



Shri Shivaji Education Society, Amravati's
Dhanwate National College
Congress Nagar, Nagpur



Established in 1935

College with Potential for Excellence status by UGC, New Delhi
PM-USHA 4.00 Grant for College Strengthening
Re-Accredited 'B+' Grade, CGPA 2.53 by NAAC, Bangalore
Centre of Higher Learning and Research
Institutional Member of APQN, Shanghai



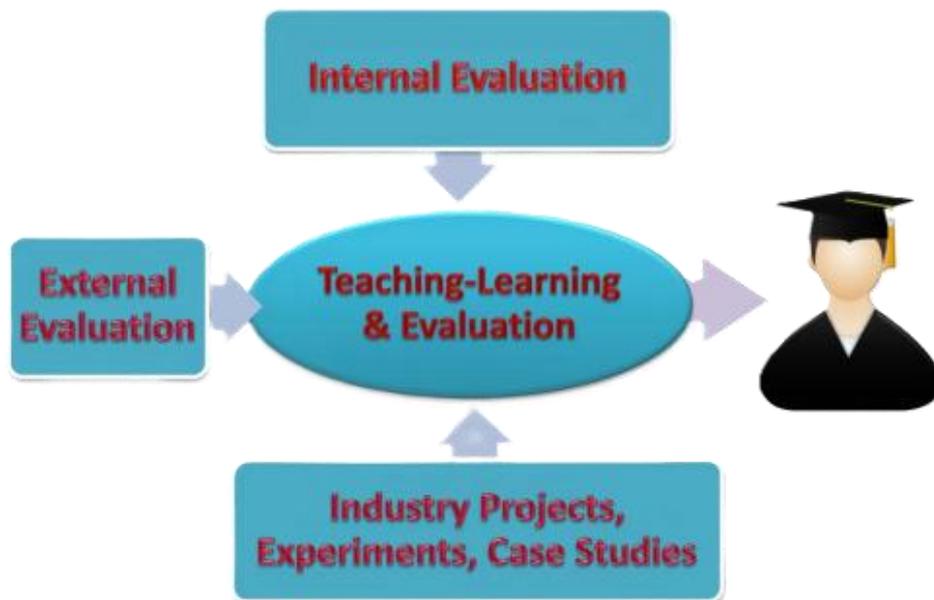
4th Cycle

Assessment & Accreditation by NAAC

AQAR 2023-2024

CRITERIA II: *TEACHING-LEARNING AND EVALUATION*

Teaching – Learning & Evaluation



2.6 - Student Performance and Learning Outcomes

2.6.2 - Attainment of Programme outcomes and course outcomes are evaluated by the institution.



**Dr. Panjabrao alias
Bhausaheb Deshmukh**
Founder President



Estd. 1935

Shri Shivaji Education Society, Amravati's (Regd. No. F. 89)
DHANWATE NATIONAL COLLEGE
Congress Nagar, Nagpur.

'College with Potential for Excellence' (C.P.E.) By U.G.C. Delhi
NAAC ACCREDITED 'B+' GRADE, CGPA 2.53
RECOGNISED CENTER FOR HIGHER LEARNING AND RESEARCH
INSTITUTIONAL MEMBER OF ASIA PACIFIC QUALITY NETWORK, SHANGHAI

Hon. Shri Harshwardhan P. Deshmukh
President

Dr. Omraj S. Deshmukh
M.Sc., Ph.D.
Principal

No./DNC /_ **248/2023-2024**
Date : **26/12/2023**

Self Declaration

This is to certify that, the information, report true copies of the supporting documents, numerical data and weblinks furnished in this file are verified by IQAC and the head of the institution and found correct.

Hence this certificate is issued.

Dr. K. D. Meghe
IQAC Coordinator



Dr. O. S. Deshmukh
Principal

2.6.2 - Attainment of Programme outcomes and course outcomes are evaluated by the institution.

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Program Specific Outcomes

Department of Commerce

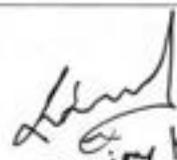
Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur

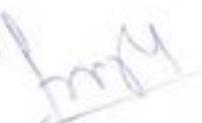
Name of Program: Master of Commerce

No. of Courses: 16

**Graduate Attributes: Disciplinary Knowledge, Critical Thinking, Problem Solving, Analytical Reasoning,
Communication Skills, Teamwork, Moral and Ethical Awareness.**

	Graduate Attribute	Program Specific Outcomes
PSO1	Disciplinary Knowledge	The student will be able to develop aptitude to manifest wide and extensive knowledge in the field of commerce.
PSO2	Critical Thinking	The student will be able to think critically for solving various problems pertaining to the management.
PSO3	Problem Solving	The student will be able to develop analytical ability to cope with complex problems.
PSO4	Analytical Thinking	The student will acquire ability to evaluate the reliability and relevance of evidence, identify logical flaws and holes in the arguments, analyze and synthesis data, draw valid conclusion and support them with evidence and examples.
PSO5	Research Related Skills	The student will be able to problemtize and formulate research questions and to identify and consult relevant sources to find answers.
PSO6	Communication Skills	The student will communicate with others using appropriate media, confidently share one's views and express himself/herself.
PSO7	Co-operation/ Teamwork	The student will be capable of working effectively of working in diverse working condition as a team.


Sanjay Karishwar


Dr. S.B. Dhole


Dr. M.D. Gulhane


Dr. R. Ashikar

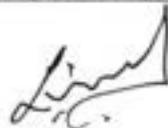
PS08	Scientific Reasoning	The student will be able analyze, interpret and draw conclusion from quantitative/qualitative data for applying Scientific reasoning.
PSO9	Reflective Thinking	The student will be able to identify the relevance and importance of ideas.
PS10	Information/ Digital literacy	The student will be able to communicate and work more efficiently.
PS11	Self-directed Learning	The student will be able to learn effective time management and an ability to work independently.
PS12	Community Engagement	The student will be able to involve connections, interactions, participation and involvement, designed to achieve or elicit an outcome at individuals, organization or social levels.
PS13	Professionals Skills	The student will be able to classify, simple, compound and complex document related to Financial, cost and management accounts.
PS14	Lifelong Learning	The student will able to use of both formal and informal learning opportunity throughout people's lives in order to foster the continuous development and improvement of the knowledge and skills needed for employment and personal fulfillment.
PS15	Environmental Awareness	The student will be able to use environmental resources with care and protect them from degradation.

PROGRAM MATRIX

NAME OF PROGRAM: **MASTER OF COMMERCE**

LOW CORRELATION: L/1; MODERATE CORRELATION=L/2; HIGH CORRELATION: H/3

COURSE OUTCOMES (Cos)		PROGRAM SPECIFIC OUTCOMES (PSOs)														
COURSE NAME C-11: Paper-I Advanced Financial Accounting		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able identify and describe different Accounting Standards useful for accounting transactions	M	M	M	L	L				L				M		
CO2	The student shall be able explain the consolidation process and prepare consolidated financial statements based on relevant accounting Standards	H	L	M	L	M	L				M					
CO3	The student shall be able read and analyze consolidated financial statements including accounting policies and other information disclosures.	M	L	M	M		L					M			L	L
CO4	The student shall be able demonstrate the usage and application of Computer Software Accounting.	M	M	M	L	L		L		M				L		
CO5	The student shall be able carry out Fire insurance calculations and Claims settlement process.	H	L	L	M				M				L			
COURSE NAME: C-12 : PAPER II Indian Financial System		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able identify the role, importance and functioning of the financial market, financial system, financial instruments and financial institutions	M						L			L					L
CO2	The student shall be able evaluate the Banking system in India and its operational formalities	H	L	L			M					L				
CO3	The student shall be able critically analyze the functioning of Life and Non Life Insurance in India and its policies.	M	M	M						L						
CO4	The student shall be able develop the capacity to extrapolate the	H	H	L		M			M					L		



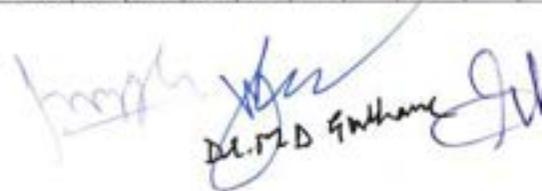


	functions of Important Intermediaries and Regulatory bodies like Stock Exchanges, Rating agencies, SEBI, RBI etc in Financial System.															
CO5	The student shall be able classify different types of Financial Markets and instruments	M	M	L	L		L			L			M			L
	COURSE NAME: C-13 :PAPER-III MANAGERIAL ECONOMICS	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able understand economies of scale, diseconomies of scale, economies of scope, and cost complementarities, and how each affects the cost of production, the four basic market models of perfect competition, monopoly, monopolistic competition, and oligopoly, and how price and quantity are determined in each model	M	M	L					L				M			L
CO2	The student shall be able calculate and interpret price elasticity, income elasticity and cross-price elasticity of demand and will also be able examine the uses and abuses of demand forecasting techniques, explicate the gross domestic product using expenditure and income approaches and given the details about a phase of the business cycle.	H	M	M	L		L				L				M	
CO3	The student shall be able measure the responsiveness of consumers' demand to changes in the price of a good or service, the price of other goods and services, and income.	H	M	L		M	L				L					L
CO4	The student shall be able derive the equilibrium conditions for cost minimization and profit maximization.	H	L	L					M				L			
CO5	To Determine how prices work in markets, how market participants benefit in the form of consumer surplus and producer surplus, and what the consequences of government intervention are.	M													L	
	COURSE NAME: C-14 :Paper-IV Marketing Management	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able formulate a marketing plan including marketing objectives, marketing mix, strategies, budgetary considerations and evaluation criteria	M	M	M	L	L				L				M		
CO2	The student shall be able analyse pricing strategies that take into account perceived value, competitive pressures and corporate objectives and also formulate strategies for the efficient distribution of products and services.	H	L	M	L	M	L				M					
CO3	The student will be competent and reliable for making different	M	L	M	M		L					M			L	L

	distribution channel options and their suitability for the company's product.															
CO4	The student will be capable of using digital technology for promotion mix (advertising, sales promotion, public relations, personal selling, and direct marketing etc.) for the product.	M	M	M	L	L		L		M					L	
CO5	The student shall be able formulate a marketing plan including marketing objectives, marketing mix, strategies, budgetary considerations and evaluation criteria	H	L	L	M					M			L			
	COURSE NAME: C-21 : Paper –I Research Methodology	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The Students will have an ability of intensive research to problematize and formulate research questions and to identify and consult relevant sources to find answers upon successful completion of the course.	M	L		L	L				M				L		
CO2	The student shall be able enhance understanding of various kinds of research, objectives of doing research, research process, research designs and sampling.	H	M	L	L	M			L			L				L
CO3	The student shall be able acquire basic knowledge on qualitative research techniques	M	H	M	M	L		M					M			
CO4	The student shall be able knowledge of measurement & scaling techniques as well as the quantitative data analysis.	M	M	H	M	L					L				L	
CO5	The student shall be able understand the logical connections between basics of data analysis-and hypothesis testing procedures and thereby develop the skill of Research report writings.	H	M	M	M	L			L			L		M		L
	COURSE NAME: C22 : Paper –II Advanced Cost Accounting	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able ability to understand basic conceptual framework of cost, the student will be able of identify/ classify different elements/ classification of cost and will be able to prepare cost sheet and prepare quotations for various business proposals.	M	M	L					L				M			L
CO2	The student shall be able develop time management for specific product so as to ascertain cost, volume and profit with the help of Break-even point, Marine of safety, Profit volume ratio, desired profit / desired sales as well as able to evaluate the decision making proposals (suitable product mix / dropping a product line / fixation of selling price / make or buy decisions/Key Factor Analysis).	H	M	M	L		L				L				M	
CO3	The student shall be able ability to classify expenses on the basis of its	H	M	L		M		L				L				L

	nature and estimate cost of operating a service.															
CO4	The student shall be able ability to read and analyze Expenses & Income / Receipt & Payment / Projected Sales, a student will be able to prepare relevant functional level budgets for an organization.	H	L	L					M				L			
CO5	The student shall be able identify the standard and actual performance with the help of Direct Material and Direct Labour Variances.	M											L			
	COURSE NAME: C-23: Paper –III Cooperation	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able ability to understand the Principles and Importance of Cooperation and Cooperative Movement in India	M	M	M	L	L				L				M		
CO2	The student shall be able demonstrate the functions and working of Cooperative Credit Institution in India	H	L	M	L	M	L				M					
CO3	The student shall be able learn new things which helps in social change and other life affirming endeavours	M	L	M	M		L					M			L	L
CO4	The student shall be able to justify the role of Cooperation in rural Economy	M	M	M	L	L		L		M				L		
CO5	The student shall be able demonstrate and distinguish Globalization & Cooperation	H	L	L	M				M				L			
	COURSE NAME: C-24 :Paper-IV Human Resource Management	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student will be able for the development , implementation, and evaluation of employee recruitment, selection, employee orientation, training, and retention plans and processes.	H	L	M	M	L	L				L				M	
CO2	The student will learn evaluation of the performance management program. Effective coordination between employee and labour relations in both non-union and union environments.	M	M	L	M	M		L				L			L	
CO3	The student shall be able capable of communicating the organization's compensation plan for the well being of others, public safety, legal compliance, health and safety policies and practices.	H	H	M	L	L		L						L		
CO4	The student shall be able analyze the situation and apply it to support the human resources function. Develop, implement, and evaluate organizational development strategies aimed at promoting organizational effectiveness.	M	M	L	H	L				M						M
CO5	The student shall be able communicate the human resources component of the organization's business plan. Conduct research, produce reports, and recommend changes in human resources practices.	H	H	M	L	L	L					M		L	M	

COURSE NAME: C31: Paper I Advanced Management Accounting		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able demonstrate functions and importance of management accounting from the financial statements by performing Ratio analysis and comment on the performance of the firm.	M	M	L					L				M			L
CO2	The student shall be able to understand managerial accounting terminology, principles, and practice. Recognize managerial accounting issues and how they differ from financial accounting issues. Analyze decision situations to determine appropriate information needs.	H	M	M	L		L				L				M	
CO3	The student shall be able apply problem solving skills for product cost using a variety of cost methods or by classifying costs.	H	M	L		M		L				L				L
CO4	The student shall be able determine the effect on profit by evaluating possible courses of action and reviewing the results.	H	L	L					M				L			
CO5	The student shall be able formulate budgets for future financial results. Read and create budgets, managerial cost reports and variance analysis. Understand and articulate the assumptions and implications inherent with information in different managerial accounting reports.	M												L		
COURSE NAME: C32: Paper II Statistical Techniques		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able apply and calculate measures of location and measures of dispersion --grouped and ungrouped data cases.	M	L	L						M					L	
CO2	The student shall be able build discrete and continuous probability distributions to various business problems.	H	M	L		M						L		L		M
CO3	The student shall be able learn non-parametric test such as the Chi-Square test for Independence as well as Goodness of Fit.	M	M	L	L	M			M							L
CO4	The student shall be able perform Test of Hypothesis as well as calculate confidence interval for a population parameter for single sample and two sample cases. Understand the concept of p-values.	H	M	L		L		M			M		M			
CO5	The student shall be able analyze and interpretate the results of Bivariate and Multivariate Regression and Correlation Analysis, for forecasting and also perform ANOVA and F-test.	L	M	M	L		M							L		
COURSE NAME: F33: Paper III Direct Tax		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able to understand the provisions and procedure for Computation of Income from profession.	M	M		L	L									L	
CO2	The student shall be able ability to compute capital gain.	H	M	L		L			L				L			
CO3	The student shall be able capable to understand the provisions and	M	H	M	L	H					L					M

	procedure of Chapter VI A Deduction, Clubbing of Income Set-off and carry forward of losses.															
CO4	The student shall be able evaluate the provisions and procedure of Computation of tax liability for individual & company.	M	L	M	L	L		L				L				
CO5	The student shall be able keeping knowledge about the changes in tax rates														L	
	COURSE NAME: F33: Paper III Computer Application in Commerce	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able to observe and experience the main activities of Internet Services and applications.	M	L		L	L				M				L		
CO2	The student shall be able demonstrate the working of Word Processing	H	M	L	L	M			L			L				L
CO3	The student shall be able construct the Spread Sheets & its Business Application	M	H	M	M	L		M					M			
CO4	The student shall be able capable of using Computerized Accounting with Tally	M	M	H	M	L					L				L	
CO5	The student shall be able enhance research related skills for future references.					L										
	COURSE NAME: PAPER I ACCOUNTS AND STATISTICS	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The Students will be able to perform calculations based on elementary statistics and accountancy	M	M	L		H				L				L		L
CO2	The student shall be able prepare the financial statements and calculate the profit or loss of a firm as at the end of the financial year.	H	M	L	M	L			L			M		L		
CO3	The student shall be able understand the basics of Book Keeping and Accountancy, principles of Accounting, Accounting Concepts and Conventions, Rules of Double Entry System, Preparation of Journal and Ledger, Subsidiary books, Cash Book.	M	H	H	L	M		L			M			L		
CO4	The student shall be able calculate Measures of Central Tendency, Collection of Data, Tabulation, Classification and Frequency Distribution.	M	L	L	M		L						L		L	
CO5	The student shall be able learn Methods of measuring dispersion, Mean Deviation, Standard Deviation, Quartile Deviation, co-efficient of variation.	M	M	L		M			L			L				M
	COURSE NAME: Paper II MANAGERIAL SKILLS – I	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able facilitate students' understanding of their own	M		M			L			M					L	

	managerial skills and improve communication skills.															
CO2	The student shall be able express thoughts and ideas from the management experience.	H	M	M		L	L					L				L
CO3	The student shall be able incorporate feedback on decision-making practices, conflict resolution skills, and teamwork behaviors with the support of a team-based coach.	M	M	L	L			L		H			L			M
CO4	The student shall be able communicate among various levels of organizational, remove communication barriers.	H	L	M	L	L	L							L		
CO5	The student shall be able classroom discussion and formal presentations render a suitable opportunity to sharpen verbal and non-verbal communication ability.	M		M	M	L	L		L						M	L
	COURSE NAME: E34: Paper IV Entrepreneurship Development	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able understand different methods to assess the attractiveness of business opportunities.	H	M	M		L			L					L		L
CO2	The student shall be able develop Entrepreneurial Skills for commercial application of innovations convert it in business idea.	M	H	M	L	L					L				M	
CO3	The student shall be able identify key risks and the most effective processes in bringing different types of products or services to market	M	L	M		H		M					L			
CO4	The student shall be able enhance personal attributes that enable best use of entrepreneurial opportunities explore entrepreneurial leadership and management style.	L	L		M					M						L
CO5	Enhance understanding of the world and provide better opportunities of employment.	H	L	M		H	M					M				L
	COURSE NAME: E34: Paper IV Service Sector Management	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able to understand the Importance of Service Sector like Aviation Industry, Transportation Industry, Hospital Management, Housing and Construction, Hospitality, BPO, KPO Industry.	M	L		L				L					L		
CO2	The students will be able to analyze concepts, functions, and techniques of the craft of service marketing services and will also be able to identify critical issues in service design & delivery.	H	M	M		M				L			L			
CO3	The students will be able to Demonstrate IT industry and its trends, role and importance of ITES	H	L	L	M						M					L
CO4	The student shall be able develop Services Quality Management in	M	M	L		H			L							L

	services sector.															
CO5	The student shall be able managing service delivery Challenges of Distribution Channels and Planning in services.	H	L	M	L			M				L				
	COURSE NAME: C41: Paper I International Business Environment	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	Students Should be able to perceive various concepts involved in International Business Environment and various concepts like international liquidity and SDR	M						L			L					L
CO2	Students Should be able to evaluate the global business environment in terms of economic, social and legal aspects and strategies adopted by firms to expand globally.	H	L	L			M					L				
CO3	Students should be able to examine risks involved in foreign trade and ways to manage the risks.	M	M	M						L						
CO4	Students should be able to understand management of short term finance in Multinational corporations and international financing decisions including funding and borrowing decisions	H	H	L		M			M					L		
CO5	Students should be able to understand and elaborate structure of International banking, various concepts involved in export documentation, export procedures and contracts.	M	M	L	L		L			L		M				L
	COURSE NAME: Paper I Current Trends in Digital Commerce	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	Students should be able to acquire a good knowledge of e-commerce, both the technical and business aspects	M									L					
CO2	Students should be able to understand the principles and practices of e-commerce and its related technologies	M									L					
CO3	Students should be able to design and implement a basic e-commerce application.														L	
CO4	Students should be able to study trends of e-commerce; build up on team work, presentation and technical writing skills.	M														
CO5	Students should be able to learn digital devices and their application in business.					L										L
	COURSE NAME: Paper II Indirect Taxes	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	Students should be able to understand the purpose of GST, Need of GST and registration procedure Amendment, Cancellation and revocation of cancellation of registration.	M		H			L									
CO2	Students should be able to understand the basic knowledge of Input	M		H			L									

	Tax Credit, meaning of Reverse Charge Mechanism (RCM), Returns and Challan, there due dates under GST and Computation of GST.															
CO3	Students should be able to understand basic concept of custom duty, classification of goods, valuation of goods, levy and exemption of custom duty and problems relating to customs duty.	M		H						M						
CO4	Students should be able to describe the transaction types which are related to VAT, types of transaction which are subjected to VAT; indicate VAT application, differentiation of application and VAT compliance and attendance also computation of VAT liability.			H					M				L			
CO5	Students should be able to learn how to calculate Input Tax Credit, Output Tax and Custom duty.	M		H												
	COURSE NAME: F43: Paper-III INDIRECT TAX	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	Students should be able to understand the purpose of GST, Need of GST and registration procedure Amendment, Cancellation and revocation of cancellation of registration.	M		L												
CO2	Students should be able to understand the basic knowledge of Input Tax Credit, meaning of Reverse Charge Mechanism (RCM), Returns and Challan, there due dates under GST and Computation of GST.	H		L						M						L
CO3	Ability to understand the basic concept of custom duty, Definition and concepts classification of goods, valuation of goods, levy off and exemption of custom duty.	H	M							M			L			
CO4	Capability to use different types Forms issued for transfer of goods etc.			L												
CO5	Apply problem solving skills for service tax liability, payment and recovery of service tax.	H	M	M	L				L			L				
	COURSE NAME: F43: Paper-III OPERATIONS RESEARCH	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able identify and develop operational research models from the verbal description of the real system	M														
CO2	The student shall be able understand the mathematical tools that are needed to solve optimization problems.	M		L												
CO3	The student shall be able well developed mathematical software to solve the proposed models.	M		L												
CO4	The student shall be able prepare report that describes the model and the solving technique, analyze the results and propose recommendations which help in decision-making processes.			L										L		

CO5	The student shall be able develop Time and Cost management.											L				
	COURSE NAME: F44: PAPER – II ACCOUNTS AND STATISTICS	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	To understand the statutory provisions regarding preparation of companies final accounts. Provision for interest on debentures, Proposed Dividends, Interim Dividend.	H				M						L		L		
CO2	To understand the meaning of banking companies, Functions of Banking, Restrictions for a Banking Company, Provision of the Banking Companies Regulation Act, 1949 and Preparation of Annual accounts.	H			M				L					L		
CO3	To know the concept of correlation, types of correlation, Karl Pearson's coefficient of correlation in Bivariate frequency table, probable error and its practical implications.	M								L						
CO4	To understand the concept index number, Uses, types, Methods and Test of consistency of Index No.	M														
CO5	Ability to solve complex problems	M												L		
	COURSE NAME: MANAGERIAL SKILLS – II	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able to understand the Methods of Introspection – SWOT analysis, Johari Window, Transactional analysis Individual Peculiarities – Life Positions, Personality Types, Defence Mechanisms. Perceptions – perceived risks, Attitude formation, Motivations, Introduction to Personality Assessment and Testing Tools.	M			L						M	M	L		L	M
CO2	The student shall be able to understand role of different Intelligence – Factor Theories and process – oriented theories of intelligence, Emotional Intelligence, managing self and other's emotions.		M			H				L						
CO3	The student shall be able to understand the concept of Self Development– Thinking process, Lateral thinking and Creative thinking, Logical thinking, Learning, Cognitive learning, Social Learning, Experimental Learning.	H	M		M						M			L		
CO4	The student shall be able to understand concept of time management, Goal setting, Time Management, Stress Management, Conflict Management, resolution techniques, Negotiation skills, Problem solving and decision making skill.	H		L	M											
CO5	The student shall be able to learn Social Skills – Interpersonal	L					L									

	relations, Empathy, Management of Work Life Balance, Foundations of Group Behaviour - group decision making techniques, work teams, virtual teams, Controlling the Group members, Counseling, Setting the example.															
	COURSE NAME: E-44: PAPER-IV E-Commerce	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able to understand the Electronic Commerce and the Trade Cycle.	M	M								L					L
CO2	The student shall be able understand the provisions and procedures of IT Act 2000 and Cyber Crimes	H		M		M					L		L			
CO3	The student shall be able demonstrate the E-payment System	M														
CO4	The student shall be able demonstrate the E-commerce applications in various industries	M				L										
CO5	The student shall be able to learn E-commerce applications in various industries like banking and insurance.	H			M			M				L				
	COURSE NAME: E44: Paper IV Company Law	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student shall be able make use of various important provision of company law in trade and commerce	M	L													
CO2	The student shall be able apply and interpret the provisions of Capital, Shares-types and issue management as per companies Act		H		M	L										
CO3	The student shall be able Interpret the provisions and procedural aspects of conducting corporate statutory and non statutory Meetings-Annual General Meetings, Extraordinary General Meetings, and Board Meetings	H	H		L	L										L
CO4	I The student shall be able interpret the provisions of Appointment, Resignation and Removal of Auditor, Directors, Managing Directors, Key managerial personnel				L	L					M					
CO5	The student shall be able to learn corporate management and government regulation for corporate business and winding up of companies.	M														
	COURSE NAME: C- 42 Paper II Project Work	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The student will be able to choose an appropriate topic for study and will be able to clearly formulate & state a research problem					H										
CO2	The student will be able to compile the relevant literature and frame hypotheses for research as applicable									L	L					

Sanjay Karishwar

Dr. S. B. Ingle

Dr. M. D. Gulhane

Dr. K. Ashtikar

CO3	The student will be able to plan a research design including the sampling, observational, statistical and operational designs if any.									H	L						
CO4	The student will be able to compile relevant data, interpret & analyze it and test the hypotheses wherever applicable				L												
CO5	Analyze and interpretate the data collected, student will be able to arrive at logical conclusions and propose suitable recommendations on the research problem.		H							M							

Dr. S.B. Ingle

Graduate Attribute

Less than 40= Low Correlation; Moderate Correlation= 40 to 80; High Correlation= 80 to 130

Dr. M.D. Gulkarne

1. Discipline Knowledge = $57/130 = 43.8$ Moderate Correlation
2. Critical Thinking = $26/130 = 20$ Low Correlation
3. Problem Solving = $38 /130 = 29.23$ Low Correlation
4. Analytical Thinking = $18 /130 = 13.8$ Low Correlation
5. Research Related Skills = $17/130 =$ Low Correlation
6. Communication Skills = $10 /130 =$ Low Correlation
7. Cooperation/Team Work = $4/130 = 0.03 =$ Low Correlation
8. Scientific Reasoning = $5 /130 = 03.8 =$ Low Correlation
9. Reflective Thinking = $13 /130 = 0.10 =$ Low Correlation
10. Information/ Digital Literacy = $5/130 = 03.8 =$ Low Correlation
11. Self directed learning = $4/130 = 03.07 =$ Low Correlation
12. Community Engagement = $2/130 = 01.54 =$ Low Correlation
13. Professional Skills = $16 /130 = 12.30 =$ Low Correlation
14. Lifelong Learning = $11/130 = 08.46 =$ Low Correlation
15. Environmental Awareness = $4/130 = 03.08 =$ Low Correlation

Dr. R. Achitkar

Sanjay Karishankar

Program Outcomes

Name of Program: MA (English)

No. Of Courses: 40

Targeted Graduate Attributes: Disciplinary Knowledge, Critical Thinking, Problem Solving, Analytical Reasoning, Communication Skills, Teamwork, Moral and Ethical Awareness

Program Outcomes	
PO1	The students will be able to learn and apply advanced structures of the English Language in their communication.
PO2	The students will be able look at literature and language from different perspectives.
PO3	The students will be able look at literature and language from different perspectives.
PO4	The students will be able think about social, political and religious, and cultural issues.
PO5	The students will be able to distinguish in different kinds of Literature.
PO6	The students will be morally responsible towards their duties.
PO7	The study of Literature develops optimistic towards life.
PO8	Gaining command over communication in English enhances the overall personality of the students
PO9	The students will be able to understand different theories in literature and will be able to apply those theories.
PO10	The student will become aware about the cultural and regional benefits and restrictions.

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Chairman Board of Studies,
English.

PO11	The students will be able to develop research aptitude
PO12	The students will be able to use English for Technical and Commercial purpose.

Program Matrix

Name of Program: M. A. (English)

(Low Correlation = L/1 ; Moderate Correlation = M/2 ; High Correlation = H/3)

Course Outcomes (COs)		Program Outcomes (POs)														
		Domain Specific (PSO)				Domain Independent (PO)										
1T1 (Core)	Course Name: English Poetry from Chaucer to Milton	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
CO1	The students will be able to understand transition from Middle English to Modern English poetry.	H					M					H				
CO2	The students will be able to learn about the different types of Sonnets and Shakespearean sonnets will be studied in detail.	M					L									H
CO3	The students will be able to understand Metaphorical poetry and different devices like figures of speech used by these poets.	H					H					M				
CO4	The students will be able to understand	H					H					M				H

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	Grand style used by Milton in his Epic poetry																	
1T2 (Core)	Course Name: English Renaissance Theatre (1562-1642)																	
CO1	The students will be able to understand development of English Drama. Dramatist like C. Marlowe will be studied in detail.	H	L			H												H
CO2	The students will be able to understand different type of plays of Shakespeare. more focus will be given on the Historical plays of Shakespeare.	H	H	M														H
CO3	The students will be able to understand about the genre tragedy. more focus will be given on different dives used by Shakespeare in his tragedies to arouse emotion of catharsis	M		L														H
CO4	The students will be able to understand state drama in England after Shakesperare through the plays of John Webster	L	M	M														L
1T3 (A) Core	Course Name: Indian Writing in English-I																H	H
CO1	The students will be able to understand first phase of pre-Independent Indian poetry and the mysticism of Tagore as well as romanticism of Toru Dutt.	L			M													M
CO2	The students will be able to understand about the different social problems like castism through the novels of writers like Mulk Raj	M				M												L

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	Anand.																	
CO3	The students will be able to understand the impact of Gandhi on India's independent struggle.	L		M				M										
CO4	The students will be able to understand the real consequences of petition of India.									L								
1T3 (B) Core	Course Name: Indian Diasporic Fiction																	
CO1	The students will be able to understand the concept of marginalization, indentured labour and problem of acculturation.	M																
CO2	The students will be able to understand the problem of gender and indentity in Indian disdpora.		M	L				M										L
CO3	The students will be able to understand the concept of ethnic indentities and politics of nationality and citizenship in diasporic fiction	M						M										H
CO4	The students will be able to understand the concept of cosmopolitinism in writings of diasporic writers like Rushdi	M											M	M				L
1T3 (C)Core	Course Name: Indian Writing in Translation.																	
CO1	The students will be able to understand Indian Classical literature which is translated in English from Sanskrit from the time of Vedas.	M								M								

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CO2	The students will be able to understand the medieval Bhakti Literature and concept of communal harmony.	L								L					H
CO3	The students will be able to understand the Nineteenth Century Renaissance in Indian literature with reference to eminent poets like Tagore, Derozio' etc.	M				L						L			
CO4	The students will be able to understand about the Twenty Century Progressive Indian writers, Urdu writers and theme of partition in Indian writing.	M													L
1T3 (D) Core	Course Name: Indian Literary Criticism														
CO1	The students will be able to understand the different concept in Natya and Rasa Esthetics of Drama experience.	H													
CO2	The students will be able to understand the importance of the concept of syntax in Indian Natya-Shastra.	H	H												
CO3	The students will be able to understand the trend of epic poetry in Indian writing.	H						X							
CO4	The students will be able to understand the critical importance of sture of poem and arrangement of words and impactfull use of other poetic devices.	M		M											
1T4 (A)	Course Name: The English Novel-I														

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Core																			
CO1	The students will be able to understand the cause and the rise of English Novel in 18th century.	H		L				M											H
CO2	The students will be able to understand the social structure of England in 18th Century.	M						M							M				L
CO3	The students will be able to understand about the new genre evolved in English Literature i.e. Goethic fiction	M																	
CO4	The students will be able to understand the style of writing in Romantic Era and more focus will be made on women novelist of that era	H		M											M				
1T4 (B) Core	Course Name: Comparative Literature																		
CO1	The students will be able to understand the aims to teach the concepts, approach, problem of the study of comparative literature.	M					L								M				L
CO2	The students will be able to understand the concepts of World literature, General literature and etc.	H					M												M
CO3	The students will be able to understand about the literary moment during Romanticism.	L																	
CO4	The students will be able to understand the approach of some of the poets to understand the meaning human life in Modernism	M						L							M				M

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1T4 (C) Core	Course Name: History of English Language -I																	
CO1	The students will be able to understand the origin of English Language from Indo-European family of Language.	H																
CO2	The students will be able to learn about Tutonics and Verbal system.																	M
CO3	The students will be able to understand the Old English dialect and Rise of Standard English.	H																
CO4	The students will be able to understand about the individual contribution made by literary gaints like Chaucer, Shakespeare and others.	H	M		L			H										
1T4 (D) Core	Course Name: English Prose-I																	
CO1	The students will be able to understand the origins of English prose. The literary influence of the Bible and the sermons of the English divines.	H						M										H
CO2	The students will be able to understand the beginnings of satire and the periodical essay	H						L										
CO3	The students will be able to understand the "Life Writing" covering genres like Diaries, Biographies and Autobiographies.	M						L										
CO4	The students will be able to understand the writings of eminent prose writers from the nineteenth to early twentieth century.	H																L

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2T3 (A) Core	Course Name: Nineteenth Century American Literature																		
CO1	The students will be able to understand the American Transcendentalism Movement.	H					M												
CO2	The students will be able to understand the poetry in American literature of 19th century dealing with the spirit of equality and also the aspect of life-death- immortality and the presence of eternity.															L			L
CO3	The students will be able to understand the resurgence of American consciousness centred upon the everlasting battle between good and evil.															M	M		H
CO4	The students will be able to understand the issues of individual and its monomania.	H					L												
2T3 (B) Core	Course Name: Postcolonialism and Literature- I																		
CO1	The students will be able to understand the concept of Negritude, Anti-colonial discourse of Fanon.	H					M									M			L
CO2	The students will be able to understand the Myths about the "Orient" as constructed by western scholar.	H		M															M
CO3	The students will be able to understand the concept of hybridity as given by Bhabha.	M			H		L												

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	position of women in India during the reform movement and the Indian Renaissance and reform movement.																	
CO3	The students will be able to understand the post Industrial Revolution and the British and American feminism.	H											M					
CO4	The students will be able to understand the contemporary writers of Feminist approach to literature.	M					H											M
2T4 (A) Core	Course Name: The English Novel - II																	
CO1	The students will be able to understand the genere of Romantic and Historical Novel.	H																M
CO2	The students will be able to understand the types of novels written in the early Victorian era.	M																
CO3	The students will be able to understand the early Victorian Women Novelists which presents a mirror to then Victorian society and detracting place of women in Victorian society																	
CO4	The students will be able to understand the subject matter of later Victorian novels with special reference to Hardy's novel.	M																H
2T4 (B) Core	Course Name: Cultural Studies																	
CO1	The students will be able to understand the how cultural studies emphasizing its interdisciplinary	M																H

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	and how a variety of approaches from semiotics, feminism, Race theory, media film influence how meaning is generated in everyday life.																		
CO2	The students will be able to visualize the idea of India, of constructing pan Indian identity will be analysed touching upon the nationalist ideas of Vivekananda, Tagore, and Gandhi. The influence of nationalism on visual art will be studied.			X													H	M	
CO3	The students will be able to understand Tagore's attempts at the revival of theatre, the popularity of the urban Parsi theatre.																		M
CO4	The students will be able to understand Indian films, television soaps and advertisement promoting the cult of the Indian family will be studied.	H															M		
2T4 (C) Core	Course Name: History of English Language – II																		
CO1	The students will be able to understand Dialects of Modern English; Characteristics of Modern English; Modern English Grammar, Modern English Vocabulary	M																	
CO2	The students will be able to understand about the Foreign Elements in English Language.			L														L	
CO3	The students will be able to understand the skill of Word Making in English and Semantics.																		
CO4	The students will be able to understand English	H																	

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	as a World language. English and Globalization																	
2T4 (D) Core	Course Name: English Prose II																	
CO1	The students will be able to understand the beginnings of the short story and its medieval origins in Boccaccio's Decameron and Chaucer's Canterbury Tales. The unit will also briefly touch on the techniques and kinds of short stories.	H					H											
CO2	The students will be able to understand the Children's' Fiction.						H									M		
CO3	The students will be able to understand the Utopia and Science Fiction.																	M
CO4	The students will be able to understand the evolution and development of Detective Fiction.	H																
3T1 (Core)	Course Name: Literary Criticism and Theory-I																	
CO1	The students will be able to understand the concept of tragedy and the structure of play established by the great thinkers like Aristotle.	H																L
CO2	The students will be able to understand the the ideas of critical theories established by the Romantics.																	
CO3	The students will be able to understand the changing from Art for Arts" sake to Arts for Life	M															H	

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	sake to explain the concern of literary writings with human existence																
CO4	The students will be able to understand the the vision of life changed after World-Wars in the western part of the world.	M															H
3T2 (Core)	Course Name: Romantic and Victorian Poetry																
CO1	The students will be able to understand the Romanticism means different things in different countries. Even in same country it implied different things with different writers. It will teach revolt against neoclassical exaltation of wit and against traditional poetic measures and diction.	H															
CO2	The students will be able to understand the later romantics namely Shelley, Keats and Byron to explain that there is intimate relationship between poet's inner personality and expression of poetic thoughts.	M											M				
CO3	The students will be able to understand the Victorian Poetry in the context of the age.	H										L					L
CO4	The students will be able to understand the Pre Raphaelites poetry and the poets.															M	
3T3 (A) Elective	Course Name: English Comedies																
CO1	The students will be able to understand the beginning of English Comedies	L															

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	and human society.																		
3T3 (C) Elective	Course Name: The English Novel -II																		
CO1	The students will be able to understand the twentieth century modernist novel.	H																	
CO2	The students will be able to understand the Modern concept like Imperialism and East and West.																		
CO3	The students will be able to understand the concept of Racism, Feminism, Naturalism and the Problem of Evil																		
CO4	The students will be able to understand the writers of Indian origin like Salman Rushdie and V. S. Naipaul as leading British novelists.																		
3T3 (D) Elective	Course Name: Postcolonialism and Literature- II																		
CO1	The students will be able to understand the concepts like Decolonizing the Mind and Neo-colonialism.	M																	
CO2	The students will be able to understand the concept of "Commonwealth" literature.		L				L											H	
CO3	The students will be able to understand the concept of Nativism						M		x								M		H
CO4	The students will be able to understand the new terms like Globalization, Transnationalism,	H																	

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	Cosmopolitanism, Neo-imperialism in the Postcolonial Literature.																		
3T4 (A) Foundat ion	Course Name: Communicative English-I																		
CO1	The students will be able to learn and improve the basic skills of LSRW.	M					H												L
CO2	The students will be able to face interviews and group discussions		H				M								M				
CO3	The students will be able to understand the contemporary, colloquial and idiomatic expressions in language.	M																	
CO4	The students will be able to communicate via practical letter writing and forms of business communication.						H												
3T4 (B) Core	Course Name: History of English Literature – I																		
CO1	The students will be able to understand the Renaissance and Reformation in England and its impact on Literature.	H							M										L
CO2	The students will be able to understand the Puritan Movement resulting in decline of drama.								M										
CO3	The students will be able to understand the use of satire in the Restoration Age.	M																	

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	Twentieth Century European Drama and Fiction. Here the impact of the two World Wars on the fiction and drama will be studied.																			
4T1 (Core)	Course Name: Literary Criticism and Theory – II																			
CO1	The students will be able to understand different theories and link between criticism and theory.	H	H	M					M											
CO2	The students will be able to understand Deconstruction theory	H	H						M											
CO3	The students will be able to understand Marxism and its impact on literature	H	H						M											
CO4	The students will be able to understand the concept of "Orientalism"	H	H						M											
4T2 Core	Course Name: Twentieth Century Poetry																			
CO1	The students will be able to understand Modernism and its reflections in the poetry	H																		
CO2	The students will be able to understand the different schools like MacSpaunday Group, Neo-romanticism in Modern poetry	H		M																M
CO3	The students will be able to understand the "Apocalyptic Poetry" of the 1940s began in opposition to the political realism of the 1930s poets.																		H	

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	sense of alienation that one feels in one's own homeland due to the intolerable gaps between the marginalized and the mainstream life in Indian culture.																	
CO4	The students will be able to understand the importance of education in the life of marginalized people.	M																
4T3 (C) Elective	Course Name: Indian Writing in English II																	
CO1	The students will be able to understand the poetry of post-independent India.	H	L							M	M							L
CO2	The students will be able to understand that Feminine sensibility which has emerged as one of the most significant themes being treated by the post-Independence Indian English novelists.			M														
CO3	The students will be able to understand the recent acclaim won writers and Humanitarian aspects in their writings																	
CO4	The students will be able to understand the Contemporary Indian drama.																	
4T3 (D) Elective	Course Name: Film Studies																	
CO1	The students will be able to understand the concept of Filmography i.e. the origins and history of films as a genre from its beginnings to its development introducing students to major directors.	H								M								

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CO2	The students will be able to understand the brief overview of film theory and semiotics.	H												M		M
CO3	The students will be able to understand the concept of „Art cinema“ and Bollywood mainstream cinema.	M	H				L									L
CO4	The students will be able to understand the concept of :Adaptation as interpretation in Indian cinema.	H		M							M					
4T4(A) Foundat ion	Course Name: Communicative English-II															
CO1	The students will be able to understand 'how they can improve reading skills; pronunciation; intonation; punctuation.			H			H	L								M
CO2	The students will be able to understand the conventions of Technical/Business Writing										M					H
CO3	The students will be evolved in different activities like Group Discussion and developmental skills Time Management, participation and moderation.						H									
CO4	The students will be trained with knowledge of job profile							H			M					H
4T4 (B) Core	Course Name: History of English															

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	Literature – II														
CO1	The students will be able to understand the characteristics of Romantic Revival, The age of Romanticism.	H													
CO2	The students will be able to understand about the Victorian Age and the minor Victorian poets along with different movements like Pre-Raphaelite and Oxford Movement will be studied.	M	L			M									H
CO3	The students will be able to understand the Modernism in literature. different movements like The Aesthetic Movement, The Apocalyptic Movement etc. will be studied.	H													
CO4	The students will be able to understand the Post Modern Literature.	M													
4T4 (C) Core	Course Name: English Language Teaching – II														
CO1	The students will be able to understand the difference between written and spoken English	M				H									L
CO2	The students will be able to understand the role of dictionaries in learning a language and importance of note taking and note making is told							L							
CO3	The students will be able to understand the aims of teaching literature in English classrooms					L									
CO4	The students will be able to understand the role of the internet in language teaching														

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4T4 (D) Core	Course Name: Research Methodology																	
CO1	The students will be able to understand how to formulate the Research Problem			H														L
CO2	The students will be able to understand the Requirement of Research Paper Format, components of Research Proposal (Synopsis) Format and components of Dissertation (Thesis)			M	H													
CO3	The students will be able to understand the Major Theoretical Approaches in Literature.	H			H													
CO4	The students will be able to understand the MLA Style Sheet and importance of apt bibliography	M			H			M										

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 Chairman
 Board of Studies
 in English.

Program Outcomes

Name of Program : M. A. History

No. of Courses: 22

Targeted Graduate Attributes: Disciplinary Knowledge, Critical Thinking Problems Solving Analytical Reasoning, Communication Skill, Teamwork Moral and Ethical Awareness

	Program Outcomes
PO-1	The students will be capable of demonstrating comprehensive knowledge and understanding of major concept, principal, theories, trends and laws of History.
PO-2	The students will develop a comprehensive understanding of the epistemological and methodological distinctiveness of history as a discipline.
PO-3	The students will develop the ability to reflect on the interrelations with other disciplines.
PO-4	They will be able to analyse the causes behind the conflict and violence in the past and will be able to envision the means of establishing and protecting peace
PO-5	They will be able to make analysis of the mechanisms of injustice and discriminations and will be able to envision the means and ways towards egalitarian world.
PO-6	The students will develop empathy for the underprivileged, discriminated, subalterns and marginalised.
PO-7	They will be able to evaluate if they can find solutions to today's concerns like environmental degradation in history.

Program Matrix

Name of Program : M.A. History

(Low Correlation=L/1; Moderate Correlation = M/2; High Correlation = H/3)

Course Name -1 T 1 Historiography

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name -1 T 1 Historiography	1	2	3	4	5	6	7
CO1	The Student will understand the meaning of historiography and auxiliary sciences of history.	H	H	H	L			H
CO2	The students will get familiar with different method of data collections, they will understand the methods of critically analysing the sources.	H	H	H				H
CO3	The students will know about the different hypsographical traditions- Greek, Arab, Sultanate, Mughal, Maratha.	H	M		L		M	
CO4	The students will understand three different approaches of history- positivism, Marxism, and Annals.	H	H	H	M	M	M	

Course Name- 1 T2 India Under Company Rule

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name- 1 T2 India Under Company Rule	1	2	3	4	5	6	7
CO1	The Student will understand the conflicts of East India Company with the native rulers in the 18 th – 19 th century.			H	M	M	L	
CO2	The students will understand the different methods used by East India Company to extend their empire in India.	L	M	H		H		
CO3	The students will get knowledge about the different acts passed by British Parliament in relation to East India Company.		L	H		M	H	
CO4	The students will know about the growth of education, early social- religious reforms and development of press during company rule.	M		H		H		H

Course Name - I T3 Core A. Indian National Movement : 1905 – 1947

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name - I T3 Core Indian National Movement : 1905 – 1947	1	2	3	4	5	6	7
CO1	Students will know about the growth of National movement under the leadership of Moderates, Extremists and Mahatma Gandhi	M		L	M	H	H	
CO2	Students will understand the growth of communalism in colonial India, revolutionary perspective towards Indian National Movement and about the British attempts to bring consensus between their Government and political parties.	L	L	L	M	M		H
CO3	Students will get perceptive about the events leading to India achieving complete Independence	L	L	L	M	H	M	
CO4	Students will get acquainted to development of education and Peasant and Working class movements in India during colonial period.			M	M	H	H	

Course Name - IT3 core B. Tribal History of Central India : 1200 to 1800

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name - IT3 B. Tribal History of Central India : 1200 to 1800	1	2	3	4	5	6	7
CO1	Students will get introduced to indigenous tribal community in Central India and rise of Gond kingship.		L	L	L	H	M	
CO2	Students will get information about rise of Gond Power in Deogarh and Kherla region.				M	M	M	
CO3	Students will understand the rise of Gond power in the regions of Sirpur and Ballarpur and their administrative achievements.			L	M	M	L	
CO4	Students will learn nuances of administration system and Art and Architecture under tribal rulers in Central India in medieval period.		M	M	L	M	M	

Course Name - IT4 Modern World 1914 to 1950

	Course Name - IT4 Modern World 1914 to 1950						
CO 1	Students will understand about the international crisis which resulted in a mega conflict and its aftermath.			H			H
CO 2	Students will become aware of the rise of socialist/ communists block in Russia and China.			H			H
CO 3	Students will understand the concept and rise of dictatorship in Europe and militarism in Japan and how this affected the world order.			H			H
CO 4	Students will get perceptive about the second World War and international peace efforts taken later, birth of a new countries and ethnic confrontation.			H			H

Course Name 2 T 1 Trends of Theories of History

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name 2 T 1 Trends of Theories of History	1	2	3	4	5	6	7
CO1	The students will understand three important trends of history writing during colonial period in India.			H				H
CO2	The students will get familiar with the Marxist and Subaltern trends of Historiography in India and will understand the post modernist approach.			H				H
CO3	The students will be able to evaluate history from cyclical, sociological and ecological perspectives.			H				H
CO4	The students will get familiar with the works of important historians such as Will Durant and J. N. Sarkar.			H				H

Course Name 2 T 2 India Under British Rule 1857-1900

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name 2 T 2 India Under British Rule 1857-1900	1	2	3	4	5	6	7
CO1	The students will understand the transformation from East India Company's rule to British Crown after 1857.			H				H
CO2	The students will get knowledge on different social-religious reform movements in Modern India.			H				H
CO3	The students will be able to evaluate the causes behind the rise of Indian Nationalism.			H				H
CO4	The students will be able to understand the ideological differences between the Moderates and Extremist.			H				H

Course Name - 2T3 Core A. Independent India : 1948 – 2000

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name - 2T3 Core Independent India : 1948 – 2000	1	2	3	4	5	6	7
CO1	Students will understand integration of Indian Princely States and process of making of the Indian Constitutions and its salient features.			H				H
CO2	Students will understand economic planning and related policies by the Government of India in post independent period.			H				H
CO3	Students will get information on India's international relations till 2000.			H				H
CO4	Students will understand the formation and development of national and regional political parties and movements pertaining to territorial integrity especially in the states of Punjab and Tamil Nadu.			H				H

Course Name - 2T3 B. History of Tribal Movement in India 1765 – 1947

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name - 2T3 History of Tribal Movement in India 1765 – 1947	1	2	3	4	5	6	7
CO1	Students will gets acquainted with the indigenous tribal community in India during colonial period and their movements.	L		L	M	M	M	
CO2	Students will understand land and forest based movements of Santhal, Khond, Bhil, Munda, Muria and Bhumkal Baster tribes.	M		L	M		M	
CO3	Students will understand movements for sustaining their identity and culture and their contribution in Indian National Movement.	L	L	M	H	M		M
CO4	Students will get familiarize to British policies towards tribal communities in India and understand Tribal leadership under Brisa Munda, Tantia Bhil and Rani Gaidinliu.	L	M	L	M	L	M	

Course Name - 2T4 Contemporary World 1951 to 2000

	Course Name 2T4 Contemporary World 1951 to 2000							
CO 1	Students will get acquainted with the post World Wars developments during the Cold War period and related events.	M	L	L	H	M	L	
CO 2	Students will understand the rise of socialist block in Europe and reasons for its disintegration.	M	L	L	H	M		
CO 3	Students will get perspective about the political changes in Asia, Africa and reorganization of World Map.	L	M		M	L		
CO 4	Students will understand formation of new political and economical order in World and its interconnectivity.	L		M	L	H		

Course Name -3T1 Emergence of Maratha Power in 17th Century

Course Name -3T1 Emergence of Maratha Power in 17 th Century								
CO 1	Students will comprehend the basis of Maratha history through its sources, the Marathas and the related philosophy of Maratha State formation	L	L		L	L	M	
CO 2	Students will know about the expansion of Marathas in Deccan. .		L		M	M		
CO 3	Students will understand about post-Chhatrapati Shivaji's period under Chhatrapati Sambhaji and challenges faced by him in Deccan.		M		H	L	L	
CO 4	Students will become aware of crisis period in post Chhatrapati Sambhaji period and Maratha's fight for survival of their kingdom; students also gets accustomed to administration system under the Marathas.		M	L	M	L		

Course Name -3T2 State in Ancient & Medieval India

Course Name - 3T2 State in Ancient & Medieval India								
CO 1	Students will understand the Monarchical and Republic pattern of administration during sixteen Mahajan Padas, Mauryas & Guptas period.	M	L	L	M			
CO 2	Students will gets acquainted with the nature, structure , and functions of administration system of Chola, Vijaynagar, Bahamani dynasties.	L	M	M	M			
CO 3	Students will understand the Islamic theory of state and administration under Sultans of Delhi & Mughals.		M	M		H	M	

CO 4	Students will know about foreign travellers accounts on contemporary Indian states and their administration.		H	L		L	M	
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Course Name - 3T3 A- Economic History of India – 1757 – 1857

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name - 3T3 Economic History of India – 1757 – 1857	1	2	3	4	5	6	7
CO1	Students will get acquainted to structural and conceptual changes in Indian economy during colonial regime of English East India Company.	H	M	H	L	M	M	
CO2	Students will understand land revenue system, problems of rural indebtedness and commercialization of agriculture in India during the rule of East India Company.	M	M	H	L	M	M	L
CO3	Students will understand East India Company's policy of de-industrializing native industries particularly handicrafts, industrialization of India's domestic trade for their own benefits and consequential economic development in India.		M	L	M	L	M	L
CO4	Students will be able to analyze the changing nature of trade and economic effects of English East India Company rule on Indian Agriculture and Industry.	H	M	M	L	L	M	L

Course Name - 3T3 B- Ecology and Environment In India

Course Outcomes (COs)	Program Outcomes (POs)							
	Domain Specific (PSO)				Domain Independent (PO)			
Course Name - 3T3 B- Ecology and Environment In India	1	2	3	4	5	6	7	
CO1 The students will understand the term ecology and the perceptions of the Indian philosophical traditions towards environment.	H	H	M	L	L	M	H	
CO2 They will understand the role of Climatic factors in the evolution of Societies.	M	H	M		L		H	
CO3 They will understand the origin of agriculture and crop patterns in India.	H	H	M	L			H	
CO4 They will develop environmental consciousness.	M	H	M			M	H	

Course Name 3 T 4 A. Concept of History (For the students of other disciplines)

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name 3 T 4 Concept of History	1	2	3	4	5	6	7
CO1	The Student will understand the meaning and scope of history.	H	H	H	M	L		
CO2	Students will get familiar with different kinds of history and allied, auxiliary sciences of history.	M	H	H	M		L	L
CO3	The students will know about the different uses and misuses of history.	H	H	H	M	L		M
CO4	The students will develop the perspective about objectivity and subjectivity of history.	H	H	H	L		L	

Course Name -3T4 B. Medieval Vidarbha (For the students of History)

	Course Name - 3T4 Medieval Vidarbha							
CO 1	Students will get accustomed to the local tribal rulers in Vidarbha and the dynasties.		L	M			L	
CO 2	Students will understand circumstance leading to establishment & Bhosale rule and their expedition.	L					L	
CO 3	Students will understand Bhosale rulers relationship with other powers in Deccan and rise of English in Vidarbha.	L		L	M	L		L
CO 4	Students will get perceptive about the causes for the fall of Bhosale dynasty and		M					

English colonization in Vidarbha.							
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Course Name - 4T1 Expansion of Maratha Power: 1707-1818

	Course Name (4T1) Expansion of Maratha Power: 1707-1818						
CO 1	Students will Understand the nature of Maratha polity under Peshwa and changes in their expansion policy.	L	M			L	
CO 2	Student will become aware of presence of Marathas in north of India, conflict with the British and their down fall.	M	L			M	
CO 3	Students will gets acquainted to changing Maratha demography and administration system under the Peshwas.	L		M		L	
CO 4	Students will know about the social and economic condition under Peshwas and acquire knowledge on Art and architecture in the period and related influences.		H	H	M	M	L L

Course Name- 4T2 State in British India

	Course Name (4T2) State in British India						
CO 1	Students will understand the basis of British Civil and Judicial administration.	L	L	L	M		
CO 2	Students will understand the concept of Swaraj, Home rule Movement and Two Nation Theory.	M		M	L	M	
CO 3	Students will get acquainted with the British policy towards Native states in India and consequential integration of Indian Princely states.	L			L		M

CO 4	Students understand the process of making of India Constitution - its aim, objective and functions and reorganization of states.	H	L	M		H	H	M
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Course Name - 4T3 A. Economic History of India 1858 – 1947

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name - 4T3 A.Economic History of India 1858 – 1947	1	2	3	4	5	6	7
CO1	Students will understand the structural and conceptual changes in economic policies in British India related to agricultural and industrial growth.	H	M	H	M	L	M	H
CO2	Students will get acquainted to rise of Worker class in India along -with the growth of trade unionism and related laws.	M		H	M		M	H
CO3	Students will understand India's external trade, international trade legislation and economic exploitation in the form of drain of wealth in British India.	M	M	H	M	L		H
CO4	Students will understand price movement, demographic composition and variation and movements in National Income in British India.	M	M	H			M	H

Course Name – 4T3 B- Ecology and Indian Human Societies

	Course Outcomes (COs)	Program Outcomes (POs)						
		Domain Specific (PSO)				Domain Independent (PO)		
	Course Name – 4T3 B- Ecology and Indian Human Societies	1	2	3	4	5	6	7
CO1	The students will know about the early human settlements in the Indian sub-continent.	L	M	H	L	M		
CO2	They will understand the meaning and importance of biodiversity.	M	M		M		H	H
CO3	They will understand the impacts of environmental degradation.	H		M		M		H
CO4	They will develop a positive attitude towards environmental protection and sustainable development.	H			M		M	H

Course Name 4T4- A- Foundation Course II (For the students of other disciplines) Modern India (1857- 1947)

	Course Name-4T4- A- Foundation Course II (For the students of other disciplines) Modern India (1857- 1947)							
CO 1	The students will understand the circumstances leading to the rise of nationalism in India during the colonial period.	H	M	L	H	M	M	
CO 2	They will be able to analyze the ideological differences between the moderates	H	L		H	L	L	

	and the extremists.							
CO 3	They will be able to evaluate the phase of mass movements under the leadership of Mahatma Gandhi.	M	L	M	M	L	L	L
CO 4	They will know about the circumstances leading to partition and independence.	M			M	M	M	

Course Name- 4T4 B. History of Modern Vidarbha (For the students of History)

	Course Name - 4T4 B. History of Modern Vidarbha (For the students of History)							
CO 1	Students will Understand formation of Central Province & Berar under English East India Company along with social, educational and political organization active in the region.	L	L	L				L
CO 2	Students will understand the role of Vidarbha in Indian National Movement under the leadership of Mahatma Gandhi.	M			M			
CO 3	Students will get perception about the various political and social movements in modern Vidarbha.	M	L			L		
CO 4	Students will acquire knowledge about different social welfare organization in Vidarbha and landmark events such as Dhamma Chakra Pravartan.	H					H	

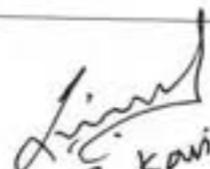
PROGRAM SPECIFIC OUTCOMES

NAME OF PROGRAM: MASTER OF BUSINESS ADMINISTRATION

NO. OF COURSES: 48

GRADUATE ATTRIBUTES: DISCIPLINARY KNOWLEDGE & PROBLEM SOLVING, CRITICAL THINKING, LEADERSHIP QUALITY, COMMUNICATION SKILLS & ETHICAL AWARENESS, TEAMWORK, LIFE LONG LEARNING, RESEARCH RELATED SKILLS, SELF DIRECTED LEARNING (5 adapted from NBA Manual for MBA & 3 Suggested by HoD)

	GRADUATE ATTRIBUTES	PROGRAM SPECIFIC OUTCOMES
PSO1	DISCIPLINARY KNOWLEDGE & PROBLEM SOLVING	Apply knowledge of management theories and practices to solve business problems.
PSO2	CRITICAL THINKING	Foster Analytical and critical thinking abilities for data-based decision making
PSO3	LEADERSHIP QUALITY	Ability to develop Value based Leadership ability.
PSO4	COMMUNICATION SKILLS & ETHICAL /SOCIAL AWARENESS	Ability to understand, analyse and communicate global, economic, legal, and ethical aspects Of business.
PSO5	COOPERATION AND TEAM WORK	Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment
PSO6	RESEARCH RELATED SKILLS	The student will be able to conduct intensive research investigation and analyse usually in response to a specific business problem, research objective or hypothesis and arrive at feasible solution.
PSO7	SELF DIRECTED LEARNING	The student will be able to work independently, identify appropriate resources required for a project and manage a project through to completion.
PSO8	LIFE LONG LEARNING	The student will be able to develop self-sustainability as well as competitiveness and employability in context of technological changes.


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PROGRAM MATRIX

COURSE OUTCOMES (Cos)		PROGRAM SPECIFIC OUTCOMES (PSOs)							
	COURSE NAME (00) INDUCTION cum FOUNDATION COURSE	1	2	3	4	5	6	7	8
CO1	Given a presentation/ debatable topic, discussion, training, the students will be able to understand voice modulation, nuances of diction and articulation which will in turn help them in developing effective communication skills. Confidence, handle conflicts, be patient and work under pressure.				3				
CO2	Given a workplace setting, the students will not only be aware about their inner qualities, inner potential and importance of human qualities but also will be able to critically assess the relationship between theory and practice in the formulation of values.			3					
CO3	The Students will be able to perform calculations based on elementary statistics and accountancy		3						
CO4	Given a stressful or demanding situation the students will develop skills like team work, leadership, time management and will also be able to develop self								3
CO5	Given a problematic situation/ a dilemma/ a choice the students will be able to distinguish between the ethical and unethical ways and chose the right way of				3			3	

	doing things in professional and personal life.							
	COURSE NAME: 1T1 MANAGERIAL ECONOMICS							
CO1	Given the details regarding price and quantity, the future manager will be able to calculate and interpret price elasticity, income elasticity and cross-price elasticity of demand and will also be able examine the uses and abuses of demand forecasting techniques	3						
CO2	Given the information about scale of production, the future manager will be able to analyze various aspects of empirical production functions and also will be able to comprehend the difference sources of economies and diseconomies of scale.	3		2				
CO3	Given the information pertaining to market structure, the future manager will be able to determine the optimal price and output for firms under different market structures	3						
CO4	Given the circular flow model of an economy, the future manager will be able to interpret the role and importance of each component with regard to factor market and product market and will also be able to comment on the implications and control of inflation.		2	2				
CO5	Given the information regarding expenses and income in an economy, the future manager will be able to calculate and explicate the gross domestic product using expenditure and income approaches and given the details about a phase of the business cycle, the future manager will be	3	2	2				

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	able to depict the symptoms, causes and effects on economic activities of a nation.								
	COURSE NAME: 1T2 MANAGEMENT INFORMATION SYSTEMS								
CO1	The student will be able to describe different types of management information system from management activity point of view and will also be able to identify and work out KRAs, BOPs and BPPs for various organisations/ systems.	3					1		1
CO2	The student will be able to identify the master data, draw report format and interface matrix while making a model of DSS.		3				2		
CO3	The student will be able to suggest the conceptual model of PMS and will also be able to draw a system model of integrated system (PMS+SCM+Accounting and Billing)	2					2		
CO4	The student will be able to describe the key features of ERP, SCM and CRM and will also be able to draw functional flow and process flow diagrams for various transactions.				2				
CO5	The student will be able to enumerate the factors affecting system performance and will also be able to comment on the operational feasibility of IT system under consideration		2					2	2

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	COURSE NAME: 1T3 BUSINESS RESEARCH								
CO1	In context of research, the student will be able to define business research problems and will also be able to formulate an abbreviated version of research proposal.		2				3	2	
CO2	The student will be able to describe and choose appropriate sampling design and will also be able to estimate appropriate sample size.		2				3		
CO3	The student will be able to develop measurement tools and construct appropriate scales therein		2				3		
CO4	The student will be able to select suitable method of data collection and will be able to make questionnaire/e-questionnaire		2				3		
CO5	The student will be able to derive inferences by applying various techniques of interpretation and be and write various types of research reports.		3				3		
	COURSE NAME: 1T4 ORGANIZATIONAL BEHAVIOUR								
CO1	Students will be able to explain the concept of Organisation Design and determine the factors that affect Organisation Design.				2				
CO2	Students will be able to identify the components of Individual Behaviour and apply the concept of Learning, Perception, Attitudes and values.	3							
CO3	The student will be able to distinguish between the various theories of motivation and their application in organizations and also be able to apply these theories to practical problems in organizations. They will also be able to distinguish between a number of different leadership theories & styles and contribute to the effective performance of a team as the team leader or a group member.	3		2					
CO4	The future managers/ students will be able to analyse the behaviour of individuals and groups in organisations in terms of the key factors that		3			2			



	influence organisational behaviour and demonstrate skills required for working in groups (team building).								
CO5	The students will be able to justify how organizational change and conflict affect working relationships within organizations and demonstrate how to apply relevant theories to solve problems of change and conflict within organizations	3					2		
COURSE NAME:1T5 FINANCIAL REPORTING, STATEMENTS AND ANALYSIS									
CO1	Given an accounting situation Students will be able to evaluate selected accounting standards and perform their application in actual practice	2	1						
CO2	Given the Trial Balance and accompanying financial adjustments the future manager shall be able to prepare the financial statements and calculate the profit or loss of a firm as at the end of the financial year.	3							
CO3	Given the financial statements a student will be able to Prepare Cash Flow statement to evaluate whether a firm is doing well financially and has sufficient cash to meet its obligations and support its growth or not.	3	3						
CO4	Given the financial statements a student will be able to perform Ratio analysis and comment on the performance of the firm. Whether a firm is doing well or not. (As compared to its peers or year on year basis.)	3	3						
CO5	Given the financial statements a student will be able to formulate common size statement, trend analysis as well as inter-firm and intra firm comparison (As	3	3						

	compared to its peers or year on year basis.)							
	COURSE NAME: 1T6 BUSINESS STATISTICS & ANALYTICS FOR DECISION MAKING							
CO1	For a given dataset, the student should be able estimate the dispersion / variance & symmetry of the data using various measures and draw inferences to facilitate decision making.	3	3					
CO2	For a given dataset, the student should be able assess the level of association between given variables in the data using various types of correlation analysis techniques. The students should also be able to predict the values of a variable using regression analysis techniques.	3	3					
CO3	For given situations a student should be able determine the various probabilities arising out of the situation and make use of probability theory and appropriate probability distributions for the purpose of decision making	3	3					
CO4	For a given research problem, student should be able to construct appropriate hypotheses and draw conclusions by using a suitable hypothesis testing procedure so as to address the research problem in question.	3	3			3		
CO5	The student will be able to differentiate between various forms of analytics and will also be able to choose suitable analytics for decision making.		1					
	COURSE NAME: 1T7 LEGAL & BUSINESS ENVIRONMENT							
CO1	Given the circumstances, the learner will be able to infer legal aspects of doing				3			



	business & plan business activities. In a given situation, the learner will be able make use of provisions of the Contract Act to evaluate a contract used in commercial practice.							
CO2	In a given situation, learner will be able to distinguish between various types of Companies and explain their comparative advantages and disadvantages. The learner will be able to explain the legal process involved in formation of a company and understand the relationships amongst the various stakeholders of the company.	1						
CO3	In context of Intellectual Property Rights (IPR) the learner will understand various components of IPR and differentiate between them. The learner can also identify the uses of IPR in business	2						
CO4	Under the given scenario, the learner will be able to describe various provisions of IT Act and will be able to use various provisions of Consumer Protection Act	1						
CO5	A learner will be able to analyze the elements of Social, political, economic environment around a firm.		3		3			
	COURSE NAME:1T8 MANAGERIAL SKILLS FOR EFFECTIVENESS							

CO1	The student will be able to make proper use of group of words, synonyms and antonyms, phrases, idioms, proverbs for effective verbal communication				2			
CO2	The student will be able to write essays and CV using Word Processor				2			
CO3	The student will be able to draft business letters for given situations using Word Processor				2			
CO4	The student will be able to apply basic functions of PowerPoint and will also be able to create effective PowerPoint Presentations using templates	3						
CO5	The student will be able to use various spreadsheet functions and will also be create useful spreadsheets	3					2	
COURSE NAME: 2T1 FINANCIAL MANAGEMENT								
CO1	Given financial cost parameters, the future manager will be able to calculate specific cost of capital (i.e. Cost of debt, preference, equity and retained earnings) and the weighted average cost of capital for any specific given firm.	3	2					
CO2	Given different financing options, the future manager will be able to analyze the effect of operating and financial leverage on EPS and recommend a suitable long term financing mix for an organization by applying EBIT-EPS analysis, Indifference Level of EBIT and Financial Break-even Analysis for given financing options.	3	3					

CO3	Given the cash-flows pertaining to a project, the future manager will be able to estimate projects' cash flows to distinguish between value creating and value destroying investments using time-value intensive DCF techniques (viz. NPV, IRR, discounted payback period, profitability index) and Non-DCF techniques (i.e. Payback Period and Average rate of return approach)	3	3						
CO4	Given the details pertaining to elements of working capital for a given level of activity, the future manager will be able to ascertain the components of current assets and current liabilities and determine the gross and net operating working capital requirement.	3							
CO5	Given the expected dividends, future price of shares, investor expectations and funding requirements; the future manager will be able to compute the value of a share using various dividend discount models and illustrate whether dividend is relevant for firm valuation or not.	3	2						
COURSE NAME: 2T2 MARKETING MANAGEMENT									
CO1	For a given marketing objective of a company the student manager will be able to develop a suitable marketing mix.	3	3		2		2		
CO2	For a given product the student managers will be able to apply the three steps of target marketing: market segmentation, target marketing, and market positioning	3	3		2		2		
CO3	For various stages in the life cycle of the product the student managers will be able to recommend a suitable pricing strategy.	3	3		2		2		
CO4	For a given company the student managers will be able to evaluate different distribution channel	3	3		2		2	2	

	options and their suitability for the company's product.							
CO5	For a given promotional objective of a company the student manager should be able to develop a suitable promotion mix (advertising, sales promotion, public relations, personal selling, and direct marketing etc.) for the product.	3	3		2		2	
	COURSE NAME: 2T3 HUMAN RESOURCE MANAGEMENT							
CO1	Students should be able to explain the importance of Human Resource Management for an organisation and also distinguish between Personnel and HR Management.				1			
CO2	For a given job profile, students should be able to develop a job analysis and produce a job description and job specification.	3	3		2		2	
CO3	Students should be able to design a Human Resource Plan for an organisation and construct its Selection Process	3	3		2		2	
CO4	Students should be able to justify the applicability of various techniques of Training		2		2			
CO5	Students should be able to outline the performance appraisal process and identify and explain the utility of various modern and traditional methods of Performance Appraisal.				1			1
	COURSE NAME: 2T4 OPERATIONS MANAGEMENT							
CO1	At the end of the course the students can apply the concept of operations management	3	2					2

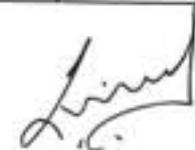
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	in manufacturing and service sector and will be able to plan and implement production and service related decisions.								
CO2	At the end of the course the student will be able to plan production schedules and plan resources (material and machine) required for production	3	2					2	
CO3	At the end of the course the students can design maintenance schedules in manufacturing units, identify and propose material handling equipments and implement industrial safety rules	3	2					3	
CO4	At the end of the course the students will be able to apply the concepts of purchase, stores and inventory management and analyze and evaluate material requirement decisions	3	2					3	
CO5	At the end of the course the students can measure performance related to productivity and will be able to conduct basic industrial engineering study on men and machines.	2					2		
	COURSE NAME: 2T5 INTERNATIONAL BUSINESS								
CO1	Students should be able to understand various concepts and terminologies involved in International Business and importance of international trade				3				
CO2	Students should be able to evaluate various modes of entry in to International business	2	3						

	and should be able to select the best mode of entry given a situation							
CO3	Students should be able to relate and discuss the presence of macro factors (PESTEL) on international business environment				3			
CO4	Students should be able to examine and elaborate the role of various Government institutions in India which support International trade				3			
CO5	Students should be able to perceive the concepts in recent EXIM policy of India and relate it to the flow of FDI as well as direction of Indian foreign trade.		2					
COURSE NAME: 2T6 CORPORATE SOCIAL RESPONSIBILITY AND SUSTAINABILITY								
CO1	Given the concept of CSR, the future manager will be able to identify the various activities which can benefit the organization under the banner of CSR					2		
CO2	Given a chance, the future manager will be able to frame and recommend the CSR policy according to sustainable development.	3	3					
CO3	Given the framework, the future manager will be able to plan the CSR activity according to the various laws and regulations.	3	1			2		
CO4	Given the details pertaining to government and non-government organizations, the	1	2			2		

	future manager will be able to ascertain the role of various stakeholders in CSR activities and incorporate the guidelines issued by regulatory guidelines in CSR policy.							
CO5	Given the task of CSR , the future manager will be able to plan and implement various activities to be taken under CSR activity and evaluate its effectiveness.	3	3				3	
COURSE NAME:2T7 COST ACCOUNTING								
CO1	Given an information about basic conceptual framework of cost, the student will be able of identify/ classify different elements/ classification of cost and will be able to prepare cost sheet and prepare quotations for various business proposals	3	1					1
CO2	Given an information about cost, volume and profit for specific product for mention time period, a student will able to compute Break-even point, Marine of safety, Profit volume ratio, desired profit / desired sales as well as able to evaluate the decision making proposals(suitable product mix / dropping a product line / fixation of selling price / make or buy decisions/Key Factor Analysis)	3	3					
CO3	Given information about relevant expenses, a student will be able to classify the cost by nature and estimate cost of operating a service	2	3					
CO4	Given an information about Expenses & Income / Receipt & Payment / Projected	3	2					

	Sales, a student will be able to prepare relevant functional level budgets for an organisation								
CO5	Given an information about standard and actual performance, the student will be able to determine Direct Material and Direct Labour Variances	2	3						
	COURSE NAME:2T8 MANAGEMENT CASE ANALYSIS								
CO1	Given a situation a student will be able to construct SWOT for a concerned organisation or situation as well as he/she will be able to identify key actors/stakeholders in the given situation	3	3	3	3		3	3	
CO2	A student will be able to evaluate the dilemma (Problem/ Issues/ Concerns) in the case.	3	3		3	3	3		3
CO3	A student will be able to develop suitable alternatives for the dilemma identified.	3	3		3	3	3	3	
CO4	A student will be able to analyse and evaluate the alternatives using the theoretical framework.	3	3		3	3	3		
CO5	A Student will be able to discuss suggest suitable roadmaps to overcome the identified dilemma.	3	3	3	3		3	3	3
	COURSE NAME:3P1 SUMMER INTERNSHIP PROJECT (SPECIALIZATION BASED)								
CO1	Student is able to construct the company profile by compiling the brief history,	3	3		3		3	3	3



	management structure, products / services offered, key achievements and market performance for his / her organization of internship								
CO2	For his / her organization of internship, the student is able to assess its Strengths, Weaknesses, Opportunities and Threats (SWOT). Student is able to determine the challenges and future potential for his / her internship organization in particular and the sector in general.	3	3		3		3	3	3
CO3	Student is able to test the theoretical learning in practical situations by accomplishing the tasks assigned during the internship period.	3	3	3	3	3	3	3	3
CO4	Student is able to apply various soft skills such as time management, positive attitude and communication skills during performance of the tasks assigned in internship organization.	3		3	3	3	3	3	3
CO5	Student is able to analyze the functioning of internship organization and recommend changes for improvement in processes.	3	3	3	3	3	3	3	3
	COURSE NAME:3T1 MM1: SALES AND DISTRIBUTION MANAGEMENT								
CO1	Given a situation, student manager will be able to identify appropriate Sales Forecasting method to be adopted by a company.		3						
CO2	Given a situation of newly launched company, student manager will be able to design an effective Sales Compensation Plan for Sales Executive.	3	3					3	



CO3	Given a situation of distribution channel of a company, student manager will be able to outline different levels of Marketing channel used by the company	3							
CO4	Given a situation, student manager will be able to describe the process of Supply Chain and Reverse Logistics	3							
CO5	Given a situation, student manager will be able to develop e-retailing strategy as a channel of distribution.	3							
COURSE NAME:3T2 MM2: DIGITAL AND SOCIAL MEDIA MARKETING									
CO1	On studying this module, the students will be able to understand the concept of marketing in digital environment. They will also be able to relate traditional marketing concepts with digital marketing and evaluate the use of various channel options available for digital marketing.	3							
CO2	On completing this module, the students will develop the concept of digital marketing research. They will also be able to examine online consumer behaviour and imagine its utility in online/offline marketing strategies	3	3		2		3		
CO3	Upon studying this module, the students will be able to build an understanding of search engines and their utility in digital marketing area. They will also comprehend optimization and the keyword search methodology								
CO4	On properly studying this module, the student will be able to examine the utility of different social media in digital marketing and evaluate	3	3						

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	their use, as future managers, in actual marketing campaigns.								
CO5	On studying this module, the student will be able to create favourable online reputation, later, as future managers, for organizations they serve. Students will also be able to form opinion on current trends in digital marketing area and estimate future trends therein.	3	3		3				
	COURSE NAME:3T3 MM3: INTEGRATED MARKETING COMMUNICATION AND BRAND MANAGEMENT								
CO1	At the end of the course the student manager shall be able to Design the Integrated marketing communication Process for a company/product	3	3		3		3		
CO2	At the end of the course the student manager shall be able to develop a creative message strategy for a product and execute it.	3	3		3		3		
CO3	At the end of the course the student manager shall be able to implement and evaluate a IMC campaign.	3	3		3				
CO4	At the end of the course the student manager shall be able to Identify&Establish Brand Positioning for a given product	3	3						
CO5	At the end of the course the student manager shall be able to design/develop branding strategies for a product/company, brand marketing program and shall be able to evaluate a branding program.	3	3		3		3		3
	COURSE NAME:3T1 FM1: INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT								

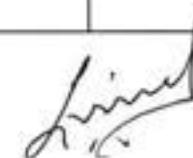


CO1	The student will be able to apply concept of time value of money in computing the value of fixed income securities. The student will also be able to understand the relationship between interest rates, yield and bond prices.	3			2				
CO2	The student will be able to compute and compare the value of a company's equity share with other company's equity by using various methods and tools of equity valuation	3	3						
CO3	The student will be able to build and evaluate the relationship between the concept of risk and return and will be able to relate its implication on creating portfolio	3	3						
CO4	The student will be able to learn the theoretical concepts of underlying the portfolio creation	3							
CO5	The student will be able to assess the tools and strategies for portfolio creation and evaluation and will also be able to evaluate the portfolios of mutual funds by using the tools of portfolio evaluation	3	3			2			
	COURSE NAME: 3T2 FM2: PROJECT APPRAISAL AND FINANCE								
CO1	The student will be able to assess capital budgeting decisions under uncertain and risk bearing situation and will also be able to build and interpret the decision tree approach for decision making	3	3						



CO2	The student will be able to choose between acquisition of long term assets either through lease or financing methods and will also be able to learn process of Private Equity and Venture Capital	3	3					
CO3	The student will be able to compare the various theories of capital structure and will be able to determine the impact of debt equity mix on value of firm	3	3					
CO4	The student will be able to evaluate and compare the pre and post-merger financial position of the firms.	3	3					
CO5	The student will be able to determine/estimate the cash requirement in a firm and will also be able to evaluate the impact of trade receivable policy of a firm on its profitability.	3	3					
COURSE NAME: 3T3 FM3: FINANCIAL DERIVATIVES								
CO1	The student will be able to describe the concepts of derivatives and its trading and settlement procedures		1		2		2	
CO2	The student will be able to calculate the value of Futures and apply it for risk managed trading strategies.	3	3					
CO3	The student will be able to compute the value of Options and plan various option strategies.	3	3					
CO4	The student will be able to analyse and use the concept of Swaps and will also be able to make Swaps related decisions.	3	3					
CO5	The student will be able to relate concept of foreign exchange in currency conversion and	3	3					

	apply currency forward rate agreements for hedging.								
	COURSE NAME:3T1 HRM1: MANPOWER PLANNING, RECRUITMENT AND SELECTION								
CO1	Students should be able to explain the factors affecting HRP and HRP process of an organisation	2	2						
CO2	Students should be able to determine the process of demand and supply forecasting while doing human resource planning.	2							
CO3	Students should be able to devise the manpower plan for an organisation	3	3				3		
CO4	Students should be able to formulate Recruitment and Selection process on the basis of HRP.	3	3						
CO5	Students should be able to outline the Recent Trends in Manpower Development and Planning	2							
	COURSE NAME: 3T2 HRM2: PERFORMANCE MEASUREMENT SYSTEM								
CO1	Students should be able to distinguish the concept of Performance appraisal & Performance Management and also should be able to establish relationship of performance management with Strategic Planning.	2	3						
CO2	Students should be able to determine the Mechanism of Performance Management, and also explain the various steps in performance	2	2					2	



	planning and performance execution.								
CO3	Students should be able to justify the use of various modern and traditional methods of Performance Appraisal under given situation.	2	2						
CO4	Students should be able to justify the use of various Performance Assessment Models under given situations; also the student should be able to determine the steps of giving a constructive feedback.	2	2						
CO5	Students should be able to discuss the importance and Principles of ethics in performance management	2			3				
COURSE NAME: 3T3 HRM3: COMPENSATION AND BENEFITS MANAGEMENT									
CO1	Students should be able to compare the applicability of various Job Evaluation methods under given situations	2							
CO2	Students should be able to determine the importance of Wage Differentials and Differentiate between different types of wages	2	2						
CO3	Students should be able to align the compensation strategy with business strategy	3	3				2		
CO4	Students should be able to design and develop the incentive and benefits plans	3	3				3	3	
CO5	Students should be able to outline the various Statutory Provisions related to Compensation	2							
COURSE NAME: 3T1 OM1: LOGISTICS AND SUPPLY CHAIN MANAGEMENT									

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CO1	At the end of the course the student will be able to analyze the business requirement and apply supply chain strategies	3	3					
CO2	The student will be able to design effective distribution network for a company.	3	3					
CO3	The student shall be able to reduce transportation costs by applying optimization techniques.	3	3			2		
CO4	The student shall be able to map the supply chain requirement as per the resources available by identifying the non value added services within the supply chain	3	3			2	3	
CO5	The student will be able to measure the performance of the supply by applying various metrics in different areas	3	3					
COURSE NAME: 3T2 OM2: QUALITY TOOLKIT FOR MANAGERS								
CO1	The student will be able to analyze the dimensions of Quality and apply quality systems for effective quality improvement	3	3					
CO2	The student will be able to select appropriate statistical tools for quality analysis.		3					
CO3	The student will be able to recommend appropriate SPC tools to improve process quality.	3	3					
CO4	The student will be able to set bench marks for the organization and apply TQM tools for quality improvement	3				2		
CO5	The student will be able to apply productivity tools for improving efficiency in the plant.	3	3			2		

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COURSE NAME: 3T3 OM3: OPERATIONS RESEARCH								
CO1	The students will be able to attempt operation related problems by suggesting various operation research tools.	3	3					
CO2	The students will be able to analyze LPP and Game Problems and find solutions for business decisions.	3	3					
CO3	The students will be able to analyze and evaluate assignment problems to find solutions.	3	3					
CO4	The students will be able to analyze and evaluate Transportation problems to optimize costs	3	3					
CO5	The students will be able to apply PERT/ CPM tools for optimizing time and cost in project management.	3	3					
COURSE NAME: 3T1 BA1: DATA VISUALIZATION FOR MANAGERS								
CO1	The student will be able to identify and use Interactive data visualization software desktop tools and will also be able to create Interactive data visualization software desktop workspace	3	3			3		
CO2	The student will be able to connect data and will also be able to use Interactive data visualization software's File Types effectively	3						
CO3	The student will be able to create analytics pane and will also be able to use Sort, Filters, Sets, Groups and Hierarchy functions	3						
CO4	The student will be able to create calculations to enhance the data visualisation	3	3					
CO5	The student will be able to build effective dashboard	3				2		

COURSE NAME: 3T2 BA2: DATA MINING									
CO1	Given overview of Data Mining and Data pre-processing, the future manager will be able to outline major research challenges of data mining, Kinds of data and applications, Data Cleaning; Data Integration; Data Reduction; Data Transformation and Data Discretization.	2							
CO2	Given the overview of Data Warehousing, the future manager will be able to classify the Concept of Data Warehousing using Data Cube and OLAP and also able to identify the process of Data Generalisation	2							
CO3	Given the details pertaining to Pattern Mining, the future manager will be able to evaluate Patterns using colossal patterns, mining compressed or approximate patterns; explore patterns and its applications		3						
CO4	Given the details pertaining to Pattern Mining, the future manager will be able to analyse clusters using partitioning method, hierarchical method, density based method and grid based method		3						
CO5	Given the details pertaining to Pattern Mining, the future manager will be able to correlate the use of data mining to the society and also will be able to explain the trend in data mining.	2	3		2				
Average		2.78	2.71	2.86	2.5	2.9	2.49	2.5	2.73

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>90%	Acceptable	Acceptable	Acceptable	Need inforcement	Acceptable	Need inforcement	Need inforcement	Acceptable
				Communication Skills/ ethical Social Awareness		Research Related Skills	Self Directed Learning	

S. Kanishwar