



Shri Balasaheb Mane Shikshan Prasarak Mandal's

ASHOKRAO MANE GROUP OF INSTITUTIONS

NH – 4, Vathar Tarf Vadgaon, Tal: - Hatkanangale, Dist: - Kolhapur-416112



Accredited by NAAC

Faculty of Management Studies

- Department Name :- Faculty of Management Studies
- Vision and Mission :-

Vision of Department:	To Become World Class Program Developing Entrepreneurs And Managers Having High Ethical Values.
Mission of Department:	<ul style="list-style-type: none">• To impart practical quality management education to the students.• To develop Entrepreneurs, Managers & Technocrats by providing industry exposure.• To enhance the personality of budding Managers by providing platform to excel their skills.• To stimulate growth of rural entrepreneurs.

Sr. No.	Program Outcomes
1	Recognize the functioning of business opportunities involvement of business enterprises and exploring the entrepreneurial opportunities.
2	Develop incubation center and entrepreneurship development center for students who intent to take up start up or grow existing business.
3	Develop skills on analyzing the business data application of relevant analysis and problem solving.
4	Demonstrate a global outlook with the ability to identify aspects of the global business and cross cultural understanding
5	Identify the contemporary social problems, exploring the opportunities for social entrepreneurship, designing business solutions and demonstrate ethical standards in organizational decision making.
6	Develop effective and oral communication especially in business applications, with the use of appropriate technology.
7	Collaborate and lead terms across organizational boundaries and demonstrate leadership qualities, maximize the uses of diverse skill of term members in the related context.



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Sr. No.	Program Specific Outcomes
1	PEO 1: - To Master students in art of Management in functional areas like Marketing, Human resource, Finance etc.
2	PEO 2:- To prepare them to undertake market risk and decision making.
3	PEO 3: -To Master them in basic functions of management, i.e a)Planning b) Organizing c) Directing d) Coordinating e) Controlling
4	PEO 4: - To Prepare students to become entrepreneur

A.Y/ Class	Semester	Course code	Course Name	Course Outcome No.	Course Outcome
MBA First Year 2023- 24	Sem- I	CC 101	Indian Ethos & Management Concepts	CC 101-1	Understand sources of organizational ethical culture and different behavior
				CC 101-2	Understand the way of righteousness in the Gita
				CC 101-3	Identify the features of Indian ethos
				CC 101-4	Analyze Principles of Management
				CC 101-5	Understand dynamics of ethics in management
		CC102	Management Accounting	CC 102-1	Describe concepts in management accounting.
				CC 102-2	Prepare final account of a company
				CC 102 - 3	Prepare cost sheet of a company
				CC 102 - 4	Produce CVP analysis
		CC 103	Managerial Economics	CC 103-1	To introduce the students about managerial economics and its practices
				CC 103-2	To learn the production function and pricing practices
				CC 103-3	To aware about market structure and price determination under different market situations



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				CC 103-4	To aware the students about capital budgeting and business cycles
		CC 104	Information Technology for Management	CC 104-1	Recognize different components of Information Technology.
				CC 104-2	Understand E-commerce models used in a business.
				CC 104-3	Analyze impact of E-banking on the business.
				CC 104-4	Design a database.
		CC 105	Legal and Business Environment	CC 105-1	Understand Legal Aspects of Business with respect to Indian economy.
				CC 105-2	Relate various legal provisions to relevant business aspects and situations.
				CC 105-3	Assess Business Environment in India.
				CC 105-4	Appraise Globalization trends a, challenges and environment for foreign trade and investments.
		CC 106	Organizational Behaviour	CC 106-1	Relate with the historical growth, factors and model of Organizational Behavior.
				CC 106-2	Understand the determinants and various theories of personality development.
				CC 106-3	Understand the concept of perception and the process.
				CC 106-4	Understand the concept of attitude and values. Elaborate the sources and types of values.
				CC 106-5	Relate different theories of motivation and Leadership with current situation and know the roles and activities of leadership



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Sem II	SECC 107	Soft Skill Development (Internal)	CC 106-6	Understand the various strategies for managing conflicts in organization .
			CC 106-7	Understand the concept of organizational culture, organizational change and Development.
			SECC 107 -1	Understand the soft skills
			SECC 107 -2	Develop professional etiquettes and manners
			SECC 107 -3	Develop effective communication skills
			SECC 108-1	Students will be able to develop professional personality, positive attitude towards everything.
	SECC 108	Personality Development (Internal)	SECC 108-2	Students will be able to develop good interpersonal relations with other individuals at work place.
			SECC 108-3	Students will learn the time management and professional manners and etiquettes.
			SECC 108-4	Students will be able to develop professional personality, positive attitude towards
			CC 201-1	To familiarize students with marketing, and its concepts.
	CC 201	Marketing Management	CC 201 - 2	To acquaint with new marketing trends and the marketing environment.
			CC 201 - 3	To study the components of the marketing mix; identify how the firms marketing strategy, marketing mix evolve and adapt
			CC 202 - 1	Describe strategic financial planning and models.
	CC 202	Financial Management	CC 202 -	Describe working capital



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				2	management.
				CC 202 - 3	Estimate time value of money
				CC 202 - 4	Analyze statements of accounts.
		CC 203	Human Resource Management	CC 203-1	Understand the concept, objectives and changing role of HRM
				CC 203-2	Describe the objectives, benefits and process of HRD
				CC 203-3	Understand procurement process that includes; HRP, factors affecting Recruitment sources, selection process and placement
				CC 203-4	Differentiate training and development and understand training methods of
				CC 203-5	Analyze the need and problems of performance appraisal
				CC 203-6	Understand factors affecting wage and salary administration and principles of employee benefit programme
		CC 204	Operations Management	CC 204-1	To help student learn operations management system and issues pertaining to management of productivity, manufacturing technology and facilities.
				CC 204-2	To provide students with various elements underline the basic functions of operations management.
				CC 204-3	To familiarize the students with various techniques of inventory control.



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				CC 204-4	To familiarize the students with various aspects of quality management.
		CC 205	Management Information System	CC 205-1	Identify the process of decision making at different management levels in an organization.
				CC 205-2	Understand importance and need of Management Information System in monitoring and controlling the business transactions.
				CC 205-3	Examine the role of different decision support systems in achieving strategic advantage.
				CC 205-4	Recommend different SAP modules applicable for various types of business.
		CC 206	Research Methodology	CC 206-1	Define various terms used in research process
				CC 206-2	Describe research design, sample design and sampling methods
				CC 206-3	Apply appropriate methods for data collection for research work
				CC 206-4	Use appropriate statistical tools for data analysis and interpretation
		AECC 207	Managerial Skills for Effectiveness (Internal)	AECC 207-1	Enable the students to learn the art of getting things done in the modern business world.
				AECC 207-2	This course will enable Students to maintain efficiency in the way how employers are performing the working tasks.
				AECC 207-3	Will enable skills to manage people and technology with the purpose of effective and efficient fulfillment of their tasks.



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				SECC 208-1	Describe principles of business and social excellence.
				SECC 208-2	Illustrate models and quality management methodology for the implementation of total quality management in any sphere of business and public sector.
				SECC 208-3	Describe various principles and core concepts of Total Quality Management.
		SECC 208	E-Business (Internal)	SECC 208-4	Describe principles of total quality management and peculiarities of their implementation.
				SECC 208-5	Understand the part Total Quality Management play in management to understand the essential steps for the successful implementation of Total Quality Management.
				SECC 208-6	Analyzing and solving problems of organization using quality management systems