marketing problems and provide solutions based on a critical examination of marketing information
		To study the environmental and individual influences on consumers	The students will be able to understand consumer behavior in Indian context.
	Integrated Marketing Communication	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.	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
<b>307MKT</b>		To expose the students to the industrial marketing functions of firms.	Understand the concept of Business relationships and Students are Focusing More on Practical Exposure.

  
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	<b>306 FIN</b>	Financial Systems of India, Markets & Services	To enlighten the students with the Concepts & Practical dynamics of the Indian Financial System,	students learn how capital and money market operates.
			Markets, Institution and Financial Services.	Students understand how to trade in financial markets.
	<b>305 FIN</b>	Direct Taxation	To understand the basic concepts in Income Tax Act, 1961.	Students got acquainted to the basic concepts as per the Income Tax Act.
			To Calculate Gross Total Income and Tax Liability of an Individual.	Learning how to compute total income, deductions available from gross total income, computation of tax liability on net taxable income of individual.
			To acquaint with online filling of various forms and Returns.	Knowing online filing of various forms and income tax returns for individual type of assessee.
	<b>310FIN</b>	Corporate Financial Restructuring	To know the concept of Financial Restructuring in Companies.	Understanding the concept of Financial Restructuring in Companies.
			To get acquainted with the factors leading to financial distress of the organization.	Students got acquainted to the factors leading to financial distress of the organization.
			To understand alternative sources of capital and planning of the same.	Students got knowledge about alternative sources of capital and planning of the same.
			To know the significance of the Corporate Governance in the overall functionality of the organization.	Students understood the significance of the Corporate Governance in the overall functionality of the organization.
	<b>311 FIN</b>	Equity Research, Credit Analysis and Appraisal	To understand the importance of equity research.	Knowing the importance of equity research.
			To understand how excel can be leveraged for better analysis of a company	Learning how excel can be leveraged for better analysis of a company
			To give recommendation based on fundamental and technical analysis	Students got acquainted to give recommendation based on fundamental and technical analysis
	<b>307 FIN</b>	Strategic Cost Management	To acquaint students with various techniques used for Strategic Cost Management	Knowing the various techniques used for strategic cost management.
			To develop an understanding of the adoption of various techniques of Strategic Cost Management for obtaining sustainable competitive advantage	Students got acquainted to the various techniques of Strategic Cost Management for obtaining sustainable competitive advantage.

  
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		To make the student familiar with the integration of various techniques in decision making.	Students will develop the ability to integrate various techniques in decision making.
<b>305 HR</b>	Labour & Social Security Laws	To make the students understand rationale behind labour laws	Students confronted with labour laws.
		To equip students with important provisions of various labour laws	Students learnt provisions of various labour laws and its implementation.
		To give students insight into the implementation of labour laws.	
<b>306 HR</b>	Human Resource Accounting & Compensation Management	To orient the students with the concepts related to human resource accounting & compensation management.	Process and approaches of Human Resource Accounting
		To facilitate learning related to human resource accounting & compensation management for employees.	Students will learn the compensation and employee benefits package that supports the organization strategy in line with HRM cost - Containment policies and practices
<b>310 HR</b>	Human Resource Information System	To learn fundamental principles of HRIS	Students understood the the trends in technology and their resultant applications to Hr
		Developing specific HRIS skills competencies needed by professionals	Developed differnt skills which are needed and Use HR technology for delivery of HR- related services,
<b>311 HR</b>	Outsourcing of HR	To learn the basic concepts of outsourcing	Students understand the pros and cons of outsourcing HR department's function
		To enable the students to understand each stage of out sourcing process	They will appreciate the market and industry forces reshaping the modern corporate human resource organization and the importance of an integrated sourcing approach
<b>309 HR</b>	HR Audit	To provide a balanced and comprehensive exposition of the concept of HRD Audit	To analyse and improve hr functions in the organization.
		To learn the tools and techniques required for its implementation	Balance score card and its application is learned. How to do evaluation of hr staff and employee.
		To provide a balanced and comprehensive exposition of the concept of HRD Audit	Find out reasons for low productivity and improve HRD strategies.

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307 HR	Employee Health, Safety	To learn the basic concepts of safety management	Discuss the role of health and safety in the workplace pertaining to the responsibilities of workers, managers, supervisors.
		To study the various provisions of employee health and safety.	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
		To explore the students the relevance of various trade theories/models	The students will be able to understand function of Global Institutions
305 IB	International Business Economics	To explore the students to understand deep current issues in International Trade	the studnets will be able to understand how the currency exchange market works
		To enable students to use economic tools to analyze diversity of issues in the international economy.	the students will be able to understand Insternational debt and Risk
306 IB	Export Documentation and Procedure	To familiarize students with policy, procedures and documentation relating to foreign trade operations	It helps to understand different doucments which are required in the foreign trade operations. They will also understand WTO provisions, Export order processing and Methods of payment in international trade.
			The students will be able to understand Major export promotion schemes in India
307IB	International Management	To familiarize students with the cross cultural behaviour and its management for successful operations of the international firms	Ability to understand Concept, Dimensions and Approaches of International Business culture and corporate culture
			Ability to understand Challenges of Global Planning related to Economics, political, Resource allocation and portfolio compositions of a global firm
308 IB	International Marketing	To help the students understand the peculiarities of international marketing	The students will analyze the international marketing environment ,various entry strategies , joint ventures, mergers .
		To develop the students' ability to devise marketing mix for international marketing	Through understanding micro and macro environmental factors the students will able to develop right marketing mix for va

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310 IB	International Financial Management	To make the students aware about the operations in foreign exchange market	Students will be able to make foreign investment decision
		To sensitize the student with complexities of managing finance of multinational firm	Will be able to understand International currency market and trading
		To understand the regulatory framework within which the operations can take place	will be able to understand international tax environment
312 IB	Global Logistics & Supply Chains	To get acquainted with global dimensions of logistics management	Ability to understand the importance of Global Logistics and supply chain in International Business
		To introduce basic operational aspects i.e. procedure, documentations & related legal aspects of global logistics	Knowledge of the basic operational aspects of Logistics such as documentation and procedures
		To sensitize students to basics of shipping line industry	Ability to understand the specifications of Containerization and Inland Container Depots
305 OPE	Planning & Control of Operations	To give an overview of Planning & Control of Operations	Students will understand the role of MPS in production planning.
		To explain the role of forecasting in the operations planning process	Various aspects of CRP, DRP and MRP can help to understand various operations.
		To highlight the importance of scheduling in operations management.	
306 OPE	Inventory Management	To give an overview of various aspects of inventory.	Importance of inventory to avoid any shortfalls on shop floor.
		To explain the impact of types of inventory costs on inventory management decisions.	Inventory control techniques and their application in manufacturing sector.
		To explain the principles of JIT	
307 OPE	Productivity Management	To understand and appreciate significance of productivity management	Students can get overall idea of role played by IE department in a manufacturing plant.
		To study various productivity management methods	Unnecessary movements can also be one kind of muda and it can be avoided.
		To learn applicability of popular productivity management tools	

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

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

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

  
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		To learn use of tools/ technologies used for e-learning based pedagogy	Students will become aware about different tools and technologies of E-learning with appropriate relation with pedagogy of teaching and learning
		To develop capability to initiate e-learning project(s)	Students will get acquainted to analyse, design and develop E-learning projects at different levels.
<b>312 IT</b>	Software Marketing	To understand facets of software marketing as a field of study	Students will learn risk involved in Software Marketing
		To develop in depth of understanding of Software Marketing Practices	Students will learn Software Management practices with deep analysis of text and video case studies, text book and industry relevant books and industry reports.
		To assist in developing capability to market the software	Students will learn Global and Indian Software Environment through relevant articles.
			Students will understand role of industry association through book review.
			Students will get able to develop capability to market the software.
<b>313 IT</b>	IT for Retailing & Online Shopping	To understand IT in Retail as an important field of practice	Students will learn aspects of IT in the field of Retail.
		To know concepts and technologies related to IT in retail	Students will get explored to different emerging trends, concepts and technologies used in IT for Retailing and Online Shopping
<b>314 IT</b>	Technical Writing	To understand Technical Writing at conceptual level	Students will get aware about the fundamentals and concepts of Technical Writing.
		To learn tools and techniques as well as approaches to technical writing	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.
		To develop expertise with a view to taking up technical writing as a career	Students will be explored to career avenue as Technical Writer.



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Course Specific Outcome			
SEM IV			
Course Code	Name of the course	Objectives	Learning Outcome
<b>Common Course</b>			
401	Managing for Sustainability	Apply general ethical principles to particular cases or practices in business.	Students can identify and analyse, within the context of economic sustainability, issues within a corporation that relate to its natural environmental and social sustainability.
		Think independently and rationally about contemporary moral problems.	Ability to evaluate how the concepts of ethical behaviour and corporate social responsibility can be integrated into a business's sustainability strategy;
		Recognize the complexity of problems in practical ethics.	
		Demonstrate how general concepts of governance apply in a given situation or given circumstances	
402	Dissertation	To offer the opportunity for the young students to acquire on job the skills, knowledge, attitudes, and perceptions along with the experience needed to constitute a professional identity.	will gain skills and knowledge through experiential learning
		To provide means to immerse students in actual supervised professional experiences	will be able to do desk research and field research
		To gain deeper understanding in specific areas.	ability to prove competence in gathering , analysing and concluding the research
403 MKT	Services Marketing	To emphasize the significance of services marketing in the global economy	Student's understanding the importance of service sector in the present competitive environment
		To make the students understand the deeper aspects of successful services marketing	Ability to understand the factors which contribute in the success of services marketing.
		To provide insights to the challenges and opportunities in services marketing	Students will learn prevailing challenges and opportunities in the service sector like automobile, mobile phone, restaurant etc

  
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404SADM	Sales and Distribution Management	To help students understand the Sales & Distribution functions as an integral part of marketing functions in a business firm.	student can understand the concepts, attitudes, techniques and approaches required for effective decision making in the areas of Sales and Distribution.
		To help students acquire and polish their selling skills through practical training sessions	To design, evaluate and select Sales and Distribution strategies in real time situations
413MKT	E-marketing and Analytic	To contextualize marketing concepts in electronic marketing and marketing analytics context	the students will be able to understand convergence of internet technology in Marketing
		To give insights into various aspects of E Marketing and analytics from the perspective of creating Customer Value	To carry out segmentation of Online customers
405 MKT	Retail Marketing	To provide insights into all functional areas of retailing	To understand the impact of macroenvironment on retail
		To give an account of essential principles of retailing	the students will know marketing of different non-store Retail formats
		To give a perspective of the Indian retailing scenario	Able to analyse merchandise performance
414MKT	Marketing for emerging market and bottom of pyramid	To understand difference between emerging & developed markets	To understand difference between emerging market and bottom of pyramid market
		To understand opportunities & challenges in Emerging Markets in general & Bottom Of the Pyramid (BOP) segment in particular	To develop strategy i.e for BOP aswell as emerging Market
		To provide a framework for marketing to BOP markets	Tailoring local soultions in emerging Markets
416MKT	Cross Cultural Relationship Marketing	To help students understand the cultural aspects of relationships.	Cross cultural etiquette and behavior-the basics.
		To emphasize the need for cultural adaptation in relationship development and negotiations	Cross cultural sales negotiations.
404 FIN	International Finance	To make students familiar with the operations in foreign exchange markets	Students get acquainted with forex market and its operations.
		To sensitize students with complexities of managing finance of multinational firm.	Students learn the complexities in MNCs.

  
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		To highlight the importance of the regulatory framework within which international financial transactions can take place, with special reference to India.	The role of regulatory bodies is analysed by the students. Students also compare the regulatory role of overseas.
403 FIN	Indirect Taxation	To understand the basic concepts related to GST	Knowing basic concepts under GST.
		To acquaint with the latest amendments made in connection with indirect taxation	Got acquainted with indirect taxation structure in India.
		To update the procedural part of GST	Students understood various procedural matters and computation of GST liability
407FIN	Financial Risk Management	To understand what is risk and the basic concepts of modeling its application for measuring and managing financial risks	Got knowledge about what is risk and the basic concepts of modeling its application for measuring and managing financial risks.
		To measure volatility in market prices, highlight Risk Management issues in investments.	Students learnt how to measure volatility in market prices, highlight Risk Management issues in investments.
409FIN	Banking Operation II	To get acquainted with the changed role of Banking post 1991 Reforms.	Students got acquainted with the changed role of Banking post 1991 Reforms.
		To know the lending and borrowing rates along with the various mandatory reserves.	Students got knowledge about the lending and borrowing rates along with the various mandatory reserves.
410FIN	Wealth and Portfolio MGT	To know the procedural compliances by bank's functionality.	Learnt the procedural compliances by bank's functionality.
		To understand the concept of Wealth Management.	Students learnt the concept of Wealth Management.
		To understand the concept of Portfolio Management.	Learnt the concept of Portfolio Management.
		To understand various tools and methods of evaluating the portfolio.	Got knowledge about various tools and methods of evaluating the portfolio.
414FIN	Principles of Insurance	To understand the various operations involved in managing insurance.	Students learnt the various operations involved in managing insurance.
		To understand the pricing, financing and risk diversification strategies of insurance companies	Got acquainted with the pricing, financing and risk diversification strategies of insurance companies.
403 HR	Employment Relations	Give students insight into the IR scenario in India	Students understood the concept of Industrial Relations and IR scenario in India

  
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		Make students understand important laws governing IR	Students learnt the laws governing Industrial Relations
		Create understanding about role of Govt., society and trade union in IR	
<b>404 HR</b>	Strategic Human Resource Management	To make students understand HR implications of organizational strategies	Students understand how hr strategies are related to business strategies by understanding the meaning and nature of SHRM
		Understand the various terms used to define strategy & its process	process and types of strategies were understood.
		Understand HR strategies in Indian & global perspective	By studying strategies of different companies they learn global policies and applications of strategies
<b>406 HR</b>	Global HR	To give exposure to the students to international HR	Understand the strategic and functional roles of HRM in various international contexts
		To make students understand various initiatives in global HR	Develop competency in dealing with cross cultural situations
		To make students understand various issues in global HR	Understand issues, opportunities and challenges pertaining to International HRM
<b>408 HR</b>	Change Management	To make students understand meaning of change and need for organizational Change	Analyze change at the individual, group, and systemic levels
		To appraise students with the change management process	Identify the role of leaders and managers, change agents, and change recipients in various stages of organizational change
<b>412 HR</b>	Lab in Legal compliances	To equip students with various compliances the HR head has to give under different Acts	Students learnt about various compliances under laws to be fulfilled by the HR professionals.
		To learn drafting skills of these compliances	Students acquainted the skills to fulfil these compliances.
<b>416 HR</b>	Competency Mapping	Make the students understand concept and importance of competency mapping	Students would be able to understand competency framework and why to promote competency culture in modern organization
		Give insight into the process and models of competency mapping	Students would be able to illustrate the integration of the HR function and how the HR processes are connected with the organization strategy

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403 IBM	International Business Environment	To help students understand the nature scope and structure of International Business	to understand Foreign investments Pattern, Structure and effects; Movements in foreign exchange and interest rates and then impact on trade and investment flows.
		To explore students to various policy perspective in international regulatory environment.	The students will be able to understand the functions of International institution like WTO,IMF and World Bank
		To enable students to understand the influence of various environmental factors on international business operations..	The students will be able to understand the functioning of Multinational Corporations and their involvement in International Business
404 IBM	Indian Economy & Trade dependancy	To explore students to the diversity of issues prevalent in the Indian Economy	Students learn the corelation of economy trade with varius countries and its significance.
		To provide insights to the students about the trade related issues of the Indian Economy.	Students learn issues in trading and solutions to it.
		To make students realize the impotrance of trade in the present globalised era	In the globalised era the impotrance of trade is studied by students.
405 IBM	Environment and Global Competitiveness	To make students aware of the competitive issues facing nations, companies, and individuals in a global economy.	will able to analyse interplay of local ,regional ,global forces
		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.	applicability of innovation in developing global strategy
		To make students realize the impotrance of sustainable development way of thinking in globally competitive world.	will be able to understand Global Strategy, Structure and Implementation
408IBM	Foreign Exchange Management	To make the student aware about importance, concept and tools of Foreign Exchange Management.	will be able to track movements in foreign exchange and interest rates and then impact on trade and investment flows.
		To give exposure to the students to international HR	Understand the strategic and functional roles of HRM in various international contexts

  
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411IBM	Global HR	To make students understand various initiatives in global HR	Develop competency in dealing with cross cultural situations
		To make students understand various issues in global HR	Understand issues, opportunities and challenges pertaining to international HRM;
412IBM	WTO & IPR	To sensitize the students about the importance of WTO and Intellectual property in the global	Students are acquainted with IPR and its procedures.
414 IB	International Diversity Management	To equip students with the knowledge and importance of culture and help them to manage international diversity	Students will understand broad concept of diversity and impact of socio economic status, physical abilities, religious beliefs and political ideologies.
403OPE	Operations Strategy and Research	To emphasize the key role of operations in bringing about the growth and profitability of organizations.	Students will understand the importance of Operations Strategy in business.
		To impart ideas, concepts and principles in operations strategy.	It will help students to take decisions in expansion of present plant, build new plant or sub-contract
404 OPE	Total Quality Management	To give various perspectives on Quality and various contributors to Quality.	Students will understand QC Tools and problem solving methods to enhance product and service quality.
		To provide an in-depth understanding of the various QC tools.	Application of Statistical Quality Control charts and its effectiveness in managing process quality can be understood.
405 OPE	Quality Management Standards	To introduce various management system standards	Students will understand core tools and TS 16949.
		To explain the implementation and role of MR for IMS.	Students will understand process and documentation in Quality Management department of an organization.
406 OPE	World Class Manufacturing	To bring out the relevance and basics of World Class Manufacturing.	Students will be able to understand the role of Indian supplier in World Class Manufacturing.
		To highlight the current state of Indian Manufacturing	Able to understand importance of JIT and TPS in manufacturing.
408 OPE	Enterprise Resource Planning	To understand how a business works and how information systems fit into business operations.	Students will get basic idea about ERP in manufacturing and service sector.
		To understand the cross functional integration aspects of a business.	Material flow can be easily managed with the help of ERP .

  
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413 OPE	Lean Manufacturing	To provide the concepts of Lean Manufacturing.	Students will understand various types of wastages .
		To give a hands on – How To – series of steps in Lean Manufacturing Implementation	It will help students to understand and apply Lean Management philosophy in an oragnisation to enhance an operational efficiency tool.
403 SCM	Strategic Supply Chain Management	To understand the role and objectives of Strategic Supply Chain Management	Students will be able to develop a sound Procedure for Purchasing.
		To recognize the role and importance of strategic partnerships and alliances in Supply Chain Management	Students got acquainted with supply chain management stratgeies of Automobile companies.
404 SCM	Knowledge Management in Supply Chain	To know Supply Chain Systems Classification	Students got an idea about corelation of Supply Chain Management strategies and knowledge management in supply chain.
		To understand the role of IT as an enabler of Supply Chain Management for today's businesses	Students understood role of ERP in supply chain knowledge management.
407 SCM	Purchasing & Supplier Relations	To provide an in-depth understanding of the fundamentals surrounding purchasing in different contexts.	Students understood role of suppliers in managing supply chain.
		To make the students aware of the different demands placed on the purchasing and supply chain managers by business stakeholders.	Students got acquainted with fundamentals of Purchasing.
408 SCM	Supply Chain Risk Management	To help the students understand the pressures on managing the supply chain and their impact on supply chain's vulnerability to disruptions.	Students understood the principles of supply chain risk management.
		To introduce the principles of supply chain risk management	Students understood importance of all parties involved in Supply Chain.
410 SCM	Supply Chain Performance Measures	To understand various types of traditional performance measures of supply chain , their use and drawbacks	Students understood supply chain performance measures based on cost and quality.
		To introduce a select world class performance measures of Supply Chain	Students understood difference between world class supply chain measures and traditional measures.

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

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

  
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