



Department of Management Studies
K. K. Wagh Institute of Engineering Education and Research
Hirabai Haridas Vidyanagari, Amrut Dham, Panchavati, Nashik-422003

VISION :

Transform graduates into management professionals by providing excellent education to keep pace with ever changing business scenario.

MISSION :

M1: To provide excellent knowledge of all managerial functions.

M2: To develop right attitude and managerial skills to work in diverse sectors of industry.

M3: To provide appropriate ambience which can act as catalyst for grooming professionals and future leaders



PROGRAMME 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 skillsets.



PROGRAMME OUTCOMES:

Management Graduates will be able to-

- PO1** Communicate effectively in Verbal, Non-verbal and Written.
- PO2** Function effectively as an individual in business ecosystem
- PO3** Convert his/her hidden potential into workable performance benefitting his/her employer.
- PO4** Apply functional knowledge to solve real life problems
- PO5** Help in scanning Economic, Legal, Political & Ecological environment affecting the
Organization.
- PO6** Work in diverse sectors of the industry
- PO7** Acquire ability to work as team member.
- PO8** Apply the knowledge, skills & right attitude to provide appropriate leadership in an
environment.
- PO9** Apply best management practices to mitigate on hand problems.
- PO10** Recognize the need to engage in continuing professional development and
lifelong
learning
- PO11** Apply ethical management practices to one's own work, as an entrepreneur.
- PO12** Develop holistic approach to be used for providing solution



COURSE OUTCOMES

MBA –I SEM-I

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Generic Core Courses			
1	101	Accounting for Business Decisions	1)To explain the basic concepts in business accounting 2)To use the concepts in financial statement for the preparation of P&L a/c and Balance Sheet. 3)To apply the knowledge of Cost Accounting and Cost Control in the organization 4)To use cost-volume-profit analysis and interpret the result. 5)To prepare cash and flexible Budget.
2	102	Economic Analysis for Business Decisions	1)To interpret how to price and output are determined in monopoly and oligopoly. 2)To analyze concept of Economics. 3)To evaluating linkage between business strategy of companies and functions of regulatory authorities. 4)To analyzed budget for current financial year. 5)To measure how economics affect the business strategy of the companies.
3	103	Legal Aspects of Business	1)To name various legal issues involved while conducting business. 2)To recognize various Acts like Contract Act, Sale of Goods, Negotiable Instruments , Consumer Protection, Companies Act. 3)To interpret the implications of various laws on business activities 4)To examine their decisions from legal point of view 5)To assess legality of their actions in work life.
4	104	Business Research Methods	1)To examine structure and process of Business Research. 2)To compare the use of tools and techniques for exploratory ,conclusive and causal research. 3)To test measurement technique in empirical research.



			<p>4)To analyze Statistical data for interpretation of research data.</p> <p>5)To compare various statistical tests for analyzing given research report</p>
5	105	Organizational Behavior	<p>1.)To recall Organizational Behavior concept and evolution.</p> <p>2.)To discuss about the behavior of individuals and groups inside the organization.</p> <p>3.)To apply individual, interpersonal and group process for increased effectiveness both within and outside of organizations.</p> <p>4.)To analyze behavior of individuals and groups inside the organization for effectively managing the organizational processes.</p> <p>5).To Formulate the Concept of Leadership, Styles of Leadership, Trait Approach</p>
6	106	Basics of Marketing	<p>1)To know marketing as a business function and a philosophy</p> <p>2) To emphasize importance of understanding external environment in marketing decision making</p> <p>3) To expose students to a systematic frame work of marketing</p> <p>4) To prepare segmentation target and positioning.</p> <p>5) To assess need of customer.</p>

Generic Elective Courses

7	107	Management Fundamentals	<p>1)To understand various concepts of management</p> <p>2)To understand the contemporary management practices</p> <p>3)To discuss the various concepts of organization and organization culture</p> <p>4)To recognize professional challenges that manager's face in various organization</p> <p>5)To interpret the emerging ideas and practices in the field of management</p>
8	108	Business Communication Lab	<p>1)To record the necessary skills to handle day-to-day managerial responsibilities, such as- preparing speeches, controlling one to one communication and maintaining one's poise in private & in public.</p> <p>2)To identify cross cultural dimensions of Business Communication Technology. Ethical & legal issues in Business Communication.</p> <p>3)To construct business letters, bad news & persuasion letters, sales letters, collection letters, Maintaining a Diary, Resume/CV, job application letters, proposals.</p> <p>4)To practice effective way of presentations.</p>



			5)To categorize various types of reports i.e. Logical sequencing, Graphs, Charts.
9	109	MS Excel & Advanced Excel Lab	1)To explain the basic working of MS-Excel 2)To create worksheets with date,time,count,subtotal& lookup values 3)To apply formulas used for financial applications 4)To practice data validation, what-if analysis tools 5)To analyze data with data analysis tool pack
10	110	Selling & Negotiation Skills Lab	1)To state the importance of selling 2)To describe types of selling 3)To apply the attributes of good sales person 4)To test personal selling skills 5)To assess problems in personal selling
		OR	
10	112	Leadership Lab	1)To identify enterprises history and background. 2)To analyse customer segments and major customers of that enterprise 3)To assemble the information about organization structure and its functioning within and outside country. 4)To collect the information about shares and shareholding Pattern 5)To evaluate the enterprises on the basis of award won and Corporate Governance Scores.

MBA-I SEM –II

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Generic Core Courses			
1	201	Marketing Management	1)To identify Product Life Cycle of different products 2)To illustrate Initiating & responding to price changes. 3)To analyze The Role of Marketing Channels 4)To distinguish Factors in setting marketing communication mix, measuring communication results 5)To estimate evaluation of a product level marketing plan
2	202	Financial Management	1)To explain the goal, approaches and disciplines related to financial management 2)To identify major sources of long and short term



			<p>financing available to the firm</p> <p>3)To calculate the cost of debt ,cost of equity and cost of capital</p> <p>4)To apply the tools of financial analysis to measure the financial soundness of an organization</p> <p>5)To analyze capital budgeting projects through various methods by identification of relevant cash flows</p>
3	203	Human Resource Management	<p>1)To state the role of HRM in an organization</p> <p>2)To illustrate Planning and functions of HRM.</p> <p>3)To Sketch the Training and Development of Human resource management</p> <p>4)To Examine Employee Appraisal & Compensation.</p> <p>5)To analyze people related problems and give solutions to them.</p>
4	204	Decision Science	<p>1)To examine role of quantitative techniques in managerial decision making.</p> <p>2)To formulate process of decision problem.</p> <p>3)To construct applications of various quantitative techniques in managerial settings.</p> <p>4)To develop a mathematical model for business processes.</p> <p>5)To compare various statistical quantitative techniques for some purposes.</p>
5	205	Operations & Supply Chain Management	<p>1)To understand the strategic importance of Operations and Supply Chain Management.</p> <p>2)To demonstrate the relationship between Operations and SCM and other business functions.</p> <p>3)To distinguish various aspects of Operations such as operation processes, production planning and Inventory Management.</p> <p>4)To evaluate various issues related to designing and managing Operations and SCM and techniques.</p> <p>5)To develop the base knowledge of operations and SCM.</p>
6	206	Management Information Systems	<p>1)To understand latest developments in the field of Information Technology</p> <p>2)To discuss the impact of I.T. in managing a business</p> <p>3)To learn to use Information Technology to gain competitive advantage in business</p> <p>4)To interpret with a view to emulate, entrepreneurial ventures in e-Commerce and m-Commerce</p> <p>5)To distinguish between traditional and MIS based working</p>



SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Generic Elective Courses			
7	207	Emotional Intelligence and Managerial Effectiveness Lab	1) To describe individual and group learning methods. 2) To practice; how to manage different set of emotions in day to day life. 3) To differentiate benefits of emotional intelligence. 4) Be a future manager can manage their reactions and emotions in different situations. 5)To interpret power of emotional intelligence
8	208	Statistical Software Lab	1)To give an overview of capabilities of popular statistical software packages 2)To get training in handling data files and carry out basic statistical analysis 3)To experience basic hypothesis testing 4)To use advance tools 5) To interpret results by using statistical software analysis.
9	210	Life Skills Lab	1)To understand balanced self-determined Behavior. 2)To increase 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 4)To develop different types of skills like reading ,listening etc. 5)To develop an understanding of and practice personal and professional responsibility.
10	213	Computer Aided Personal Productivity Tools Lab	1)To state the concept of Microsoft Word 2010 In Detail 2)To Discuss the concept of Microsoft Excel 2010 in Detail 3)To execute the Microsoft PowerPoint 2010 4)To operate Microsoft Outlook & basic social networking tools 5) To design various Blogs & Websites.



MBA –II SEM -III

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Generic Core Courses			
1	301	Strategic Management	1) To Understand the role of strategy in Business Development . 2) To Explain the advantages derived from a proper strategy. 3)To Examine the external Environment of Business. 4)To Analyze Industry Environment 5)To apply the concepts to formulate a strategy.
2	302	Enterprise Performance Management	1) To explain the perspective of different facets of management of an Enterprise. 2) To understand the importance of performance measure in an Enterprise. 3) To discuss the inputs with reference to the Investment Decisions along with the techniques for those decisions. 4) To demonstrate the evaluation parameters of Enterprise in terms of expenses, control systems and pricing. 5)To develop the knowledge of the concept of auditing and its applicability as performance management tool
3	303	Startup and New Venture Management	1)To express the concept of entrepreneur & entrepreneurship 2)To discuss the qualities of a successful entrepreneurs 3)To examine the formalities for starting a small business. 4)To analyze feasibility of their ideas & prepare business plan/project report 5)To analyze case studies of entrepreneurs.
4	304	Summer Internship Project	1)To Describe the working of an organization. 2)To recognize the activities in specific functional areas. 3)To identify the linkages among different functions and departments. 4)To develop perspective about business organization. 5)To prepare structured project report on summer internship.



(MARKETING SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			
1	305MKT	Contemporary Marketing Research	1) To construct questionnaire for collecting a primary data for market research 2)To formulate and test hypothesis using research techniques 3)To compose Marketing Research Proposal for various situations 4)To plan how to use variety of statistical tools for exploring marketing research 5)To design observation forms for different marketing research situations like consumer behavior, retail survey etc.
2	306MKT	Consumer Behavior	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. 4)To prepare segmentation target and positioning 5)To assess need of customer.
Subject Elective Courses (Marketing Management)			
3	307MKT	Integrated Marketing Communications	1)To Describe the concept of Integrated Marketing Communication 2)To recognize the importance of various promotional tools in marketing 3)To interpret IMC campaigns of companies. 4)To analyze IMC campaign of a company. 5)To assess the need of IMC programme instead of using single tool
4	308MKT	Product Management	1)To illustrate role and skills required by Product manager. 2)To understand consumer needs and converting them into products. 3)To compare product strategies of various companies. 4)To prepare product strategies over the life cycle of a product 5)To analyze the reasons for new product failure
5	309MKT	Strategic Brand	1)To illustrate Branding challenges and opportunities 2)To analyses brand strategies of different companies.



		Management	3)To compare brand equity 4)To design brand strategy 5)To revise brand strategy considering competitors strategies
6	312MKT	Customer Relationship Management	1)To state the importance of Customer Relationship Management 2)To describe types of Customer Relationship Management 3)To apply the attributes of good sales person to Customer Relationship Management 4)To test personal selling skills 5)To assess problems in Customer Relationship Management

(FINANCE SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			
1	305FIN	Direct Taxation	1)To understand the basic concepts of 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 4)To know the definitions & scope of total income and residential status. 5)To understand assessment of individual/computation of total taxable income
2	306FIN	Financial System of India , Markets and Services	1)To describe the Indian Financial System. 2)To explain the role & functions of various regulatory authorities operating in the Indian Financial System 3)To differentiate the various instruments in financial markets 4)To analyze the fund based and non- fund based financial services 5)To categorize the financial institutions in India
Subject Elective Courses (FINANCIAL Management)			
3	307FIN	Strategic Cost Management	1)To state the concept and application of Strategic Cost Management 2)To explain the techniques of Strategic Cost



			<p>Management</p> <p>3)To analyze the cost through Activity based Costing techniques</p> <p>4)To analyze internal firm activities that are the source of cost</p> <p>5)To plan the activities by application of learning curve theory</p>
4	309FIN	Corporate Finance	<p>1)To describe Investment decisions and financing decisions</p> <p>2)To explain the various concepts of value</p> <p>3)To apply the valuation techniques in assessment and decision making</p> <p>4)To analyze the interrelationship between finance and governance</p> <p>5)To analyze the relationship between dividend policy and value of firm</p>
5	313FIN	Banking Operations - I	<p>1)To state the concept & emergence of Banks.</p> <p>2)To express the concept of regulatory framework with reference to RBI Act, SEBI, IRDA, and RBI.</p> <p>3)To illustrate the types of Banks & Banking.</p> <p>4)To analyze the funding & recovery of loans.</p> <p>5)To manage the assets & liabilities in Banking & Accounting of transactions.</p>
6	315FIN	Futures and Options	<p>1)To develop understanding and importance of financial derivatives</p> <p>2)To explain the basic concepts of Market and its characteristics</p> <p>3)To differentiate between Futures and Forward Price.</p> <p>4)To apply the knowledge to analyze the risk associate with the derivatives</p> <p>5)To calculate the Fair Value of Futures and Options Prices</p>

(HUMAN RESOURCE SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			
1	305HR	Labour & Social Security Laws	<p>1)To recognize rational behind labour law</p> <p>2)To illustrate various provision in law.</p> <p>3)To categorized various legal bodies under law</p> <p>4)To understand insight of labour law</p>



			5)To analyze the cases under various laws
2	306HR	Human Resource Accounting & Compensation Management	1)To State Human Resource Accounting & Compensation Management concepts. 2)To discuss various investment approach of HR Accounting 3)To Apply the concept of HR Auditing and accounting in brief. 4)To construct theories related to compensation Management for employee 5)To design various issue related to compensation management
Subject Elective Courses (HUMAN RESOURCE Management)			
3	307HR	Employee Health, Safety & Welfare	1)To record the concept of employee health ,safety and Welfare 2)To describe the Occupational and Work Related Health and Safety 3)To Illustrate the Maharashtra Welfare Officers' role and responsibility 4)To analyzed the statutory provisions and non-statutory provisions of welfare 5)To support the environmental protection and pollution.
4	309HR	HR Audit	1)To recognize basic concepts and components of HR audit. 2)To differentiate between HRD audit and HR audit. 3)To use different HR Audi methodology for business improvement 4)To compare effectiveness of HRD audit. 5)To choose tools and techniques of HR audit in manufacturing and service industry
5	310HR	Human Resource Information System	1)To learn evolution and concept of HRIS 2)To determine the HRIS needs 3)To learn implementation of resources of HRIS 4)To study HRIS applications 5)To acquaint students with the emerging trends in HRIS
6	316HR	Lab in Training	1)To explain basic concept of training and development. 2)To use different training modules for different category of employees 3)To apply training methods as per Training Need Identification 4)To evaluate requirement of training and its outcome 5)To prepare training programme.



(OPERATIONS MANAGEMENT SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			
1	305 OPE	Planning & Control of Operations	1)To describe the building blocks of Planning and Control of Operations 2)To make use of the various forecasting approaches in the context of operations planning process. 3)To explain the need for aggregate planning and the steps in aggregate planning. 4)To illustrate how capacity planning is done in organizations and its relationship with MRP. 5)To relate the importance of scheduling in operations management
2	306 OPE	Inventory Management	1)To categorize various aspects of inventory 2)To differentiate various types of inventory 3)To examine various inventory cost 4)To inspect inventory control system 5)To analyze principles of JIT.
Subject Elective Courses (OPERATIONS MANAGEMENT)			
3	307OPE	Productivity Management	1)To record the Framework and significance of Productivity management. 2)To learn applicability of popular Productivity Management tools. 3)To illustrate the concept of Work study & Method study. 4)To analyze the data collected through work measurement technique. 5)To plan the Advanced Methods of Productivity
4	311OPE	Technology Management	1)To highlight the role of technology and innovation as drivers of value and competitive advantage. 2) To provide conceptual foundations in managing innovation and technology. 3)To examine Sources of technology, Process of new product development 4)To apply Technology forecasting techniques. 5) To formulate technology strategy.
5	312OPE	Six Sigma	1)To formulate the six sigma methodology and philosophy



			<p>2)To prepare comprehensive understanding of six sigma.</p> <p>3)To examine how to listen and map customer requirements</p> <p>4)To manage executing and delivering project.</p> <p>5)To evaluate different projects in six sigma.</p>
6	314OPE	Toyota Production System	<p>1)To describes management principles and business philosophy behind Toyota's Production System (TPS)</p> <p>2)To distinguish between traditional process improvement v/s Lean improvement</p> <p>3) To analyze worldwide reputation for quality and reliability of TPS</p> <p>4)To collect informational of industries regarding TPS.</p> <p>5)To compare the mechanize and working of partners and suppliers</p>

(RURAL AND AGRI BUSINESS MANAGEMENT SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			
1	305 RABM	Agriculture and Indian Economy	<p>1)To understand the environment in which the agri-business is conducted</p> <p>2)To focus on understanding micro and macro environmental forces and their impact on agribusiness.</p> <p>3)To explain the need and scope of land reforms</p> <p>4)To examine Farms size, Productivity/Profitability and farm efficiency</p> <p>5)To analyze Unorganized sector and India's Informal economy,</p>
2	306 RABM	Rural Marketing I	<p>1)To develop understanding of issues in rural markets</p> <p>2) To express an overview of marketing environment, consumer behavior, distribution channels, marketing strategies, etc. in the context of rural markets in India.</p> <p>3) To analyze environmental factors influencing the decision making process.</p> <p>4)To apply approaches and tools of rural marketing research</p> <p>5)To use STP analysis for selecting accretive segment.</p>



Subject Elective Courses (RURAL AND AGRI BUSINESS MANAGEMENT)			
3	308RABM	Special Areas in Rural Marketing	1) Explore the Special Areas in Rural Marketing Environment 2) Understand opportunities and emerging challenges in the upcoming rural markets .
4	311RABM	Microfinance	1) To Appraise the state of microfinance in Indian Economy 2) To understand the concept and principles of microfinance 3) To Identify issues, linkages and role of technology that hinder the success of microfinance 4) To study Impact assessment of microfinance. 5) To analyze Case studys
5	313RABM	Rural Research Methods	1) To understand the basic elements of research methodology 2) To express understanding of various approaches in research 3) To demonstrate Various Methods of Research Applied to Rural Development: 4) To analyze the rural issues in the setting of rural environment. 5) To use Participatory Rural Appraisal (PRA)
6	317RABM	Tourism Marketing – I	1) To acquaint student with tourism industry. 2) To introduce student with the concept of tourism marketing 3) To provide a global and local perspective on tourism 4) To build theoretical knowledge of the tourism industry and related sectors 5) To develop critical awareness of the physical, social and economic environments

MBA –II SEM IV

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Generic Core Courses			
1	401	Managing for Sustainability	1) To describe the concept of CSR & sustainable development 2) To explain the need and importance of sustainable development 3) To apply general ethical principles in business or



			<p>their work life.</p> <p>4)To demonstrate key issues in corporate governance</p> <p>5)To analyze case studies on corporate governance</p>
2	402	Dissertation	<p>1)To acquire on the job the skills, knowledge, attitudes, and perceptions along with the experience needed to constitute a professional identity.</p> <p>2) To gain a deeper understanding of specific areas.</p> <p>3)To prepare a dissertation report with assigned topics.</p> <p>4) To understand perspective about business organizations in their totality.</p> <p>5)To discover career opportunities for students in exploring their areas of interest.</p>

(MARKETING SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			
1	403MKT	Services Marketing	<p>1) To recognize the significance of services marketing</p> <p>2)To interpret the characteristics of services which differ from goods</p> <p>3)To employ additional 3Ps i.e process, people and physical evidence to services marketing</p> <p>4)To analyze challenges and opportunities in services marketing</p> <p>5)To formulate marketing strategy for services</p>
2	404MKT	Sales and Distribution Management	<p>1)To Explain The Concept Of Sales & Distribution Management</p> <p>2)To Illustrate Various Components of sales and distribution Management</p> <p>3)To prepare sales forecast and budget</p> <p>4)To plan sales force compensation and evaluation</p> <p>5)To select marketing channels</p>
Subject Elective Courses (Marketing Management)			
3	405MKT	Retail Marketing	<p>1)To state the importance of Retailing</p> <p>2)To describe types of retailing</p> <p>3)To Differentiate various types of retailing</p> <p>4)To categorize retail store layout</p> <p>5)To analyze challenges in Indian retail sector</p>
4	406MKT	Rural Marketing	<p>1) To Describe the concept of Rural Markets</p> <p>2)To recognize the importance of rural markets in the present scenario.</p>



			<p>3) To understand rural consumer behavior.</p> <p>4) To segment rural markets and know target market.</p> <p>5) To formulate positioning strategy for rural markets.</p>
5	408MKT	International Marketing	<p>To state the importance of International Marketing</p> <p>To describe types of International marketing</p> <p>To Differentiate various types of International Marketing Distribution</p> <p>To Learn how to manage International Promotional Mix</p>
6	410MKT	Marketing Strategy	<p>1) To express the concept of marketing strategy.</p> <p>2) To interpret the dynamic marketing environment</p> <p>3) To apply the STP of marketing.</p> <p>4) To choose an attractive market segment.</p> <p>5) To prepare marketing strategy for a product</p>

(FINANCE SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			
1	403FIN	Indirect Taxation	<p>1) To describe the concept of indirect taxes</p> <p>2) To explain about GST and its key concepts</p> <p>3) To demonstrate registration under GST</p> <p>4) To apply knowledge of input tax credit under GST and returns</p> <p>5) To apply understanding of this subject while dealing in real situations.</p>
2	404FIN	International Finance	<p>1) To describe Investment decisions and financing decisions</p> <p>2) To explain the various concepts of value</p> <p>3) To apply the valuation techniques in assessment and decision making</p> <p>4) To analyze the interrelationship between finance and governance</p> <p>5) To analyze the relationship between dividend policy and value of firm</p>
Subject Elective Courses (FINANCIAL Management)			
3	408 FIN	Online Trading of Financial Assets	<p>1) To define various terms and concepts involved in Capital Markets.</p> <p>2) To understand how to do the trading of financial assets online.</p> <p>3) To demonstrate practically the prerequisites of</p>



			<p>trading.</p> <p>4)To analyze the securities using the MIS reports available online.</p> <p>5)To evaluate practically by creating database for portfolio.</p>
4	409FIN	Banking Operations – II	<p>1)To state the role of Nationalized banks</p> <p>2)To describe the banks activities, products ,core banking and standard books maintained for different accounts.</p> <p>3)To use the knowledge of lending and borrowing rates</p> <p>4)To apply knowledge of banking services ;Documentation and procedural compliances in funding by banks</p> <p>5)To apply understanding of international banking in financial sector.</p>
5	410FIN	Wealth & Portfolio Management	<p>1)To state the various investment opportunities available in the market.</p> <p>2)To understand the concept of Wealth and Portfolio Management</p> <p>3)To demonstrate the steps of the portfolio management process</p> <p>4)To analyse the various techniques of portfolio evaluation to determine the performance of an investment manager.</p> <p>5)To evaluate the theoretical & empirical applications of Portfolio Models.</p>
6	412FIN	Commodity Markets	<p>1)To state commodity exchanges in India</p> <p>2)To explain the commodities –derivatives trading through commodity exchanges</p> <p>3)To describe market mechanism for commodity trading</p> <p>4)To distinguish agricultural commodities and non agricultural commodities</p> <p>5)To apply the understanding of fundamental and technical analysis of commodity.</p>

(HUMAN RESOURSE SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			



1	403HR	Employment Relations	<ol style="list-style-type: none">1)To illustrate Employment Relation concept and evaluation2)To differentiate Dispute Act, Trade Union Act, Industrial Employment [Standing Order] Act & Contract Labour Act3)To categorize various provisions under different Acts4)To compare various best practices of Employment Relations5)To analyze case studies by using labour laws knowledge
2	404HR	Strategic Human Resource Management	<ol style="list-style-type: none">1)To explain strategic HRM concept.2)To illustrate HR implementations of organizational strategies3)To categorize various terms used to define strategy and its process4)To analyze various terms used to define strategy and its process5)To plan HR strategies in Indian and Global perspective.
Subject Elective Courses (HUMAN RESOURCE Management)			
3	405HR	Organizational Design and Development	<ol style="list-style-type: none">1)To recognize basic concepts and components of organizational development .2)To differentiate between HR Development and organizational development(OD).3)To differentiate between insight and competency in diagnostic and intervention for business improvement.4)To compare competency require for intervention process at different managerial level.5)To choose ODD tools and techniques for manufacturing and service industry.
4	408HR	Change Management	<ol style="list-style-type: none">1)To underline the concept and framework of Change Management2)To discuss the various phases of change3)To demonstrate the model of change management4)To examine leading change in the organization5)To investigate the challenges of execution for change management
5	414HR	Emerging Trends in HR	<ol style="list-style-type: none">1)To Underline the concept of emerging trends in HR2)To discuss the various HR Practices in the organization3)To sketch the benchmarking practices in HR.4)To Examine HR professionals in the organization5)To formulate skill development initiatives and HR



			practices
6	416HR	Competency Mapping	1)To explain basic concept of competency & competency mapping. 2)To interpret importance of & competency mapping. 3)To execute models of competency mapping. 4)To understand the insight of the process of competency mapping. 5)To recognize different types of competencies

(OPERATIONS MANAGEMENT SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			
1	403 OPE	Operations Strategy and Research	1)To explain the role of operations in bringing about the growth and profitability of organizations. 2)To identify the operation strategy development & implementation methodology. 3)To illustrate the need of operations strategy & research in companies 4)To analyze different operation research techniques & its application. 5)To categorize various techniques of operations strategy & research.
2	404 OPE	Total Quality Management	1)To distinguish Quality Management concept 2)To interpret various problem solving methodologies and application of this for real life situations for marinating quality 3)To formulate problem solving methodology for maintaining quality 4)To measure quality by using QC tools. 5)To compare difficulties associated with QFD
Subject Elective Courses (OPERATIONS MANAGEMENT)			
3	407OPE	Business Process reengineering	1)To state the fundamental principles of BPR 2)To explain how organizational performance in terms of efficiency and effectiveness can be improved through BPR 3)To demonstrate the application of BPR in various fields 4)To analyze and master the fundamental principles of BPR 5)To evaluate a practical framework and management



			techniques needed for implementation of BPR
4	408OPE	Enterprise Resource Planning	<ol style="list-style-type: none"> 1) To understand how a business works and how information systems fit into business operations 2) To recognize the cross functional integration aspects of a business 3) To relate better managerial decision making through real time data integration and sharing 4) To explain the host of underlying technological tools of ERP. 5) To implement ERP system with the different management aspects
5	409OPE	Financial Perspectives in Operations Management	<ol style="list-style-type: none"> 1) To highlight the importance of cost management as a key to profitability and the key to successful Operations Management 2) To underline the role of cost management from a strategic perspective 3) To identify key cost drivers and defined process of managing operational costs 4) To demonstrate Capital Budgeting Techniques. 5) To analyze the role of financial institutions in project financing.
6	412OPE	Challenges and Opportunities in Operations Management	<ol style="list-style-type: none"> 1) To underline the concept & framework of risk Management 2) To identify the various Technological, Ethical & Environmental Issues 3) To apply global reporting for sustainability and Kyoto protocol 4) To examine sustainability in operation management 5) To assemble social accountability like SA 8001, CSR

(RURAL AND AGRI BUSINESS MANAGEMENT SPECILIZATION)

SR NO	COURSE CODE	COURSE NAME	COURSE OUTCOMES
Subject Core Courses			
1	403RABM	Rural Credit and Finance	<ol style="list-style-type: none"> 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



2	404RABM	Rural Marketing II	<p>1)To explore the various facets of rural marketing and develop an insight into rural marketing</p> <p>2)To Identify the challenges and opportunities in the field of rural marketing.</p> <p>3)To get acquainted with the appropriate concepts and techniques in the area of rural marketing.</p> <p>4) To apply adaptations to the rural marketing mix (4 A's) to meet the needs of rural consumers.</p> <p>5)To understand the concept and methodology for conducting the research in rural market.</p>
Subject Elective Courses (RURAL AND AGRI BUSINESS MANAGEMENT)			
3	406RABM	Special Areas in Agro produce Management	<p>1)To explore the Special Areas in Rural Marketing Environment</p> <p>2)To help understand opportunities and emerging challenges in the upcoming rural markets.</p> <p>3)To understand Recent advances in floriculture industry.</p> <p>4) To examine Role of management in feed manufacturing industry</p> <p>5)To analyze problems and prospects and global marketing of fruits.</p>
4	412RABM	Food Retail Management	<p>1)To understand the structure and working of food marketing system in India.</p> <p>2) To examine how the system affects farmers, consumers and middlemen</p> <p>3) To illustrate the response of this dynamic marketing system to technological, socio-cultural, political and economic forces over time.</p> <p>4) To analyze Pricing Strategies used in conventional and non-conventional food retailing</p> <p>5)To study Legal and Ethical issues in Retailing.</p>
5	413RABM	Agri-Entrepreneurship	<p>1) To get orientation towards agri-entrepreneurship</p> <p>2)To understand the concept of rural entrepreneurship.</p> <p>3)To understand the use of ICT tools in rural entrepreneurship.</p> <p>4)To orient learners towards agri-entrepreneurship.</p> <p>5)To examine the skills require for agri-entrepreneurship.</p>
6	416RABM	Agriculture & WTO	<p>1)To underline the concept of Biotechnology</p> <p>2)To discuss the Management of Floriculture and Landscaping</p> <p>3)To sketch the Role of management in feed</p>



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			manufacturing 4)To examine Fruit Production and Post-harvest Management 5)To develop opportunities and emerging challenges in the upcoming rural markets
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