

K. E. Society's
Rajarambapu Institute of Technology, Sakharale
(An Autonomous Institute affiliated to Shivaji University, Kolhapur)

Department Name: - Department of Management Studies

UG Program Name: - MBA

- **Vision** To be a globally recognized institute committed to excellence in academics, research, knowledge creation and delivery to develop socially responsible professionals.

- **Mission-**
 1. To leverage innovation and excellence in academic design, delivery and assessment to ensure holistic development of students for employability, entrepreneurship and higher education.
 2. To design and keep the curricula updated, based on changing needs of industry and society worldwide.
 3. To build and maintain world-class infrastructure, for sustained learning, development and research.
 4. To provide an environment that encourages creativity, analysis and critical thinking. Inflows.

Sr. No.	Program Outcomes
1	Apply knowledge of management theories and practices to solve business problems.
2	Foster Analytical and critical thinking abilities for databased decision making
3	Ability to develop Value based Leadership ability.
4	Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.
5	Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment
6	Recognize the need for self-education and understand the value of lifelong learning
7	Develop proficiency in analyzing business problems using modern statistical and software tools.

Sr. No.	Semester	Course Code	Course Name	Course Outcome
1	I	MGC1011	Principles of Management	<ul style="list-style-type: none"> Familiarize the students with basic management concepts and behavioral processes in the organization. Discuss the management evolution & how it will affect future managers. Evaluate the influence of historical forces on the current practice of management. Identify responsibility and ethical issues involved in business situations and logically articulate own position on such issues. Explain how organizations adapt to an uncertain environment and identify techniques managers
2	I	MGC1031	Managerial Economics	<ul style="list-style-type: none"> Analyze the role of different costs and factors of production in generating maximum output. Identify the competitive and global market for making larger presence and leadership. Analyze and evaluate Micro and macroeconomic variables for selection of best alternatives to maximize profit and value of organisations. Modify, supplement, and enrich economic theory by adding insights from behavioral psychology. Understand the role and function of financial institutions and trade organisations for expanding and diversifying the business in national and international boundary.
3	I	MGC1051	Financial Accounting and Analysis	<ul style="list-style-type: none"> Get insight into the fundamentals of accounting for recording the business transactions. Apply accounting procedures to properly record financial information about a business & Prepare trial balance and Final account of proprietary concern. Prepare and interpret financial statements. Apply the various techniques of Financial Statement Analysis Outline the meaning and nature of CVP Analysis & its application that can help an entity to operate more effectively
4	I	MGC 1071	Legal & Business Environment	<ul style="list-style-type: none"> Develop an understanding about micro & macro elements of business environment. Evaluate the significance of Indian economic system. Generate interest in role of various financial institutions in an economy. Apply the knowledge of international operations in business decisions. Analyze the current issues in technological and social environment affecting on internal and external factors of business environment

Sr. No.	Semester	Course Code	Course Name	Course Outcome
5	I	MGC1091	Marketing Management	<ul style="list-style-type: none"> • Identify core concepts of marketing and the role of marketing in business and society. • Develop marketing strategies based on product, price, place and promotion objectives. • Create an integrated marketing communications plan, which includes promotional strategies and measures of effectiveness. • Collect, process, and analyze consumer data to make informed marketing decisions. • Analyze marketing problems and provide solutions based on a critical examination of marketing information.
6	I	MGC1111	Organization Behavior	<ul style="list-style-type: none"> • Discuss the development of the field of organizational behavior and explain the micro and macro approaches • Analyze different models used to explain individual behavior related to motivation and rewards • Identify the processes used in developing communication and resolving conflicts • Explain group dynamics & demonstrate skills required for working in groups • Identify the various leadership styles and the role of leaders in a decision making process
7	I	MGC 1131	Quantitative Analysis	<ul style="list-style-type: none"> • Apply the basic mathematical and statistical tools. • Analyze of time series and business forecasting. • Analyze data to take rational decision. • Identify problems using multiple mathematical and statistical representations of relevant structures and relationships.
8	I	MGC1151	Indian Ethos and Business Ethics	<ul style="list-style-type: none"> • Recognize the variable values in morality • Analyze the way of righteousness in the Gita and other mythological literature • Discuss the principles of Indian Management • Apply time effective classification of karmas • Analyze the Employees conditions and Business Ethics
9	I	MGC1171	Business Communication	<ul style="list-style-type: none"> • Write business letters in a proper, formal format • Demonstrate the methods of oral presentation both in a formal and informal environment • Review the importance of communication relative to securing employment, with emphasis on using both verbal and non-verbal communication and their impact • Prepare the student with the communication tools-verbal, non-verbal and written-and the practical applications inherent in each

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10	I	MGC1191	Microsoft Office & Advanced Excel	<ul style="list-style-type: none"> • Customize the formatting of charts in Excel • Create and use labels and names in a workbook • Protect data in worksheets and workbooks • Use data linking to create more efficient workbooks • Use the Data Consolidation feature to combine data from several workbooks
1	II	MGC1021	Corporate Finance	<ul style="list-style-type: none"> • Describe different important aspects of financial management that can help an entity to operate more effectively. • Identify the major sources of long & short-term financing available to the firm. • Describe capital structure & discuss different dividend policies and payout method used by the corporate. • Evaluate investments in long-term assets by applying different techniques, both DCF (discounted cash flow) and non-DCF. • Discuss the significance of working capital and its estimation. Apply measures of cost of capital and leverage to form long-term financial policies for business.
2	II	MGC1041	Operations Management	<ul style="list-style-type: none"> • Apply fundamentals of operations management in a firm. • Take decisions related to facility locations & layout. • Effectively analyze different aspects relating to designing & developing products & processes. • Apply various aspects relating to Operations Planning and Control. • Evaluate various modern practices in operations management
3	II	MGC1061	Human Resource Management	<ul style="list-style-type: none"> • Explain the importance of human resources and their effective management in organizations • Develop & implement employee orientation, training, and development programs. • Apply different techniques in recruitment, talent management and compensation planning. • Evaluate a benefits package that supports the organization's strategy • Analyze core issues, policies and practices surrounding employee relations and legal issues
4	II	MGC1081	Business Research Methods	<ul style="list-style-type: none"> • Apply the major types of research designs • Formulate clearly defined research questions • Analyze and summaries key issues and themes from existing literature • Evaluate and conduct research • Understand the ethical issues associated with the conduct of research
5	II	MGC1101	Managing for Sustainability	<ul style="list-style-type: none"> • Demonstrate a multi-stakeholder perspective in viewing CSR issues.

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				<ul style="list-style-type: none"> • Analyze the impact of CSR implementation on corporate culture, particularly as it relates to social issues. • Explain the concept of corporate governance, why governance is important for corporations as well as for society at large. • Analyze the main actors and structures of corporate governance and show how their interaction and functioning differs across national economies, industries and with the development stage of firms. • Discuss open issues concerning the future evolution of corporate governance in the context of globalization.
6	II		Management Information System	<ul style="list-style-type: none"> • Demonstrate the technical knowledge associated with the development of information systems within an organization. • Develop proficiency in industry standard word processing; spread & presentation software as integrated productivity & decision support tools. • Demonstrate the knowledge needed to lead and manage the resources and processes associated with information systems within an organization. • Develop critical and strategic thinking, improve analytic skills and techniques, and enhance effective decision-making. • Identify the management challenges to construct & design information systems & learn how to find appropriate solutions to those challenges.
7	II	MGC1141	Strategic Management	<ul style="list-style-type: none"> • Analyze role of Strategist in decision-making process. • Apply environmental scanning techniques for evaluating business. • Conduct strategic analysis and make choice for best appropriate action. • Play vital role in strategic implementation. • Evaluate strategy and suggest the modification
8	II	MGC1161	International Business	<ul style="list-style-type: none"> • Describe the foundation of international business. • Discuss the business operations of international organizations and multinational corporations. • Analyze forms of foreign involvement. • Apply international trade theory.
9	II	MGC1181	Soft core (General Aptitude Skills)	<ul style="list-style-type: none"> • Evaluate critically the real life situations by resorting and analyzing of key issues and factors • Utilize their innovative thinking skills to project themselves for finding fresh approaches towards tribulations • Demonstrate various principles involved in solving mathematical problems and thereby

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				<p>reducing the time taken for performing job functions</p> <ul style="list-style-type: none"> • Make and evaluate the assumptions used in analyzing quantitative data
10	II	MGC1201	Laboratory Courses SPSS	<ul style="list-style-type: none"> • Define variables in SPSS and import excel data sheet • Compute frequencies, Percentage calculations and output five saving. • Calculate Mean, Median Mode, Standard deviations and interpret the result • Perform Normality tests and choose test statistics accordingly • Construct graphs, perform hypothesis tests like f – test, chi – square, and interpret the result.
1	III	MGC2011	Project Management	<ul style="list-style-type: none"> • Acquire an understanding of the fundamental concepts of project management. • Analyze the project proposal by applying feasibility studies. • Take decisions relating to project cost management. • Apply PERT & CPM technique for managing project duration. • Taking decisions based on risk management in the projects
2	III	MGC2031	MS Project Lab	<ul style="list-style-type: none"> • Acquire working knowledge of MS Project basics. • Define, schedule and monitor tasks relating to projects using a variety of MS Project tools.
3	III	MGC2051	IIP/ED/CP Phase I	<ul style="list-style-type: none"> • A Synopsis for CP/IIP and the pre-feasibility report for ED • The survey tool of CP/ IIP/CP Evaluation
4	III	MKT2011	Sales and Distribution Management	<ul style="list-style-type: none"> • Develop the knowledge of Selling and Distribution process in an organization. • Develop proficiency in industry in actual selling process and the management of selling personnel. • Demonstrate the knowledge needed to generate a leads and increase the sales in terms of volume and in monetary terms. • Analyze critical and strategic thinking, improve analytic skills and techniques, and enhance effective decision-making in sales and Distribution. • Identify the management challenges to construct & design Distribution Channel to find appropriate way to reach to the customers
5	III	MKT2031	Services Marketing	<ul style="list-style-type: none"> • Identify the special management issues and unique challenges involved in marketing and managing services • Understand the expectations of customers and know how to translate this knowledge into genuine value for customers

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				<ul style="list-style-type: none"> • Interpret service behavior and service consumption in the light of service-dominant marketing logic and articulate the outcome to service marketing management • Appreciate, modify, and/or extend new theories and concepts pertaining to explaining the characteristics of customers' purchasing and consumption behavior of services and service firms' marketing behavior • Apply new approaches to managing customer satisfaction and loyalty • Understand current research trends in services marketing and management
6	III	MKT2051	Retail Marketing	<ul style="list-style-type: none"> • Acquire and apply relevant knowledge and skills to manage retail management issues • Formulate creative yet feasible solutions for customer care, store care, merchandise care and retail strategies. • Discuss and analyze the latest strategies required for the development of retail marketing. • Identify and evaluate challenges and opportunities concerning the applications of the latest retail strategies. • Explain the factors relating to visual merchandising, such as store layouts and presentation.
7	III	MKT2071	Consumer Behavior	<ul style="list-style-type: none"> • Assess the relevance of consumer behavior to the entire marketing process. • Analyze the causes giving rise to consumer behavior with the theories. • Explain the impact of consumer behavior on the development of marketing strategies including marketing communication, segmentation and target marketing. • Apply the concepts and theories covered in the course to devise effective solutions in enhancing business performance. • Collaborate with other classmates productively on the group work, communicate and present information effectively..
8	III	MKT2091	Customer Relationship Management	<ul style="list-style-type: none"> • Explain and characterize the major concepts and framework of customer relationship management • Discuss the conceptual foundations of relationship marketing and its implications for further knowledge development in the field of business • Get an insight into how CRM practices and technologies enhance the achievement of marketing, sales and service objectives throughout the customer life-cycle stages of

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				<p>customer acquisition, retention and development whilst simultaneously supporting broader organizational goals</p> <ul style="list-style-type: none"> • Equip both a conceptual understanding and the knowledge pertaining to practical application of critical skills necessary for building and managing partnering relationships with customers and suppliers. • Understand the benefits delivered by CRM, the contexts in which it is used, the technologies that are deployed and how it can be implemented
9	III	HRM2011	Compensation Management	<ul style="list-style-type: none"> • Increase student knowledge and comprehension about the Compensation function. • Apply the knowledge to solve compensation related problems in organizations • Design rational and contemporary compensation systems in modern organizations • Analyze and develop incentive programs • Explain the effect of law and regulation on compensation and benefit practices. •
10	III	HRM2031	Performance & Rewards Management	<ul style="list-style-type: none"> • Identify and retain talent in an organization to deliver high performance. • Design an organization's performance management process. • Compare and contrast various organizational performance management programs and best practices • Plan effective performance management policies, practices to improve organizational, and employee performance. • Evaluate the relationship amongst the components of total rewards
11	III	HRM2051	Organizational Development and Change	<ul style="list-style-type: none"> • Apply theories and current research concerning individuals, groups, and organizations to the process of change • Identify organizational situations that would benefit from OD interventions • Discuss the process of change as applied to organizational culture and human behavior • Explain the differences between insider and outsider approaches to consulting and OD interventions • Analyze ongoing activities within an organization and design the selected OD interventions
12	III	HRM2071	Industrial Relations and Labour Laws	<ul style="list-style-type: none"> • Acquire a theoretical, practical and ethical perspective on many aspects of industrial relations.

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				<ul style="list-style-type: none"> • Apply IR competencies to contribute to organizational capability & employee well-being. • Explain the various forms and causes of Industrial disputes. • Assess the collective bargaining process, including preparation, negotiation, and settlement. • 5 Understand the statutory provisions concerning the grievance procedure in India
13	III	HRM2091	Human Resource Planning	<ul style="list-style-type: none"> • 1. Analyze the theory and concepts of human resource planning. • 2. Identify the evolution of HRP throughout the organization. • 3. Apply models and methods used in forecasting. • 4. Describe the applications of a succession analysis & planning. • 5. Evaluate the organization's planning program
14	III	FIN2011	Indian Financial System	<ul style="list-style-type: none"> • Elaborate the key role played in a modern society by financial markets & its intermediaries • Elaborate the key role played in a modern society by financial markets & its intermediaries. • Apply the knowledge of the relative standing of the major financial services in India for various business organizations • Evaluate the functioning of banking & NBFC in current scenario and discuss the various important aspects concern with banking and non-banking organisations. • Demonstrate the concept of mutual fund also focus on other relative aspects of mutual fund industry
15	III	FIN2031	Financial Markets & Institutions	<ul style="list-style-type: none"> • Interpret the role and determinants of interest rates and interaction of interest rates with money supply. • Assess the various theoretical concepts underlying money and capital markets. • Analyze the working of various markets for securities (including debt markets, equity markets, derivative markets) and its role in financial markets. • Comprehend significant aspects of banking business. • Compare and contrast the various non-bank operations
16	III	FIN2051	International Finance	<ul style="list-style-type: none"> • Explain the fundamental of international business, finance as well as international financial markets

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				<ul style="list-style-type: none"> • Describe the various important aspects concern with foreign exchange markets and Apply the knowledge of exchange rate mechanism • Explain the risks in international operations & apply the techniques to cover it. Also, understand the various exchange control regulations. • Describe long-term asset and liability management. Also evaluate project and provide suggestions to the organization • Demonstrate short term asset and liability management in international business
17	III	FIN2071	Working Capital Management	<ul style="list-style-type: none"> • Evaluate the importance of effective working capital Mgt. • Investigate funds flow cycles and their impact on working capital management objectives. • Formulate appropriate working capital management policies to achieve corporate objectives. • Apply corporate cash management, accounts receivable management, bank relations, and inventory management techniques to maximize the shareholders' value. • Evaluate comparative working capital management policies and their impact on the firm's profitability, liquidity, risk and operating flexibility
18	III	FIN2091	Funds Management in Banking and Insurance	<ul style="list-style-type: none"> • Get an insight into the liquidity management in commercial Banking business and discuss the necessity of adequate capital fund. • Explain different types of reserves & different factors affecting on its requirement. • Understand the different aspects related with Management of Bank loan. • Evaluate the performance of Bank based on deposit mobilization, credit deployment & profitability. • Discuss different functions & principles of life & non-life insurance. Also describe role of insurance & risk management policies related with non-life insurance
19	III	BUS201	Marketing Analytics	<ul style="list-style-type: none"> • Apply marketing theories to given research problems and types of customer data. • To critically evaluate business problems and determine the most appropriate analytical technique • Design an appropriate course of action based on empirical evidence.by gaining insights from the analysis of data

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				<ul style="list-style-type: none"> 4. Formulate and confidently communicate (oral and written) research findings that is understandable to marketing managers
20	III	BUS202	HR Analytics	<ul style="list-style-type: none"> Explain basic concepts of HR Analytics Apply Data Analytic techniques using software packages Identify and use key HR Metrics. Forecast budget numbers for HR costs Measure workforce productivity and performance Explore and visualize data
21	III	BUS203	Core Python Programming	<ul style="list-style-type: none"> Describe the Numbers, Math functions, Strings, List, Tuples and Dictionaries in Python Express different Decision-Making statements and Functions Interpret Object oriented programming in Python Summarize different File handling operations Create and execute Python programs
22	III	BUS204	R Programming	<ul style="list-style-type: none"> Access online resources for R and import new function packages into the R workspace Import, review, manipulate and summarize data--sets in R Explore data--setsto create testable hypotheses and identify appropriate statistical tests Apply appropriate statistical tests using R Create and edit visualizations with R
23	III	BUS205	Financial Analytics	<ul style="list-style-type: none"> Explore, Analyse stock market using Analytics Tools Apply quantitative methods of financial decisions in businesses Evaluate opportunities in financial /investments decisions. Analyse real-life proposals for financial investment in a meaningful manner
24	III	BUS206	Data Mining	<ul style="list-style-type: none"> Discuss basic concept of data mining Identify appropriate data mining algorithms to solve real world problems Compare and evaluate different data mining techniques like classification, prediction, clustering and association rule mining Describe complex data types with respect to spatial and web mining.
25	III	BUS207	Business Intelligence	<ul style="list-style-type: none"> Explain role of mathematical models in business intelligence Describe link between strategy and business analytics Apply various statistical methods on available data Design physical database Develop Business Intelligence System.

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26	III	OPM2011	Materials Management & Inventory Control	<ul style="list-style-type: none"> Analyze need & importance of materials management in a firm. Apply methods of classification, codification, specifications & standardization of materials. Manage different issues relating to stores department. Take decisions relating to inventory control by using different techniques. Demonstrate the role and importance value analysis. Take make or buy decisions relating to materials management
27	III	OPM2031	Operations Planning and Control	<ul style="list-style-type: none"> Analyze need & importance of operations planning and control in a firm. Forecast demand of the products by applying various methods of demand forecasting. Apply aggregate planning and master production scheduling for taking managerial decision. Analyze the need & importance of resource requirements planning. Take decisions based on materials requirement planning & resource requirements planning.
28	III	OPM2051	Global Operations Strategy	<ul style="list-style-type: none"> Emphasize the key role of operations strategies in bringing about the growth and profitability of organizations. Understand & apply different models in relation with operations strategies. Describe different key drivers used for global operations. Understand & apply competency based, resource based and process based operations strategies.
29	III	OPM2071	Managing Six Sigma	<ul style="list-style-type: none"> Understand the concept & philosophy of Six Sigma. Apply quality function deployment technique for creating customer driven organization. Manage six sigma teams for achieving better results. Apply different tools & techniques for managing Six Sigma. Manage risk involved in the six sigma projects
30	III	OPM2091	Purchase Management	<ul style="list-style-type: none"> Analyze the role & importance of purchase management in a firm. Apply different criteria for vendor analysis & selection. Apply different purchase strategies for achieving better results. Describe the role & importance of buyer – seller relationship. Evaluate various modern purchase practices.

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31	III	SYS2011	Enterprise Resource Planning	<ul style="list-style-type: none"> • Apply Enterprise tools and its role in integrating business process. • To demonstrate knowledge of ERP modules. • To summarize the concepts of reengineering and how they relate to ERP system implementations. • Identify the management challenges to implement ERP & learn how to find appropriate solutions to solve the problem
32	III	SYS2031	Software Project Management	<ul style="list-style-type: none"> • Know the fundamental principles of Software Project Management & will also have a good knowledge of responsibilities of project manager and how to handle these. • Be familiar with the different methods and techniques used for project management. • Superior knowledge of the problems and challenges faced while doing the Software Project Management and will also be able to understand why most of the software projects fail and how that failure probability can be reduced effectively • Do the Project Scheduling, Tracking, Risk analysis, Quality management and Project Cost estimation using different techniques
33	III	SYS2054	Strategic Information System Management	<ul style="list-style-type: none"> • Develop skills to use data warehouse for organization. • Extract knowledge using data mining techniques. • Learn the concepts of database technology and its applications. • Comprehend the roles that data mining plays in various fields and manipulate different data mining techniques. • Learn multidimensional schemas suitable for data warehousing. • Understand various data mining functionalities. • Know in detail about knowledge discovery process
34	III	SYS2071	Database Management Systems	<ul style="list-style-type: none"> • Comprehend the fundamentals of relational and database systems including: data models, database architectures, and database manipulations • Know the theories and techniques in developing database applications and be able to demonstrate the ability to build databases using enterprise DBMS. • Be familiar with managing database systems • Identify new developments and trends in databases
35	III	SYS2091	Information System Audit and Security	<ul style="list-style-type: none"> • Describe fundamental concepts of systems auditing and information security.

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				<ul style="list-style-type: none"> • Analyze the latest trend of computer security threats and defense. • Identify security thefts in information systems and rectify them with appropriate security mechanisms. • Explain the security controls in the aspects of physical, logical and operational security control. • Evaluate the security of information systems.
36	III	RM2011	Rural Banking and Microfinance	<ul style="list-style-type: none"> • Identify and evaluate the complexities of Rural Credit Banking Policies. • Analyze the role of Credit Cooperatives. • Analyze the Functions of Commercial Banks. • Evaluate progress, performance & problems of RRBs, Small Finance Bank & Payment Bank. • Assess the role of microfinance as a tool of socio economic development. • Conduct Social Assessments of MFIs, Loan Disbursement and Repayment.
37	III	RM2031	Rural Society and Polity	<ul style="list-style-type: none"> • Analyze development of rural economy & rural society and Interdependence between Rural and Urban Sectors. • Develop relationship among Rural Communities, Rural Institutions and Rural Environment. • Analyze problems of Schedule Cast, Schedule Tribe and Women. • Assess the impact of Social Inclusion on development. • Analyze the Differences related to gender, Women in Development (WID) and Works and Gender Relation. • Evaluate Participatory approaches to rural development and social development.
38	III	RM2051	Social Up-liftmen Policies	<ul style="list-style-type: none"> • Identify and evaluate the complexities of Growth Vs Development, Rising Expectations & Development, Dilemmas in Development, Challenges & Opportunities in Rural Economy, • Analyze the impact of Rural Child Development Programme. • Evaluate the National Rural Health Mission programme. • Analyze the role of Rural Housing Programme on socio economic development of rural areas. • Analyze the impact of Rural Women Empowerment programme. • Evaluate the National Rural Employment programme
39	III	RM2071	ICT in Development	<ul style="list-style-type: none"> • Understand and analyze importance of Information, Communication and Technology in development.

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				<ul style="list-style-type: none"> Assess role of ICT in Sustainable development goals. Develop and design ICT as an infrastructure and its relationship in managing development issues. Identify opportunities in E-inclusion and its importance in development. Analyze National E Governance Policy. Examine the impact of ICT in Rural Project Framework.
40	III	RM2091	Agribusiness	<ul style="list-style-type: none"> Analyze global Agribusiness Environment and scope of community-based industry. Estimate demand and plan procurement method. Identify opportunities in organized food retailing. Analyze problems in Agri Input Markets. Analyze ICT application in Agriculture Trade. Create linkage with apex agriculture and farming welfare institution for getting financial assistance and support from latest research.
41	III	EM2011	Engineering Management	<ul style="list-style-type: none"> Understand various functions of Engineer in the organization Identify the problem and find the optimal solution for that problem. Make Plan for and organize technical activities. Manage production and service activities Understand communication process and Management information system
42	III	EM2031	Enterprise Productivity	<ul style="list-style-type: none"> Understand and explain Enterprise level and micro level productivity Apply different type technology to increase productivity Understand and Explain different productivity models Apply different productivity models in business.
43	III	EM2051	Technology Management	<ul style="list-style-type: none"> Understand role of technology and core competence Explain technology cycle and understand technology change Identifying and evaluating the impact of relevant changing technology and managing those changes. Analyze trend and understand role of TIFAC Identify different patterns of technological changes
44	III	EM2071	R & D Management	<ul style="list-style-type: none"> Understand different Managerial aspects of Innovation function. Develop innovative strategy in business. Measure Performance of R&D management Do R & D project. Understand Intellectual Property Rights
45	III	EM2091	Value Engineering	<ul style="list-style-type: none"> Evaluate cost, worth and value.

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				<ul style="list-style-type: none"> • Create value engineering job plan • Evaluate value engineering projects • Initiate value engineering programming • Use tools of value analysis
46	III	MGC2071	Soft Core: Business Etiquettes	<ul style="list-style-type: none"> • Create a professional image, follow cubicle and office etiquette, and maintain positive office relationships. • Use the Internet appropriately when at work and handle ethical dilemmas and personal issues in the workplace. • Introduce people properly, be a good conversationalist, and follow proper etiquette in meetings. • Display courtesy on the telephone, in voice mails, and in written communications. • Be a courteous traveler and prepare for business trips.
47	III	MGC2091	Summer Internship Project	<ul style="list-style-type: none"> • Apply knowledge and skills learned in the classroom in a work setting. • Develop a greater understanding about career options while more clearly defining personal career goals. • Analyze the activities and functions of business professionals. • Develop and refine oral and written communication skills. • Identify areas for future knowledge and skill development
1	IV	MGC2021	Entrepreneurship Development	<ul style="list-style-type: none"> • Identify the values, attitudes and motivation for a plunge in entrepreneurship. • Impart basic entrepreneurial skills and understanding to run a business efficiently and effectively. • Develop and strengthen their entrepreneurial quality and motivation to start their own small-scale business/enterprise. • Understand the scope of an entrepreneur, key areas of development, financial assistance by the institutions, methods of taxation and tax benefits, etc. • Be aware regarding entrepreneurial traits, entrepreneurial support system, opportunity identification, project report preparation and understanding of legal and managerial aspects.
2	IV	MGC2041	Supply Chain Management	<ul style="list-style-type: none"> • Understand the fundamental concepts and importance of Supply Chain Management. • Apply methods for managing demand & supply position in supply chain network. • Managing inventory in Supply chain network. • Plan and design transportation networks relating to supply chain management.

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				<ul style="list-style-type: none"> • Demonstrate the role & importance of logistics management
3	IV	MGC2061	Comprehensive Project	<ul style="list-style-type: none"> • To learn in a real world context • To use their acquired theoretical knowledge into practical experience and reveal an understanding of the ideas
4	IV	MGE201	Taxation Planning and Management	<ul style="list-style-type: none"> • Apply analytical reasoning tools to assess how taxes affect economic decisions for all taxpaying entities. • Develop a fundamental understanding of the components of taxable income determination across taxable entities so that the student builds a foundation for effectively learning future tax laws in order to implement future tax compliance and planning strategies • Draw supportable conclusions regarding tax issues by using research skills (including accessing and interpreting sources of authoritative support) to identify and evaluate strengths, weaknesses and opportunities • Communicate tax conclusions and recommendations in a clear and concise manner to relevant stakeholders. • Develop technological skills necessary to undertake tax planning, compliance and research strategies
5	IV	MGE202	Healthcare and Hospital Management	<ul style="list-style-type: none"> • Building competencies and provides expertise for hospital & healthcare management, operations and administration through learning of Hospital core and Support Services. • Provide the students an intensive, stimulating and challenging learning experience in the management and administration of Hospitals. • Acquaint the Students about Health Policy and Health Care Systems. • Acquaint the Students about different important services needed in a Hospital
6	IV	MGE203	Mentoring and Coaching	<ul style="list-style-type: none"> • Evaluate the benefits of coaching and mentoring to an organization • Assess how coaching and mentoring programmes support business objective. • Develop guidelines and protocols for programmes based on accepted coaching and mentoring theory and practice. • Conduct formal and informal coaching conversations and begin to understand formal coaching relationships. • Evaluate the impact to an organisations of establishing coaching and mentoring culture
7	IV	MGE 204	Warehouse Management	<ul style="list-style-type: none"> • Understand the fundamental concepts of warehouse management.

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				<ul style="list-style-type: none"> • Taking decisions related to designing warehouse layout. • Effectively analyze different processes performed for managing warehouses. • Develop an understanding and application of warehouse management system. • Demonstrate the role & importance of inventory & transportation in warehouse Management.
8	IV	MGE205	Mall Management	<ul style="list-style-type: none"> • Analyze the concepts and aspects needed for mall management. • Apply the operational and tenant management principles for malls. • Evaluate the marketing and promotional principals for the malls. • Illustrate the statutory requirements for the mall operations
9	IV	MGE206	Change Management	<ul style="list-style-type: none"> • Describe in general terms a number of change management theories and how they might apply in practice. • Articulate what change management is and why it is important in the contemporary business environment. • Discriminate between different types of change process for different purposes and outcomes. • Identify the steps in putting together an effective change management plan. • Apply critical thinking and problem solving skills to the analysis and resolution of change problems
10	IV	MGE207	Commodity Markets	<ul style="list-style-type: none"> • Explore the fundamental concepts of commodity market & derivative market. • Apply their knowledge of financial markets. • Understand the dynamics of commodity exchange. • Get familiar with various commodities. • Understand the workings of commodity market & derivative market. • Get an aware with necessity of investment knowledge
11	IV	MGE208	Food Retail Management	<ul style="list-style-type: none"> • Identify variables for vast International Food Markets. • Analyses trends in Food Retailing. • Measure the brand value of Food Retail organizations and their products. • Analyses the challenges present in Food Retail operation and develop CRM strategy for food retail companies. • Follow appropriate law of conducting food business. • Analyze the opportunities and threat associated with GMO Foods

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12	IV	MGE209	Human Resource Audit	<ul style="list-style-type: none"> • Gain knowledge about a systematic methodology for evaluating HRD. • Demonstrate knowledge in examining the adequacy and appropriateness of the HRD systems, structures, styles, culture, and competencies. • Design & prepare Human Resource Audit Report • Identify the gaps between the current state and the standard. • Conduct the Human Resource Audit for the organization
13	IV	MGE210	Small scales industries management	<ul style="list-style-type: none"> • Understand small businesses and supporting organizations for its setup. • Identify Business Opportunities and plan according to survey. • Prepare project and develop the report according to planned idea and market. • Analyze the basic aspects of business and understand better to prepare for the same. • To understand the Legal laws governing the business and environment. • Analyze the other business considerations, which are also important.
14	IV	MGE211	Total Quality Management	<ul style="list-style-type: none"> • Understand the fundamental principles of Total Quality Management. • Develop an understanding on various ISO standards and quality systems. • Apply the tools and techniques of quality management to manufacturing and services processes. • Develop analytical skills for investigating and analyzing quality management issues in the industry and suggest implementable solutions to those.
15	IV	MGE212	Search Engine Optimization	<ul style="list-style-type: none"> • Promote the search engine ranking of site by implementing the best practices. • Achieve impressive results through inbound marketing by applying SEO strategies. • Understand new SEO innovations and changing search engine trends. • Use Google Analytics and other metrics and tools to monitor progress in achieving search engine marketing goals.
16	IV	MGE213	Marketing Analytics	<ul style="list-style-type: none"> • Understand the needs of marketing managers for marketing intelligence; • Determine and react to the objectives set for marketing analytics projects; • Identify the type of analyses that will best help achieve the objectives; • To manage and execute marketing analytics projects;

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17	IV	MGE214	Tourism Management	<ul style="list-style-type: none"> • Use knowledge and skills associated with problem solving, creative and critical thinking, reflection and decision making to function effectively in the classroom, community and industry. • Lead with the knowledge that the foundation of tourism is based on the respect for the host culture with the responsibility to perpetuate the unique values, traditions, and practices of that place. • To develop a range of leadership skills and abilities such as motivating others, leading changes, and resolving conflict • Gain supervisory skills and competencies necessary to meet the needs of the ever demanding Travel and Tourism Industry. • Recognize the importance of outstanding guest service quality, server-guest relationships, and ethics
18	IV	MGE215	Export – Import Procedure & Documentation	<ul style="list-style-type: none"> • Providing an overall perspective on import & export management. • Developing an understanding towards export and import procedure and documentation. • Developing analytical skills for processing of export order. • Identifying & managing risk involves in the import & export transactions