

S.N.G. Institute Of Management & Research

PO's & CO's of MBA Programme

MBA: Program objectives:

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

Program Specific Outcomes

Program Specific Outcomes or PSOs are abilities that a MBA Programme professional should have after successful completion of the program. Following PSOs have been defined:

A graduate will have

- i. An ability to apply knowledge, skills and right attitude necessary to provide effective leadership in a global environment.
- ii. An ability to develop competent management professionals with strong ethical values, capable of assuming a pivotal role in various sectors of the Indian Economy & Society, aligned with the national priorities.
- iii. An ability to develop proactive thinking so as to perform effectively in the dynamic socio-economic and business ecosystem.
- iv. An ability to communicate effectively.

MBA: Course specific outcomes

Course Code	Course Name	Course Objective	Course Outcome
Semester-I			
101	Accounting for Business Decisions	<ol style="list-style-type: none">1. To understand the basic concepts of financial accounting, cost accounting and management accounting.2. To know various tools from accounting and cost accounting this would facilitate the decision making.	<p>Student will</p> <ol style="list-style-type: none">1. Understand the basic concepts of financial accounting, cost accounting and management accounting in students.2. Make use of various tools of accounting for analyze business situation and take decision

	3. To develop analytical abilities to face the business situations.	3. Able to analyze the business financial position
--	---	--

102	Economic Analysis for Business Decisions	<ol style="list-style-type: none"> 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. 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. 3. To develop economic way of thinking in dealing with practical business problems and challenges. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand tools and techniques of managerial economics to enable them to appreciate its relevance in decision making. 2. Explore the economics of information and network industries 3. Understand how economics affect the business strategy of companies in these industries. 4. Develop economic way of thinking in dealing with practical business problems and challenges.
103	Legal Aspects of Business	<ol style="list-style-type: none"> 1. To acquaint students with general business law issues to help become more informed sensitive and effective business leaders. 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. 	<p>Student will able to</p> <ol style="list-style-type: none"> 1. Acquaint with the general business law issues to become more informed, sensitive and effective business leaders. 2. Understand fundamental legal issues pertaining to the business world to enhance their ability to manage businesses effectively.
104	Business Research Methods	<ol style="list-style-type: none"> 1. To understand the concept and process of business research in business environment. 2. To know the use of tools and techniques for exploratory, conclusive and causal research. 3. To understand the concept of measurement in empirical systems. 4. To use statistical techniques for analysis of research data. 	<p>Student will</p> <ol style="list-style-type: none"> 1. Relate the concept and process of business research in business environment. 2. Familiar to the use of tools and techniques for exploratory, conclusive and causal research. 3. Apply concept of measurement in empirical systems. 4. Interpret the result of statistical techniques for analysis of research data
105	Organizational Behaviour	<ol style="list-style-type: none"> 1. To gain a solid understanding of human behavior in the workplace from an individual, group, and organizational perspective. 2. To obtain frameworks and tools to effectively analyze and approach various Organizational situations. 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. 	<p>Student will</p> <ol style="list-style-type: none"> 1. Able to relate the different aspects of the human behavior to the individual, group & organizational perspectives of the workplace. 2. Able to apply the frameworks & tools effectively to analyze & approach various Organizational situations. 3. Able to modify their own beliefs, assumptions, and behaviors with respect to how individuals, groups and organizations act in order to expand the options of approaches and increase the own effectiveness.

106	Basics of Marketing	<ol style="list-style-type: none"> 1.To introduce marketing as a business function and a philosophy 2.To emphasize importance of understanding external environment in marketing decision making 3.To expose students to a systematic framework of marketing & implementations and to highlight need for different marketing approaches for services, goods, and for household consumers, organizational buyers. 	<p>Student will</p> <ol style="list-style-type: none"> 1. Identify core concepts of marketing and the role of marketing in business and society. 2. Expose to the global nature of marketing and explore appropriate measures to operate effectively in international settings. 3. Able to develop marketing strategies based on product, price, place and promotion objectives
109	MS Excel and Advanced Excel Lab	<ol style="list-style-type: none"> 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 	<p>Student will</p> <ol style="list-style-type: none"> 1. Get familiarize with basic to intermediate skills for using Excel in the classroom vis-à-vis Business Applications 2. Hands on experience on MS Excel Utilities 3. Create solutions for Data Management and Reporting
112	Leadership Lab	<ol style="list-style-type: none"> 1.To give students understanding of good Leadership Behaviours and gaining insight into their Patterns, Beliefs and Attitude 2.To give students hands on experience in Empowering, Motivating and Inspiring Others and Leading by Example 	<p>Student will</p> <ol style="list-style-type: none"> 1. Interpret good Leadership Behaviours and develop their Patterns, Beliefs and Attitude 2. Build and utilize their experience in Empowering, Motivating, Inspiring and Leading Others
113	Personality Development Lab	<ol style="list-style-type: none"> 1.To develop an orientation towards business etiquettes and the proper etiquette practices for different business scenarios. 2.To learn the etiquette requirements for meetings, entertaining, telephone, and Internet business interaction scenarios. 3.To minimize nervousness while in social situations. 	<p>Student will</p> <ol style="list-style-type: none"> 1. Adapt business etiquettes and the proper etiquette practices for different business scenarios. 2. Learn the etiquette requirements for meetings, entertaining, telephone, and Internet business interaction scenarios. 3. Show minimize nervousness while in social situations.
115	Enterprise Analysis - Desk Research	<ol style="list-style-type: none"> 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. 3.To help the students assimilate basic jargon and its meaning w.r.t. Enterprise Analysis. 	<p>Student will</p> <ol style="list-style-type: none"> 1. Learn basic aspects of an Enterprise. 2. Analyze an Enterprise w.r.t a set of basic parameters. 3. Relate basic jargon and its meaning w.r.t. Enterprise Analysis.

108	business communication lab	<ol style="list-style-type: none"> 1. To acquaint the students with fundamentals of communication and help them to transform their communication abilities. 2. To help the students to acquire some of the necessary skills to handle day-to-day managerial responsibilities, such as - making speeches, controlling one-to-one communication, enriching group activities and processes, giving effective presentations, writing letters, memos, minutes, reports and advertising, and maintaining one's poise in private and in public. 3. To build the students' confidence and to enhance competitiveness by projecting a positive image of themselves and of their future. 	<p>Student will able to</p> <ol style="list-style-type: none"> 1. Understand fundamentals of communication and able to use concept in day to day world 2. Demonstrate necessary skills to handle day-to-day managerial responsibilities, such as - making speeches, controlling one-to-one communication, enriching group activities and processes, giving effective presentations, writing letters, memos, minutes, reports and advertising, and maintaining one's poise in private and in public. 3. Build confidence and to enhance competitiveness by projecting a positive image of themselves and of their future.
-----	----------------------------	---	---

Semester-II

201	Marketing Management	<ol style="list-style-type: none"> 1. To introduce the concept of Marketing Mix as a framework for Marketing Decision making. 2. To emphasize the need, importance and process of Marketing Planning and Control. 3. To sensitize the students to the dynamic nature of Marketing Function. 	<p>Student will able to</p> <ol style="list-style-type: none"> 1. Relate Marketing Mix as a framework for Marketing Decision making. 2. Understand the need, importance and process of Marketing Planning and Control. 3. Learn and examine the students to the dynamic nature of Marketing Function. 4. Acquire an understanding of fundamental concepts of Marketing.
202	Financial Management	<ol style="list-style-type: none"> 1. To understand various concepts related to financial management. 2. To study in detail, various tools and techniques in the area of finance. 3. To develop the analytical skills this would facilitate the decision making in Business situations. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand various concepts related to financial management. 2. Able to use various tools and techniques in the area of finance 3. Develop analytical skills this which facilitate the decision making in Business situations.
203	Human Resource Management	<ol style="list-style-type: none"> 1. To understand the role of HRM in an organization 2. To learn to gain competitive advantage through people 3. To learn to study and design HRM system 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Demonstrate the role of HRM in an organization 2. Utilize the knowledge to gain competitive advantage through people 3. Develop and Design HRM system
204	Decision Science	<ol style="list-style-type: none"> 1. To understand role of quantitative techniques in managerial decision making. 2. To understand process of decision problem formulation. 3. To understand applications of various quantitative 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Adapt quantitative techniques in managerial decision making. 2. Understand process of decision problem formulation 3. Utilize of applications of various quantitative techniques in managerial settings.

		techniques in managerial settings.	
205	Operations and Supply Chain Management	<ol style="list-style-type: none"> 1.To develop an understanding of the strategic importance of Operations & SCM and how it can provide a competitive advantage in the marketplace 2.To understand the relationship between Operations & SCM and other business functions, such as Marketing, Finance, Accounting, and Human Resources. 3.To develop knowledge of the issues related to designing and managing Operations & SCM and the techniques to do so. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Analyze importance of Operations & SCM and how it can provide a competitive advantage in the marketplace 2. Classify the relationship between Operations & SCM and other business functions, such as Marketing, Finance, Accounting, and Human Resources. 3. Experiment with the knowledge of the issues related to designing and managing Operations & SCM and the techniques to do so.
206	Management Information Systems	<ol style="list-style-type: none"> 1.To develop conceptual understanding about latest developments in the field of Information Technology and the impact of I.T. in managing a business 2.To learn to use Information Technology to gain competitive advantage in business 3.To learn from, with a view to emulate, entrepreneurial ventures in e-Commerce and m-Commerce 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Record the current issues of information technology and relate those issues to the firm 2. Reproduce a working knowledge of concepts and terminology related to information technology 3. Analyze how information technology impacts a firm 4. Describe the role of information technology and information system in business.
208	Statistical Software Lab	<ol style="list-style-type: none"> 1.To give an overview of the capabilities of popular statistical software packages. 2.To train students in handling data files and carry out basics statistical analysis. 3.To give hands on experience about basic hypothesis testing using t tests, Chi Square tests and ANOVA. 4.To train students in using advanced tools such as regressions, MDS, Factor Analysis etc. 	<p>Student will get-</p> <ol style="list-style-type: none"> 1. Experience on of popular statistical software packages. 2. Experts in handling data files and carry out basics statistical analysis. 3. Test basic hypothesis using t tests, Chi Square tests and ANOVA. 4. Expose to advanced tools such as regressions, MDS, Factor Analysis etc
210	Life Skills	<ol style="list-style-type: none"> 1.To encourage students to develop and use balanced self-determined Behavior. 2.To help students in enhancing self, increasing life satisfaction and Improving relationships with others. 3.To develop new ability to practice new problem solving skills in group and use these skills in personal life. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Develop and use balanced self-determined Behavior 2. Analyze enhancing self, increasing life satisfaction and Improving relationships with others. 3. Construct new ability to practice new problem solving skills in group and use these skills in personal life.
213	Computer Aided	1. To give students mastery of MS Office.	Student will-

	Personal Productivity Tools Lab	<ol style="list-style-type: none"> To enhance personal productivity through advanced features of MS Word, MS Excel & MS PowerPoint To impart skills of using MS Outlook and basic social networking tools 	<ol style="list-style-type: none"> Demonstrate students' mastery of MS Office. Apply personal productivity through advanced features of MS Word, MS Excel & MS PowerPoint Use MS Outlook and basic social networking tools
215	Industry Analysis - Desk Research	<ol style="list-style-type: none"> To help the students understand the dynamics of a specific industry. To acquaint students with various issues particular to an industry. To provide a cross-functional perspective of the functioning of a business enterprise and an industry. 	<p>Student will-</p> <ol style="list-style-type: none"> Understand the dynamics of a specific industry. Compare various issues particular to an industry. Develop cross-functional perspective of the functioning of a business enterprise and an industry.
207	Emotional Intelligence and Managerial Effectiveness Lab	<ol style="list-style-type: none"> To equip students with individual and group learning methods To understand intelligence and develop emotional competence To develop understanding and competence for personal and managerial effectiveness. 	<p>Student will able to -</p> <ol style="list-style-type: none"> Develop individual and group learning methods Appraise their intelligence and develop emotional competence Utilize their understanding and competence for personal and managerial effectiveness.
212	Business Systems and Procedures	<ol style="list-style-type: none"> To understand Business as an integrated system To develop process thinking for developing procedures. To make students aware of various business functions & responsibilities. 	<p>Student will able to -</p> <ol style="list-style-type: none"> Match Business as an integrated system Develop process thinking for developing procedures. Make use of various business functions & responsibilities.
214	Foreign Language – II Lab	<ol style="list-style-type: none"> To provide the student with listening, reading, speaking and writing skills in chosen foreign language. To enhance the vocabulary in the selected Foreign Language. 	<p>Student will-</p> <ol style="list-style-type: none"> Communicate effectively in the foreign language Demonstrate comprehension of the spoken foreign language in a variety of listening situations. Demonstrate comprehension of a wide range of foreign language written materials. Enhance the vocabulary in the selected Foreign Language.
Semester-III			
301	Strategic Management	<ol style="list-style-type: none"> To expose participants to various perspectives and concepts in the field of Strategic Management To help participants develop skills for applying these concepts to the solution of business problems To help students master the analytical tools of strategic management. 	<p>Student will-</p> <ol style="list-style-type: none"> Explore participants to various perspectives and concepts in the field of Strategic Management Develop skills for applying these concepts to the solution of business problems Create mastery in analytical tools of strategic management.

302	Enterprise Performance Management	<ol style="list-style-type: none"> 1. To acquaint the students with a perspective of different facets of management of an enterprise 2. To provide inputs with reference to the Investment Decisions along with the techniques for those decisions 3. To inculcate the evaluation parameters of enterprise in terms of expenses, control systems and pricing 4. To develop the knowledge of the concept of auditing and its applicability as performance management tool 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Acquaint with perspective of different facets of management of an enterprise 2. Understand inputs with reference to the Investment and take decisions along with the techniques for those decisions 3. Evaluate parameters of enterprise in terms of expenses, control systems and pricing 4. Summarize concept of auditing and its applicability as performance management tool 5. Develop proficiency in driving a practical view of the performance management, advise improvements and provide means to recognize the next levels of initiatives for improving performance,
303	Startup & New Venture Management	<ol style="list-style-type: none"> 1. To instill a spirit of entrepreneurship among the student participants. 2. To provide an overview of the competences needed to become an entrepreneur 3. To give insights into the Management of Small Family Business 	<p>Student will able to</p> <ol style="list-style-type: none"> 1. Develop spirit of entrepreneurship among the student participants. 2. Interpret overview of the competences needed to become an entrepreneur 3. Built insights into the Management of Small Family Business
304	Summer Internship Project	<ol style="list-style-type: none"> 1. 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. 2. To provide means to immerse students in actual supervised professional experiences. 3. To give an insight into the working of the real organizations. 4. To gain deeper understanding in specific functional areas. 5. To appreciate the linkages among different functions and departments. 6. To develop perspective about business organizations in their totality. 7. To help the students in exploring career opportunities in their areas of interest. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand on job the skills, knowledge, attitudes, and perceptions along with the experience needed to constitute a professional identity. 2. Learn actual supervised professional experiences. 3. Get insight in working of the real organizations 4. Understand the specific functional areas. 5. Match linkages among different functions and departments. 6. Understand perspective about business organizations in their totality. 7. Discover career opportunities to students in exploring in their areas of interest.
305MKT	Contemporary Marketing Research	<ol style="list-style-type: none"> 1. To give the students an understanding of marketing research from both user's (management) and doer's (the researchers) perspective. 2. To design and produce, evaluate a research proposal & understand the quality of research studies. 3. To learn the basic skills to conduct professional marketing research. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Analyze marketing research from both user's (management) and doer's (the researcher's) perspective 2. Develop and produce, evaluate a research proposal & understand the quality of research studies 3. Understand skills to conduct professional marketing research 4. Analyzed applications of business research tools in Marketing decision making

		4. To understand the applications of business research tools in Marketing decision making	
306MKT	Consumer Behavior	<ol style="list-style-type: none"> 1. To highlight the importance of understanding consumer behavior in Marketing. 2. To study the environmental and individual influences on consumers 3. To understand consumer behavior in Indian context. 	<p>Student will able to -</p> <ol style="list-style-type: none"> 1. Define the conception of consumer behaviour and reveal its importance in the context of marketing. 2. Identify factors that influence consumer behaviour. 3. Examine the consumer decision-making process. 4. Describe the target market and determine the positioning strategy according to consumer characteristics and behaviour.
307MKT	Integrated Marketing Communications	<ol style="list-style-type: none"> 1. To provide an overview of the range of tools available for Marketing Communications 2. To provide an understanding of the basic principles of 2. planning and execution in Marketing Communications 3. To acquaint the students with concepts and techniques in 4. the application for developing and designing an effective advertising and sales promotion program. 4. To sensitize students to the various facets of advertising, public relation and promotion management. 5. To develop a managerial perspective and an informed decision-making ability for effective and efficient tackling of promotional situations. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Relate the role of marketing strategy in achieving a firm's goals. Understand the concept and sources of competitive advantage. 3. Define and apply commonly used Promotion and IMC terms, concepts and tools. Explain the role, scope, and importance of an integrated marketing communications (IMC) strategy for organizational and business success. 5. Understand a managerial perspective and an informed decision-making ability for effective and efficient tackling of promotional situations.
310MKT	Personal Selling Lab	<ol style="list-style-type: none"> 1. To outline the areas in which sales executives make decisions 2. To emphasize the role of sales executives as planners of 2. sales operations and a key figure in implementing marketing strategies. 3. To give hands on inputs on the selling process. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Relate to sales executives process in making decisions Examine the role of sales executives as planners of sales operations and a key figure in implementing marketing strategies. 3. Experiment with hands on inputs on the selling process.
311MKT	Qualitative Marketing Research	<ol style="list-style-type: none"> 1. To introduce the qualitative research applications in Marketing 2. To familiarize commonly used strategies in qualitative research 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Make use of qualitative research applications in Marketing 2. Familiarize commonly used strategies in qualitative research

312MKT	Customer Relationship Management	<ol style="list-style-type: none"> 1. To introduce the core concepts of CRM paradigm 2. To emphasize CRM as a business strategy 3. To highlight the role of appropriate business process and technology management capabilities in managing customer relationships. 4. To help the students understand the organizational context of CRM. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand core concepts of CRM paradigm 2. Learn CRM as a business strategy 3. Experiment with the role of appropriate business process and technology management capabilities in managing customer relationships. 4. Understand the organizational context of CRM
305FIN	Financial Regulatory Framework	To provide an overview of the various regulators operating in the Indian Financial System, their roles, functions and contribution to managing the economy.	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand an overview of the various regulators operating in the Indian Financial System, their roles, functions and contribution to managing the economy. 2. Address various issues in corporate governance. 3. Profess general knowledge of the banking framework. 4. Apply financial services regulations in professional practice. 5. Understand financial derivatives and how they are regulated. 6. Recognize the importance of market liberalization in financial services
305FIN	Direct Taxation	<ol style="list-style-type: none"> 1. To understand the basic concepts in Income Tax Act, 1961. 2. To Calculate Gross Total Income and Tax Liability of an Individual. 3. To acquaint with online filling of various forms and Returns. 	<p>Student will able to -</p> <ol style="list-style-type: none"> 1. Explain the basic concepts in Income Tax Act, 1961. 2. Estimate Gross Total Income and Tax 3. Apply knowledge for online filling of various forms and Returns of an Individual.
306FIN	Merchant Banking & Financial Services	<ol style="list-style-type: none"> 1 To understand the scope, evolution and role of merchant banking in the context of Indian financial system 2 To get acquainted with the procedure of public issue management 3 To know in detail the services offered by the merchant Bankers 	<p>Student will able to -</p> <ol style="list-style-type: none"> 1. Determine the scope, evolution and role of merchant banking in the context of Indian financial system 2. Acquaint with the procedure of public issue management 3. Understand in detail the services offered by the merchant Bankers
306FIN	Financial Systems of India, Markets & Services	To enlighten the students with the Concepts & Practical dynamics of the Indian Financial System, Markets, Institution and Financial Services.	Student will understand Concepts & Practical dynamics of the Indian Financial System, Markets, Institution and Financial Services

310 FIN	Corporate AND International Financial Reporting	<ol style="list-style-type: none"> 1. To acquaint the students with the framework of financial reporting and emerging trends. 2 To make students familiar with the analytical tools used for financial analysis. 3. To understand the accounting aspects. 4. To get acquainted with the concept of IFRS 5. To have knowledge of convergence of Indian Accounting Standards with IFRS. 6. To know the comparative analysis of Indian GAAP and IFRS. 	<p>Student will get-</p> <ol style="list-style-type: none"> 1. Acquaint the framework of financial reporting and emerging trends 2. Familiar with the analytical tools used for financial analysis. 3. Explain the accounting aspects 4. Get acquainted with the concept of IFRS 5. Compile and convergence of Indian Accounting Standards with IFRS 6. Comparative analysis of Indian GAAP and IFRS
310FIN	Corporate Financial Restructuring	<ol style="list-style-type: none"> 1. To know the concept of Financial Restructuring in Companies. 2. To get acquainted with the factors leading to financial distress of the organization. 3. To understand alternative sources of capital and planning of the same. 4. To know the significance of the Corporate Governance in the overall functionality of the organization. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand concept of Financial Restructuring in Companies 2. Acquainted with the factors leading to financial distress of the organization. 3. Explore alternative sources of capital and planning of the same. 4. Discover significance of the Corporate Governance in the overall functionality of the organization.
311FIN	Equity Research, Credit Analysis & Appraisal	<ol style="list-style-type: none"> 1. To understand the importance of equity research. 2. To understand how excel can be leveraged for better analysis of a company. 3. To give recommendation based on fundamental and technical analysis 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand the of importance of equity research. 2. Apply MS Excel to leverage for better analysis of a company. 3. Discover recommendation based on fundamental and technical analysis
309FIN	Corporate Finance	<ol style="list-style-type: none"> 1. To acquaint students with advanced treatment of various concepts and tools and techniques used in Financial Management 2. To highlight the importance of various decision making areas of financial management 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand advanced treatment of various concepts and tools and techniques used in Financial Management 2. Understand the importance of various decision making areas of financial management
305HR	Labour & Social Security Laws	<ol style="list-style-type: none"> 1.To make the students understand rationale behind labour laws 2.To equip students with important provisions of various labour laws 3.To give students insight into the implementation of labour laws 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Understand rationale behind labour laws. 2. Utilize provisions of various labour laws in their corporate life. 3. Develop to utilize labour laws in their corporate life.

306HR	Human Resource Accounting & Compensation Management	<ol style="list-style-type: none"> 1.To orient the students with the concepts related to human resource accounting & compensation management. 2.To facilitate learning related to human resource accounting & compensation management for employees. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Learn & apply the concepts related to human resource accounting & compensation management. 2. Develop human resource accounting & compensation management for employees.
309HR	HR AUDIT	<ol style="list-style-type: none"> 1.To provide a balanced and comprehensive exposition of the concept of HRD Audit 2.To learn the tools and techniques required for its implementation 3.To provide a balanced and comprehensive exposition of the concept of HRD Audit 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Build balanced and comprehensive exposition of the concept of HRD Audit 2. Able to develop the tools and techniques required for its implementation 3. Utilize a balanced and comprehensive exposition of the concept of HRD Audit
310HR	Human Resource Information System	<ol style="list-style-type: none"> 1.To learn fundamental principles of HRIS 2.Developing specific HRIS skills competencies needed by professionals 	<p>Student will able to -</p> <ol style="list-style-type: none"> 1. Define and construct the fundamental principles of HRIS 2. Utilize specific HRIS skills competencies needed by professionals
314HR	Lab in Recruitment and Selection	<ol style="list-style-type: none"> 1.To give hands on experience to students on Recruitment advertisements, profiling techniques 2.To acquaint students with different interviewing methods 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Develop Recruitment advertisements; utilize profiling techniques 2. Design different interviewing method
317HR	Lab in Labor Laws - I	<ol style="list-style-type: none"> 1.To give students insight into the implementation of labour laws 2.To acquaint students with calculation of due/compensations/ contributions etc. 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand and apply labour laws in corporate life. 2. Calculate and evaluate dues/compensations/ contributions etc.
305IT	IT Management & Cyber Laws	<ol style="list-style-type: none"> 1.To understand legal provisions of Information Technology Act, 2000. 2.To know Case Law and practical ramifications of the Act 3.To develop understanding of managerial aspects so as to use Information technology effectively and efficiently. 4.To appreciate IT Management as an independent and important field of work, different from IT for Management 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand legal provisions of Information Technology Act, 2000 2. Able to know Case Law and practical ramifications of the Act 3. Experiment with managerial aspects so as to use Information technology effectively and efficiently. 4. Analyze IT Management as an independent and important field of work, different from IT for Management
306IT	E Business and Business Intelligence	<ol style="list-style-type: none"> 1.To appreciate e-Business as a significant business segment of the future 2.To develop capacity to initiate/lead an e-business venture/ 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Define e-Business as a significant business segment of the future 2. Develop capacity to initiate/lead an e-business venture/ business segment.

		<p>business segment</p> <p>3.To understand principles of BI and Analytics at conceptual level</p> <p>4.To develop skills to design BI and Analytics projects</p>	<p>3. Identify principles of BI and Analytics at conceptual level</p> <p>4. Develop skills to design BI and Analytics projects</p>
307IT	Software Engineering with System Analysis & Design	<p>1.To develop theoretically sound understanding of Software Engineering Methods</p> <p>2.To develop understanding of object oriented software Engineering</p> <p>3.To develop ability to represent diagrammatically and in descriptive form, software engineering schemas</p>	<p>Student will able to-</p> <p>1. Match Software Engineering Methods and object oriented software Engineering</p> <p>2. Interpret understanding of object oriented software Engineering</p> <p>3. Develop ability to represent diagrammatically and in descriptive form, software engineering schemas</p>
308IT	Mobile Computing with Android	<p>1.To understand technical aspects of M-computing</p> <p>2.To appreciate impact of M-computing on Information Technology scenario</p> <p>3.To understand M-computing applications; initiate new applications</p>	<p>Student will-</p> <p>1. Understand technical aspects of M-computing</p> <p>2. Construct impact of M-computing on Information Technology scenario</p> <p>3. Experienced with M-computing applications; initiate new applications</p>
309IT	RDBMS with Oracle /MS-SQL Server	<p>1.To understand theoretical concepts in Relational Database Management</p> <p>2.To develop working level proficiency for writing SQL commands</p> <p>3.To develop capability to design applications for a real life DBMS problem</p>	<p>Student will</p> <p>1. Understand concepts in Relational Database Management</p> <p>2. Make use of working level proficiency for writing SQL commands.</p> <p>3. Experiment with design applications for a real life DBMS problem</p>
304IT	Cyber Laws	<p>1. To understand legal provisions of Information Technology Act, 2000</p> <p>2.To know Case Law and practical ramifications of the Act</p> <p>3.To know about cyber-crime and– Offences related to Digital Signature Certificate.</p>	<p>Student will-</p> <p>1. Understand legal provisions of Information Technology Act, 2000</p> <p>2. Discover Case Law and practical ramifications of the Act</p> <p>3. Evaluate about cyber-crime and– Offences related to Digital Signature Certificate.</p>
305OPE	Planning & Control of Operations	<p>1.To give an overview of Planning & Control of Operations</p> <p>2.To explain the role of forecasting in the operations planning process.</p> <p>3.To explain the need for aggregate planning and the steps in aggregate planning.</p> <p>4.To explain how is capacity planning done in organizations and what is its relationship with MRP.</p> <p>5.To highlight the importance of scheduling in operations</p>	<p>Student will able to -</p> <p>1. Define and implement an overview of Planning & Control of Operations</p> <p>2. Explain the role of forecasting in the operations planning process.</p> <p>3. Discover the need for aggregate planning and the steps in aggregate planning.</p> <p>4. Explain how is capacity planning done in organizations and what is its relationship with MRP.</p> <p>5. Test the importance of scheduling in operations management.</p>

		management.	
306 OPE	Inventory Management	<ol style="list-style-type: none"> 1.To give an overview of various aspects of inventory. 2.To explain the impact of types of inventory costs on inventory management decisions. 3.To explain the principles of JIT 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Summarize overview of various aspects of inventory. 2. Criticize impact of types of inventory costs on inventory management decisions. 3. Explain the principles of JIT
307 OPE	Productivity Management	<ol style="list-style-type: none"> 1.To understand and appreciate significance of productivity management 2.To study various productivity management methods 3.To learn applicability of popular productivity management tools 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Explain and understand and appreciate significance of productivity management 2. Discover various productivity management methods 3. Predict applicability of popular productivity management tools
310OPE	Manufacturing And Resource Planning	<ol style="list-style-type: none"> 1.To understand role and importance of Manufacturing Resource Planning (MRP II) 2.To know the inputs, processing and outputs of MRP II 	<p>Student will-</p> <ol style="list-style-type: none"> 1. Understand role and importance of Manufacturing Resource Planning (MRP II) 2. Experience with illustrate the inputs, processing and outputs of MRP II 3. Describe the integrated planning structure and functions incorporated within MRP II 4. Describe how MRP II supports the company's cost, quality, and delivery operating objectives 5. Describe the importance of MRP II as a top-management planning tool
312OPE	Six Sigma	<ol style="list-style-type: none"> 1.To provide a comprehensive understanding of six sigma 2.To introduce the six sigma methodology and philosophy 3.To learn how to manage change and sustain benefits 4.To learn how to listen and map customer requirements 5.To start executing and delivering project 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Explain a comprehensive understanding of six sigma 2. Examine the six sigma methodology and philosophy 3. Determine how to manage change and sustain benefits 4. Measure how to listen and map customer requirements 5. Predict start executing and delivering project
314OPE	Toyota Production System	<ol style="list-style-type: none"> 1.Eliminating wasted time and resources 2.Building quality into workplace systems 3.Finding low-cost but reliable alternatives to expensive new technology 4.Turning every employee into a quality control inspector 5. To explain the management principles and business 	<p>Student will able to</p> <ol style="list-style-type: none"> 1. Invent wasted time and resources 2. Design quality into workplace systems 3. Discovery low-cost but reliable alternatives to expensive new technology 4. Chance every employee into a quality control inspector 5. Explain the management principles and business philosophy behind Toyota's worldwide

philosophy behind Toyota's worldwide reputation for quality and reliability.

reputation for quality and reliability.

305 RABM	Agriculture and Indian Economy	1.To expose learners to the environment in which the agri- business is conducted. 2.Focus will be on understanding micro and macro environmental forces and their impact on agribusiness.		Student will able to- 1. Expose to the environment in which the agri business is conduct 2. Relate micro and macro environmental forces and their impact on agribusiness.	
306 RABM	Rural Marketing – I	1.To objective of this course is to develop understanding of issues in rural markets 2.To provide an overview of marketing environment, consumer behaviour, distribution channels, marketing strategies, etc. in the context of rural markets in India.		Student will able to- 1. Categorize issues in rural markets and 2. Analyse marketing environment, consumer behaviour, distribution channels, marketing strategies, etc. in the context of rural markets in India	
311 RABM	Microfinance	1.To Appraise the state of microfinance in Indian Economy 2.To make students understand the concept and principles of microfinance 3.To helped students to Identify issues, linkages and role of technology that hinder the success of microfinance		Student will able to- 1. Examine microfinance in Indian Economy 2. Understand concept and principles of microfinance. 3. Identify issues, linkages and role of technology that hinder the success of microfinance	
312 RABM	Agricultural Marketing	1.To make students understand the functions performed by the agricultural marketing system. 2.To make students aware of current issues and trends in agricultural markets 3.To help students identify basic market problems and assess the effect of market imperfections on the performance of the marketing		Student will able to- 1. Develop functions performed by the agricultural marketing system.and current issues and trends in agricultural markets 2. Understand current issues related to agri marketing 3. Identify basic market problems and assess the effect of market imperfections on the performance of the marketing	
315 RABM	Agri Supply Chains Management	1.To introduce students to the concepts and processes of agricultural supply chain management 2.To provide a framework for structuring supply chain drivers; network designs,3.To develop an understanding of demand forecasting, inventory planning, sourcing decisions and IT enablement of supply chain.		Student will able to- 1. Relate concepts and processes of agricultural supply chain management and 2. Develop framework for structuring supply chain drivers; network designs. 3. Understand concept of demand forecasting, inventory planning, sourcing decisions and IT enablement of supply chain	

317 RABM	Tourism Marketing - I	<ol style="list-style-type: none"> 1.To provide a global and local perspective on tourism 2.To build theoretical knowledge of the tourism industry and related sectors 3.To develop critical awareness of the physical, social and economic environments 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Analyse global and local perspective on tourism 2. Gain knowledge of the tourism industry and related sectors 3. Explain critical awareness of the physical, social and economic environments
305 SCM	Essentials of Supply Chain Mgmt	<ol style="list-style-type: none"> 1.To make students understand how supply chain impacts all areas of the firm 2.To introduce the basic concepts of supply chain management 3.To provide insights into supply chain linkages with customer value 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Relate supply chain impacts all areas of the firm and learned concepts of supply chain management. 2. Construct the basic concepts of supply chain management 3. Build insights into supply chain linkages with customer value
306 SCM	Logistic Management	<ol style="list-style-type: none"> 1.To make students understand the role and importance of logistics in modern day economy. 2.To discuss the relationship between logistics and other functional areas. 3.To analyze logistics systems from different perspectives to meet desired corporate objectives. 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Shows role and importance of logistics in modern day economy. 2. Inspect the relationship between logistics and other functional areas. 3. How to improve logistics systems from different perspectives to meet desired corporate objectives. 4. Identify and assess tradeoffs between the three key areas of transportation, inventory, and warehouse/DC management and recommend actionable plans and strategies.
307 SCM	Managing Material Flow in Supply Chain	<ol style="list-style-type: none"> 1.To understand flow of materials in a Supply Chain 2.To appreciate the role of Transportation and Warehouse Management 3.To understand the essentials of Packaging and Materials Handling from Logistics point of view 4.To understand Government statutory requirements related to Logistics Management 	<p>Student will -</p> <ol style="list-style-type: none"> 1. Understand flow of materials in a Supply Chain 2. Experiment with the role of Transportation and Warehouse Management 3. Analyse the essentials of Packaging and Materials Handling from Logistics point of view 4. Expose with Government statutory requirements related to Logistics Management
308 SCM	Inventory Management	<ol style="list-style-type: none"> 1.To understand the Process of Aggregate Planning and its link with Inventory Management 2.To understand concept of Supply Chain Inventory and study a few basic variants of EOQ models 3.To recognize role and importance of Supply Chain Inventory Management in delivering perfect customer order 4.To acquaint with safety and environmental aspects of Inventory Management 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Define the Process of Aggregate Planning and its link with Inventory Management 2. Interpret concept of Supply Chain Inventory and study a few basic variants of EOQ models 3. Identify role and importance of Supply Chain Inventory Management in delivering perfect customer order 4. Agrees with safety and environmental aspects of Inventory Management

311 SCM	Supply Chain Planning	<ol style="list-style-type: none"> 1.To understand essentials of Demand Management 2.To get acquainted to Supply Chain Aggregate Planning 3.To understand how to manage predictable variability in Supply Chain 4.To recognize the role of Network Planning and understand basic Network Planning Design Models 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Interpret essentials of Demand Management 2. Identify Supply Chain Aggregate Planning 3. Examine how to manage predictable variability in Supply Chain 4. Evaluate the role of Network Planning and understand basic Network Planning Design Models
Semester-IV			
401	Managing for Sustainability	<ol style="list-style-type: none"> 1.Apply general ethical principles to particular cases or practices in business. 2.Think independently and rationally about contemporary moral problems. 3. Recognize the complexity of problems in practical ethics. 4. Demonstrate how general concepts of governance apply in a given situation or given circumstances. 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Apply general ethical principles to particular cases or practices in business. 2. Able to think independently and rationally, analyze about contemporary moral problems. 3. Recognize the complexity of problems in practical ethics. 4. Demonstrate how general concepts of governance apply in a given situation or given circumstances.
402	Dissertation	<ol style="list-style-type: none"> 1.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. 2. To provide means to immerse students in actual supervised professional experiences 3. To gain deeper understanding in specific areas 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Plan, and engage in, an independent and sustained critical investigation and evaluation of a chosen research topic relevant to environment and society 2. Systematically identify relevant theory and concepts, relate these to appropriate methodologies and evidence, apply appropriate techniques and draw appropriate conclusions 3. Engage in systematic discovery and critical review of appropriate and relevant information sources 4. Appropriately apply qualitative and/or quantitative evaluation processes to original data\ 5. Understand and apply ethical standards of conduct in the collection and evaluation of data and other resources 6. Communicate research concepts and contexts clearly and effectively both in writing and orally
403MKT	Services Marketing	<ol style="list-style-type: none"> 1. To emphasize the significance of services marketing in the global economy. 2. To make the students understand the deeper aspects of successful services marketing. 3. To provide insights to the challenges and opportunities in services marketing 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Explain the significance of services marketing in the global economy and the deeper aspects of successful services marketing. also found challenges and opportunities in services marketing 2. Understand and explain the nature and scope of services marketing and present about this in a professional and engaging manner. 3. Understand the expectations of customers and know how to translate this knowledge into genuine value for customers.

			4. Understand current research trends in services marketing and management .
404MKT	Sales and Distribution Management	<ol style="list-style-type: none"> 1. To provide foundations in components of sales and distribution management. 2. To introduce various facets of the job of a sales manager. 3. To focus on decision making aspects and implementation of decisions in sales and distribution management. 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Distinguish importance of services marketing in the global economy 2. Evaluate, classify, imagine and plan the successful service marketing. 3. Analyze the challenges and opportunities before the marketing of services and to develop the suitable marketing mix or plans.
405MKT	Retail Marketing	<ol style="list-style-type: none"> 1. To provide insights into all functional areas of retailing. 2. To give an account of essential principles of retailing. 3. To give a perspective of the Indian retailing scenario 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Examine insights into all functional areas of retailing 2. Create Accounts of essential principles of retailing. 3. Analyse perspective of the Indian retailing scenario
406MKT	Rural Marketing	<ol style="list-style-type: none"> 1. To understand rural aspects of marketing 2. To learn nuances of rural markets to design effective strategies 3. To enhance deeper understanding of rural consumer behavior 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Gain insight into rural aspects of marketing 2. Learn nuances of rural markets to design effective strategies 3. Enhance deeper understanding of rural consumer behavior
407MKT	Services Operations Mgmt (2016)	<ol style="list-style-type: none"> 1. To acquaint the students with the service operations strategy aspects. 2. To provide students with the concepts and tools necessary to effectively manage field service operations. 3. To familiarize the students with the concepts of CRM and role of IT in managing service operations 	<p>Student will -</p> <ol style="list-style-type: none"> 1. Analyse the service operations strategy aspects 2. Understand concepts and tools necessary to effectively manage field service operations. 3. Experience with CRM and role of IT in managing service operations
408MKT	International Marketing	<ol style="list-style-type: none"> 1. To make the students understand the concept and techniques of international marketing. 2. To train the students to develop plans and marketing strategies for entering into international markets and managing overseas operations. 	<p>Student will -</p> <ol style="list-style-type: none"> 1. Understand the concept and technique of international marketing 2. Develop plans and marketing strategies for entering into international markets and managing overseas operations.
413MKT	E-Marketing And Analytics	<ol style="list-style-type: none"> 1. To contextualize marketing concepts in electronic marketing and marketing analytics context. 	<p>Student will -</p> <ol style="list-style-type: none"> 1. Understand electronic marketing and marketing analytics context

		2. To give insights into various aspects of E Marketing and analytics from the perspective of creating Customer Value.	2. Evaluate various aspects of E-Marketing and analytics from the perspective of creating Customer Value.
404 FIN	International Finance	<ol style="list-style-type: none"> 1. To make students familiar with the operations in foreign exchange markets. 2. To sensitize students with complexities of managing finance of multinational firm. 3. To highlight the importance of the regulatory framework within which international financial transactions can take place, with special reference to India. 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Analyse operations in foreign exchange markets 2. Invent improved solution in complexities of managing finance of multinational firm. 3. List out importance of regulatory framework within which international financial transactions can take place, with special reference to India.
408FIN	Online Trading of Financial Assets	<ol style="list-style-type: none"> 1.To understand how to do the trading of financial assets online. 2.To know practically the prerequisites of trading. 3.To analyze the securities using the MIS reports available online. 	<p>Student will get-</p> <ol style="list-style-type: none"> 1. Experience with how to do the trading of financial assets online and practically the prerequisites of trading. 2. Use of MIS reports available online 3. Analyze the securities using the MIS reports available online
411FIN	Fixed Income Securities & Technical Analysis	<ol style="list-style-type: none"> 1. To analyze the fixed income securities markets and its implications for investments. 2. To explain the market characteristics, instruments, selling techniques, pricing and valuation issues with money market instruments. 3. To explain the specific features of the Indian Fixed Income Securities Markets. 	<p>Student will -</p> <ol style="list-style-type: none"> 1. Understand the fixed income securities markets and its implications for investments 2. Discuss the market characteristics, instruments, selling techniques, pricing and valuation issues with money market instruments 3. Evaluate specific features of the Indian Fixed Income Securities Markets.
412FIN	COMMODITY MARKET	<ol style="list-style-type: none"> 1.To equip young managers with the knowledge of emerging commodities derivatives trading practices in India. 2.To explain the regulatory framework of these markets and domestic and international historical developments in commodities market. 3.To highlight the importance of hedgers, speculators and arbitragers. 4To highlight the importance of Commodity indices as an investment class. 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Gain insight of young managers with the knowledge of emerging commodities derivatives trading practices in India 2. Summaries regulatory framework of these markets and domestic and international historical developments in commodities market. 3. Understand the importance of hedgers, speculators and arbitragers. 4. Learn importance of Commodity indices as an investment class.
403FIN	Indirect Taxation	1. To understand the basic concepts in various Indirect Tax Acts.	<p>Student will -</p> <ol style="list-style-type: none"> 1. Understand basic concepts in various Indirect Tax Acts

2. To understand procedural part of Indirect Taxes 2. Expose with procedural part of Indirect Taxes.
 3. To acquaint with online filling of various Forms & 3. Acquaint with online filling of various Forms & Returns Returns

413FIN	Financing Development	Rural	1.To understand the need and importance of financing rural development. 2.To know the schemes floated by the Government of India and its scope. 3.To analyze the needs of rural businesses and its viability.	Student will able to- 1. Explain the need and importance of financing rural development 2. Compare the schemes floated by the Government of India and its scope. 3. Find needs of rural businesses and its viability.
404HR	Strategic Resource Management	Human	1.To make students understand HR implications of organizational strategies 2.Understand the various terms used to define strategy & its process 3.Understand HR strategies in Indian & global perspective	Student will - 1. Understand HR implications of organizational strategies 2. Adapt the various terms used to define strategy & its process 3. Utilize HR strategies in Indian & global perspective
408HR	Conflict negotiation management	and	1.To develop an understanding of the nature and strategies of negotiation. 2.To understand conflict and strategies to resolve the conflict.	Student will able to- 1. Analyze the nature and strategies of negotiation. 2. Identify conflict and strategies to resolve the conflict.
410HR	Lab in CSR		1.To help students understand & design CSR initiatives	Student will able to- 1. Build & design CSR initiatives 2. Discuss CSR initiatives in India
411HR	Lab In Industrial Relation		1.To expose students to drafting of various notice/ memos/ show cause etc. 2.To expose students to the working of Labour courts	Student will able to- 1. Draft various notice/ memos/ show cause etc. 2. Judge the working of Labour courts
403HR	Employment Relations		1.Give students insight into the IR scenario in India 2.Make students understand important laws governing IR 3.Create understanding about role of Govt., society and trade union in IR	Student will - 1. Understand the IR scenario in India 2. Relate important laws governing IR 3. Develop understanding about role of Govt., society and trade union in IR
416HR	Competency Mapping		1.Make the students understand concept and importance of competency mapping 2.Give insight into the process and models of competency mapping	Student will - 1. Understand concept and importance of competency mapping 2. Develop the process and models of competency mapping
413HR	Lab	in	1.To apprise students with role of Mentor, Coach &	Student will able to-

	Mentoring and Coaching	<p>Counselor</p> <p>2.To demonstrate elements of Mentoring, Coaching & Counseling vis-à-vis industry</p> <p>3.To get clarity on how to consciously influence themselves and others so as to create productive behaviors that lead to optimal personal impact.</p>	<p>1. Apprise students with role of Mentor, Coach & Counselor</p> <p>2. Design elements of Mentoring, Coaching & Counseling vis-à-vis industry</p> <p>3. Know how to consciously influence themselves and others so as to create productive behaviors that lead to optimal personal impact.</p>
403IT	Software Project Management	<p>1.To understand different aspects of Software Project Management as an important field of practice under IT Management</p> <p>2.To learn tools and techniques of Software Project Management</p> <p>3.To understand importance of, and learning techniques to ensure, software quality</p> <p>4.To learn to use a Software Package for Software Project Management</p>	<p>Student will able to-</p> <p>1. Match different aspects of Software Project Management as an important field of practice under IT Management</p> <p>2. Compare learned tools and techniques of Software Project Management.</p> <p>3. Analyse importance of, and learning techniques to ensure, software quality</p> <p>4. Influence to use a Software Package for Software Project Management</p>
404IT	Enterprise resource planning	<p>1.To acquire in-depth knowledge of ERP as a prime Application Software product</p> <p>2.To learn operational aspects of ERP implementation and support</p> <p>3.To know features of important ERP modules</p> <p>4.To learn, through case studies, practical aspects of ERP in various industries</p>	<p>Student will able to-</p> <p>1. Explain and gained depth knowledge of ERP as a prime Application Software product</p> <p>2. Experiment with important ERP modules.</p> <p>3. Discover to operational aspects of ERP implementation and support</p> <p>4. Choose case studies, practical aspects of ERP in various industries</p>
405IT	Web Designing & Multimedia Applications	<p>1.To acquire technical competence in Web Designing and Multimedia Applications</p> <p>2.To learn to use HTML, VB Script and Java script</p> <p>3.To integrate Web and Multimedia with business objectives of the organization</p>	<p>Student will able to-</p> <p>1. Define technical competence in Web Designing and Multimedia Applications</p> <p>2. Experiment with to use HTML, VB Script and Java script</p> <p>3. Create Web and Multimedia with business objectives of the organization</p>
409IT	Information Security And Audit	<p>1.To understand perspectives of Information Security risks</p> <p>2.To appreciate security audit as a preventive system</p> <p>3.To know other techniques / approaches of risk prevention</p>	<p>Student will able to-</p> <p>1. Relate perspectives of Information Security risks</p> <p>2. Make use of security audit as a preventive system</p> <p>3. Interview with techniques / approaches of risk prevention</p>
413IT	Internet Marketing And	<p>1.To understand, various approaches to Internet Marketing</p> <p>2.To learn advantages and disadvantages of approaches to</p>	<p>Student will able to-</p> <p>1. Relate various approaches to Internet Marketing</p>

	Internet Things	Of Internet Marketing	3.To develop skills to implement Internet Marketing under appropriate situations	2. Contrast advantages and disadvantages of approaches to Internet Marketing 3. Justify skills to implement Internet Marketing under appropriate situations
414IT	Microsoft Office 2010lab		1.To enable students working in Microsoft office 2010 organize work more efficiently & develop a fully unified office with Microsoft suite. 2.To provide an opportunity to learn advanced and uncommon features of office – 2010 as an aid to career growth	Student will be able to- 1. Demonstrate students working in Microsoft office 2010 organize work more efficiently & develop a fully unified office with Microsoft suite. 2. Change student to provide an opportunity to learn advanced and uncommon features of office – 2010 as an aid to career growth
403OPE	Operations Strategy and Research		1.To emphasize the key role of operations in bringing about the growth and profitability of organizations. 2.To impart ideas, concepts and principles in operations strategy. 3.To understand use of quantitative tools in solving typical Operations Domain Problems	Student will be able to- 1. Relate the key role of operations in bringing about the growth and profitability of organizations. 2. Rephrase ideas, concepts and principles in operations strategy. 3. Explain use of quantitative tools in solving typical Operations Domain Problems
404OPE	Total Quality Management		1.To give various perspectives on Quality and various contributors to Quality. 2.To provide an in-depth understanding of the various QC tools. 3.To introduce the frameworks of Global Quality Awards	Student will 1. Tell various perspectives on Quality and various contributors to Quality. 2. Analyze an in-depth understanding of the various QC tools. 3. Discuss the frameworks of Global Quality Awards
405OPE	Quality Management Standards		1.To introduce various management system standards. 2.To explain the implementation and role of MR for IMS. 3.To help the students understand the implementation of IMS through cases in services and manufacturing .	Student will - 1. Understand various management system standards. 2. Discover the implementation and role of MR for IMS. 3. Elaborate students understand the implementation of IMS through cases in services and manufacturing.
406OPE	World class manufacturing		1.To bring out the relevance and basics of World Class Manufacturing. 2.To highlight the current state of Indian Manufacturing 3.To provide a road map for World Class Manufacturing	Student will be able to- 1. Relate to relevance and basics of World Class Manufacturing. 2. Survey the current state of Indian Manufacturing 3. Able to prepare a road map for World Class Manufacturing
408OPE	Enterprise Resource Planning		1.To understand how a business works and how information systems fit into business operations. 2.To understand the cross functional integration aspects of a business. 3.To understand better managerial decision making through	Student will be able to- 1. Match how a business works and how information systems fit into business operations. 2. Identify the cross functional integration aspects of a business. 3. Inspect better managerial decision making through real time data integration and sharing. 4. Elaborate the host of underlying technological tools of ERP.

		<p>real time data integration and sharing.</p> <p>4.To understand the host of underlying technological tools of ERP.</p>	
413OPE	Lean Manufacturing	<p>1.To provide the concepts of Lean Manufacturing.</p> <p>2.To give a hands on – How To – series of steps in Lean Manufacturing Implementation.</p> <p>3.To highlight the role of company culture in transformation to Lean.</p>	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Understand the concepts of Lean Manufacturing. 2. Relate a hands on – How To – series of steps in Lean Manufacturing Implementation. 3. Formulate the role of company culture in transformation to Lean.
410OPE	Services operations management	<p>1.To provide students with the concepts and tools necessary to effectively manage a service operation.</p> <p>2.To discuss best practices of World-Class Service.</p>	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Rephrase with the concepts and tools necessary to effectively manage a service operation 2. Take part in discussion of best practices of World-Class Service
403SCM	Strategic supply chain management	<p>1.To understand the role and objectives of Strategic Supply Chain Management</p> <p>2.To recognize the role and importance of strategic partnerships and alliances in Supply Chain Management</p> <p>3.To appreciate the increasing scope of Supply Chain Management and its future challenges</p>	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Summarize the role and objectives of Strategic Supply Chain Management 2. Simplify the role and importance of strategic partnerships and alliances in Supply Chain Management 3. Design increasing scope of Supply Chain Management and its future challenges
404SCM	Knowledge Management in Supply Chains	<p>1.To know Supply Chain Systems Classification</p> <p>2.To understand the role of IT as an enabler of Supply Chain Management for today’s businesses</p>	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Interpret Supply Chain Systems Classification 2. Understand the role of IT as an enabler of Supply Chain Management for today’s businesses
405 SCM	Green Logistics & Supply Chains	<p>1.To sensitize the students to external costs of logistics and supply chains (climate change costs).</p> <p>2.To analyze the environmental costs of logistics and how to deal with them effectively.</p> <p>3.To highlight how different types of environmentally sustainable practices should be adopted at different stages of supply chains.</p>	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Relate external costs of logistics and supply chains (climate change costs). 2. Discover the environmental costs of logistics and how to deal with them effectively. 3. Recommend how different types of environmentally sustainable practices should be adopted at different stages of supply chains
406 SCM	Enterprise Resource Planning	<p>1.To help the student understand how a business works and how information systems fit into business operations.</p> <p>2.To emphasize the cross functional integration aspects of a business.</p> <p>3.To enable better managerial decision making through real</p>	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Outline understanding of how a business works and how information systems fit into business operations. 2. Discover the cross functional integration aspects of a business. 3. Invent better managerial decision making through real time data integration and sharing.

		time data integration and sharing.	
409 SCM	Project Management	<ol style="list-style-type: none"> 1.To make the students understand the complex issues in Project Management 2.To increase the understanding of project management tools and techniques 3.To teach the students the concepts and skills that are used by managers to plan projects, secure resources, budget, lead project teams to successful completion of projects 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Manage the scope, cost, timing, and quality of the project, at all times focused on project success as defined by project stakeholders. 2. Align the project to the organization's strategic plans and business justification throughout its lifecycle. 3. Identify project goals, constraints, deliverables, performance criteria, control needs, and resource requirements in consultation with stakeholders. 4. Implement project management knowledge, processes, lifecycle and the embodied concepts, tools and techniques in order to achieve project success. 5. Adapt projects in response to issues that arise internally and externally. 6. Interact with team and stakeholders in a professional manner, respecting differences, to ensure a collaborative project environment. 7. Utilize technology tools for communication, collaboration, information management, and decision support.
410 SCM	Supply Chain Performance Measurement	<ol style="list-style-type: none"> 1.To understand various types of traditional performance measures of supply chain , their use and drawbacks 2.To introduce a select world class performance measures of Supply Chain 3.To understand the right metrics for a Supply Chain 	<p>Student will -</p> <ol style="list-style-type: none"> 1. Understand various types of traditional performance measures of supply chain, their use and drawbacks 2. Explain world class performance measures of Supply Chain 3. Design the right metrics for a Supply Chain
403IB	International business environment	<ol style="list-style-type: none"> 1.To help students understand the nature scope and structure of International Business 2.To explore students to various policy perspective in international regulatory environment. 3.To enable students to understand the influence of various environmental factors on international business operations.. 	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Conduct an environmental scan to evaluate the impact of world issues on an organization's international business opportunities. 2. Conduct, evaluate and present market research to support an organization's international business decision-making. 3. Manage the preparation of documents and the application of procedures to support the movement of products and services in the organization's global supply chain. 4. Evaluate the impact of statutory and regulatory compliance on an organization's integrative trade initiatives. 5. Develop and implement strategies to negotiate effectively within various cultural environments and to address the impact of cultural differences on an organization's integrative trade initiatives.

404IB	Indian economy & trade dependencies	<p>1.To explore students to the diversity of issues prevalent in the Indian Economy.</p> <p>2.To provide insights to the students about the trade related issues of the Indian Economy.</p> <p>3.To make students realize the importance of trade in the present globalized era.</p>	<p>Student will able to-</p> <p>Demonstrate application of Economic Theory in the context of India</p> <p>10. Exposure to Indian Economic Data and Critical Review of Research Paper</p> <p>11. Experience with diversity of issues prevalent in the Indian Economy. also provide insights to the students about the trade related issues of the Indian Economy.</p>
405IB	Environment and Global Competitiveness	<p>1.To make students aware of the competitive issues facing nations, companies, and individuals in a global economy.</p> <p>2.To help students understand the issues, policies, and actions that organizations should pursue to develop and maintain organizational strengths that will endure the competitive environment of global markets.</p> <p>3.To make students realize the importance of sustainable development way of thinking in globally competitive world.</p>	<p>Student will -</p> <p>1. Understand competitive issues facing nations, companies, and individuals in a global economy</p> <p>2. 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</p> <p>3. Awareness of the importance of sustainable development way of thinking in globally competitive world.</p>
407IB	cross culture relationship marketing	<p>1.To help students understand the cultural aspects of relationships.</p> <p>2.To emphasize the need for cultural adaptation in relationship development and negotiations</p>	<p>Student will able to-</p> <p>Display a systematic understanding and critical knowledge of relationship marketing and cross-cultural theories and models.</p> <p>Demonstrate an understanding of how to build strategic relationships between customers and suppliers across borders</p> <p>14. Identify and critically analyze the factors and cultural variables influencing relationships, communication and negotiation styles across national borders.</p> <p>15. Demonstrate an understanding of how to uphold international sales negotiations</p> <p>16. Demonstrate self-awareness, sensitivity, and openness to diverse people and cultures</p>
408IB	Foreign Exchange Management	To make the student aware about importance, concept and tools of Foreign Exchange Management.	<p>Student will able to-</p> <p>1. Demonstrate comprehensive knowledge and understanding of the theories of exchange rates and their empirical relevance;</p> <p>2. Identify and analyse mechanisms for managing risk in foreign exchange markets;</p> <p>3. Critically evaluate key policy issues to be faced with regard to the exchange rate;</p> <p>4. Critically appraise topical issues in foreign exchange market such as currency crises, the impact of foreign direct and portfolio investment</p> <p>5. Analyse data using a standard econometric software package to test theory</p>
412IB	WTO and Intellectual	To sensitize the students about the importance of WTO and Intellectual property in the global economy.	<p>Student will -</p> <p>1. Understand about the importance of WTO and Intellectual property in the global</p>

	Property Rights		economy. 2. Understand intellectual property rights and related issues 3. Explain copyright, authors' rights, licensing and retention of rights; and Use the Creative Commons licensing system.
403RABM	Rural credit finance	1.To help students to understands various facets of agricultural credit in Indian rural market 2.To motivate students to know the relationship between and the institutional structural bodies and their linkages with rural credit. 3.To initiate students into the world of Micro Financial Institutions and their interventions in the rural finance	Student will - 1. Understand various facts of agricultural credit in Indian rural market 2. Analyse relationship between and the institutional structural bodies and their linkages with rural credit. 3. Define world of Micro Financial Institutions and their interventions in the rural finance was generated
404RABM	Rural marketing II	To objective of this course is to develop understanding regarding issues in rural marketing mix.	Student will able to- 1. Explore the various facets of rural marketing and develop an insight into rural marketing regarding different concepts and basic practices in this area 2. Identify the challenges and opportunities in the field of rural marketing for the budding managers and also expose the students to the rural market environment and the emerging challenges in the globalization of the economies. 3. Acquaint the students with the appropriate concepts and techniques in the area of rural marketing. 4. Apply adaptations to the rural marketing mix (4 A's) to meet the needs of rural consumers and Understand the concept and methodology for conducting the research in rural market.
406RABM	Special Areas in Agro produce Management	1.To explore the students to the Special Areas in Rural Marketing Environment 2.To help students to understand opportunities and emerging challenges in the upcoming rural markets.	Student will able to- 1. Experience Special Areas in Rural Marketing Environment 2. Understand opportunities and emerging challenges in the upcoming rural markets.
409RABM	Agricultural Finance and Project Management	1.To impart knowledge on issues related to lending to priority sector credit management and financial risk management. 2.To acquaint the learner with course would bring in the various appraisal techniques in project - investment of agricultural projects.	Student will able to- 1. Analyse issues related to lending to priority sector credit management 2. Find financial risk management and appraisal techniques in project - investment of agricultural project
410RABM	Management of Agricultural	1. To develop an understanding of the peculiarities of marketing in the context of agricultural inputs	Student will - 1. Understand marketing in the context of agricultural inputs

	Input Marketing		2. Develop marketing plan alternatives & communicate rationale
415RABM	Tourism Marketing – II	<p>1.To develop an understanding of the 4Ps of marketing in the context of Tourism.</p> <p>2.To provide an overview of marketing strategy in the context of Tourism.</p>	<p>Student will able to-</p> <ol style="list-style-type: none"> 1. Understand of the 4Ps of marketing in the context of Tourism. 2. Define marketing strategy in the context of Tourism.

