

**Criteria number 2.6.1 Display of CO on websites for the MBA Batch 2019-2021**

Semester	Course Code	Course Title	Faculty	CO Number	CO Description/Statements
1	GC-01	Managerial Accounting	Dr.M.A.Tamboli	CO1	DESCRIBE the basic concepts related to Accounting, Financial Statements, Cost Accounting, Marginal Costing, Budgetary Control and Standard Costing
				CO2	EXPLAIN in detail, all the theoretical concepts taught through the syllabus.
				CO3	PERFORM all the necessary calculations through the relevant numerical problems.
				CO4	ANALYSE the situation and decide the key financial as well as non-financial elements involved in the situation.
				CO5	EVALUATE the financial impact of the decision.
1	GC-02	Organizational Behaviour	Prof.Y.L.Aher	CO1	DESCRIBE the major theories, concepts, terms, models, frameworks and research findings in the field of organizational behavior.
				CO2	EXPLAIN the implications of organizational behavior from the perspectives of employees, managers, leaders and the organization.
				CO3	MAKE USE OF the Theories, Models, Principles and Frameworks of organizational behavior in specific organizational settings.
				CO4	DECONSTRUCT the role of individual, groups, managers and leaders in influencing how people behave and in influencing organizational culture at large
				CO5	FORMULATE approaches to reorient individual, team, managerial and leadership behaviour in order to achieve organizational goals
				CO6	ELABORATE UPON the challenges in shaping organizational behavior, organizational culture and organizational change.
1	GC-03	Economic analysis For Business Decisions	Prof.P.D.Borhade	CO1	DEFINE the key terms in micro-economics.
				CO2	EXPLAIN the key terms in micro-economics, from a managerial perspective.
				CO3	IDENTIFY the various issues in an economics context and DEMONSTRATE their significance from the perspective of business decision making.
				CO4	EXAMINE the inter-relationships between various facets of micro-economics from the perspective of a consumer, firm, industry, market, competition and business cycles.
				CO5	DEVELOP critical thinking based on principles of micro-economics for informed business decision making.
				CO6	ANTICIPATE how other firms in an industry and consumers will respond to economic decisions made by a business, and how to incorporate these responses into their own decisions.
1	GC-04	Business Research Methods	Dr.N.U.Bankar	CO1	DEFINE various concepts & terms associated with scientific business research.
				CO2	EXPLAIN the terms and concepts used in all aspects of scientific business research.
				CO3	MAKE USE OF scientific principles of research to SOLVE contemporary business research problems.
				CO4	EXAMINE the various facets of a research problem and ILLUSTRATE the relevant aspects of the research process from a data driven decision perspective.
				CO5	JUDGE the suitability of alternative research designs, sampling designs, data collection instruments and data analysis options in the context of a given real-life business research problem from a data driven decision perspective.
				CO6	FORMULATE alternative research designs, sampling designs, data collection instruments, testable hypotheses, data analysis strategies and research reports to address real-life business research problems.
1	GC-05	Basics of Marketing	Dr.A.R.Jaswal	CO1	RECALL and REPRODUCE the various concepts, principles, frameworks and terms related to the function and role of marketing.
				CO2	DEMONSTRATE the relevance of marketing management concepts and frameworks to a new or existing business across wide variety of sectors and ILLUSTRATE the role that marketing plays in the 'tool kit' of every organizational leader and manager.
				CO3	APPLY marketing principles and theories to the demands of marketing function and practice in contemporary real world scenarios.
				CO4	EXAMINE and LIST marketing issues pertaining to segmentation, targeting and positioning, marketing environmental forces, consumer buying behavior, marketing mix and Product Life Cycle in the context of real world marketing offering (commodities, goods, services, e-products/ e-services).
				CO5	EXPLAIN the interrelationships between segmentation, targeting and positioning, marketing environment, consumer buying behavior, marketing mix and Product Life Cycle with real world examples.
				CO6	DISCUSS alternative approaches to segmentation, targeting and positioning, the marketing environment, consumer buying behavior, marketing mix and Product Life Cycle in the context of real world marketing offering (commodities, goods, services, e-products/ e-services).
1	GC-06	Digital Business	Prof.P.D.Borhade	CO1	DESCRIBE the conceptual framework of e-commerce, mobile commerce and social commerce.
				CO2	SUMMARIZE the impact of information, mobile, social, digital, IOT and related technologies on society, markets & commerce.
				CO3	ILLUSTRATE value creation & competitive advantage in a digital Business environment.
				CO4	EXAMINE the changing role of intermediaries, changing nature of supply chain and payment systems in the online and offline world.
				CO5	ELABORATE upon the various types of digital business models and OUTLINE their benefits and limitations.
				CO6	DISCUSS the various applications of Digital Business in the present day world.
1	GE-UL-01	Management Fundamentals	Prof.R.V.Dharmadhikari	CO1	ENUMERATE various managerial competencies and approaches to management.
				CO2	EXPLAIN the role and need of Planning, Organizing, Decision Making and Controlling.
				CO3	MAKE USE OF the principles of goal setting and planning for simple as well as complex tasks and small projects.
				CO4	COMPARE and CONTRAST various organizational structures of variety of business and not-for-profit entities in a real world context.
				CO5	BUILD a list of the decision making criteria used by practicing managers, leaders and entrepreneurs in routine and non-routine decision making situations and EVALUATE and EXPLAIN the same.
				CO6	FORMULATE and DISCUSS a basic controlling model in a real life business, startup and not-for-profit organizational context.
1	GE-UL-02	Entrepreneurship Development	Prof.S.S.Bhandari	CO1	REMEMBERING DEFINE the key terms, LIST the Attributes and Characteristics of Entrepreneurs features and ENUMERATE the Factors influencing Entrepreneurship Growth.
				CO2	UNDERSTANDING DISCUSS various theories of entrepreneurship and the entrepreneurship development ecosystem in Indian context.
				CO3	APPLYING APPLY the theories of entrepreneurship and entrepreneurship development framework to analyze and identify entrepreneurial opportunities.
				CO4	ANALYSING DISCRIMINATE between potential options available for entrepreneur for embarking on establishing a Start Up.
				CO5	EVALUATING EVALUATE the start up ecosystem and the entrepreneurial opportunities in light of requirements of a business plan.
				CO6	CREATING CREATE a business plan that captures entrepreneurs and variety of entrepreneur motivations, entrepreneur culture and sectoral opportunities and financing options.
1	GE-UL-03	Legal Aspects of Business	Prof.S.V.Bidgar	CO1	DESCRIBE the key terms involved in each Act.
				CO2	SUMMARIZE the key legal provisions of each Act.
				CO3	ILLUSTRATE the use of the Acts in common business situations.
				CO4	OUTLINE the various facets of basic case laws of each Act from a legal and managerial perspective.
				CO5	DEVELOP critical thinking by making judgments related to use of various provisions of the Acts in business situations.
1	GE-IL-01	Verbal Communication Lab	Prof.S.V.Bidgar	CO1	RECOGNIZE the various elements of communication, channels of communication and barriers to effective communication.
				CO2	EXPRESS themselves effectively in routine and special real world business interactions.
				CO3	DEMONSTRATE appropriate use of body language.
				CO4	TAKE PART IN professional meetings, group discussions, telephonic calls, elementary interviews and public speaking activities.
				CO5	APPRAISE the pros and cons of sample recorded verbal communications in a business context.
				CO6	CREATE and DELIVER effective business presentations, using appropriate technology tools, for common business situations.
1	GE-IL-05	Business System and procedures	Prof.Y.L.Aher	CO1	TABULATE the key elements of a typical business system and related work flow procedures.
				CO2	EXPLAIN a business system and related procedures.
				CO3	PREDICT the fail points / bottle necks in a typical business process.
				CO4	BREAK DOWN a business system into simpler components and explain the interrelationships.
				CO5	DEVELOP a process based thinking approach.
				CO6	CREATE standard operating procedures and flow charts / other visual representations for typical business systems and processes.
				CO1	LABEL the different parts of a sentence, correctly SPELL and PRONOUNCE the words in common usage and effectively LISTEN to short AV material (English).
				CO2	PARAPHRASE published written and audio visual content (English) in own words.

I	FOU-001	Elementary English	Dr.N.U.Bankar	CO3	CONSTRUCT short paragraphs and essays (English) for a specified task, to elicit, to select, to describe, to summarize information.
				CO4	TAKE PART IN conversations using general, social and professional (English) language
				CO5	CHECK written and audio visual content (English) for grammatical correctness
				CO6	SUBSTITUTE right words / terms / phrases in a compiled text.
I	FOU-06	Elementary Business Etiquette	Dr.N.U.Bankar	CO1	DEFINE terms and concepts used to describe appropriate business etiquette attitudes and behaviors.
				CO2	EXPLAIN what is meant by business etiquette and how it impacts the workplace.
				CO3	DEMONSTRATE appropriate behaviors within specific business situations.
				CO4	TAKE PART IN professional business meetings and real & virtual business conversations
				CO5	DETERMINE the right attire for business, casual and multicultural events.
				CO6	PLAN a professional business meeting and a business meal.
II	GC-07	Marketing Management	Dr.N.U.Bankar	CO1	IDENTIFY and DESCRIBE the key steps involved in the marketing research process.
				CO2	COMPARE and CONTRAST various research designs, data sources, data collection instruments, sampling methods and analytical tools and SUMMARIZE their strengths & weaknesses.
				CO3	DEMONSTRATE an understanding of the ethical framework that market research needs to operate within.
				CO4	ANALYSE quantitative data and draw appropriate Inferences to address a real life marketing issue.
				CO5	DESIGN a market research proposal for a real life marketing research problem and EVALUATE a market research proposal.
				CO6	PLAN and UNDERTAKE qualitative or quantitative Market Research and demonstrate the ability to appropriately analyse data to resolve a real life marketing issue.
II	GC-08	Financial Management	Dr.M.A.Tamboli	CO1	DESCRIBE the basic concepts related to Financial Management. Various techniques of Financial Statement Analysis, Working Capital, Capital Structure, Leverages and Capital Budgeting.
				CO2	EXPLAIN in detail all theoretical concepts throughout the syllabus
				CO3	PERFORM all the required calculations through relevant numerical problems.
				CO4	ANALYSE the situation and comment on financial position of the firm, estimate working capital required, decide ideal capital structure, evaluate various project proposals
				CO5	EVALUATE impact of business decisions on Financial Statements, Working Capital, Capital Structure and Capital Budgeting of the firm
II	GC-09	Human Resources Management	Prof.V.L.Aher	CO1	DESCRIBE the role of Human Resource Function in an Organization
				CO2	ENUMERATE the emerging trends and practices in HRM
				CO3	ILLUSTRATE the different methods of HR Acquisition and retention.
				CO4	DEMONSTRATE the use of different appraisal and training methods in an Organization.
				CO5	OUTLINE the compensation strategies of an organization
				CO6	INTERPRET the sample job descriptions and job specifications for contemporary entry level roles in real world organizations.
II	GC-10	Operations and Supply chain management	Prof.S.V.Bidgar	CO1	DEFINE basic terms and concepts related to Production, Operations, Services, Supply Chain and Quality Management
				CO2	EXPLAIN the process characteristics and their linkages with process-product matrix in a real world context
				CO3	DESCRIBE the various dimensions of production planning and control and their inter-linkages with forecasting
				CO4	CALCULATE inventory levels and order quantities and MAKE USE OF various inventory classification methods
				CO5	OUTLINE a typical Supply Chain Model for a product / service and ILLUSTRATE the linkages with Customer Issues, Logistic and Business Issues in a real world context
				CO6	ELABORATE upon different operational issues in manufacturing and services organisations where the decision-making element is emphasized
II	GE - UL - 07	Contemporary Frameworks in Management	Prof.S.S.Bhandari	CO1	REMEMBERING DEFINE Emotional Intelligence (EQ), IDENTIFY the benefits of emotional intelligence and RELATE the 5 Dimensions of Trait EI Model to the practice of emotional intelligence.
				CO2	UNDERSTANDING DESCRIBE how companies achieve transition from being good companies to great companies, and DISCUSS why and how most companies fail to make the transition.
				CO3	APPLYING APPLY the 21 laws that make leadership work successfully to improve your leadership ability and ILLUSTRATE its positive impact on the whole organization.
				CO4	ANALYSING EXAMINE the fundamental causes of organizational politics and team failure.
				CO5	EVALUATING EXPLAIN the approach to being effective in attaining goals by aligning oneself to the "true north" principles based on a universal and timeless character ethic.
II	GE - UL - 09	Start Up and New Venture Management	Prof.R.V.Dharmadhikari	CO1	DESCRIBE the strategic decisions involved in establishing a startup.
				CO2	EXPLAIN the decision making matrix of entrepreneur in establishing a startup.
				CO3	IDENTIFY the issues in developing a team to establish and grow a startup
				CO4	FORMULATE a go to market strategy for a startup.
				CO5	DESIGN a workable funding model for a proposed startup.
				CO6	DEVELOP a convincing business plan description to communicate value of the new venture to customers, investors and other stakeholders.
II	GE - UL - 11	Business, Government & Society	Prof.S.V.Bidgar	CO1	DESCRIBE the economic roles of government in the Indian context
				CO2	EXPLAIN the macroeconomic crises around the world
				CO3	ILLUSTRATE the interlinkages between economic growth, poverty and inequality
				CO4	EXAMINE the rationale, success and failures of Public Private Partnerships in the Indian context
				CO5	ASSESS the forces for and against Globalization and the socio-economic impact of Globalization
				CO6	DISCUSS the interplay between technology, business and society
II	GE - IL - 08	Industry Analysis & Desk Research	Dr.M.A.Tamboli	CO1	DESCRIBE the key characteristics of the players in an industry.
				CO2	SUMMARIZE the management ethos and philosophy of the players in the industry.
				CO3	DEMONSTRATE an understanding of the regulatory forces acting on the industry.
				CO4	COMPARE and CONTRAST, using tables and charts, the market and financial performance of the players in an industry.
				CO5	ASSESS the impact of recent developments on the industry and its key players.
				CO6	PREDICT the future trajectory of the evolution of the industry in the immediate future (1 to 3 years).
II	SC - MKT- 01	Marketing Research	Dr.A.R.Jaswal	CO1	IDENTIFY and DESCRIBE the key steps involved in the marketing research process.
				CO2	COMPARE and CONTRAST various research designs, data sources, data collection instruments, sampling methods and analytical tools and SUMMARIZE their strengths & weaknesses
				CO3	DEMONSTRATE an understanding of the ethical framework that market research needs to operate within.
				CO4	ANALYSE quantitative data and draw appropriate Inferences to address a real life marketing issue.
				CO5	DESIGN a market research proposal for a real life marketing research problem and EVALUATE a market research proposal.
				CO6	PLAN and UNDERTAKE qualitative or quantitative Market Research and demonstrate the ability to appropriately analyse data to resolve a real life marketing issue.
II	SC - MKT- 02	Consumer Behaviour	Dr.N.U.Bankar	CO1	ENUMERATE social and psychological factors and their influence his/her behavior as a consumer.
				CO2	EXPLAIN fundamental concepts associated with consumer and organizational buying behavior.
				CO3	APPLY consumer behavior concepts to real world strategic marketing management decision making.
				CO4	ANALYSE the dynamics of human behavior and the basic factors that influence the consumer's decision process.
				CO5	EXPLAIN the consumer and organizational buying behavior process for a variety of products (goods/services).
				CO6	DISCUSS the use of the Internet, e-commerce & information technology with respect to the changing consumer marketplace and ELABORATE on the various aspects of the changing Indian Consumer.
II	E - IL - MKT- 0	Integrated Marketing Communications	Dr.A.R.Jaswal	CO1	DESCRIBE the IMC mix and the IMC planning process.
				CO2	EXAMINE the role of integrated marketing communications in building brand identity, brand equity, and customer franchise
				CO3	CONSTRUCT a marketing communications mix to achieve the communications and behavioural objectives of the IMC campaign plan.
				CO4	ANALYZE and critically evaluate the communications effects and results of an IMC campaign to determine its success for a variety of brands.
				CO5	DESIGN a sales promotion campaign and CHOOSE the avenues for Public Relations, Publicity and Corporate Advertising for a consumer and a business-to-business product

					CO6	DEVELOP an integrated cross-media strategy and creative message and concept to reach the target audience and deliver the brand promise through an IMC campaign for a variety of brand
					CO1	LIST the key terms in selling and DESCRIBE the qualities of Winning Sales Professionals.
					CO2	EXPLAIN the theories and concepts that are central to personal selling
					CO3	Apply the interpersonal and team skills necessary in successful relationship selling
II	E – II - MKT- 0	Personal Selling Lab	Prof.S.V.Bidgar		CO4	ILLUSTRATE the use of various sales techniques needed to achieve a profitable sale in a real world scenario for a real world product/ service / e-product / e-service
					CO5	DEVELOP a customer plan that identifies all elements of personal selling, essential to creating successful sales in a real world scenario for a real world product/ service / e-product/ e-service
					CO6	CREATE sales presentation for a real world product/ service / e-product / e-service and for variety of selling situations
II	SC – FIN - 01	Financial Markets and Banking Operations II	Prof.P.D.Borhade		CO1	RECALL the structure and components of Indian financial system through banking operations & Financial Markets.
					CO2	UNDERSTAND the concepts of financial markets, their working and importance.
					CO3	ILLUSTRATE the working and contribution of Banks and NBFCs to the Indian Economy.
					CO4	ANALYZE the linkages in the Financial Markets.
					CO5	EXPLAIN the various banking and accounting transactions.
					CO6	DEVELOP necessary competencies expected of a finance professional.
II	SC – FIN - 02	Personal Financial Planning	Dr.M.A.Tamboli		CO1	UNDERSTAND the need and aspects of personal financial planning
					CO2	Describe the investment options available to an individual
					CO3	IDENTIFY types of risk and means of managing it
					CO4	DETERMINE the ways of personal tax planning
					CO5	EXPLAIN retirement and estate planning for an individual and design a financial plan.
					CO6	CREATE a financial plan for a variety of individuals.
II	E – II - FIN - 03	Direct Taxation	Dr.M.A.Tamboli		CO1	UNDERSTAND various basic concepts/ terminologies related Direct Taxation
					CO2	EXPLAIN how tax planning can be done.
					CO3	ILLUSTRATE how online filling of various forms and returns can be done.
					CO4	CALCULATE Gross Total Income and Income Tax Liability of an individual assessee.
					CO5	ANALYZE and DISCOVER intrinsic value of a security.
					CO6	DESIGN/ DEVELOP / CREATE tax saving plan.
II	E – II - FIN - 04	Banking Laws & Regulations	Prof.P.D.Borhade		CO1	REMEMBER various concepts taught in the syllabus.
					CO2	EXPLAIN the Regulatory Framework in the Indian Banking system
					CO3	DESCRIBE the various legal aspects which need to be followed during daily banking operations.
					CO4	DISCUSS the various laws related to banking.
					CO5	APPLY the various commercial laws for the smooth functioning of banking operations.
II	SC – HRM – 01	Competency Based Human Resource Management s	Prof.Y.L.Aher		CO1	DEFINE the key terms related to performance management and competency development.
					CO2	EXPLAIN various models of competency development.
					CO3	PRACTICE competency mapping.
					CO4	ANALYSE competencies required for present and potential future job roles at various levels and across variety of organizations.
					CO5	DESIGN and MAP their own competency and plan better and appropriate career for themselves.
					CO6	DEVELOP a customized competency model in accordance with the corporate requirements.
II	SC – HRM – 02	Employee Relations & Labour Legislation	Prof.Y.L.Aher		CO1	SHOW awareness of important and critical issues in Employee Relations
					CO2	INTERPRET and relate legislations governing employee relations.
					CO3	DEMONSTRATE an understanding of legislations relating to working environment
					CO4	OUTLINE the role of government, society and trade union in ER
					CO5	EXPLAIN aspects of collective bargaining and grievance handling.
					CO6	DISCUSS the relevant provisions of various Labour Legislations.
II	E – II - HRM - 0	Labour Welfare	Dr.A.R.Jaswal		CO1	ENUMERATE the key concepts of the subject matter.
					CO2	DESCRIBE the key aspects of the labour policy regulation in the country
					CO3	IDENTIFY the applicability of various legislations to variety of real world organizations
					CO4	EXAMINE the traditional concept of labour welfare in the industry
					CO5	EXPLAIN the conditions of labour and their welfare and social security needs in the country
					CO6	ELABORATE upon the perspective of labour problems and remedial measures in the country.
II	E – II - HRM - 0	Lab in Recruitment and Selection	Dr.A.R.Jaswal		CO1	DESCRIBE the key concepts such as Job Specification, Job description, Recruitment and Selection
					CO2	COMPARE and CONTRAST various methods of Recruitment and Selection.
					CO3	DEVELOP Job Specifications and Job descriptions in a variety of context
					CO4	ANALYZE various Personality types
					CO5	EXPLAIN the profiling techniques used to test Personality, Aptitude, Competency.
					CO6	COMPILE a list of questions for Recruitment and Selection interviews
II	SC – OSCM - 01	Services Operations Management - I	Prof.S.V.Bidgar		CO1	DESCRIBE the nature and CHARACTERISTICS of services and the services economy
					CO2	DESCRIBE the service design elements of variety of services
					CO3	USE service blueprinting for mapping variety of real life service processes
					CO4	ANALYZE alternative locations and sites for variety of service facilities
					CO5	JUDGE and EXPLAIN the service orientation at variety of service facilities / organizations
					CO6	CREATE flow process layouts for variety of services
II	SC – OSCM - 02	Supply Chain Management	Prof.S.V.Bidgar		CO1	DESCRIBE the key concepts of Supply Chain Management and the – driving forces in contemporary Supply Chain Management
					CO2	EXPLAIN the structure of modern day supply chains
					CO3	IDENTIFY the various flows in real world supply chains
					CO4	COMPARE and CONTRAST push and pull strategies in Supply Chain Management
					CO5	EXPLAIN the key Operational Aspects in Supply Chain Management
					CO6	DISCUSS the relationship between Customer Value and Supply Chain Management
II	E – II - OSCM - 0	Planning & Control of Operations	Prof.S.V.Bidgar		CO1	DESCRIBE the building blocks of Planning & Control of Operations
					CO2	EXPLAIN the need for aggregate planning and the steps in aggregate planning
					CO3	MAKE USE OF the various forecasting approaches in the context of operations planning process
					CO4	ILLUSTRATE how capacity planning is done in organizations and its relationship with MRP
					CO5	EXPLAIN the importance of scheduling in operations management
					CO6	CREATE a Bill of Materials
II	E – II - OSCM - 0	Inventory Management	Prof.S.V.Bidgar		CO1	DEFINE the key terms associated with Inventory Management
					CO2	CLASSIFY various types of inventory, and inventory costs
					CO3	CALCULATE Economic Order Quantity and stock levels under various conditions
					CO4	COMPARE and CONTRAST various methods of inventory control
					CO5	ASSESS various factors influencing Make or Buy decisions
					CO6	SOLVE problems based on ABC classification of inventory
III	GC-11	Strategic Management	Dr.A.R.Jaswal		CO1	DESCRIBE the basic terms and concepts in Strategic Management
					CO2	EXPLAIN the various facets of Strategic Management in a real world context
					CO3	DESCRIBE the trade-offs within and across strategy formulation, implementation, appraisal.
					CO4	INTEGRATE the aspects of various functional areas of management to develop a strategic perspective.
					CO5	EXPLAIN the nature of the problems and challenges confronted by the top management team and the approaches required to function effectively as strategists.
					CO6	DEVELOP the capability to view the firm in its totality in the context of its environment.
					CO1	DESCRIBE the concepts and models associated with Decision Science
					CO2	UNDERSTAND the different decision-making tools required to achieve optimisation in business processes.

III	GC-12	Decision Science	Prof.PD.Borhade	CO3	APPLY appropriate decision-making approach and tools to be used in business environment.
				CO4	ANALYSE real life situation with constraints and examine the problems using different decision-making tools
				CO5	EVALUATE the various facets of a business problem and develop problem solving ability
				CO6	DISCUSS & propose the various applications of decision tools in the present business scenario.
III	GC-13	Summer Internship Project*		CO1	
				CO2	
				CO3	
				CO4	
				CO5	
				CO6	
III	GE-UL-14	International Business Environment	Prof.S.S.Bhandari	CO1	Remembering Recall and Describe the key concepts of international Business Environment
				CO2	Understanding Understand the relevance of Multinational Corporations (MNCs) in global trade
				CO3	Applying Demonstrate the significance of FDI and FPI in respect of developing economy
				CO4	Analysing Analyze the issues related to Labor, Environmental and Global Value chain
				CO5	Evaluating Formulate and discuss the case related to various Agreements under WTO and contemporary global business environment.
III	GE-UL-17	Corporate Governance	Prof.S.V.Bidgar	CO1	RECOGNIZE and REMEMBER the scope of Corporate Governance
				CO2	UNDERSTAND the role of Board of Directors and Committees in Good Corporate Governance and key mechanism
				CO3	APPLICATION of empirical methods of Corporate Governance and its impact on the Firms
				CO4	Analyze the legal framework of Corporate Governance and formulate Internal control policies
				CO5	Evaluate the legal framework and global perspective of Corporate Governance
				CO6	FORMULATE and DISCUSS Cases related to CG (Models), their SUCCESS & FAILURES
III	GE-UL-18	Management of Non Profit Organization	Prof.R.V.Dharmadhikari	CO1	DESCRIBE the basic concepts and frameworks in the field of Non-Profit Sector & Non-Profit Organization.
				CO2	EXPLAIN the characteristics of Non-Profit organizations, summarizing the factors affecting development of Non-Profit organization.
				CO3	MAKE use of theoretical concepts, frameworks while registration process of Non-Profit Organization
				CO4	EXAMINE the role of any public policies which helps NPO in decision making.
				CO5	EVALUATE the performance of Non-Profit organizations, the critical financial considerations of the Non-Profit organization.
III	SC-MKT-04	Sales & Distribution Management	Dr.N.U.Bankar	CO1	DESCRIBE the theoretical concepts related to Sales Management and Distribution Management Domain
				CO2	UNDERSTAND the concepts, techniques and approaches required for effective decision making in the areas of Sales and Distribution.
				CO3	APPLY the concepts related to sales and distribution management.
				CO4	ANALYZE the real life scenarios of sales and distribution management.
				CO5	EVALUATE the existing sales and distribution strategies and approaches.
				CO6	DEVELOP generate and evaluate sales and distribution strategies.
III	SE-IL-MKT-09	Digital Marketing - II	Prof.PD.Borhade	CO1	DEFINE the key terms and concepts related with digital marketing
				CO2	EXPLAIN various tools of digital marketing
				CO3	MAKE USE OF various tools of digital marketing.
				CO4	CLASSIFY the different tools and techniques of digital Marketing with respect to SEO, SEM and SMM to increase the customer acquisition and retention.
				CO5	ASSESS the suitability of Digital Marketing Tools w.r.t. SEO, SEM and SMM to increase cost-effectiveness in specific marketing situations.
				CO6	DEVELOP appropriate digital marketing campaign.
III	SE-IL-MKT-10	Marketing of Financial Services - II	Dr.N.U.Bankar	CO1	RECALL the key concepts of the Indian Banking system.
				CO2	EXPLAIN the fundamental changes in banking and financial markets as financial institutions.
				CO3	DEMONSTRATE the skills and knowledge required to understand and Need based pitching of the financial Products to the targeted customers.
				CO4	OUTLINE the growth & service offerings of wealth management in global & Indian context.
				CO5	ASSESS the customer touch-points and customer-buying journey for financial services.
				CO6	CREATE the marketing strategy for financial products.
III	SC-FIN-03	Advanced Financial Management	Dr.M.A.Tamboli	CO1	DESCRIBE the basic concepts in financing, investing and profit distribution in a firm
				CO2	EXPLAIN theoretical concepts related to raising and use of funds and value of firm
				CO3	CALCULATE values for making capital structure, investment, liquidity and dividend decisions in the financial management of a firm
				CO4	ANALYZE the options for making the right financial decisions of a firm
				CO5	ASSESS the role of financial planning, risk analysis in investments, liquidity and credit management policy of the firm on shareholder value
				CO6	DESIGN an appropriate financial strategy using any one or multiple concepts/ techniques learned in this course.
III	E-IL-FIN-1	Indirect Taxation	Prof.S.S.Bhandari	CO1	Remembering Remembering the key concepts of Indirect Taxes in India Identifying and enumerating the various terms associated with GST and other indirect taxes.
				CO2	Understanding Explain how GST works as an Uniform Tax Structure, Illustrate the GST framework of India, & describe the important concepts such as supply, dual taxation method, registration process, etc.
				CO3	Applying Apply the theories and Principles and perform all calculation through numerical problems on valuation and calculation of taxes. Identify the time value of supply; determine the taxable person and tax levied on goods and services.
				CO4	Analysing Illustrate the e filing process of GST Categorize the Goods and Services under GST and amount of tax to be paid using Dual tax concept.
				CO5	Evaluating Evaluate Input Tax Credit Process, reversal, late filing and New Amendments; appraise various indirect taxes; Interpret the GST framework in India & verify the tax levied on Goods and Services.
				CO6	Creating Elaborate all Provisions of GST and can correlate with filing of returns; virtual e filing can be done Estimate the GST, TDS, anticipate goods, services, tax payable person for the business.
III	E-IL-FIN-1	Digital Banking	Prof.PD.Borhade	CO1	Remember various concepts and products in Digital Banking
				CO2	Explain and understand the significance and development of Digital Banking
				CO3	Compare and contrast the Branchless Banking and Traditional Banking
				CO4	Analyze the payment system of digital banking from consumer's point of view
				CO5	Evaluate Role of digital banking and emerging technologies in economic development
				CO6	
III	SC-HRM-03	Strategic Human Resource Management	Dr.A.R.Jaswal	CO1	REMEMBER the strategies adopted by HR and their implementation issues and challenges faced by the organization in national and international context
				CO2	Ability to UNDERSTAND and ARTICULATE the basic concepts of SHRM and link the HR strategies to the organizational business strategies.
				CO3	Ability to ANALYZE HR as an investment to the company
				CO4	Ability to INTERPRET and EVALUATE the implementation of the HR strategies.
				CO5	FORMULATE and provide realistic solutions to the industry by designing innovative strategies and logical decision making.
				CO6	
III	E-IL-HRM-1	Mentoring and Coaching	Prof.Y.L.Aber	CO1	ENUMERATE various concepts of Mentoring and Coaching
				CO2	UNDERSTAND techniques of Mentoring and Coaching
				CO3	APPLY models of Mentoring and Coaching to real world scenarios
				CO4	ANALYZE issues in Mentoring and Coaching
				CO5	DEVELOP skills needed to become Mentor, Coach
				CO6	
III	E-IL-HRM-1	Compensation and Reward management	Prof.Y.L.Aber	CO1	DESCRIBE concept of compensation and cost
				CO2	UNDERSTAND compensation and reward management process
				CO3	COMPARE issues related to compensation and survey of wages & salary administration in various industries
				CO4	EXPERIMENT to calculate various types of monetary and profit sharing incentives
				CO5	CALCULATE income tax as per the current slabs for the employees under different salary brackets
				CO6	FORMULATE salary structure incorporating tax saving components.

III	SC-OSCM-04	Logistics Management	Prof.S.V.Bidgar	CO1	DEFINE basic terms and concepts related to Logistics management
				CO2	EXPLAIN the infrastructure of logistics, its linkage with various types of communication modes
				CO3	DESCRIBE the various dimensions of logistics management and transport, their inter-linkages with different types of freight
				CO4	CALCULATE logistic costs and various classification methods of reducing the cost. Involving the information technology and its impacts
				CO5	OUTLINE a typical logistic framework and services. ILLUSTRATE the linkages with its dynamic storage system / Customer Issues, Logistic and Business Issues in a real world context
				CO6	DISCUSS modern real world logistical systems using the various concepts in the syllabus
III	IL - OSCM -	Manufacturing Resource Planning	Prof.S.V.Bidgar	CO1	DEFINE basic terms and concepts related to MRP II
				CO2	DESCRIBE the integrated planning structure and functions incorporated within MRP
				CO3	ILLUSTRATE the importance of MRP as a top-management planning tool
				CO4	IDENTIFY the vertical and horizontal cross-functional integration within the MRP II planning hierarchy.
				CO5	EXPLAIN how what-if simulation, modeling, and analysis are used to produce feasible plans
				CO6	DISCUSS how MRP supports the company's cost, quality, and delivery operating objectives
III	IL - OSCM -	Toyota Production System	Prof.S.V.Bidgar	CO1	DESCRIBE 14 principles of the Toyota Way
				CO2	RELATE the TPS with other business situations
				CO3	IMPLEMENT TPS principles to a real-life situation
				CO4	EXAMINE the application of TPS principles in a service or manufacturing unit/ organization
				CO5	DESIGN a process for executing Improvement Initiatives at workplace
				CO6	BUILD an organization culture to foster continuous improvement
III	SC - RABM - 01	Agriculture and Indian Economy	Dr.N.U.Bankar	CO1	DEFINE the key terms in Indian Agriculture/Land Reforms/ economic holding
				CO2	EXPLAIN the key terms in The place of agriculture in the national economy/ The present position of Indian Agriculture with an advanced management perspective.
				CO3	IDENTIFY the various issues in the Agriculture Industry in India. DEMONSTRATE their significance from the perspective of Indian farmer & Indian Economy & business decision making.
				CO4	EXAMINE the inter-relationships between various facets of Agriculture & economy from the perspective of a farmer, Labour, firm, industry, market, competition and business cycles.
				CO5	DEVELOP critical thinking based on changing pattern of ownership and operational holdings in India, Farms size, Productivity/ Profitability and farm efficiency
				CO6	ANTICIPATE how other firms in an industry and consumers will respond to economic decisions made by a business, and how to incorporate these responses into their own decisions.
III	SC - PHCM- 01	Fundamentals of Pharma and Healthcare Management	Dr.N.U.Bankar	CO1	DESCRIBE concept of Pharma and healthcare management and FIND out the different role and responsibilities of managers.
				CO2	UNDERSTAND the different managerial functions of managers
				CO3	IDENTIFY right the motivation for right stakeholder in the healthcare sector for effective delivery of service.
				CO4	ANALYZE modern Pharma and Healthcare models
				CO5	EXPLAIN government initiatives to provide healthcare facilities in each part of country
				CO6	CONSTRUCT model to provide effective service in healthcare management
III	SE - PHCM- 03	Strategic Planning & Healthcare Management	Dr.N.U.Bankar	CO1	DEFINE strategy and DESCRIBE various types of Strategic planning
				CO2	EXPLAIN why Vision Mission needs to consider for strategy formulation
				CO3	USE strategic planning to solve the management problem in healthcare management
				CO4	ANALYZE various management problem where it is required to take strategic actions.
				CO5	COMPARE various strategic formulations and the select right strategy
				CO6	Understand the problem and DEVELOP strategy to solve it.
III	SC - THM - 01	Fundamentals of Hospitality Management	Dr.N.U.Bankar	CO1	DESCRIBE different types of hotels & travel agents
				CO2	UNDERSTAND the basic functioning of star hotels, major operational, Departments, government rules & regulations
				CO3	USE of flow charts & diagrams of various Hospitality Sectors to know the hierarchy of the organization
				CO4	EXAMINE current changes taking place in the Hotel & Tourism Industry
				CO5	EVALUATE the changes required to improve traditional methods to suit the current market trends.
				CO6	DEVELOP Smart techniques adaptable to the present market scenario for better customer satisfaction
III	SE - THM - 03	Event Management	Dr.N.U.Bankar	CO1	DESCRIBE the fundamentals of event management & different types of Events
				CO2	EXPLAIN the concepts of Events & guest requirements to plan an event
				CO3	DESIGN & Budget an event from various perspectives
				CO4	EXAMINE possible shortfalls on an event & create necessary back up systems to avoid failures
				CO5	COMPARE Success of an event in comparison to the set objectives
				CO6	COMPOSE New concepts of the event with innovative ideas to leave a lasting impression in the guest's mind along with achieving organizational growth.
III	SC - IB - 01	Import Export Documentation and Procedures	Dr.M.A.Tamboli	CO1	DESCRIBE THE PROCESS OF IMPORT AND EXPORT IN THE CONTEXT OF BUSINESS
				CO2	EXPLAIN THE IMPORT AND EXPORT TRANSACTIONS, CLASSIFICATION AND VARIOUS PAYMENT TERMS
				CO3	IDENTIFY VARIOUS TYPES OF DOCUMENTS REQUIRED FOR THE PROCEDURES INVOLVED IN IMPORT AND EXPORT
				CO4	EXAMINE VARIOUS DOCUMENTATION FORMATS FOR THE IMPORT AND EXPORT PROCESSES
				CO5	EXPLAIN PRE AND POST ACTIVITIES OF IMPORT AND EXPORT PROCESS
				CO6	DISCUSS ON VARIOUS ASPECTS OF TRADES, DOCUMENTATION AND PROCEDURES FOR IMPORT AND EXPORT
III	SE - IB - 03	Cross Cultural Management and Global Leadership	Dr.M.A.Tamboli	CO1	DESCRIBE THE CONCEPT OF CULTURE AND SIGNIFICANCE OF CROSS-CULTURAL MANAGEMENT
				CO2	OUTLINE THE CULTURAL VALUES AND DIFFERENCES WITH DIMENSIONS OF CULTURAL NORMS AND BEHAVIORS
				CO3	IDENTIFY VARIOUS FACTORS AFFECTING CULTURE AND DECISION-MAKING MODELS ACROSS CULTURES
				CO4	EXAMINE THEORIES OF LEADERSHIP WITH LEADERSHIP ACROSS CULTURES
				CO5	EXPLAIN CULTURALLY INTELLIGENT LEADERSHIP IN INTERNATIONAL TRADE
				CO6	DISCUSS ON LEADING AND MANAGING MULTICULTURAL TEAMS IN INTERNATIONAL CONTEXT
III	SC - BA - 04	Machine Learning & Cognitive intelligence using Python	Prof.PD.Borhade	CO1	DEFINE the key terms in Python, Machine Learning and Cognitive Intelligence
				CO2	EXPLAIN the applications of Machine Learning in multiple business domains and scenarios
				CO3	DEVELOP a thought process to think like data scientist/business Analyst
				CO4	ANALYZE data using supervised and unsupervised Learning Techniques
				CO5	SELECT the right functions, arrays of Python for Machine Learning algorithms.
				CO6	COMBINE various tools and functions of Python language in developing Machine Learning algorithms and use them in live analytical projects in multiple business domain and scenarios.
III	SE - IL - BA - 07	Industrial Internet of Things	Prof.PD.Borhade	CO1	ENUMERATE the key concepts of industry 4.0, data science in manufacturing, operations analytics and IIoT
				CO2	DISCUSS the value added by analytics in the operations function.
				CO3	DEMONSTRATE the practical applications of data analytics and data science in manufacturing operations.
				CO4	EXAMINE the Industrial Internet of Things (IIoT) and the role of Big Data Analytics
				CO5	EXPLAIN the applications of analytics in operations.
				CO6	COMPILE the issues pertaining to the adoption of technologies that will shape industry
IV	GC-14	Enterprise Performance Management	Prof.S.V.Bidgar	CO1	Enumerate the different parameters & facets of management control of an enterprise
				CO2	Illustrate the various techniques of enterprise performance management for varied sectors
				CO3	Determine the applicability of various tools and metrics as a performance evaluation & management tools
				CO4	Analyse the key financial & non-financial attributes to evaluate enterprise performance
				CO5	Formulate the various parameters to evaluate enterprise performance effectively through implementation of strategy
CO1	REMEMBERING DESCRIBE major theories, concepts, terms, models and framework of Indian ethos and business ethics. DISCOVER the contemporary issues in Business Ethics				

IV	GC-15	Indian Ethos & Business Ethics	Prof.S.S.Bhandari	CO2	UNDERSTANDING CLASSIFY and RECOGNIZE Karma, Karma Yoga and discover its relevance in business setting. ILLUSTRATE the business ethical decision rationale derived from Indian Heritage Scriptures.
				CO3	UNDERSTANDING APPLY Principles, Theories, Models and Framework of Indian ethos and business ethics in order to incorporate value system in work culture and work place.
				CO4	APPLYING DEVELOP and EXHIBIT analytical, problem solving skills, and work ethos by COMPREHENSION and PRACTICE of Indian ethos and value system
				CO5	ANALYSING IMPLEMENT, EVALUATE, and FACILITATE ethical business behavior and promote sustainable business ecology, improve profitability, foster business relation and employee productivity.
				CO6	CREATING ELABORATE Ethical dilemmas in different business areas of marketing, HRM and Finance and ADAPT dilemma resolution interventions by referring to certain norms, theories and models of Eastern Management.
				CO1	Remembering Define the concept and key terms associated with the global strategic management.
IV	GE-UL-19	Global Strategic Management	Prof.S.S.Bhandari	CO2	Understanding Describe in detail global strategic alliance, merger and acquisitions.
				CO3	Applying Demonstrate various global organisation models in global strategic management context.
				CO4	Analyzing Examine various entry and business-level strategies from global strategic management prospective.
				CO5	Evaluating Explain globalization, innovation, and sustainability and challenges to strategic management.
				CO6	Creating Design global strategies and understand their relative merits and demerits.
				CO1	Enumerate the different concepts, legislative provisions, environmental aspects, best practices, complexity, scope, reports, social framework etc related to CSR, business ethics & sustainability development
IV	GE-UL-22	CSR & Sustainability	Prof.S.V.Bidgar	CO2	Compare different CSR theories, cases, dimensions of Sustainability and demonstrate a multi stake holder perspective in viewing CSR, Business ethics & Sustainability issues etc
				CO3	Apply the different models, theories, approaches, cases etc. for implementation & monitoring of CSR activities & Sustainability and its impact on corporate culture & society at large
				CO4	Analyze the different reports, cases, various legal issues relating to CSR, different sustainability reports and various national and global initiatives related to CSR, Business ethics & Sustainability
				CO5	Evaluate the level of commitment of different organizations to CSR, Business ethics in attaining Sustainability development & show its competitive advantages
				CO6	Create & Implement a CSR policy in attaining Sustainability development and its impact on various stakeholders
				CO1	DESCRIBE the various concepts associated with Marketing 4.0
IV	SC-MKT-05	Marketing 4.0	Dr.N.U.Bankar	CO2	EXPLAIN the importance of 5A's in Marketing 4.0.
				CO3	DEMONSTRATE the application of concepts of digital marketing, new productivity metrics, Human centric marketing, Omni channel marketing to the real world of digital economy
				CO4	DISTINGUISH between traditional and digital marketing practices in given real world context to be the effective marketers.
				CO5	ASSESS how Technology & connectivity has changed human life and business in the context of real-world commodities, products & services.
				CO6	DEVELOP strategies to create WOW! Moments with customer engagement
				CO1	DEFINE and DESCRIBE basic concepts and theories related to CRM
IV	SE-IL-MKT-13	Customer Relationship Management	Dr.A.R.Jaswal	CO2	UNDERSTAND and EXPLAIN key concepts and theories associated with CRM
				CO3	APPLY and ILLUSTRATE principles, theories and models of CRM in B2B and B2C markets.
				CO4	CLASSIFY Customer acquisition and retention strategies and ANALYZE Customer database in CRM
				CO5	EVALUATE suitability and effectiveness of CRM strategies in specific marketing situation
				CO6	DEVELOP CRM strategies/plans for various B2B and B2C markets
				CO1	DESCRIBE the concepts related to emerging areas of Microfinance, Small finance banks, Payment Banks, Start-Ups, SHG and Digitization and analytics
IV	SC-FIN-05	Current Trends & Cases in Finance	Prof.PD.Borhade	CO2	EXPLAIN in detail, all the theoretical concepts taught through the syllabus
				CO3	APPLY the various theories and models of financial management in the case.
				CO4	ANALYSE the situation and decide the key financial as well as non-financial elements involved in the situation.
				CO5	EVALUATE the financial impact of the alternative on the given case.
				CO6	
				CO1	DEFINE the key concepts of Microfinance and other terms associated with it.
IV	E - IL - FIN - 2	Rural and Micro Finance	Dr.M.A.Tamboli	CO2	EXPLAIN and UNDERSTAND the relevance of Microfinance and how its work towards rural development & growth.
				CO3	IDENTIFY Micro Finance Models and their contribution towards, economic growth, poverty elimination, women empowerment and gender equality.
				CO4	ANALYZE the linkage between MFIs and Rural development
				CO5	EVALUATE the significance and funding Microfinance Institutions & Self-Help Group.
				CO6	FORMULATE and DISCUSS Cases related to MF (Models) & Rural development, Women Empowerment and Gender Equality.