



Shikshan Prasarak Mandali Pune-30

**PRIN. K.P. MANGALVEDHEKAR INSTITUTE OF MANAGEMENT
CAREER DEVELOPMENT AND RESEARCH**

Course Outcome: M.B.A. I

| Sr. No. | Program | Sem | Name of The Course | CO No | Course Outcome (CO) |
|---------|------------|-----|--------------------------------------|--------|--|
| 1 | M.B.A. - I | I | Principles & Practices of Management | CO - 1 | 1. To introduce the functions of management in the workplace. |
| | | | | CO - 2 | 2. To develop holistic approach to management. |
| | | | | CO - 3 | 3. To makes students as effective manager |
| 2 | M.B.A. - I | I | Financial Accounting | CO - 1 | 1. To make the students understand the Accounting Concepts and process of Accounting from Journal Entry to Final Accounts. |
| | | | | CO - 2 | 2. To make students capable of implementing accounting process practically with any business activities |
| | | | | CO - 3 | 3. To make students understand the features and benefits of Computerized |

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| | | | | | Accounting. |
| | | | | CO - 4 | 4. To make students capable of using Accounting Package Tally in real business environment and generate various reports from the software |
| 3 | M.B.A. - I | I | Managerial Economics | CO - 1 | 1. To expose students to basic managerial economic concepts. |
| | | | | CO - 2 | 2. To apply economic analysis in formulation of business policies. |
| | | | | CO - 3 | 3. To use economic reasoning to problems of business. |
| 4 | M.B.A. - I | I | Organizational Behavior | CO - 1 | 1. To impart basic knowledge into Organization Behavior. |
| | | | | CO - 2 | 2. To provide insights into Individual & Group Behavior and its implications in modern Organizations. |
| | | | | CO - 3 | 3. To deliver basic knowledge of Organization Culture and its role in Management |

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| 5 | M.B.A. - I | I | Business Statistics | CO - 1 | 1. To educate different statistical methods. |
| | | | | CO - 2 | 2. To teach data presentation techniques. |
| | | | | CO - 3 | 3. To apply different statistical techniques in business/real-life conditions. |
| | | | | CO - 4 | 4. To develop the knowledge on descriptive & inferential statistics. |
| 6 | M.B.A. - I | I | Computer Operations & Management | CO - 1 | 1. To make the students Understand Computer system and its importance in an organization. |
| | | | | CO - 2 | 2. To make students capable of organizing of computers and effectively using software tools that are mostly required to complete office activities viz., Documentation, Data computation and presentation. |
| | | | | CO - 3 | 3. To make students capable of using internet services securely and efficiently. |
| | | | | CO - 4 | 4. To provide conceptual |

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| | | | | | knowledge of use of computer system for information procession and decision making through knowledge of MIS. |
| 9 | M.B.A. - I | I | Business Law | CO - 1 | 1. To learn about the important provisions of some of the important, newly Introduced & amended business laws. |
| 10 | M.B.A. - I | I | Disaster Management | CO - 1 | 1. To understand basic concepts in Disaster Management |
| | | | | CO - 2 | 2. To understand elements of Disaster Management. |
| | | | | CO - 3 | 3. To understand Types and Categories of Disasters |
| | | | | CO - 4 | 4. To understand the Challenges posed by Disasters |
| 11 | M.B.A. - I | I | Banking Operations & Services | CO - 1 | 1. To make the student understand the banking sector |
| | | | | CO - 2 | 2. To make the student knowledgeable in respect of products and services of banking |
| | | | | CO - 3 | 3. To make student |

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| | | | | | known to various modes of operations with the bank mechanism of banking industry |
| | | | | CO - 4 | 4. To make the student understand the relationship with banker and grievance |
| 12 | M.B.A. - I | I | Enhancing Business Communication Skills | CO - 1 | 1. To enlighten the students about the fundamentals of Business Communication and enhance their skills necessary for day-today communication |
| | | | | CO - 2 | 2. To give practical knowledge in order to prepare for effective presentation, business writing, reporting, presenting during job interviews, etc. |
| | | | | CO - 3 | 3. To focus on competence and project them positive in terms of overall personality and grooming |
| 13 | M.B.A. - I | II | Marketing Management | CO - 1 | 1. To create an understanding of the fundamental concepts of marketing & the environment in |

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| | | | | | which marketing system operates. |
| | | | | CO - 2 | 2. To explain key bases for segment marketing, target marketing, and market positioning. |
| | | | | CO - 3 | 3. To familiarize with basic elements of the marketing mix and make students to analyze the motives influencing buying behavior. |
| 14 | M.B.A. - I | II | Financial Management | CO - 1 | 1. To understand the basic concepts and fundamentals used in financial accounting. |
| | | | | CO - 2 | 2. To learn all the intricacies of corporate financial statements |
| 15 | M.B.A. - I | II | Human Resource Management | CO - 1 | 1. To prepare a student for a career in industry and services. |
| | | | | CO - 2 | 2. To facilitate learning in modern concepts, techniques and practices in the management of human resources. |
| | | | | CO - 3 | 3. To expose the student to different functional areas of Human Resource Management to enhance the effectiveness |

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| 16 | M.B.A. - I | II | Production Management and Operations Research | CO - 1 | 1. To understand the functional area of Production Management |
| | | | | CO - 2 | 2. To appreciate the scientific basis for business decision making |
| | | | | CO - 3 | 3. To understand optimizing decision-making techniques in different business situations |
| 17 | M.B.A. - I | II | Research Methodology | CO - 1 | 1. To understand the basic components of research design. |
| | | | | CO - 2 | 2. To familiarize students with research process, conducting of research through projects. |
| | | | | CO - 3 | 3. To equip students with various research analytical tools used in business research. |
| | | | | CO - 4 | 4. To familiarize the students with preparing the research report |
| 18 | M.B.A. - I | II | Event Management | CO - 1 | 1. To understand different types of events and scope. |
| | | | | CO - 2 | 2. To know various procedures, licenses and permissions required for events |
| | | | | CO - 3 | 3. To familiarize |

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| | | | | | students with various Opportunities in Event Management industry |
| 19 | M.B.A. - I | II | Hospitality and Tourism Management | CO - 1 | 1. To understand Hospitality and Tourism industry |
| | | | | CO - 2 | 2. To identify various components of Hospitality and Tourism industry. |
| | | | | CO - 3 | 3. To familiarize students with various opportunities in Hospitality and Tourism industry |
| 20 | M.B.A. - I | II | Logistics and Supply Chain Management | CO - 1 | 1. To introduce students with basic concepts of Logistics and supply chain Management |
| | | | | CO - 2 | 2. To teach students practical application of the subject for enhancing business efficiency. |
| | | | | CO - 3 | 3. To expose students to contemporary business concepts |
| 21 | M.B.A. - I | II | Employability Skills | CO - 1 | 1. The objective of the course is to train the students with the essential skills required for enhancing employability prospects in the Job Market |



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Our college is affiliated to Panyashlok Ahilyadevi Holkar Solapur University, Solapur. Board of Studies of the university design the Program Outcome. The college rigorously follow the Program outcome designed by the university.

Course Outcome: M.B.A. II

| Sr. No. | Program | Sem | Name of The Course | CO No. | (CO) |
|---------|-------------|-----|-----------------------------------|--------|--|
| 1 | M.B.A. - II | III | Sales And Distribution Management | CO - 1 | 1. To understand to importance of sales and distribution in marketing. |
| | | | | CO - 2 | 2. To provide knowledge various elements involved in the sales and distribution. |
| | | | | CO - 3 | 3. To make aware about various techniques used in sales and distribution |
| 2 | M.B.A. - II | III | Corporate Tax Management | CO - 1 | 1. To make understand various components of Corporate Tax Management. |
| | | | | CO - 2 | 2. To provide knowledge about exemptions and deductions from taxation |

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| | | | | CO - 3 | |
| 3 | M.B.A. - II | III | Financial Decision Analysis | CO - 1 | |
| | | | | CO - 2 | |
| | | | | CO - 3 | |
| 4 | M.B.A. - II | III | Fundamentals of Hospitality Management | CO - 1 | |
| | | | | CO - 2 | |
| | | | | CO - 3 | 3. To Understand and analyses the hospitality industry from various perspectives of hotel, tourism, travel and transport |
| 5 | M.B.A. - II | III | Tourism and Travel Management | CO - 1 | 1. To prepare the learners with knowledge and skills essential know what tourism is. |
| | | | | CO - 2 | 2. To prepare the learners with its types and the Nations contribution to the industry |
| 8 | M.B.A.- II | III | Purchasing and Inventory Management | CO - 1 | 1. To make students understand how to use basic concepts, strategies and techniques to analyze a variety of inventory systems and make optimal decisions for the improvement of these systems. |
| | | | | CO - 2 | 2. In addition, we emphasize the practical |

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| | | | | | implementation of the strategies and techniques that are taught in this course |
| 9 | M.B.A.- II | III | Logistics and Supply Chain Management | CO - 1 | 1. To make students understand how the knowledge of materials management can be an advantage to logistics and supply chain operations. |
| | | | | CO - 2 | 2. To sensitize the students on the materials management functions – Planning, Purchase, Controlling, Storing, Handling, Packaging, Shipping and Distributing, and Standardizing. |
| | | | | CO - 3 | 3. To realize the importance of materials both in product and service. |
| 10 | M.B.A.- II | III | Strategic Human Resource Management | CO - 1 | 1. The objective of the course is to give knowledge to the students in the field of Human Resource Management with strategic perspective |
| 11 | M.B.A.- II | III | | | |
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| 12 | M.B.A.- II | III | International Business | CO - 1 | 1. To make students aware of international |

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| | | | Environment | | business environment concept |
| | | | | CO - 2 | 2. To introduce factors that affect international trade |
| 13 | M.B.A.- II | III | Export Policy, Procedures and Documents | CO - 1 | 1. To familiarize the participants basic concepts of import/export formalities. |
| | | | | CO - 2 | 2. To familiarize the participants on important international trade terms. |
| | | | | CO - 3 | 3. To familiarize the participants processing of an import/export order. |
| 1 | M.B.A. - II | III | Banking Operations Management | CO - 1 | 1. To understand the basics of Banking and the emergence of Banking in India. |
| | | | | CO - 2 | 2. To get acquainted with the functionality of the Banks. |
| | | | | CO - 3 | 3. To know the meaning and use of commonly used technologies in Banking. |
| | | | | CO - 4 | 4. To make the students understand Banking accounts. |
| 2 | M.B.A. - II | III | Indian Banking structure | CO - 1 | 1. To introduce concept of Indian Banking structure to student. |
| | | | | CO - 2 | 2. To deal with |

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| | | | | | practical case studies and prepare students to gain knowledge about banking industry |
| 3 | M.B.A. - II | II | Management Information System | CO - 1 | 1. To make the students understand the working at different levels of management and use of different information system at these levels. |
| | | | | CO - 2 | 2. To make students capable of understanding implementation of management information systems in different functional areas |
| | | | | CO - 3 | 3. To make students understand the importance and strategic use and advantage of MIS. |
| | | | | CO - 4 | 4. To make students understand reasons of success and failure of MIS and how change of work processes should be made successful during implementation of MIS. |
| 4 | M.B.A. - III | III | ERP and SPD | CO - 1 | 1. To make the students understand the components and interrelations of ERP. |

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| | | | | CO - 2 | 2. To make students capable of implementation of ERP |
| | | | | CO - 3 | 3. To make students understand the various elements and stages of System analysis and designing. |
| | | | | CO - 4 | 4. To make students understand the role of Project Manager and the skills required to become successful in the role. |
| 5 | M.B.A. - III | III | Fundamentals of Agriculture & Co-Operative Management | CO - 1 | 1. To make students understand about Agriculture sector |
| | | | | CO - 2 | 2. To make students understand about the cooperative institutions |
| | | | | CO - 3 | 3. To make students understand the importance of cooperatives in the economy |
| 6 | M.B.A. - III | III | Agricultural Marketing | CO - 1 | 1. To make students understand the factors involved in Agriculture produce marketing |
| | | | | CO - 2 | 2. To make students understand the marketing agencies with respect to agricultural products |
| | | | | CO - 3 | 3. To make students |

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| | | | | | understand the role of Government in Agricultural marketing and Rural marketing |
| 7 | M.B.A. - II | III | Entrepreneurship Development | CO - 1 | 1. To make the students understand the importance of Entrepreneurship. |
| | | | | CO - 2 | 2. To make students understand various traits, competencies of entrepreneurship and ways of developing them |
| | | | | CO - 3 | 3. To embed into students an inspiration to opt Entrepreneurship as Career. |
| | | | | CO - 4 | 4. To make students know the supportive about environment for Entrepreneurship |
| 8 | M.B.A. - II | IV | Business Ethics & Corporate Governance | CO - 1 | 1. To introduce Business Ethics and corporate governance concepts to student Managers. |
| | | | | CO - 2 | 2. To teach students practical application of Ethical practices in life situations. |
| | | | | CO - 3 | 3. To deal with case studies and deal with practical problem-solving ethical approach. |
| 9 | M.B.A. - II | IV | Total Quality | CO - 1 | 1. To teach students |

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| | | | Management | | about importance of Quality and Total Quality Management |
| | | | | CO - 2 | 2. To make students familiar with the tools and techniques of Quality Management |
| | | | | CO - 3 | 3. To provide knowledge to the students regarding the essential quality standards |
| 10 | M.B.A. - II | IV | Integrated Marketing Communication and digital Marketing | CO - 1 | 1. To teach different promotion tools. |
| | | | | CO - 2 | 2. To train students on importance and combination of various promotional tools |
| | | | | CO - 3 | 3. To acquaint the students to learn and apply the concept of digital marketing. |
| 11 | M.B.A. - II | IV | Services and Retail Marketing | CO - 1 | 1. To acquaint students with Business Services and Service Industry. |
| | | | | CO - 2 | 2. To equip students with the basic knowledge about retail management. |
| | | | | CO - 3 | 1. To make students understand scope and opportunities in Service as well as Retail industry |
| 12 | M.B.A. - II | IV | Financial System of India. Markets and | CO - 1 | 2. To introduce financial concepts to |

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| | | | services | | student Managers. |
| 14 | M.B.A. - II | IV | | CO - 2 | 3. To teach students application of Components Financial system |
| | | | Investment Management | CO - 1 | 1. To make students aware of various investment avenues and evaluate their benefits in terms of returns and risks |
| 15 | | | | CO - 2 | 2. To make students knowledgeable of techniques to analyses various capital generating models and their benefits and limitations. |
| | M.B.A. - II | IV | International Finance | CO - 1 | 1. To make the students understand the foreign exchange market and the policies regarding the same. |
| | | | | CO - 2 | 2. To make students knowledgeable in respect of international financial markets and various terminologies and mechanisms adapted in operating the same |



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Program Outcome: M.B.A

| Program | | Program Outcome |
|--|------|--|
| M. B. A. (Two Years Master's Degree Program) | | After the completion of three years of Bachelor in Computer Application that is M. B. A. The students will be able to: |
| | PO-1 | To develop wide spectrum of managerial skills along with competency building required in the industry. |
| | PO-2 | To apply knowledge of marketing, finance and human resource management international business & accounting to the solution of complex managerial problems. |
| | PO-3 | To develop the students for professional values and taking for social responsibilities. |
| | PO-4 | To enhance not only a comprehensive understanding of the theory but its application too in diverse fields. |
| | PO-5 | To build-up a successful career in industry and to produce entrepreneurs. |



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Program Specific Outcome: M.B.A

| Program | | Program Outcome |
|--|-------|--|
| M. B. A. (Two Years Master's Degree Program) | | After the completion of three years of Bachelor in Computer Application that is M.B A. The students will be able to: |
| | PSO-1 | To develop student ability for self-employment as a young entrepreneur and to create corporate professionals. |
| | PSO-2 | To have successful career in marketing, finance and human resource management. |
| | PSO-3 | To make them able for research and development in management. |