



SANDIP
UNIVERSITY
— UGC Recognised —

Sandip University, Nashik (MS), India
At Post Mahiravani, Trimbak Road, Nashik-422213, Maharashtra
<https://www.sandipuniversity.edu.in>

Name of School	School of Commerce and Management Studies
Name of the Department	Management
Name of the Programme	MBA Business Analytics

Program Specific Outcomes (PSO)

PSO1	Ability to employ commerce skills to enhance coordination and ensure effective organizational functioning.
PSO2	Ability to use knowledge gained for solving commerce & business problems.

Program Outcomes

PO1	Integrate the Knowledge and Skills and identify appropriate data analytic techniques to address business problems.
PO2	Apply data analytic techniques to solve problems in a variety of business contexts.
PO3	Design data models and present data to communicate information to business stakeholders using multiple forms of communication.
PO4	Recommend business solutions for various business domains by utilizing research (findings) and analytical skills.
PO5	Apply business analytics and business intelligence tools as a business process to support evidence-based decision-making.
PO6	Apply interpersonal, teambuilding, and leadership skills when participating in diverse environments.
PO7	Communicate the results of technical analysis to non-technical audiences.
PO8	Adhere to ethical and legal guidelines to ensure data security, integrity, and confidentiality when presenting analytical information.



PO9	Apply basic data and entrepreneurial strategies to identify and respond to new business opportunities.
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Course Outcomes				
Sr No	Semester	Course Code	Course Name	Course Outcomes Statement
1	I	PBA101	Managerial Economics	1. Understanding of basic concepts of quantitative techniques in management through linear programming
				2. Understanding and application of various methods of transportation and assignment problems to solve various issues of organization.
				3. Understanding of decision theory under certainty and uncertainty
				4. Understanding of concept of queuing theory.
				5. Understanding of network designing through various methods of network design.
2.	I	PBA102	Accounting and Finance For Managers	1. Understanding fundamentals principles of financial, cost and management accounting
				2. Understanding and interpretation of financial statements.
				3. Understanding of taking decisions using management accounting tools.
				4. Understanding of basic objectives of financial management.



				5. Understanding the Cost of Capital and Dividend Decision
3.	I	PBA103	Foundation of Data Science	1. Understanding to use the commonly used tools in Business Analytics. 2. Understanding the Pandas library 3. Understanding Data Wrangling 4. Understanding Data Aggregation and Group operations 5. Understanding Time Series Data Analysis
6.	I	PBA104	Data Management and warehousing	1. Understanding the knowledge of Data warehousing. 2. Understanding the Data Warehouse Project and Business Intelligence systems. 3. Understanding the implementation of Data Warehouse design 4. Understanding the topic and make students understand Data Mining. 5. Understanding nearest Neighbor and Clustering Techniques.
7.	I	PBA105	Quantitative Techniques for Business Decisions	1. Understanding of basic concepts of quantitative techniques in management through linear programming 2. Understanding and application of various methods of transportation and assignment problems to solve various issues of organization. 3. Understanding of decision theory under certainty and uncertainty 4. Understanding of concept of queuing theory.



				5. Understanding of network designing through various methods of network design.
8.	I	PBA106	Organizational Behavior and Principles of Management	1. Understanding the subject Organization Behavior concepts. 2. Understanding the concept of organizational Behaviors & scope of organizational psychology 3. Understanding the concept of Organization & staffing 4. Understanding the concept of Motivation 5. Understanding the concept of Job satisfaction
9.	II	PBA201	Design Thinking	1. Making use of practical design thinking methods in every stage of your problem. 2. Applying design thinking to your problems in order to generate innovative and user centric solutions 3. Getting hands on experience 4. Making practical exposure of Design Thinking Process 5. Making use of practical use of Design Thinking in Various Sectors
10.	II	PBA202	Introduction to Business Analytics	1. Understanding purpose of Analytics, processes, value drivers and stages/types of analytics. 2. Understanding Business from Stakeholders perspective 3. Understanding End-to-end process mapping in a firm 4. Understanding Setting of Targets 5. Understanding Introduction to maturity



				stages in Analytics
11.	II	PBA203	Strategic Management	1. Understanding the need of the strategic management
				2. Analyzing vision mission and environments
				3. Understanding the theories applied in strategic management
				4. Understanding sustainability and quality control
				5. Understanding Strategy Evaluation and Implementation using various matrices
12.	II	PBA204	Production and Operation Management	1. Applying the basic of operations management in real life business situations
				2. Appreciating the various techniques that can be used for productivity improvement.
				3. Identifying the various types of process and operations system.
				4. Analyzing the pro and cons of various plant layouts.
				5. Analyzing the inspection types.
13.	II	PBA205	Digital Transformation	1. Understanding digital innovation
				2. Understanding Disruptive Innovation and Business Strategy
				3. Understanding Rapid Prototyping
				4. Understanding Entrepreneurship in digital transformation era
				5. Understanding Emerging technologies and



				prototyping
14.	II	PBA206	Legal Aspects of Business	1. Understanding various legal aspects of business.
				2. Understanding Law of Contract
				3. Understanding Law of sales of goods
				4. Understanding Company Law
				5. Understanding Laws of Insurance
15.	II	PB207	Data Visualization and Story Telling	1. Understanding the concepts of Data visualization
				2. Understanding Visualization of Structured data
				3. Understanding Visualization of Unstructured data
				4. Understanding Visual story telling
				5. Understanding Story telling framework
16.	II	PB211	Data Analysis using Python	1. Defining and demonstrate the use of built-in data structures "lists" and "dictionary".
				2. Designing and implementing a program to solve a real world problem.
				3. Making database connectivity in python programming language.
				4. Designing and implementing data analysis with Pandas
				5. Designing and implementing data visualization
17.	III	PB311	Data Visualization using Tableau	1. Understanding data and data visualization
				2. Understanding tableau for calculation and formatting visualizations



				3. Using manipulations and understanding visualization tools
				4. Understanding tableau to create dashboards and stories
				5. Distributing and publish visualization
18.	III	PBA301	Big Data Analytics	1. Big data analysis is likely to fuel the next wave of growth in productivity, innovation, and competition in the marketplace
				2. The capacity of businesses to harness the potential of big data and lead in the market will be primarily influenced by their ability to overcome significant challenges in efficiently managing big data, such as defining the business use case
				3. It will enable the participants to learn, design and build big data analytic solutions to solve business problems and help improve their data-driven decision-making skills.
				4. It will also help the learners understand various issues, challenges, and best practices in effectively managing data and analytics in organisations.
				5. The programme design,



				with the right mix of cases, lectures, and hands-on sessions, will allow the participants to effectively leverage advanced analytical methods and tools to solve business problems.
19.	III	PBA302	Machine Learning with Business Application	<ol style="list-style-type: none"> 1. Understanding the need of Machine Learning & Statistics for solving various problems. 2. Understanding the basic concepts of Supervised and Unsupervised learning. 3. Applying regression analysis on the data available. 4. Designing appropriate machine learning and apply on real world problems 5. Optimizing different Machine Learning & Deep Learning Techniques
20.	IV	PB313	Data Analysis using Power BI	<ol style="list-style-type: none"> 1. Selecting appropriate menus and functions of Power BI. 2. Showing how to do basic troubleshooting and fix mistakes most people make when working with Power BI. 3. Using various functions of DAX, Execute pivot table analysis, common and powerful functions. 4. Illustrating the use of the most commonly used data-manipulation commands in Power BI 5. Inserting files from various sources and attractive dashboards
21.	IV	PBA303	Artificial Intelligence for	<ol style="list-style-type: none"> 1. Demonstrating fundamental



			Managers	<p>understanding of the history of artificial intelligence (AI) and its foundations</p> <p>2. Applying basic principles of AI in solutions that require problem solving, inference, perception, knowledge representation, and learning.</p> <p>3. Demonstrating awareness and a fundamental understanding of various applications of AI techniques in intelligent agents, expert systems, artificial neural networks and other machine learning models.</p> <p>4. Demonstrating proficiency developing applications in an 'AI language', expert system shell, or data mining tool.</p>
				5. Demonstrating proficiency in applying scientific method to models of machine learning.
22.	IV	PBA411	Project	<p>1. Know and apply research methods</p> <p>2. Write a research project</p> <p>3. Get hands on experience</p>



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Name of School	School of Commerce and Management Studies
Name of the Department	Management
Name of the Programme	MBA (General)

Program Specific Outcomes (PSO)	
PSO1	Possess the skills required to integrate concepts from various disciplines to identify and develop business strategies.
PSO2	Possess the skills required to work and lead effectively in a team-based environment.

Program Outcomes	
PO1	To equip the students with requisite knowledge, skills & right attitude necessary to provide effective leadership in a global environment
PO2	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.
PO3	To develop proactive thinking so as to perform effectively in the dynamic socio-economic and business ecosystem.
PO4	Demonstrate the knowledge of management science to solve complex corporate problems using limited resources
PO5	Apply reasoning informed by the contextual knowledge to assess societal, health, safety, legal, and cultural issues and the consequent responsibilities relevant to management practice.



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Sr No	Semester	Course Code	Course Name	Course Outcomes Statement
1.	I	PMA1012	Accounting & Financial Analysis	1. Students will able to Understand and apply accounting concepts, principles and conventions for their routine monetary transaction
				2. Recognize circumstances providing for increased exposure to fraud and define preventative internal control measures.
				3. Create and Prepare financial statements in accordance with Generally Accepted Accounting Principles
				4. Utilize the technology (such as computers, information databases) in facilitating and enhancing accounting and financial reporting processes
				5. Analyze, interpret and communicate the information contained in basic financial statements and explain the limitations of such statements.
2.	I	PMA1013	Innovation Management	1. The students will understand the concept of Innovation & Creativity which will build a foundation in creative thinking among the students.
				2. The students will acquire knowledge regarding scope, characteristics, evolution, and significance of Innovation Management.
				3. The students will acquire knowledge regarding Tools for Innovation through Individual and Group Creative Techniques. This will develop skills for analyzing innovations
				4. The students acquire knowledge regarding Areas of Innovation and will learn about Product and Process Innovation, Benchmarking, TQM and Business Process Reengineering
				5. The students will gain knowledge on Innovation & Creativity process, principles and hurdles in creativity.
			Organizational	1. Students will learn that how to formulate,



3.	I	PMA103	Behavior and Principles of Management	analyze and implement the strategy in organization.
				2. Strategic Planning and how to make it effective.
				3. How to formulate various functional strategies
				4. How to identify and assess a company's strengths and weaknesses, and match them with its opportunities and threats to suggest four alternative strategies.
				5. It enhances knowledge of the various aspects of the individual life positions and ego state and accordingly reacts to them
4.	I	PMA104	Business Laws	1. Having a clear understanding of the subject related concepts and of contemporary issues
				2. Having problem solving ability- solving corporate and business problems.
				3. Having a clear understanding of professional and ethical responsibility
				4. Having a clear understanding of law of legacy
				5. Having a clear understanding of partnership agency
5.	I	PMA105	Quantitative Techniques in Management	1. Understanding of basic concepts of quantitative techniques in management through linear programming Understanding of basic
				2. Understanding and application of various methods of transportation and assignment problems to solve various issues of organization.
				3. Understanding of decision theory under certainty and uncertainty
				4. Understanding of concept of queuing theory.
				5. Understanding of network designing through various methods of network design. Assignment, Unique Optimum Solution and Multiple Optimum Solutions
6.	I	PMA1014	Economics for	1. Have an ability to business problem



			Business	solving techniques in business applications
				2. Have sense-making skills of creating unique insights in what is being seen or observed
				3. Have problem solving ability – solving social issues and business problems
				4. Have adaptive thinking and adaptability
				5. Have an ability to use techniques, skills and modern managerial tools & techniques necessary for business practice
7.	I	PMA112	Advanced Excel	1. Edit worksheets using advanced enhancements and worksheet features.
				2. Import and export data from the internet and merge the data in to excel worksheet and publish excel worksheet on the web
				3. Create templates after writing complex worksheets and workbooks
				4. Use the Data Consolidation feature to combine data from several workbooks into one
				5. Use goal seeking to determine the values required to reach a desired result
8.	II	PMA201	Marketing Management	1. Remember and Comprehend basic marketing concepts.
				2. Understand marketing Insights on application of basic marketing concepts
				3. Able to Apply and develop Marketing Strategies and Plans
				4. Understand and Analyzing Business/ Consumer Markets and ability Identify & evaluate Market Segments and Targeting
				5. Develop skills to understand the current global and digital aspect of marketing.
9.	II	PMA202	Financial Management	1. Explain the concept of fundamental financial concepts, especially time value of money.
				2. Apply capital budgeting projects using



				traditional methods.
				3. Analyze the main ways of raising capital and their respective advantages and disadvantages in different circumstances
				4. Integrate the concept and apply the financial concepts to calculate ratios and do the capital budgeting
				5. Able to understand corporate restructuring and related cases
10.	II	PMA203	Human Resource Management	1. Understanding the overall concepts and significance, functions of human resource management
				2. Understanding and application of the important provisions investment perspectives of human resource management
				3. Understanding the basic methods and techniques of performance evaluation of employees in an organizations.
				4. Understanding the knowledge about the wage and salary administration system in Indian industries
				5. Understanding about the industrial relations management and trade union activities in organizations
11.	II	PMA205B	Business Research Methods	1. Knowledge of concept / fundamentals for different types of research.
				2. Applying relevant research techniques.
				3. Understanding relevant scaling & measurement techniques and should use appropriate sampling techniques
				4. Synthesizing different techniques of coding, editing, tabulation and analysis in doing research.
				5. Evaluating statistical analysis which includes ANOVA technique and prepare research report.
12.	II	PMA209	Operation Management	1. To understand the role of Operations Management in business
				2. Plan effective and efficient use of resources of an organization.
				3. Study and resolve different operational issues in manufacturing and services organizations.
				4. Apply the important concepts of OM in business decision making



				5. Application and implementation of Production and operational management techniques
13.	II	PMA212	Entrepreneurship Development	1. Analyze the business environment in order to identify business opportunities
				2. Identify the elements of success of entrepreneurial venture
				3. Consider the legal and financial conditions for starting a business venture
				4. Specify the basic performance indicators of entrepreneurial activity
				5. Explain the importance of marketing and management in small businesses venture
14.	III	PMA313	Sustainable Development Goals	1. Understand the basic concept of Sustainable Development (SD), the environmental, social and economic dimensions.
				2. In depth learning and analysis of factors that support to achieve sustainability and resilience in an individual level and in a community
				3. Develop an encompassing understanding of sustainability issues.
				4. Understand the embedment of sustainability issues in environmental, societal, and economic systems, and the relevance of the conditions, interrelations, and dynamics of these systems
15.	III	PMAF03	Design Thinking	1. To make use of practical design thinking methods in every stage of your problem
				2. To apply design thinking to your problems in order to generate innovative and user centric solutions
				3. Get hands on experience
16.	III	PMA311	Summer Internship Project	Students will able to
				1. Know and apply Research methods
				2. Write a research project
				3. Get hands on experience
	III	PMAF013	Financial Services	1. Understanding the broad contours of the financial markets
				2. Understanding the roles &



17.				responsibilities of the various regulatory bodies
				3. Understanding the roles & responsibilities of the participants in the market
				4. Understanding the role played by financial markets in the overall economy
				5. Understanding the role of debt market
18.	III	PMAF014	Insurance & Risk Management	1. Understand the broad dynamics of the insurance industry and the market
				2. Understand the pros & cons of various insurance options available in the market.
				3. Understand the relationship between various stakeholders in the market and how their interplay affects the insurance market.
				4. Decide the best type of insurance for one's needs
19.	III		Fundamentals of Micro Finance	1. Differentiate micro-finance business from other forms of financial services
				2. Identify the strengths and weaknesses of micro-finance institutions active in specific areas
				3. Understand how micro-finance business has evolved over the years and its future direction
				4. Differentiate between MFIs with good fundamentals from those that do not have good fundamentals
20.	III	PMAF016	Financial Market Analysis	1. Ability to sift useful from not so useful information from the financial statements
				2. Ability to process and collate financial information from various sources
				3. Ability to work with techniques of financial analysis.
				4. Ability to deploy techniques of financial analysis to analyze performance of companies.
21.	III	PMAH013	Management of Industrial Relations & Labour Law	1. Acquire a solid theoretical, practical and ethical perspective on many aspects of industrial relations
				2. Strengthen key competencies in group participation, oral and written



				communication and persuasion, critical thinking, problem-solving, information processing and planning
				3. Develop research, writing and speaking skills necessary for work, life and further postgraduate study
				4. Critically analyse theories, models, and paradigms in the field
22.	III		Organizational Change & Development	1. Gaining knowledge about organizational development process
				2. How to change and develop organizations
				3. Better understanding of the change management model.
				4. Skills needed to develop an action plan for the development process.
				5. Better understanding of change resistance and how to handle it.
23.	III	PMAH015	Cross Culture & Global Management	1. Assess and leverage the impact of culture in management and other business functions
				2. Distinguish between different levels of culture
				3. Be able to measure culture and cultural differences
				4. Understand the role of culture in various business theories
				5. Learn to manage cultural differences in applications such as cross-border alliances -
24.	III	PMAH016	Hr Analytics	1. To be able to understand, analyze and communicate the concepts and theories of HR Analytics
				2. Set a benchmark and attract competent talent from the market.
				3. Learn and effectively use the data to analyse trends.
				4. Optimize employee performance by leveraging on analysis and facts arrived at.
				5. Compensate the employees better leading to employee satisfaction and increased morale.
25.	III	PMA014	Strategic marketing Management	1. Critically evaluate the key analytical frameworks and tools used in marketing
				2. Apply key marketing theories,



				frameworks and tools to solveMarketing problems
				3. Exercise critical judgment through engagement and reflection with existing marketing literature and new developments in the marketing environment
				4. Critically evaluate the marketing function and the role it plays in achieving organizational success both in commercial and non- commercial settings
				5. Evaluate and act upon the ethical and environmental concerns linked to marketing activities
26.	III	PMAM013	International Marketing Management	Students will able to
				1. Classify strategies for entering export markets from extant knowledge and research
				2. Apply core theoretical concepts in international marketing to find practical solutions to constraints of small businesses.
				3. Differentiate the merits of varied solutions in the profession of marketing and business development
				4. Synthesize feedback obtained from real world critique and evidence gathered from different sources to address problems related to international marketing
				5. Improve professional experience through an evidence-based approach to decision making in the domain of international marketing
27.	III		Rural Marketing Management	Students will able to
				1. Discuss rural market Challenges & Opportunities in a dynamic



				market
				2. Explain and interpret Rural Marketing Evolution and Structure
				3. Apply the concepts relating to consumer buying behavior
				4. Differentiate and design marketing strategies for rural specific products.
				5. Assess and interpret the relevance of pricing and distribution strategies
28.	III	PMAM016	Product & Brand Management	Students will able to
				1. Understand the basic concepts in product management and the steps involved in New product development process
				2. Gain knowledge on branding and its applications
				3. Appreciate brand management process and applying branding decisions effectively
				4. Learn how to use and test products in the market
				5. Identify the best way to launch a product and to build brand equity
29.	III	PMAI013	International Business Law	Students will able to
				1. Explain business expansion abroad and key issues related to their operations in other countries
				2. Compare and contrast cultures and societies globally using socioeconomic and cultural frameworks.
				3. Develop an entry strategy into other markets recognizing the nature of institutions and forces governing the process of globalization
				4. Students will understand the exercise of



				proper professional and ethical responsibilities to clients and the legal system
				5. Students will demonstrate the professional skills of collaboration, counseling and negotiation needed for competent and ethical participation as a member of the legal profession
30.	III	PMAI014	International Marketing Management	Students will able to
				1. Demonstrate an understanding of the role and process of research in making marketing decisions. Identify both print and electronic sources of secondary data.
				2. Apply skills and techniques in designing data collection instruments including surveys.
				3. Apply skills in collecting and coding primary data.
				4. Analyze marketing research information and critically evaluate marketing reports to guide managerial decisions.
				5. Apply both qualitative and quantitative marketing-research tools, including the use of SPSS for data analysis
31.	III	PMAI015	Import And Export Management	Students will able to
				1. Identify the process of Registration process, Payment terms, Export costing and pricing
				2. Interpret the process of Shipment procedures, & summarize the various documents used in Shipping
				3. Classify the concept of various incentives, benefits & risk involved in shipping process
				4. Discuss the various business planning Import procedures & various export promotion schemes



				5. Demonstrate the various export promotion schemes & Types of Export Houses.
32.	III	PMAI016	Disaster Management & Competitive Strategy	Students will able to
				1. Capacity to integrate knowledge and to analyse, evaluate and manage the different public health aspects of disaster events at a local and global levels, even when limited information is available.
				2. Capacity to describe, analyze and Evaluate the environmental, social, cultural, economic, legal and organizational aspects influencing vulnerabilities and capacities to face disasters.
				3. Capacity to work theoretically and practically in the processes of disaster management (disaster risk reduction, response, and recovery) and relate their interconnections, particularly in the field of the Public Health aspects of the disasters.
				4. Capacity to obtain, analyse, and communicate information on risks, relief needs and lessons learned from earlier disasters in order to formulate strategies for mitigation in future scenarios with the ability to clearly present and discuss their conclusions and the knowledge and arguments behind them.
				5. Capacity to design and perform research on the different aspects of the emergencies and disaster events while demonstrating insight into the potential and limitations of science, its role in society and people's responsibility for how it is used
33.	III	PMAOM013	Logistics & Supply Chain Management	Students will able to
				1. Appraise and evaluate various Logistics & Supply Chain Management alternatives
				2. Analyze the role of Logistics & Supply Chain Management



				<p>3. Students will be able to explore and compare the core theories of Logistics & Supply Chain Management</p> <p>4. Students will be able to apply and demonstrate theories to real world situations by profiling and identifying segments</p> <p>5. Students will be able to appraise models of Logistics & Supply Chain Management and determine their relevance to particular situations</p>
34.	III	PMAOM014	Production Planning and Control	<p>1. Understand the role Production Planning and control activities in Manufacturing and Services.</p> <p>2. Understand and perform various Forecasting techniques and problems</p> <p>3. Understand and perform various Inventory Management techniques and apply in real</p> <p>4. manufacturing scenario/How to use MRP/ERP</p> <p>5. 5Demonstrate various Scheduling procedures/Balancing concepts</p> <p>6. Understand and Evaluate Dispatching procedures</p>
35.	III	PMAOM015	Six Sigma	<p>Students will able to</p> <p>1. Describe Six sigma the interrelationship among the various functions of Management</p> <p>2. The students are expected to learn the basics of management functions and realize the ideal characteristics of a manager.</p> <p>3. The impetus of this subject is to make the students familiarize with the professional skills required to be an effective manager</p> <p>4. To understand about practices of measuring, analyzing, and managing marketing performance to maximize its effectiveness and optimize ROI</p> <p>5. The students are expected to learn the basics of Total Quality Management</p>



36.	III	PMAOM016	Work System Analysis & Design	1. A firm basis for understanding the life cycle of a systems development project
				2. An understanding of the analysis and development techniques required as a team member of a medium-scale information systems development project
				3. An understanding of the ways in which an analyst's interaction with system sponsors and users play a part in information systems development
				4. Experience in developing information systems models
				5. An understanding of the object- oriented methods models as covered by the Unified Modelling Language
37.	III	PMAHM013	Hospital Enterprise Management	1. Practice evidence-based leadership to ensure excellent health services outcomes.
				2. Leverage sound business principles and technology to guide day-to-day operational, strategic, and clinical decisions that ensure delivery of value-based health care.
				3. Communicate and collaborate within and among disciplines, health services, and communities to transform patient care, improve health and add value.
				4. Formulate business plans to achieve organizational goals within the market it operates and aligned with health policy, governance, and regulatory/legal entities.
				5. Combine system and design thinking to deliver innovative and integrative health services
38.	III	PMAHM013	Branding In Healthcare	Students will able to
				1. Understand and critically and effectively apply a number of tools available to marketing managers Appreciate and exercise critical judgment in



				implementing the concepts that are involved in producing an effective marketing effort in the health care sector Critically analyse real-life situations and provide solutions to challenges they may encounter
				2. Critically analyze, evaluate and use own reasoning when dealing with complex issues
				3. Synthesize the forces affecting the environment and their impact and implications on marketing in the health care sector
39.	III	PMA015	Hr In Hospitals	Students will able to
				1. Describe Human Resource Management (HRM) including history, milestones, factors and fit within healthcare
				2. Define Strategic Human Resource Management, and discuss/detail tools, techniques and concepts as they relate to designing and implementing effective HRM departments
				3. Interpret and explain significant employment laws and ethical Considerations as they relate to HRM and healthcare.
				4. Apply the basic skills of job analysis and design, recruiting methods, and valid selection practices to facilitate effective organizational staffing for varied healthcare careers
				5. Select, construct, and critically analyze organizational training and development programs to assist employees meet performance goals and maximize organizational HRM
40.	III	PMA016	Healthcare Informatics	Students will able to
				1. Analyze problems: Analyze, understand, abstract, and model a specific biomedical problem in terms of their data, information, and knowledge components.
				2. Use the analysis to identify and understand the space of possible



				<p>solutions and generate designs that capture essential aspects of solutions and their components. Implement, evaluate, and refine: Carry out the solution (including</p> <p>3. Obtaining necessary resources and managing projects), evaluate it, and iteratively improve it.</p> <p>4. Innovate: Create new theories, typologies, frameworks, representations, methods, and processes to address biomedical informatics problems.</p> <p>5. Work collaboratively: Team effectively with partners within and across disciplines</p>
41.	III	PMA404	Strategic Management	<p>1. Describe the basic terms and concepts in Strategic Management and explain the various facets of Strategic Management in a real world context.</p>
				<p>2. DESCRIBE the trade-offs within and across strategy formulation, implementation, appraisal.</p> <p>3. INTEGRATE the aspects of various functional areas of management to develop a strategic perspective.</p> <p>4. EXPLAIN the nature of the problems and challenges confronted by the top management team and the approaches required to function effectively as strategists.</p> <p>5. VELOP the capability to view the firm in its totality in the context of its environment</p>
42.	III	PMA403	Enterprise Performance Management	<p>1. To evaluate performance management system as what is it, what to do, how to do?</p> <p>2. To evaluate various compensation strategies and employee services.</p> <p>3. To evaluate how to manage performance, ongoing performance and review.</p> <p>4. To evaluate reward management in relation to employees and involvement</p>



				<p>strategies</p> <p>5. To solve various cases relating to issues in Performance management.</p>
43.	IV	PMAF08	International Financial Management	<p>1. Discuss the international financial environment in the context of international fund flows, international financial markets and international financial agencies; and how they affect multinational operations</p> <p>2. Evaluate & explain exchange rate determination, and explain how firms can manage exchange rate risk and capitalize on anticipated exchange rate movements</p> <p>3. Assess risk in foreign capital market and its impact on different currencies and its impact on global trade relations.</p> <p>4. Evaluate global financing strategies and propose solutions that will take advantage of opportunities in the global financial markets to the benefit of relevant stakeholders</p> <p>5. Develop an appreciation for socially responsible actions with respect to financial decisions.</p>
44.	IV	PMF016	Behavioural Finance	<p>1. Understand how cognitive biases predictably and consistently affect our decisions, and how our intuitions on how the mind works are faulty.</p> <p>2. Understand how these biases affect the decisions of finance practitioners</p> <p>3. Apply this understanding to help promote more efficient financial decisions for different categories of actors</p> <p>4. Explain new concepts to fellow students, bring new ideas and convince the audience of their relevance, produce remarkable oral presentations.</p> <p>5. Prepare a group discussion in collaboration and teamwork</p>
45.	IV	PMAF017	Taxation	<p>1. Differentiate between tax planning and tax avoidance</p>



				2. Plan better tax planning for themselves
				3. Appreciate the role of law enforcement agencies in taxation
				4. To evaluate the usefulness of various tax planning options available to individuals and to companies.
				5. understand the legal underpinnings of the taxation system
46.	IV	PMAF018	Finance for Entrepreneurs	1. Understanding the meaning and concepts of finance and entrepreneurship in Indian scenario
				2. Understanding important sources of investments and its measures of encouragement and support
				3. Understanding the Analysis of Financial Statements of business units and profitability of the entrepreneurs
				4. Understanding the knowledge about the institutional support of central and state governments
				5. Understanding about the all organizations associated with entrepreneurship and its financial consultancy.
47.	IV	PMAF017	Talent Management	1. Understand and explain talent Management practices in India and Global level. Understand and explain How to Acquire and retain talent.
				2. Understand the interplay between various aspects of Talent Acquisition, retention and development of talent.
				3. Understand and appreciate the role manager to manage talent. Develop the competence required to work effectively by Star employees
				4. Appreciate the organizational context and apply relevant contemporary organizational practices to connect the talent.
				5. Differentiate between the various challenges and issues to manage young



				talented employees. Analyze and appreciate the role of HR Manager for managing the star performers context
48.	IV	PMAH018	Global HRM	1. Understanding the Contexts of International HRM.
				2. Knowledge about the HR Processes in International Context.
				3. Able to evaluate the impacts of Globalization on HRM.
				4. Desired level of expertise on organizational
				5. Understanding the International culture in SHRM
49.	IV	PMAH019	Compensation Management & Employee Welfare Law	1. Students will be able to define, identify, and/or apply the principles of Metrics and Measurement of HR.
				2. Students will be able to define, identify, and/or apply the principles of Performance Management
				3. Analyze, integrate, and apply the knowledge to solve compensation related problems in organizations.
				4. To be well versed with working in the maintenance and compliance vertical of compensation structuring department
				5. The course is designed to promote understanding of issues related to compensation management in corporate sector
50.	IV	PMAH020	Management Competencies and Career Development	1. Understand the concepts related to Business.
				2. Demonstrate the roles, skills and functions of management.
				3. Analyze effective application of PPM knowledge to diagnose and solve organizational problems and develop optimal managerial decisions
				4. Understand the complexities associated with management of human resources in the organizations and integrate the learning in handling these complexities
				5. Understand that how to make career in industry.



51.	IV	PMAM017	Retail Management	1. Provide a strategic perspective of the retailing industry
				2. Equip students with the framework of Retail mix and each of its elements.
				3. Appreciate the operations management for retailing
				4. Buying process, retail market strategy and target market, Growth strategy of retailing.
				5. Choosing retail location and its evaluation, Inventory management, Warehousing, Logistic
52.	IV	PMAM018	Digital Marketing	1. Develop a far deeper understanding of the changing digital landscape
				2. Understand the role of digital marketing in any product / service / concept
				3. Identify some of the latest digital marketing trends and skill sets needed for today's marketer
				4. how some of the technologies detailed in the course are used in concert to realize a typical marketing situation
				5. Discover the theories, tools and techniques to help you to successfully plan, predict, and manage your digital marketing campaigns
53.	IV	PMAM019	Consumer Behaviour	1. Provide knowledge of various disciplines contribution in understanding buyer behavior in a holistic manner.
				2. Familiarize the students with the advances in consumer research in deciphering buyer motivation, and behavior (pre-purchase, purchase and post purchase), impact of social and cultural variables on consumption decisions.
				3. Understand, develop and implement successful marketing strategies by addressing Consumer's intrinsic and extrinsic Behavioral Factors
				4. Relate internal dynamics such as



				<p>personality, perception, learning motivation and attitude to the choices consumers make.</p> <p>5. Use appropriate research approaches including sampling, data collection and questionnaire design for specific marketing situations.</p>
54.	IV	PMAM020	Marketing Analytics	<p>1. Students will have a general understanding of this vital area of marketing analytics.</p> <p>2. Students will be able to analyze marketing data effectively using analytics.</p> <p>3. Apply the analytical concepts learnt to other business concepts and</p> <p>4. Validate analytical statements relating to economics, business and finance</p> <p>5. After learning this course the learners will be able to understand the relevance of analytics in the functional areas of marketing.</p>
55.	IV	PMA017	Overseas Buying Behaviour	<p>1. Demonstrate how knowledge of consumer behavior can be applied to marketing</p> <p>2. Display critical thinking and problem solving skills</p> <p>3. Pitfalls of consumer behavior</p> <p>4. levels of consumer decision making and models of consumers decision making</p> <p>5. Regulation and marketing references to children</p>
56.	IV	PMAI018	Global Logistics and Supply Chain	<p>1. DEFINE basic terms and concepts related to logistics and Supply Chain.</p> <p>2. EXPLAIN the process characteristics and their linkages with logistics and</p>



				Supply Chain
				3. DESCRIBE the various dimensions of logistics and Supply Chain with forecasting
				4. DEFINE basic terms and concepts related to SCM
				5. 5) OUTLINE a typical Supply Chain Model and ILLUSTRATE the
57.	IV	PMAI019	Corporate Ethics & Governance	1. Develop a good understanding about ethics
				2. Examine good governance at work place
				3. Understand the reason behind the major corporate failures
				4. Examine the aspects of CSR
				5. Understand ethical delima
58.	IV		Cross Culture Management	1. Examine the background of business stakeholders
				2. Examine the culture Implications for Team Building
				3. To measurement the ongoing Improvement and culture change phase
				4. Common pitfalls of organizational change
				5. Study an organizational change process and list out the factors that have helped the process succeed
59.	IV	PMAOM016	E-Business	1. After completion of this course, students will be able to understand the basic concepts and technologies e-business.
				2. Understand the processes of developing and implementing of e- commerce and e-business.
				3. Understand the role of e-commerce in organizations, the strategic management processes, and the Implications for the management.
				4. Develop an understanding of how various information systems work together to accomplish the information objectives of an organization.
				5. Be aware of the ethical, social, and security issues of e-commerce.



60.	IV	PMAOMO17	Budgeting & Forecasting	1. Forecast organization's expectation of the future environment.
				2. Plan for the future course of the organization through allocation and prioritization of resources.
				3. Control and manage the activities of an organization with resources.
				4. Identify, collect, and organize relevant data useful for forecasting.
				5. Identify data characteristics and issues (Trend, Seasonal, and cyclical) and apply the proper Solutions for good forecasting.
61.	IV	PMAOMO18	TQM & Business Process Modelling	1. Able to describe the concepts functions, uses and challenges in TQM & Business Process Modeling
				2. Able to explain the process of systems, analysis, design and implementation
				3. Able to apply latest technologies to advance and gain competitive advantage in business
				4. Recognize the Business Processes in various businesses and understand the customer needs and expectations
				5. Explain the importance of Quality Management, setting of Standard Operating Procedure
62.	IV	PMOMO19	Maintenance Management	1. Developing the e-SCM operations plan to support enterprise strategy for core competitiveness in products, cost, service, and agility.
				2. Linking enterprise and channel business application with e-business systems that plan, monitor and manage supply chain operations events.
				3. Business Process Reengineering in Supply Chains: Implementation of ICT to improve ISCM (Internal Supply Chain Management)
				4. Supply chain Information Systems maintenance management : Supply chain Processes, Advanced Planning



				Systems (APSS), ERP CO Develop the project
63.	IV	PMAHO18	Principles of Health Service Management	1. Identify various support and utility services of the hospital
				2. Describe the role of support and utility services in delivering quality patient care.
				3. Identify planning and designing considerations while planning for services.
				4. Articulate the functional requirements of individual departments.
				5. Understand the function of a management in health department.
64.	IV	PMAHO17	Healthcare Economics	1. Ability to use disciplines and concepts required in formulating, implementing and evaluating strategic choices in health care
				2. Knowledge of key options in the policy, planning and financing of health care services
				3. Understanding of the diversity of international health policies
				4. International and comparative views on solutions and best practices
				5. Practical experience in managerial issues
65.	IV	PMAHM06	Insurance and Risk Management in Healthcare	1. Understand the concept of risk and risk management;
				2. Identify and categorize the various types of risks;
				3. Design a risk management program;
				4. Explain the various risk control measures available;
				5. Familiarize with fundamental legal principles of insurance
66.	IV	PMAHM019	Disaster Management	1. Capacity to integrate knowledge and to



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			& Infection Control	analyze, evaluate and manage the different public health aspects of disaster events at a local and global levels, even when limited information is available.
				2. Able to describe, analyze and evaluate the environmental, social, cultural, economic, legal and organizational aspects influencing vulnerabilities and capacities to face disasters.
				3. Capacity to manage the Public Health aspects of the disasters.
				4. Capacity to work theoretically and practically in the processes of disaster management (disaster risk reduction, response, and recovery) and relate their interconnections, particularly in the field of the Public Health aspects of the disasters

Name of School	School of Commerce and Management Studies
Name of the Department	Management
Name of the Programme	BBA

Program Specific Outcomes (PSO)	
PSO1	Ability to employ commerce skills to enhance coordination and ensure effective organizational functioning.
PSO2	Ability to use knowledge gained for solving commerce & business problems.

Program Outcomes



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PO1	Ability to employ managerial skills to enhance coordination and ensure effective organizational functioning.
PO2	Ability to use knowledge gained for solving business problems.

Z				
Sr No	Semester	Course Code	Course Name	Course Outcomes Statement
1.	I	XFE101	Contemporary English	Students will able to
				1. Use acceptable English in appropriate context
				2. Make use of comprehensive and suitable vocabulary



				3. Communicates professionally by using the strategies learnt 4. Applies cognizance while comprehending various types of written texts Make notes, write precise, letter and resume 5. Write and speaks in English, precisely with clarity and accuracy
2.	I	XBB101	Organizational Behaviour and Principles of Management	Students will able to 1. How to formulate, analyze and implement the strategy in organization. 2. Strategic Planning and how to make it effective. 3. How to formulate various functional strategies 4. How to identify and assess a company's strengths and weaknesses, and match them with its opportunities and threats to suggest four alternative strategies. 5. It enhances knowledge of the various aspects of the individual life positions and ego state and accordingly reacts to them
3.	I	XBB102	Business Mathematics	Students will able to 1. To Acquire knowledge about the concepts of ratio, proportion and percentage 2. To Understanding the concept and application of profit and loss in business. 3. To interpret and communicate quantitative information. 4. Able to do financial estimations, possess s range of different perspective on what counts as an effective decision. 5. To understand applications of matrices in business.



4.	I	XBB103	Economics	Students will able to
				1. Understand Role and purpose of economics in society & enhance ability to think in prudent manner.
				2. Understand how the concept of demand and supply works in particular economy and to study implications of different aspects of Demand and supply.
				3. Understand how the concept of consumption and production function in particular economy.
				4. Examine what factors determine revenue and cost and understand role and function of revenue in different economic decision.
5.	I	XBB104	Principles of Accounting	5. Understand concept of market and different forces affecting completion of market under different economic circumstances and macro aspects of economy.
				Students will able to
				1. Discuss and communicate the uses of accounting and Application of accounting in business.
				2. Application of transactions in the form of entries in journal, ledgers, trial balance, and Balance sheet.
				3. Practice of subsidiary books; get familiar with various books of accounts maintained by the company.
				4. Understand the errors that are occurred in preparation of trial balance and how to rectify these errors.
				5. Understand how the financial



				statements of the proprietary concern prepare and present financial statements.
			Foreign Language	Students will able to
6.	I	XFG101	German	1. Students will be able to greet others, say good bye and also frame and answer W questions
				2. About themselves and ask these questions to others.
				3. Students can talk about their friend and hobbies
				4. Students can talk about the city they live in, the important buildings.
				5. Students can talk about different fruits and vegetables, objects in the class room
				6. Students can talk about their family. Students can also talk about different Professions.
7.	I	XFF101	French	Students will able to
				1. Students will be able to greet others, say good bye and also frame and answer W questions
				2. About themselves and ask these questions to others.
				3. Students can talk about their friend and hobbies
				4. Students can talk about the city they live in, the important buildings.
				5. Students can talk about different fruits and vegetables, objects in the class room
				6. Students can talk about their family. Students can also talk about different Professions.
				7. To analyse the causes and consequences of different market conditions.
8.	II	XBB202	Business Research Methodology	Students should able to
				1. Apply the basic knowledge of research methods to make decisions based on actual business conditions.



				<p>2. To demonstrate knowledge in different types of research methods and techniques display skill in performing statistical analysis and compose structured reports that reflect in appropriate decision making.</p> <p>3. Identify from the range of quantitative and qualitative research designs advantages and disadvantages associated with each</p> <p>4. Choose appropriate quantitative or qualitative method to collect data.</p>
9.	II	XBB203	Statistics for Managers	<p>1. Demonstrate understanding of basic statistical concepts</p> <p>2. Structure business problems in a mathematical form</p> <p>3. Apply the statistical concepts learnt to other business concepts and</p> <p>4. Validate mathematical/statistical statements relating to economics, business and finance</p> <p>5. After learning this course the learners will be able to understand the relevance of statistics in the functional areas of business</p>
10.	II	XBB206	Cost Accounting	<p>1. Learn the utilization of techniques of costing while imparting managerial functions</p> <p>2. To enhance the managerial decision making by utilizing various techniques of costing</p> <p>3. Ability to decide whether to continue or discontinue of particular product or product line</p> <p>4. Access the variance between actual and budgeted and make suitable adjustments in the future to have a control on operations of the firm</p> <p>5. To enhance the managerial decision making by utilizing various techniques of costing</p>
11.	II	XBB205	Business Law	<p>1. Having a clear understanding of the subject related concepts and of</p>



				contemporary issue.
				2. Having problem solving ability-solving corporate and business problems.
				3. Having a clear understanding of professional and ethical responsibility
				4. Evaluate the importance of Consumer Protection Act
				5. Understand to Protecting the property of Business-Copyright, Trademark etc.
12.	II	XEV201	Environmental Studies	Students should able to
				1. Appreciate concepts and methods from ecological and physical sciences and their application in environmental problem solving
				2. Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural systems.
				3. Describes a wider range of behaviour, knowledge and skill that makes up the basis of learning.
				4. Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural systems
				5. To understand the real situations in their surroundings to help them connect, be aware of, appreciate and be sensitized towards the prevailing environmental issues (natural, physical, social and cultural).
13.	II	XBB211	Computer Application	Students should able to
				1. Solve a range of problems using office productivity applications, and adapt quickly to new software releases.
				2. Students should be able to use social networking sites and design webpages for enhancing



				effectiveness of business organizations.
				3. Investigate emerging technology in shaping new processes, strategies and business models.
				4. Achieve hands-on experience with productivity/application software to enhance business activities.
				5. Work with simple design and development tasks for the main types of business systems.
14.	III	XBB307	Disaster Management	Students should able to
				1. To understand different components of Disaster management.
				2. Knowledge about existing global frameworks and existing agreements
				3. To have familiarity with strategies and emerging trends disaster mitigation.
				4. To learn about the steps involved in data preparedness.
				5. To have knowledge about the Modern and Traditional Methods of Response and different recovery aspects.
15.	III	XBB308	Financial Management	Students should able to
				1. Familiarized with the various sources of finance which a business house can mobilize.
				2. Develop the ability to measure the risk and return of the various portfolios.
				3. Implement investment decisions, the process and methods of evaluation of various investment proposals.
				4. Develop the skills to analyse the impact of various financing alternatives on the wealth maximization/ valuation of the firm.
				5. Develop the skill to understand the importance of time value of money
16.	III	XBB303	Human Resource	Students should able to



			Management	<ol style="list-style-type: none"> 1. Demonstrate an understanding of key terms, theories/concepts and practices within the field of HRM. 2. Demonstrate competence in development and problem-solving in the area of HR Management. 3. Provide innovative solutions to problems in the fields of HRM. 4. Be able to identify and appreciate the significance of the ethical issues in HR 5. Critically assess existing theory and practice in the field of HRM
17.	III	XBB310	Marketing Management	<p>Students should able to</p> <ol style="list-style-type: none"> 1. The overall objective of the course is to provide an understanding of the Fundamental concepts of marketing in the modern marketing practices 2. Develop an insight on the marketing implications that enable students evolve, explore, develop and implement marketing plans. 3. Demonstrate understanding of marketing management. 4. Apply the concept of marketing in business operations. 5. Develop an understanding of the linkages of marketing management and other functions of an organization.
18.			Internship I	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Know and apply Research methods 2. Write research Project 3. Interpret Primary and Secondary Data
19.	III	VBA301	Indian Ethos (VAC)	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Develop Code of Culture in Organization 2. Understand and implement Strategies of Organizational Culture Building 3. Practice Value-based Management



				in Organizations
				4. Adapt to different Approaches in Business Ethics
				5. Study and implement role of Indian Ethos
20.	IV	XBB401	Fundamentals of Strategic Management	Students should able to
				1. Understand the basic concepts and principles of strategic management analyse the internal and external environment of business.
				2. Develop and prepare organizational strategies that will be effective for the current business environment.
				3. Devise strategic approaches to managing a business successfully in a global context.
				4. Understand the basic concepts and principles of strategic management analyse the internal and external environment of business.
				5. Identification, appreciation and interpretation of the critical challenges and opportunities before an organization
21.	IV	XBB402	Management Accounting	Students should able to
				1. Having a clear understanding of the subject related concepts and of contemporary issues
				2. Having problem solving ability – solving social issues and business problems
				3. Having an ability to use techniques, skills and modern managerial tools & techniques necessary for business practice
				4. Understand financial accounting and its importance.
				5. Understand management accounting and its importance.
22.	IV	XBB403	Operations Management	Students should able to
				1. Having an ability to apply mathematics / business problem solving techniques in business applications.



				<ol style="list-style-type: none"> 2. facility location selection and layout, total quality, production planning, and inventory management 3. Having a clear understanding of the subject related concepts and of contemporary issues. 4. Having design thinking capability. 5. Identify and plan production and operations activities such as product and process design
			Open Elective I	
23.	IV	OBB411	Entrepreneurship Development	<p>Students should able to</p> <ol style="list-style-type: none"> 1. To increase their knowledge and skill of existing entrepreneurs and encourage others to become one. 2. Ultimately, it helps in increasing the number of such individuals in an economy. 3. To motivate others to choose the entrepreneurship as a career. 4. Prepare the person to exploit the market opportunities for own business successfully. 5. To develop, organize and run a business enterprise, along with any of its uncertainties in order to make a profit.
24.	IV	OBB412	Financial Planning for Individuals	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Explain and define the nature of the financial services industry with respect to providing personal financial planning services and compare those services with those provided by professional planners. 2. Explain and define the nature of the financial services industry with respect to providing personal financial planning services and compare those services with those provide by professional planners. 3. Evaluate the trends that make financial planning an emerging profession.



				4. Create meaningful family financial statements and interpret them so as to recognize Problems and opportunities, strengths and weaknesses.
Specialization: Financial Management				
Sr No	Semester	Course Code	Course Name	Course Outcomes Statement
			PE I	
25.	IV	XBBF05	Management of Financial Market	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Prepare management graduates by combining theory and practice for Financial Markets 2. Develop critical and a holistic approach for designing and implementing Financial Markets. 3. Develop industry specific competencies enabling learners to facilitate financial intermediation. 4. Inculcate value based leadership, ethical qualities and socially responsible behaviour 5. Developing analytical and problem solving skills in context of financial market
			PE I	
26.	IV	XBBF06	Banking Services	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Complete knowledge of Financial System of India. 2. Clarity about the basic concepts of money, money supply and money creation. 3. Understanding of technical terms relating to Financial System like Derivatives, Stock etc. 4. Ability to understand the provisions required to be created for different types of non-performing assets.
			PE I	
27.	IV	XBBF07	Income Tax Law and	Students should able to



			Practices	Basic concept of taxation.
				1. Understand about the Computation of Taxable Income under the Different Heads of Income from Salary
				2. Understand about the Income from House Property and Profits and Gains of Business & Profession.
				3. Understand about the capital gain and income from other sources.
				4. Understand about Computation of Total Taxable Income of an Individual.
			PE I	
28.	IV	XBBF08	Financial Accounting	Students should able to
				1. Demonstrate the applicability of the concept of Accounting to understand the managerial
				2. Decisions and financial statements
				3. Apply the Financial Statement Analysis associate with Financial Data in the organization
				4. Analyse the complexities associated with management of cost of product and services
Specialization: Human Resource Management				
			PE I	
29.	IV	XBBH01	Organizational Behaviour	Students should able to
				1. How to formulate, analyze and implement the strategy in organization. Strategic Planning and how to make it effective.
				2. Strategic Planning and how to make it effective.
				3. How to formulate various functional strategies
				4. How to identify and assess a company's strengths and weaknesses, and match them with its opportunities and threats to suggest four alternative strategies.



				5. It enhances knowledge of the various aspects of the individual life positions and ego state and accordingly reacts to them
			PE I	
30.	IV	XBBH02	Compensation Management	Students should able to
				1. Students will be able to define, identify, and/or apply the principles of Compensation Management. .
				2. Analyze, integrate, and apply the knowledge to solve compensation related problems in organizations.
				3. Students will be able to define, identify, and/or apply the principles of Metrics and Measurement of HR.
				4. Students will be able to define, identify, and/or apply the principles of Recruitment and Selection
				5. apart from promoting understanding of legal issues in the administration of compensation, welfare and social security
			PE II	
31.	IV	XBBH03	Performance Management	Students should able to
				1. Students will be able to define, identify, and/or apply the principles of Compensation Management.
				2. Analyze, integrate, and apply the knowledge to solve compensation related problems in organizations.
				3. Students will be able to define, identify, and/or apply the principles of Metrics and Measurement of HR.
				4. Students will be able to define, identify, and/or apply the principles of Recruitment and Selection
				5. apart from promoting understanding of legal issues in the administration of compensation, welfare and social security
			PE II	



32.	IV	XBBH04	Industrial Relation and labour laws	Students should able to
				1. Describe fundamental concepts and nature of Industrial Relations.
				2. To understand the nature and role of trade unions for workers and industries
				3. To study the relevance of collective bargaining and its impact on employee-management relations
				4. To understand industrial disputes and ways to resolve them
				5. To apply various industrial legislations in business
Specialization: Marketing Management				
			PE I	
33.	IV	XBBM014	Fundamentals of Digital Marketing	Students should able to
				1. Develop a far deeper understanding of the changing digital landscape
				2. Understand the role of digital marketing in any product / service / concept
				3. Identify some of the latest digital marketing trends and skill sets needed for today's marketer
				4. Show how some of the technologies detailed in the course are used in concert to realise a typical marketing situation
				5. Discover the theories, tools and techniques to help you to successfully plan, predict, and manage your digital marketing campaigns
			PE I	
34.	IV	XBBM015	Consumer Behavior	Students should able to
				1. Provide knowledge of various disciplines contribution in



				<p>understanding buyer behaviour in a holistic manner.</p> <p>2. Familiarize the students with the advances in consumer research in deciphering buyer motivation, and behaviour (pre-purchase,</p> <p>3. Purchase and post purchase), impact of social and cultural variables on consumption decisions.</p> <p>4. Relate internal dynamics such as personality, perception, learning motivation and attitude to the choices consumers make.</p> <p>5. Use appropriate research approaches including sampling, data collection and questionnaire design for specific marketing situations</p> <p>6. In a team, work effectively to prepare a research report on consumer behaviour issues within a specific context.</p>
			PE II	
35.	IV	XBBM016	Sales and Distribution Management	<p>Students should able to</p> <p>1. Classify strategies for entering export markets from extant knowledge and research</p> <p>2. Apply core theoretical concepts in international marketing to find practical solutions to constraints of small businesses.</p> <p>3. Differentiate the merits of varied solutions in the profession of marketing and business development</p> <p>4. Synthesise feedback obtained from real world critique and evidence gathered from different sources to address problems related to international marketing</p>



				5. Improve professional experience through an evidence-based approach to decision making in the domain of international marketing
			PE II	
36.	IV	XBBM17	International Marketing	Students should able to
				1. Classify strategies for entering export markets from extant knowledge and research
				2. Apply core theoretical concepts in international marketing to find practical solutions to constraints of small businesses.
				3. Differentiate the merits of varied solutions in the profession of marketing and business development
				4. Synthesise feedback obtained from real world critique and evidence gathered from different sources to address problems related to international marketing
				5. Improve professional experience through an evidence-based approach to decision making in the domain of international marketing
Specialization: International Business				
			PE I	
37.	IV	XBBIB101	International Business	1. Apply knowledge theories in global marketing to learn insights of different cross cultural markets to gain insights
				2. Understand and examine historical transformations that led to present moment of global conflicts
				3. Understand the wide problems between the countries related to natural resources and its effects on development, peace and security of a country.



				<ol style="list-style-type: none"> Enhances different set of skill set like planning, analysis, interpreting and evaluating information received across the globe through internet to develop decision making capacity on an individual. To understand and interpret different geographical issues which are directly related to international markets.
			PE I	
38.	IV	XBBIB103	Export Import Documentation	<ol style="list-style-type: none"> Explain the concepts in trade documentation in international business with respect to foreign trade Apply the current business phenomenon and to evaluate the global business environment in terms of economic, social and legal aspects Integrate concept in international business concepts with functioning of global trade Analyse the principle of international business and strategies adopted by firms to expand globally acquaint the student with the Export and Import policies and procedures
			PE II	
39.	IV	XBBIB105	International Trade	<p>Students should able to</p> <ol style="list-style-type: none"> Explain the fundamental theories and concepts of international trade and finance and apply for the management decisions. Apply functions, provisions of international trade system and functions to facilitate the global trade. Students will be able analyse impact of WTO on current global trade in detail. Analyse the organizations allocate



				portfolio assets and take investment decisions. Students will be able to apply the different methods to mitigate the foreign trade
			PE II	
40.	IV	XBBIB106	WTO & IPR	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Understand and successfully use a variety of basic WTO legal terminology and concepts; 2. Discuss the history and basic economic theory of the world trading system; 3. Explain the basic institutional structure of the WTO and its dispute settlement system; 4. Understand the basic system of WTO rules and exceptions and apply them to concrete factual problems in the world of international trade; 5. Understand the relationship between the GATT and other WTO covered agreements.
41.	V	XBB509	Management Information System	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Relate the basic concepts and technologies used in the field of management information systems. 2. Compare the processes of developing and implementing. 3. Translate the role of information systems in organizations, the strategic management processes, with the implications for the management. 4. Study and evaluate existing manual and automated business processes, and identify opportunities for re-engineering or automation 5. Coordinate confidently and competently with the user community in information systems requirements analysis/design activities, and provide guidance and technical support to end user



				computing activities.
42.	V	XBB5115	Corporate Sustainability	Students should able to
				1. Understand sustainable development.
				2. Involve three dimensions of sustainable development for business planning.
				3. To understand sustainability reporting.
				4. To understand social accountability standard-ISO 26000
				5. To understand corporate responsibility towards society and bottom of pyramid.
			Open Elective II	
43.	V	OBB511	Managing Sustainability	Students should able to
				1. Understand sustainable development
				2. Involve three dimensions of sustainable development for business planning
				3. Understand sustainability reporting
				4. Understand Social accountability standard - ISO 26000
				5. To understand corporate responsibility towards society and bottom of pyramid.
44.	V	OBB512	Introduction to Banking and Financial markets	Students should able to
				1. To understand the theory and concepts underlying Banking and Financial Markets
				2. Know products and instruments that are offered by Banks and Financial Markets to meet the financial needs



				<p>of individuals, businesses, and governments</p> <p>3. Be aware of market mechanisms and how the financial instruments are traded (i.e. .bought and sold)</p> <p>4. Understand the various risks embedded in Banking and Financial markets</p> <p>5. Understand the regulatory and governance mechanism to minimize the impact of possible adverse outcomes and contagion effects</p>
Specialization: Financial Management				
			PE III	
45.	V	XBBF09	GST	<p>Students should able to</p> <p>1. To understand the basic concepts related to GST</p> <p>2. To acquaint with the latest amendments made in connection with indirect taxation</p> <p>3. To update the procedural part of GST</p> <p>4. To update the procedural part of GST</p> <p>5. To understand the importance of indirect taxes in the Indian and global economy.</p>
			PE III	Students should able to
46.	V	XBBF010	Investment Management	<p>1. Demonstrate familiarity with and understanding of the investment process; organization and operations of securities markets; portfolio management; and performance evaluation; Securities regulations and ethical issues and professional standards in managing investments.</p> <p>2. Apply data analytics to diagnose</p>



				<p>current and projected financial, economic and socio-political conditions and set investment implications, given investor-specific objectives and constraints;</p> <p>3. Determine value of bonds, stocks and other securities using alternative valuation approaches;</p> <p>4. Explain and apply the methods of asset allocation, portfolio construction and performance evaluation;</p> <p>5. To earn steady & additional source of income.</p>
			PE IV	
47.	V	XBBF011	Security Analysis and portfolio Management	<p>Students should able to</p> <p>1. Students would appreciate the importance of forming a portfolio of investments with varied risk and reward patterns. They would recall and discuss various portfolio management models.</p> <p>2. Students would be acquainted with various technical analysis tools like Charts, Patterns and other mathematical and market indicators.</p> <p>3. Students would appreciate and understand the need of various fundamental analysis in developing and managing a portfolio.</p> <p>4. Students would be aware of various efficient market theories w.r.t. to managing a portfolio.</p>
			PE IV	
48.	V	XBBF03	Insurance and Risk Management	<p>Students should able to</p> <p>1. Evaluate the growth and Development of Insurance Business.</p> <p>2. Understand the working and functioning of the Insurance Sector.</p> <p>3. Study the inter-relationship between Insurance & Risk Management.</p> <p>4. Analyze the Role of Insurance Business Intermediaries.</p>



				5. Obtain an overview of Regulatory Framework of Insurance Sector.
Specialization: Human Resource Management				
			PE III	Students should able to
49.	V	XBBHM09	Training and Development	1. To make student understand the scope, nature and importance of Training and Development.
				2. To make student aware regarding the various methods of Training and Development, and gain insights in Design, Development and Delivery of Training Program.
				3. To make student understand the need of assessment.
				4. Understand various trading development methods.
				5. Analyze the evaluation process.
			PE III	
50.	V	XBBHM10	Talent Management	Students should able to
				1. Students will understand better recruiting. For certain roles and across some industries, there is still significant competition for qualified talent.
				2. Students will understand Increased diversity, equity and inclusion
				3. They will study Deeper employee engagement strategies
				4. Students will know Minimize attrition
				5. Students will implement Better succession planning.
			PE IV	
51.	V	XBBHM11	Recruitment and Selection	Students should able to
				1. Recognize how staffing strategy contributes to organizational effectiveness (analysis).
				2. Analyze, integrate and assess the core staffing activities, e.g. internal and external
				3. Recruitment, selection, and employment. (Analysis, synthesis and evaluation).



				4. Analyze, integrate and assess the staffing support activities, e.g. legal compliance, planning, 5. And job analysis. (Analysis, synthesis and evaluation).
			PE IV	
52.	V	XBBHM12	Change Management	Students should able to 1. Understanding the meaning, nature and significance of change management 2. Understanding and application of various multidisciplinary system development interventions in organisations 3. Understanding the nature and importance of team building concepts and its applications 4. Understanding the management relations in the post liberalised India in various Industry 5. Understanding about the contemporary issues and developments in the change management
Specialization: Marketing Management				
			PE III	
53.	V	XBBMM017	Customer Relationship Management	Students should able to 1. Apply the concept of CRM, the benefits delivered by CRM, the contexts in which it is used, the technologies that are deployed and how it can be implemented. 2. Implement how CRM practices and technologies enhance the achievement of marketing, sales and service objectives throughout the customer life-cycle stages of customer acquisition, retention and development whilst simultaneously supporting broader organizational goals.



				<p>3. Implement various technological tools for successful implementation of CRM in the Organizations.</p> <p>4. Design customer relationship management strategies by understanding customers' preferences for the long-term sustainability of the Organizations.</p> <p>5. Analyze the various dynamics of CRM in new tech savvy environment.</p>
			PE III	
54.	V	XBBMM018	Retail Marketing	<p>Students should able to</p> <p>1. Understand trend in retail marketing in Indian industry</p> <p>2. Understand what marketing means to business executives and academic.</p> <p>3. Understand the ways that retailers use marketing tools and techniques to interact with their customers</p> <p>4. Critically evaluate the key analytical frameworks and tools used in marketing.</p> <p>5. Apply key marketing theories, frameworks and tools to solve marketing problems</p>
			PE IV	
55.	V	XBBMM019	Rural Marketing	<p>Students should able to</p> <p>1. Student will get good understanding of the basics of rural marketing.</p> <p>2. Student will be able to make segmentation in rural marketing.</p> <p>3. Able to apply strategies in rural marketing.</p> <p>4. Student will able to understand the role of government in developing rural Marketing.</p>



				5. Develop right understanding about Agricultural Credit and crop insurance
			PE IV	
56.	V	XBBMM020	Advertising and Brand Management	Students should able to
				1. Apply creative problem solving skills to complex brand issues and problems.
				2. Develop, deliver and coordinate a variety of presentations
				3. Develop and execute a project plan using project management techniques and software.
				4. Conceive, write, design, edit, and produce marketing communication materials using industry-standard technology.
				5. Evaluate current issues in branding and changes in the current Canadian marketplace with respect to branding.
Specialization: International Business				
			PE III	
57.	V	XBBIB09	International Marketing	Students should able to
				1. The course would develop a general perspective about managing international business both in operational as well as strategic context.
				2. Differentiate the merits of varied solutions in the profession of marketing and business
				3. development
				4. Classify strategies for entering export markets from extant knowledge and research
				5. Apply core theoretical concepts in international marketing to find practical solutions to constraints of small businesses
				6. Reflect on the significance of



				international marketing in the future direction of global business developments
			PE III	
58.	V	XBBIB010	Global Logistics	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Analyse issues in International sourcing and trade and take a strategic view of the global business environment impacting International supply chains 2. Apply analytical techniques to arrive at cost effective solutions to meet SC requirements of efficiency and responsiveness. 3. Decide optimal financing options for International trade. 4. Manage International Logistics & Supply chain partners and service providers. 5. Deploy knowledge of regional and international trading blocs in solving problems of International logistics
			PE IV	
59.	V	XBBIB011	Cross Culture Management	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Understand and apply different meanings and dimensions culture" 2. Analyze the impact of culture on business practices. 3. Evaluate the impact of national culture on organizational cultures. 4. Understand the impact of culture on Human Resource Management. 5. Explain how leadership differs across cultures.
			PE IV	
60.	V	XBBIB012	International Business Law	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Understand the objectives and functioning of WTO 2. Review and apply the various WTO agreements for effective



				international trade
				3. Analyze the forces that shape the international commercial laws.
				4. Understand and evaluate the export import policy in India.
				5. Analyze the recent challenges in
				6. international trade and role of international institution
Specialization: Event Management				
			PE III	
61.		XBBE05	Event Safety and Security	Students should able to
				1. Accommodate essential housing, transportation, food, entertainment, and communications needs for an event or meeting.
				2. Communicate effectively with clients, vendors, and support service personnel for an event or meeting.
				3. Employ effective negotiation techniques in meeting arrangements.
				4. Recognize basic components of a facility
				5. Contract.
				6. Discuss legal issues pertaining to meeting management, such as liability, insurance, and confirmation letters.
			PE III	
62.		XBBE06	Event Production and Logistics	Students should able to
				1. To develop the creative, technical and logistical elements that help an event succeed.
				2. To develop the Negotiation, Designing and Coordination skills with stakeholders for producing an event.
				3. Create a production schedule that



				<p>outlines all elements of the event.</p> <p>4. Understand about the types of entertainment and their production planning.</p> <p>5. Make coordination between all the facilities and services.</p>
			PE IV	
63.		XBB07	Essential Accounts for Events	<p>Students should able to</p> <p>1. Understand about the all cost and able to minimize the cost.</p> <p>2. Understand about the different category of the Income, Expenses and management.</p> <p>3. Identify management essentials such as developing budgets, critical paths, work breakdown structures, risk mitigation and contingency planning.</p> <p>4. identify best practice in the development and delivery of successful conferences and corporate gatherings</p> <p>5. identify the key elements of a conference and the processes involved in venue selection, registration, catering, accommodation, transport, theming, security and entertainment</p>
			PE IV	
64.		XBBE08	Communication and Presentation skills for Event	<p>Students should able to</p> <p>1. obtain a sense of responsibility for the multi-disciplinary nature of event management gain confidence and enjoyment from involvement in the dynamic industry of event management</p> <p>2. identify best practice in the development and delivery of successful conferences and corporate gatherings</p> <p>3. identify the key elements of a conference and the processes involved in venue selection, registration, catering,</p>



				<p>accommodation, transport, theming, security and entertainment</p> <p>4. Identify management essentials such as developing budgets, critical paths, work breakdown structures, risk mitigation and contingency planning.</p>
65.	V	VBA504	Tally II	<p>Students should able to</p> <p>1. Understand and start using and the financial accounting software Tally.</p> <p>2. Perform accounting and inventory configurations.</p> <p>3. Make entries of various vouchers</p> <p>4. Generate financial reports</p> <p>5. Reconcile bank statements.</p>
Specialization: Financial Management				
			PE V	
66.	VI	XBBF12	Credit Analysis and Appraisal	<p>Students should able to</p> <p>1. Understand the importance of equity research</p> <p>2. Understand how to excel can be leveraged for better analysis of a company</p> <p>3. Give recommendation based on fundamental and technical analysis</p> <p>4. Understand principle of lending</p> <p>5. Know the documentation required for the process of lending.</p>
			PE V	
67.	VI	XBBF15	Corporate Finance	<p>Students should able to</p> <p>1. Definitions, and concepts of management accounting, corporate finance, investment management and financial markets</p>



				2. Management control theory and impacts of management control on behaviour
				3. Theoretical foundations and methods of corporate financial management
				4. Theoretical foundations and methods of investment management
				5. Standards, methods and interpretations of financial reporting
			PE VI	
68.	VI	XBBF16	Auditing In India	Students should able to
				1. Determine adequacy of internal controls.
				2. Promote best practices for controls.
				3. Ensure compliance with policies and regulations.
				4. Identify operational inefficiencies and waste.
				5. Review IT projects, systems, and technology.
			PE VI	
69.	VI	XBBF18	Current Trends and Cases in Finance	Students should able to
				1. Understand Recommend products or services.
				2. Offer higher interest rates than their larger peers.
				3. Value creation in Microfinance institutions for creating Holistic Accountability.
				4. To help individual consumers manage their money, gain access to credit, and deposit their money in a secure way.



				5. Boost the economy with revolutionary technology and create new industries over time.
Specialization: Human Resource Management				
			PE V	
70.	VI	XBBH13	Conflict Management	Students should able to <ol style="list-style-type: none"> 1. Understand the concept of conflict management 2. Manage different types of conflict. 3. Gain knowledge about the negotiation process 4. Develop an understanding of the nature and strategies of negotiation. 5. Understand conflict and strategies to resolve the conflict.
			PE V	
71.	VI	XBBH15	Emotional Intelligence	Students should able to <ol style="list-style-type: none"> 1. Integrating Emotional Intelligence and Leadership Competencies 2. Achieving Emotionally Intelligent Personal Influence 3. Apply Skills to Inspire Using Emotionally Intelligent Leadership Stories 4. Identify Different Types of Leader or Colleague Inquiry That Strengthen Relationships and Creativity 5. Recognize the Impact Your Emotionally Intelligent Interpersonal Communication Skill Has on Colleagues.
			PE VI	
72.	VI	XBBH16	Employee Engagement	Students should able to <ol style="list-style-type: none"> 1. identify and describe the meaning of employee engagement and its different components



				2. appreciate the strategic issues associated with employee engagement 3. describe the changes in systems of employee relations 4. appreciate the impact of structures of management and ownership on employee engagement 5. Reflect on the current state of employee engagement in an organisation.
			PE VI	
73.	VI	XBBH18	Current Trends in Designing HR Policies	Students should able to 1. Have a better understanding of the guidelines and would be able to make appropriate decisions in unanticipated circumstance 2. Have clarity on what action must take place in a situation under what policy 3. Be well informed of consequences towards each action 4. Set policies and the Procedures would help the employees to work rapidly and confidently
Specialization: Marketing Management				
			PE V	
74.	VI	XBBMM13	Integrated Marketing Communication	Students should able to 1. Understand basic concept Integrated Marketing Communication its characteristics. 2. Acquaint about Integrated Marketing Communication model and quality model. 3. Get insight into Integrated Marketing Communication 4. Understand Communication process and Communication process design through blue Printing. 5. Identify factor and its execution in



				firms for successful marketing.
			PE V	
75.	VI	XBBMM12	Marketing of Financial Services	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Understand basic concepts of Marketing of Financial Services and its characteristics. 2. Acquaint about Marketing of Financial Services service GAP model and quality model. 3. Get insight into Marketing of Financial Services 4. Understand service delivery process and service process design through blue printing. 5. Identify factor and its execution in service firms for successful marketing.
			PE VI	
76.	VI	XBB	Fundamentals of Marketing Analytics	<p>Students should able to</p> <ol style="list-style-type: none"> 1. The student will evaluate the metrics for measuring brand assets and customer lifetime value by: Numbers/Data 2. Understand the importance of marketing analytics for forward looking and systematic allocation of marketing resources. 3. Know how to use marketing analytics to develop predictive marketing dashboard for organization. 4. Analyse data and develop insights from it to address strategic marketing challenges. 5. Understand the key ideas and social media analytics and utilizing



				the social media tracking platform.
			PE VI	
77.	VI	XBBM18	Current Trends and Cases in Marketing	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Stand out and increase your brand visibility, market reach and user engagement. 2. Form a memorable connection between the customer and the brand so as to generate consumer loyalty and ultimately, influence purchase decision. 3. Make powerful alternative to traditional advertising and a very effective strategy for developing credibility and promoting awareness of your brand. 4. Recommend products or services. 5. Increase Customer Loyalty with Frequent Communications.
Specialization : International Business				
			PE V	
78.	VI	XBBI14	Environmental and Global Competitiveness	<p>Students should able to</p> <ol style="list-style-type: none"> 1. Critically assess the different strategic challenges business face when they operate in an international environment 2. Examine the nature of industry competitiveness, the nature of resources and capabilities at a global strategic level. 3. Critically evaluate the influence of international institutions, cultures and ethics on global competitive



				<p>strategies.</p> <p>4. Recommend business-level strategies with respect to foreign market entry such as exporting, franchising, licensing, joint ventures, strategic alliances and networks for internationally trading organizations.</p> <p>5. Assess corporate level strategies at a global level in regard to mergers and acquisitions, diversification, corporate governance and corporate social responsibility</p>
			PE V	
79.	VI	XBBI17	Global IT Management	<p>Students should able to</p> <p>1. To understand scope and operational aspects of Global I.T. Management.</p> <p>2. To understand regulatory requirements concerning International IT governance.</p> <p>3. To integrate International Business Management with Information Systems Management.</p> <p>4. To Manage Global Ethic Issues.</p> <p>5. To manage problems of globalizations.</p>
			PE VI	
80.	VI	XBBI18	International Diversity Management	<p>Students should able to</p> <p>1. To get an overview of the changing context of International Business in the wake of Industry.</p> <p>2. Conceptual understanding of the new technologies that are driving change in business operations and strategy</p> <p>3. Understand shifts in economic thought and its impact on business decisions.</p> <p>4. Understand changing geo politics and analyses its impact on international Business</p> <p>5. Critically think about issues and</p>



				challenges in the Global World and find sustainable solutions
			PE VI	
81.	VI	XBBI16	International Marketing Research	Students should able to
				1. Demonstrate interactive communications skills.
				2. Demonstrate use of information technology.
				3. Obtain an understanding of the globalization context for business.
				4. Apply critical thinking skills to complex business problems.
				5. Be able to use analytic skills in addressing business problems
Specialization: Event Management				
			PE V	
82.	VI	XBBE12	Values and Ethics for Event Industry	Students should able to
				1. Understand the values and importance , sources of values system
				2. Understand business ethics- nature characteristics and needs
				3. Gain knowledge of ethical in practices in event business
				4. Understand ethics and corporate excellence
				5. Develop better understanding of taking appointment
			PE V	
83.	VI	XBBE13	HR Management for Events	Students should able to
				1. Demonstrate an understanding of key terms, theories/concepts and practices within the field of HRM for



				events.
				2. Demonstrate competence in development and problem-solving in the area of HR Management.
				3. Provide innovative solutions to problems in the fields of HRM.
				4. Be able to identify and appreciate the significance of the ethical issues in HR.
				5. Critically assess existing theory and practice in the field of HRM
			PE VI	
84.	VI	XBBE16	Branding of Events	Students should able to
				1. To identify the importance of marketing communications for different types of events and the importance of sponsorship;
				2. To identify and utilize the tools available to event managers to assist in the event planning process;
				3. To develop and implement event management systems and procedures; and
				4. To identify the importance of risk management for events.
				5. To identify the various stakeholders involved in events.
			PE VI	
85.	VI	XBBE17	Advance Aspects of Event Management	Students should able to
				1. Communicating: Comprises the ability to express oneself effectively in individual and group situations, either orally or in writing. It involves a sender transmitting an idea to a receiver
				2. An approach to using resources



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				within the constraints of the environment in order to achieve a set of goals
				3. An organization formulates a strategy based on the environment, and states the goals, objectives
				4. The process of reaching logical conclusions, solving problems, analysing factual information, and taking appropriate actions based on the conclusions. The key feature of leadership, performed through communicating, decision-making, Motivation

Name of School	School of Commerce and Management Studies
Name of the Department	Management
Name of the Programme	BBA(BA)

Program Specific Outcomes (PSO)	
PSO1	Ability to employ commerce skills to enhance coordination and ensure effective organizational functioning.
PSO2	Ability to use knowledge gained for solving commerce & business problems.

Program Outcomes	
PO1	Ability to employ managerial skills to enhance coordination and ensure effective organizational functioning.
PO2	Ability to use knowledge gained for solving business problems.



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z				
Sr No	Semester	Course Code	Course Name	Course Outcomes Statement
1.	I	XFG101	Foreign Language: German	1. Students will be able to greet others, say good bye and also frame and answer W-questions about themselves and ask these questions to others.
				2. Students can talk about their friends and hobbies.
				3. Students can talk about the city they live in, the important buildings.
				4. Students can talk about different fruits and vegetables, objects in the class room.
				5. Students can talk about their family. Students can also talk about different Professions
2.	I	XBA101	Organizational Behaviour and Principles of Management	1. How to formulate, analyse and implement the strategy in organization.
				2. Strategic Planning and how to make it effective.
				3. How to formulate various functional strategies
				4. How to identify and assess a company's strengths and weaknesses, and match them with its opportunities



				and threats to suggest four alternative strategies.
				5. It enhances knowledge of the various aspects of the individual life positions and ego state and accordingly reacts to them
3.	I	XBA 102	Fundamentals of Data Science	1. Students will able to describe the significance of data science and understand the Data Science process.
				2. Explain how data is collected, managed and stored for data science.
				3. Build, and prepare data for use with a variety of statistical methods and models.
				4. Analyse Data using various Visualization techniques.
				5. Choose advanced application, such as IP and NLP techniques to solve practical problems
4.	I	XBA 103	Introduction to Business Analytics	1. Appreciate and differentiate the Business Analytics from Business Analysis
				2. Prepare Financial plans for projects
				3. Map the various end to end processes To understand the concept of Business Intelligence
				4. Apply various analytics types



5.	I	XBA 104	Financial Accounting	1. Students will able to Understand the basic accounting concepts
				2. Apply accounting Procedures
				3. Prepare Bank Reconciliation Statement and make Depreciation Accounting
				4. Prepare Final Accounts
				5. Use Automation of Financial Accounting
6.	I	XBA 105	Contemporary English	1. Understand write and speak the contemporary English
				2. To be able to use English Language as one among the most common means of official language.
7.	I	XBA 111	Data Analysis using Excel	1. Understand fundamentals of excel software
				2. Make data entries in excel software
				3. Use Advance Formulas and prepare Spreadsheet Charts
				4. Perform Data Analysis and prepare PivotTables
				5. Use Spreadsheet tools and use Macros.
8.	II	XBA201	Strategic Management	1. Understand the need of the strategic management
				2. To be able to analyze vision mission and environments
				3. Understanding the theories applied in strategic management
				4. Understand sustainability



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				and quality control
				5. Understanding Strategy Evaluation and Implementation using various matrices.
9.	II	XBA 202	Human Resource Management	1. Understand the concepts of HRM
				2. Understand Procurement and Development Functions
				3. Understand Training & development needs.
				4. Understand Compensation Function
				5. Understand Maintenance and Integration Functions
10.	II	XBA203	Marketing Management	1. Understand Marketing Concepts.
				2. Understand Market Segmentation, Targeting, Positioning and Branding
				3. Understand Products and Pricing
				4. Understand Distribution Decisions
				5. Understand Integrated Marketing Communications
11.	II	XBA204	Business Law	1. Students will able to Develop insights into business issues with legal implications
				2. Identity areas of business decision making that may have regulatory implications.
				3. Develop an appreciation of the way laws are applied in



				the context of business
				4. Build an ability to reorganize business operations to better satisfy the regulatory requirements.
12.	II	XBA 205	Financial Management	1. Understand the Scope and goal of financial management
				2. Understand the concept of time value of money
				3. Understand the concepts of long term and short – term investment decisions
				4. Understand the sources of capital
				5. Understand receivables and inventory management
13.	II	XEV 201	Environmental Studies	1. To make use of practical design thinking methods in every stage of your problem.
				2. To apply design thinking to your problems in order to generate innovative and user centric solutions
				3. Get hands on experience
14.	III	XBA301	Business Research Methodology	Students should able to
				1. Knowledge of concept / fundamentals for different types of research
				2. Understanding relevant scaling & measurement techniques and should use appropriate sampling techniques, Synthesizing different techniques of coding, editing, tabulation and analysis in doing research



				3. Evaluating statistical analysis which includes ANOVA technique and prepare research report.
15.	III	XBA 303	Managerial Economics	Students should able to
				1. Understand Nature and Scope of Economics
				2. Understand Demand Analysis and Demand Forecasting
				3. Understand Indifference Curve Analysis
				4. Understand Market Structure and Product Pricing
				5. Understand Profit Analysis and profit Forecasting
16.	III	XBA304	Business Analytics Using R	Students should able to
				1. Understand the concept of R Programming
				2. Understand Data in Economics
				3. Understand Data Visualization
				4. Understand Data Analysis
				5. Understand Natural Language Processing
17.	III	XBA311	Summer Internship I	Students should able to
				1. Students should able to know and apply Research methods
				2. Write research Project
				3. Get Hands on experience
18.	III	XBA305	Data Visualization Using Power BI	Students should able to
				1. Understand role of SQL Server
				2. Use the software Power BI
				3. Design Basic Reports Using Power BI
				4. Use Visual Sync, Grouping in Power BI
				5. Create Hierarchies and filters in Power BI
19.	IV	XBA401	Artificial Intelligence & Machine Learning	Students should able to
				1. Understand Fundamentals of Artificial Intelligence



				2. Understand Artificial Neural Networks
				3. Understand Fuzzy Logic
				4. Understand Fundamentals of Genetic Algorithm
				5. Understand Soft Computing
20.	IV	XBA402	Data Preparation	Students should able to
				1. Understand Defining Data Analysis Problems
				2. Understand Data gathering and preparation
				3. Understand Data cleaning
				4. Understand Exploratory analysis
				5. Understand Visualization
21.	IV	XBA403	Python for Business Analytics	Students should able to
				1. Define and demonstrate the use of built-in data structures "lists" and "dictionary"
				2. Design and implement a program to solve a real world problem.
				3. Make database connectivity in python programming language.
				4. Design and implement data analysis with Pandas
				5. Design and implement data visualization
22.	IV	XBA404	Big Data	Students should able to
				1. Identify Big Data and its Business Implications.
				2. Access and Process Data on Distributed File System.
				3. Manage Job Execution in Hadoop
				4. Environment.
				5. Analyze Infoshere Big Insights big data recommendations.
				6. 5. Apply machine learning techniques using R.
23.	IV	OBB411	Entrepreneurship Development	Students should able to
				1. To increase their knowledge



				<p>and skill of existing entrepreneurs and encourage others to become one.</p> <p>2. Ultimately, it helps in increasing the number of such individuals in an economy.</p> <p>3. To motivate others to choose the entrepreneurship as a career.</p> <p>4. Prepare the person to exploit the market opportunities for own business successfully.</p> <p>5. To develop, organize and run a business enterprise, along with any of its uncertainties in order to make a profit.</p>
24.	IV	OBB412	Financial Planning for Individuals	<p>Students should able to</p> <p>1. Explain and define the nature of the financial services industry with respect to providing personal financial planning services and compare those services with those provided by professional planners.</p> <p>2. Explain and define the nature of the financial services industry with respect to providing personal financial planning services and compare those services with those provide by professional planners.</p> <p>3. Evaluate the trends that make financial planning an emerging profession.</p> <p>4. Create meaningful family financial statements and interpret them so as to recognizeProblems and opportunities, strengths and weaknesses.</p>



25.	IV	VBA404	Tally Essential I	Students should able to
				1. Understand and start using and the financial accounting software Tally.
				2. Perform accounting and inventory configurations.
				3. Make entries of various vouchers.
				4. Generate financial reports
26.	V	XBA501	Marketing Analytics	5. Reconcile bank statements.
				Students should able to
				1. Understand Marketing Mix optimization
				2. Understand Effects of various marketing tactics
				3. Understand Marketing Mix Modelling
27.	V	XBA502	Supply Chain Analytics	4. Understand Price Analysis
				5. Understand Promotions Analysis
				Students should able to
				1. Understand the importance of the basics of Business Analytics and Optimization
				2. Understand the importance of the basics of Supply Chain Analytics and Optimization
28.	V	XBA503	Financial Analytics	3. Analyze the level of uncertainty associated with the supply of products and services to targeted customer segments
				4. Justify the choice of a supply chain strategy and its fit with competitive strategy.
				5. Understand Prescriptive Analytics in Network Planning
				Students should able to
				1. Understand concepts of Analytics
				2. Understand Predictive Analytics
				3. Understand Optimization Analytics



				4. Understand Stochastic Analytics
				5. Understand Analytics under Uncertainty
29.	V	XBA514	Internship II	Students should able to
				1. Know and apply Research methods
				2. Write a research project
				3. Get hands on experience
30.	V	VBA504	Tally Essential II	Students should able to
				1. Understand and start using and the financial accounting software Tally.
				2. Perform accounting and inventory configurations.
				3. Make entries of various vouchers
				4. Generate financial reports
				5. Reconcile bank statements.
31.	VI	XBA601	Decision Support System with SPSS	1. Understand information and information systems
				2. Understand decision making and decision-making process
				3. Understand Knowledge Management System
				4. Use IBM, SPSS software
				5. Perform various analysis using SPSS software.
32.	VI	XBA602	Multivariate Data Analysis	1. To introduce Multivariate Data Analysis
				2. To understand Principal Component Analysis
				3. To understand Factor Analysis
				4. To understand Hierarchical and Partitioning Clustering
				5. To understand Multivariate normal distribution
33.	VI	XBB 603	Cyber Security	1. Understand Security Architectures and Models.
				2. Understand system security



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				3. Understand Web and Database Security
				4. Understand about OS Security
34.	VI	XBA 611	Project	1. Know and apply Research methods.
				2. Write a research project
				3. Get hands on experience

Name of School	School of Commerce & Management Studies
Name of the Department	Management
Name of the Programme	B.Com. with Tally Certificate

Program Specific Outcomes (PSO)	
PSO1	Ability to employ commerce skills to enhance coordination and ensure effective organizational functioning.
PSO2	Ability to use knowledge gained for solving commerce & business problems.



Program Outcomes (PO)	
PO1	Ability to integrate commerce knowledge gained during the curriculum to give practical decision.
PO2	Ability to perform critical thinking analysis to make important commerce and computer application in commerce.
PO3	Ability to use information and knowledge effectively to ensure smooth functioning of the organization.
PO4	An ability to engage in lifelong learning and continuing professional development.
PO5	An ability to analyze the local and global impact of commercial business development
PO6	An ability in the understanding of professional, ethical, legal, security and social issue and responsibilities.
PO7	An ability to function effectively in teams and individually to accomplishment a common goal.

Z				
Sr No	Semester	Course Code	Course Name	Course Outcomes Statement
1.	I	XBE101	Contemporary English	1. Use acceptable English in appropriate context.
				2. Make use of comprehensive and suitable vocabulary.
				3. Communicates professionally by using the strategies learnt.
				4. Applies cognizance while comprehending various types of written texts.
				5. Make notes, write precise, letter and resume.
				1. Describe the present state of Indian Economy and LIST major economic policy issues in the current context



2.		XBT101	Principles of Management	2. Summarize the sectorial composition of the Indian Economy and DISCUSS the trends therein.
				3. Predict consequences of Growth of Monopolies, Concentration of Economic Power and Inequality in the Indian Economy.
				4. Examine the changing profile of human capital, employment, productivity and illustrate the linkages with GDP composition of India.
				5. Build a case for co-existence of LPG model along with the role of the state in the Indian Economy.
3.		XBT102	Business Mathematics	1. To Acquire knowledge about the concepts of ratio, proportion and percentage
				2. To Understanding the concept and application of profit and loss in business.
				3. To Understand to use the concept of EMI
				4. To understand the concept of stock exchange ,Dividend and permutation and combination in business
				5. To understand applications of matrices in business.
4.		XBT105	Accounting-I	1. Discuss and communicate the uses of accounting and application of accounting in business
				2. Application of transactions in the form of entries in journal, ledgers, trial balance and balance sheet.
				3. Practice of subsidiary books; get familiar with various books of accounts maintained by the company.
				4. Understand the errors that are occurred in preparation of trial balance and how



				to rectify these errors.
				5. Understand how the financial statement of proprietary concern prepare and present financial statement
5.		XFF101	Foreign Language French	1. To enable the students to describe themselves (formally and informally)
				2. To enable the students to say their mobile number, birthdate.
				3. To enable the students to ask questions and identify the interrogative questions.
				4. To enable the students to talk about their daily routine.
				5. To enable the students to talk/write about their family and friends.
6.		XBT112	Advanced Excel Skills	1. Select appropriate menus and functions of MS Excel to Create, Format, Import, Merge, Save, Print Spreadsheets & Charts using business data
				2. Show how to do basic troubleshooting and fix mistakes most people make when working with spreadsheets.
				3. Use various functions of MS Excel, Execute pivot table analysis, common (and powerful functions).
7.	II	XBT206	Cyber Security	1. Be aware of the concept of networking
				2. Be aware of Security Threats and vulnerabilities
				3. To understand the Security Management Practices
				4. To understand Security Laws and Standards
				5. Be aware of various system security methods
8.		XBT202	Business Research Methodology	1. Students will demonstrate they understand the research process and how it applies to the field of business management.
				2. Students will demonstrate they can use problem-solving and analytical skills to understand business problems and suggest research designs that would provide information that could contribute to a feasible solution



				<p>3. Students will demonstrate they understand a range of qualitative and quantitative data collection and analysis techniques.</p> <p>4. To recognize different types of data for analysis, and select appropriate statistical tools for the research variables.</p> <p>5. Understand the ethical issues associated with the conduct of research, they will be able to formulate and present effective research reports</p>
9.		XBT203	Statistics for Managers	<p>1. Students will get good understanding of the basics of Statistics and its application</p> <p>2. Student will be able to represent data in structured way for further analysis</p> <p>3. Able to apply data measurement tool and techniques on raw data</p> <p>4. Student able to differentiate and analyze bivariate and univariate data</p> <p>5. Develop right understanding regarding regression, correlation and data interpretation</p>
10.		XBT207	Accounting-II	<p>1. Student will get the basic understanding of the Accounting for Share Capital share capital</p> <p>2. Student will get the better understanding of the Accounting for Debentures</p> <p>3. Student will get the better understanding of preparation of Company Final Accounts</p> <p>4. Student will be able to prepare company final Account cash flow from operating activities, Cash flow from investing activities</p> <p>5. Detailed understanding of the Goodwill and shares through Methods of Valuation: Average Profit Method, Super Profit Method.</p>
11.		XBT208	Economics	<p>1. To understand the concepts of cost, nature of production and its relationship to Business operations.</p> <p>2. To integrate the concept of price and output decisions of firms under various market structure</p>



				3. To apply marginal analysis to the —firmll under different market conditions.
				4. To make student understand the demand and supply analysis in business applications.
				5. To analyse the causes and consequences of different market conditions.
12.		XEV201	Environmental Studies	1. Articulate the interconnected and interdisciplinary nature of environmental studies
				An Environmental studies major will able to recognize the physical, chemical and biological components of the earth's system and show how they function.
				2. Communicate complex environmental information to both technical and non-technical audiences.
				3. Students will be able to identify the geographic contexts relevant to an inquiry and they can also learn the different Environment Protection Act.



13.	III	XBT306	Strategic Performance Management	1. Knowledge of Performance Management and Performance Appraisal
				2. Competency to understand the Performance Management Process
				3. Develop a performance reward program that incentivizes accomplishment.
				4. Recognize every step of the process in training and development.
				5. Motivate your employees toward realistic goals.
14.		XBT301	Direct Taxation	1. Understand the basic concepts of Income tax act
				2. Understand and Study different heads of income under income tax act 1961
				3. To know various exemptions & deductions under Income tax act 1961 and know the tax compliances of business & Individual persons.
				4. To understand the computation of total taxable income and to know & understand the procedure of online ITR filing.
				5. To acquire the knowledge about important concepts of Income tax act 1961, such as TDS, TCS, Advance tax etc.



15		XBT303	Financial Markets and Services	<ol style="list-style-type: none"> 1. Discuss current structure and regulations of the Indian financial services sector – Comprehension 2. Discuss concept and mechanism of financial markets and services - Comprehension 3. Explain the financial services and specialized financial services and their role in financial market – Comprehension 4. Discuss and create strategies to promote financial products and service- Comprehension 5. Demonstrate analytical skills to address relevant issues relating to specialized and other financial services industry - Application
16.		XBT308	International Trade Management	<ol style="list-style-type: none"> 1. Discuss the current structure of international trade 2. Discuss the different theories of international trade 3. Able to understand the export and import documentation 4. Able to understand the concepts of TWO, TRIMS, and TRIPS. 5. Discuss the role of IMF, IDA, IBRD, ADB, UNCTAD, UNIDO.
17.		XBT312	Internship I	<ol style="list-style-type: none"> 1. Develop Ability to communicate 2. Develop capability to deduce a business problem 3. Apply the Class room learning into practice 4. Increase their Capabilities to analyze and synthesize 5. Develop work habits and attitudes necessary for job success.
18.		VBA301	Indian Ethos	<ol style="list-style-type: none"> 1. Develop Code of Culture in Organization 2. Understand and implement Strategies of Organizational Culture Building 3. Practice Value-based Management in



				Organizations
				4. Adapt to different Approaches in Business Ethics
				5. Study and implement role of Indian Ethos
19.	IV	XBT412	Selling Skills	1. Developed better understanding of Store selling
				2. Developed better understanding of E mails
				3. Developed better understanding of B2B
				4. Developed better understanding of Product Knowledge
				5. Develop better understanding of taking appointment
20.		XBT402	Financial Management	1. Students are learned finance and financial management concepts and techniques influencing and organisations.
				2. Students are able to understand the different financial policies and financial statement etc.,
				3. Students are able to again the knowledge on inventory, cash, working capital, receivable and etc.
				4. Students are able to again the knowledge on dividend decisions and dividend theories.
				5. Students are able to again the knowledge liquidity decisions and its classifications.
21.		XBT406	Business Laws	1. To understand the importance of law in running the business effectively.
				2. To have a basic understanding of the laws relating to contract, sale, companies, Negotiable Instruments. etc.
				3. To apply the basic legal knowledge to the business transactions.
				4. To be able to communicate effectively in using standard business and legal terminology.
				5. To interpret the law through various apex court judgments.
22.		XBT404	Corporate Accounting	1. Students will be able to understand the basic provision related to company accounts.



				<ol style="list-style-type: none"> 2. They will also understand the provisions of liquidation in companies act and its accounting 3. Students will come to know the accounting for the profit earned prior to incorporation and its reflection in the financial statements. 4. Students will understand the concept of intangible assets, specifically goodwill and its different method of valuation and accounting. 5. Students will understand the meaning of share and accounting treatment of share capital and provision relating to Company final accounts in the companies act, 2013
23.		XBT401	Indirect Taxation	<ol style="list-style-type: none"> 1. To grasp the basic concepts in Goods & Service Tax. 2. To know Registration criteria and procedure in GST. 3. To know how to determine the value and time of supply in GST. 4. To know how to determine the Place of supply in GST. 5. To know the mechanism of Input tax credit in GST.
24.		OBB411	Open Elective-I Entrepreneurship Development	<ol style="list-style-type: none"> 1. Analyse the business environment in order to identify business opportunities 2. Identify the elements of success of entrepreneurial ventures 3. Consider the legal and financial conditions for starting a business venture, 4. Specify the basic performance indicators of entrepreneurial activity 5. Explain the importance of marketing and management in small businesses venture
25.		OBB412	Financial Planning for Individuals	<ol style="list-style-type: none"> 1. Explain and define the nature of the financial services industry with respect to providing personal financial planning services and compare those services with those provided by professional planners. 2. Explain and define the nature of the financial services industry with respect to providing personal financial planning



				<p>services and compare those services with those provide by professional planners.</p> <p>3. Evaluate the trends that make financial planning an emerging profession.</p> <p>4. Create meaningful family financial statements and interpret them so as to recognize</p> <p>5. Problems and opportunities, strengths and weaknesses.</p> <p>6. Create meaning full computation of return and risk</p>
26.		VBH404	Tally Essentials Level I	<p>1. Tally ACE certifies candidate as job ready and opens up multiple career opportunities.</p> <p>2. A certified candidate can opt to become an entrepreneur as well.</p>
27.		VBH405	Forensic Audit	<p>1. To make the learners equipped with latest industry trends</p> <p>2. To curb corruption by inculcating transparency among the youth</p>
Specialization: Accounting And Auditing				
28.	V	XBTA01	Advance Accounting 1	<p>4. Discuss and communicate the uses of accounting and Application of accounting in business.</p> <p>2. Application of final Accounts of Banking company.</p> <p>3. Practice of accounting treatment Non Performing assets.</p> <p>4. Understand the valuation of Inventory.</p> <p>5. Understand how Accounting Standards of Insurance Company.</p>
29.		XBT505	Auditing-I	<p>1. To understand the nature scope and significance of auditing</p> <p>2. To study the importance of Audit in the success of business</p> <p>3. To analyses the functional classification of an audit.</p> <p>4. To understand the true and fair concept.</p> <p>5. To learn various types of Audit.</p>
30.		XBT506	Secretarial Practice	<p>1. Effective Communication: Communicate effectively on complex corporate activities in</p>



				2. Association with corporate community and with society at large. 3. Ethics: Apply ethical principles and commit to corporate ethics, responsibilities and norms of the corporate practices. 4. Environment: Manage personnel to meet changing organizational needs in a business Environment. Evaluate the implications of changing environmental factors on organizational choices within a global environment. 5. Self-Directed: Recognize the need for and have the preparation and ability to engage in Independent and lifelong learning. Able to motivate and direct themselves to face the complex corporate challenges. 6. To prepare learners to face modern day challenges in the corporate world by providing Practical exposure.
31.		OBB512	Introduction to Banking and Financial Markets	1. Competence to understand the broad dynamics of the banking sector 2. Competence to understand the pros & cons of various actions in the context of banking 3. Competence to appreciate the roles & responsibilities of various stakeholders 4. Competence to understand the importance of some of the ongoing developments in the banking sector 5. Competence to understand the mortgages market
32.		XBT511	Internship II	1. Search for, locate, extract comprehend, organize, evaluate, and use or present information 2. Identify the developments in a particular discipline 3. Analyse and prepare Reports
33.		VBA504	Tally Essentials Level II	1. Understand and start using and the financial accounting software Tally. 2. Perform accounting and inventory configurations. 3. Make entries of various vouchers 4. Generate financial reports 5. Reconcile bank statements.



34.		VBA505	NSE Certification	Smart	<ol style="list-style-type: none"> 1. To be able to trade in the Share Market. 2. Add value to their résumé. 3. To gain theoretical as well as practical knowledge about how the stock market works. 4. To get a job in the stock market industry, at an economical price. 5. Do advance course NSE Certified Capital Market Professional course by ICA Edu Skills.
Specialization: Banking And Insurance					
35.	V	XBTB01	Banking Operations in India		<ol style="list-style-type: none"> 1. To understand the regulating framework for banking system in India 2. To provide an in-depth knowledge about the services rendered by the commercial banks 3. To equip the students with the tools used in interpreting and evaluating performance, productivity and efficiency of the banking organizations 4. To abreast of the recent developments in banking sector 5. To understand various banking services and help them to appreciate the role of technology in banking operations.
36.	V	XBTB02	Legal and Regulatory Aspects of banking		<ol style="list-style-type: none"> 1. Competence to understand the broad dynamics of the banking sector 2. Competence to understand the pros & cons of various actions in the context of banking 3. Competence to appreciate the roles & responsibilities of various stakeholders 4. Competence to understand the importance of some of the recent legal innovations in banking such as SARFAESI and IBC 5. Competence to understand the broad institutional arrangements of IBC act
37.	V	XBT504	Retail Banking		<ol style="list-style-type: none"> 1. To provide knowledge about commercial banks and its products. 2. To enable the students to understand better customer relationship. 3. To create awareness about modern banking services like e banking, mobile banking and internet banking. 4. To help the students to gather



				knowledge on banking and financial system in India.
				5. To help the students to gather knowledge about retail customers
38.	V		Open Elective Course	1. Competence to understand the broad dynamics of the banking sector
		OBB512	Introduction to Banking and Financial Markets	2. Competence to understand the pros & cons of various actions in the context of banking
				3. Competence to appreciate the roles & responsibilities of various stakeholders
				4. Competence to understand the importance of some of the ongoing developments in the banking sector
				5. Competence to understand the mortgages market
39.	V	XBT513	Internship II	1. Search for, locate, extract comprehend, organize, evaluate, and use or present information
				2. Identify the developments in a particular discipline
				3. Analyse and prepare Reports
40.	V	VBA504	Tally Essentials Level II	1. Understand and start using and the financial accounting software Tally.
				2. Perform accounting and inventory configurations.
				3. Make entries of various vouchers
				4. Generate financial reports
				5. Reconcile bank statements.
41.	V	VBA505	NSE Smart Certification	1. To be able to trade in the Share Market.
				2. Add value to their résumé.
				3. To gain theoretical as well as practical knowledge about how the stock market works.
				4. To get a job in the stock market industry, at an economical price.
				5. Do advance course NSE Certified Capital Market Professional course by ICA Edu Skills.
Specialization: Costing				
42.	V	XBT501	Cost Management	1. Students will understand the concept of Cost, Costing and Management Accounting



				<ol style="list-style-type: none"> Students will understand the importance of Marginal costing in decision making. Students will know the use of Financial Ratios in analyzing the Financial Statements Students will understand the fund flow and cash flow statement Students will know the concept of Cost audit and the various Cost Records required to be kept.
43.	V	XBT502	Management Audit	<ol style="list-style-type: none"> Demonstrate an understanding of the nature and scope of auditing and related services. Describe and discuss the regulatory framework of auditing and related services Show understanding and explain the ethical standards of an auditor. Explain the stages of an audit and methods of gathering audit evidence. Show understanding and be able to interpret different types of audit reports.
44.	V		Cost Audit	<ol style="list-style-type: none"> Effective Communication: Communicate effectively on complex corporate activities in association with corporate community and with society at large. Ethics: Apply ethical principles and commit to corporate ethics, responsibilities and norms of the corporate practices. Environment: Manage personnel to meet changing organizational needs in a business Environment. Evaluate the implications of changing environmental factors on organizational choices within a global environment. Self-Directed: Recognize the need for and have the preparation and ability to engage in independent and lifelong learning. Able to motivate and direct themselves to face the complex corporate challenges.



				6. To prepare learners to face modern day challenges in the corporate world by providing Practical exposure.
45.	V	OBB512	Introduction to Banking and Financial Markets	1. Competence to understand the broad dynamics of the banking sector 2. Competence to understand the pros & cons of various actions in the context of banking 3. Competence to appreciate the roles & responsibilities of various stakeholders 4. Competence to understand the importance of some of the ongoing developments in the banking sector 5. Competence to understand the mortgages market
46.	V		Internship II	1. Search for, locate, extract comprehend, organize, evaluate, and use or present information. 2. Identify the developments in a particular discipline 3. Analyze and prepare Reports
47.	V	VBA504	Tally Essentials Level II	1. Understand and start using and the financial accounting software Tally. 2. Perform accounting and inventory configurations. 3. Make entries of various vouchers 4. Generate financial reports 5. Reconcile bank statements.
48.	V	VBA505	NSE Smart Certification	1. To be able to trade in the Share Market. 2. Add value to their résumé. 3. To gain theoretical as well as practical knowledge about how the stock market works. 4. To get a job in the stock market industry, at an economical price.
Specialization: Banking And Insurance				
50.	VI	XBTB04	Banking and Micro Finance	1. To provide a better understanding of agricultural economy and agricultural banking 2. Create awareness about operational aspects of micro finance and rural



				banking.
				3. Awareness of financing economically backward classes through self-help groups and micro credit.
				4. Explain new concepts to fellow students, bring new ideas and convince the audience of their relevance, produce remarkable oral presentations.
				5. Prepare a group discussion in collaboration and teamwork.
51.	VI	XBTB05	Risk and Insurance Management	1. Evaluate the growth and Development of Insurance Business.
				2. Understand the working and functioning of the Insurance Sector.
				3. Study the inter-relationship between Insurance& Risk Management.
				4. Analyze the Role of Insurance Business Intermediaries.
				5. Obtain an overview of Regulatory Framework of Insurance Sector.
52.	VI	XBTB06	International Banking & Forex Management	1. Understanding the overview of the nature and system of international banking
				2. Understanding the origin and structure of federal reserve system of banking
				3. Understanding the basic types of Asia and European monetary system
				4. Understanding about the spot and forward foreign exchange rules
				5. Understanding about the devaluation and depreciation of rupee value in international parity.
53.	VI	XBT611	Project	1. To engage in reflective and independent thinking by understanding the concepts in every area of Commerce and Business.
				2. To examine the results and apply them to various problems appearing in different branches of Commerce and Business management.
				3. Be equipped to the world of work, particularly, work of the future. The student will get a first-hand exposure of working in the real world.
				4. Focus on knowledge and abilities that prepare students for potential employment.



				5. To demonstrate workforce professional abilities within the required domain of their chosen subject
Specialization: Costing				
54.	VI	XBT603	Cost & Management Accounting	1. Global Oriented – Demonstrate awareness, knowledge and appreciation of global business operations and practices. 2. Multidisciplinary – Demonstrate knowledge about the different functions of business and show an appreciation and integration of functional business areas 3. Change Oriented – Make use of adaptive and innovative skills. 4. Initiative and Problem Solving Abilities – Collect and analyze data to provide business solutions. 5. Experiential – Develop practical working experience through participation and contribution to community and societal causes.
55.	VI	XBTC04	Application of Costing	1. Monitor costs of raw materials, labour, transportation, administrative costs, overheads etc. in an industry. 2. Audit to assess company's past performance for giving advice on product pricing. 3. Monitor performance and efficiency to locate and report various problems. 4. Advise ways to bring economy by analyzing costs and implications of different production methods. 5. Help develop a competitive edge in products quality, customer service, brand image etc. for maximization of profits.
56.	VI	XBT604	Cost Accounting Standard & Companies	1. To advise management on future expansion policies and proposed capital projects.



			Auditors Report	<p>2. To understand how to present and interpret data for management planning, evaluation of performance and control.</p> <p>3. To guide management in the formulation and implementation of incentive bonus plans based on productivity and cost savings.</p> <p>4. To organize the internal audit system to ensure effective working of different departments.</p> <p>5. Ascertainment and analysis of cost and income by product, function and responsibility</p>
57.	VI	XBT611	Project	<p>1. To engage in reflective and independent thinking by understanding the concepts in every area of Commerce and Business.</p> <p>2. To examine the results and apply them to various problems appearing in different branches of Commerce and Business management.</p> <p>3. Be equipped to the world of work, particularly, work of the future. The student will get a first-hand exposure of working in the real world.</p> <p>4. Focus on knowledge and abilities that prepare students for potential employment.</p> <p>5. To demonstrate workforce professional abilities within the required domain of their chosen subject</p>
Specialization: Accounting & Auditing				
58.	VI	XBT601	Advance Accounting II	<p>1. Discuss and communicate the uses of accounting and Application of accounting in business.</p> <p>2. Application of format of Accounting Statements as per schedule VI.</p> <p>3. Practice of accounting treatment of issue of share capital and its process.</p> <p>4. Understand the errors that are occurred</p>



				in preparation various statements and how to rectify these errors.
				5. Understand how Accounting Standards are important for business.
59.	VI	XBTA05	Auditing II	1. To understand CARO and Audit Certificate.
				2. To study the concepts like Audit, Independent financial audit, Internal Audit, Internal Control etc.
				3. To understand the concept information system audit.
				4. To study the environment audit.
				5. To study the forensic audit
60.	VI	XBTA05	Accounting Standards and Introduction to IFRS	1. To facilitate ease of both inter-firm and intra- firm comparison
				2. For the eradication, the huge amount of variation in the treatment of accounting
				3. Standards.
				4. To provide a suitable starting point for accounting.
				5. It contains high quality information to generate the financial reports. This can be done. At a cost that does not exceed the benefits.
				6. To maintain consistency and transparency
61.	VI	XBT611	Project	1. To engage in reflective and independent thinking by understanding the concepts in every area of Commerce and Business.
				2. To examine the results and apply them to various problems appearing in different branches of Commerce and Business management.
				3. Be equipped to the world of work, particularly, work of the future. The student will get a first-hand exposure of working in the real world.
				4. Focus on knowledge and abilities that prepare students for potential employment.
				5. To demonstrate workforce professional abilities within the required domain of their chosen subject