



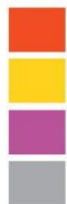
**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



MBA Programme : Course Outcomes (Pattern 2024)			
Academic Year: 2023-24			
2.6.1 Course Outcomes (CO's)			
Semester-I			
Course No & Code	Course Name	Course Outcome	
101-GC – 01	Managerial Accounting	CO101.1	DESCRIBE the basic concepts related to Accounting, Financial Statements, Cost Accounting, Marginal Costing, Budgetary Control and Standard Costing
		CO101.2	EXPLAIN in detail, all the theoretical concepts taught through the syllabus.
		CO101.3	PERFORM all the necessary calculations through the relevant numerical problems.
		CO101.4	ANALYSE the situation and decide the key financial as well as non-financial elements involved in the situation.
		CO101.5	EVALUATE the financial impact of the decision.
		CO101.6	CREATE the Financial Statement of Sole Proprietor, Cost Sheet and Budgets
102-GC – 02	Organizational Behaviour	CO102.1	Describe complexities of individual and group behavior in the organizations.
		CO102.2	Explain the implications of organizational behavior from the perspectives of employees, managers, leaders and the organization.
		CO102.3	APPLY Theories, Models, Principles and Frameworks of organizational behavior in specific organizational settings
		CO102.4	ANALYZE human behavioural problems like conflict, low motivational levels, politics, attitudinal issues etc. and develop solutions to these problems.
		CO102.5	FORMULATE approaches to reorient individual, team, managerial and leadership behavior in order to achieve organizational goals.
		CO102.6	DEVELOP strategies for challenges faced during shaping organizational behavior, organizational culture and organizational change.





**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



Course No & Code	Course Name	Course Outcome	
103-GC – 03	Economic Analysis for Business Decisions	CO103.1	DEFINE the key terms.
		CO103.2	EXPLAIN the key concepts in economics, from a managerial perspective.
		CO103.3	IDENTIFY the various issues in an economics context and HIGHLIGHT their significance from the perspective of business decision making.
		CO103.4	EXAMINE the inter-relationships between various facets of micro-economics from the perspective of a consumer, firm, industry, market, competition and business cycles.
		CO103.5	EVALUATE critical thinking based on principles of micro-economics for informed business decision making.
		CO103.6	ELABORATE how other firms in an industry and consumers will respond to economic decisions made by a business, and how to incorporate these responses into their own decisions.
104-GC – 04	Basics Of Marketing	CO104.1	RECALL and REPRODUCE the various concepts, principles, frameworks and terms related to the function and role of marketing
		CO104.2	DEMONSTRATE the relevance of marketing management concepts and frameworks to a new or existing business across wide variety of sectors and
		CO104.3	APPLY marketing principles and theories to the demands of marketing function and practice in contemporary real-world scenarios.
		CO104.4	EXAMINE and LIST marketing issues pertaining to segmentation, targeting and positioning, marketing environmental forces, consumer buying behavior, marketing mix and Product Life Cycle in the context of real-world marketing offering (commodities, goods, services, e-products/ e-services).
		CO104.5	EXPLAIN the interrelationships between segmentation, targeting and positioning, marketing environment, consumer buying behavior, marketing mix and Product Life Cycle with real world examples.
		CO104.6	DISCUSS alternative approaches to segmentation, targeting and positioning, the marketing environment, consumer buying behavior, marketing mix and Product Life Cycle in the context of real-world marketing offering (commodities, goods, services, e-products/ e-services.).





**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



Course No & Code	Course Name	Course Outcome	
105-GC – 05	Business Analytics	CO105.1	Recall the fundamental concepts and terminologies in business analytics
		CO105.2	Explain the differences between business analytics and related fields (e.g., business analysis, business intelligence, data science), as well as the ethical considerations and quality of data in business analytics and key applications of business analytics.
		CO105.3	Utilize basic tools of business analytics, such as data exploration and visualization tools, to perform basic exploratory data analysis and data cleaning tasks.
		CO105.4	Break down business problems into key questions and analyze data to derive meaningful insights for decision-making in various business domains like marketing, finance, HR, operations, health care, and agribusiness
		CO105.5	Assess the effectiveness of different data-driven strategies and analytical techniques in improving business performance across different sectors through case studies
		CO105.6	Design and propose data-driven solutions and strategies to address complex business challenges, integrating knowledge from marketing, finance, HR, operations, health care, and agri-business analytics.
106-GC – 06	Decision Science	CO106.1	DESCRIBE the concepts and models associated with Decision Science.
		CO106.2	UNDERSTAND the different decision-making tools required to achieve optimization in business processes.
		CO106.3	APPLY appropriate decision-making approach and tools to be used in business environment
		CO106.4	ANALYSE real life situation with constraints and examine the problems using different decision-making tools
		CO106.5	EVALUATE the various facets of a business problem and develop problem solving ability
		CO106.6	DISCUSS & propose the various applications of decision tools in the present business scenario





**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



Course No & Code	Course Name	Course Outcome	
107-GC - 07	Management Fundamentals	CO107.1	ENUMERATE various managerial competencies and approaches to management.
		CO107.2	EXPLAIN the role and need of Planning, Organizing, Decision Making and Controlling.
		CO107.3	MAKE USE OF the principles of goal setting and planning for simple as well as complex tasks and small projects.
		CO107.4	COMPARE and CONTRAST various organizational structures of variety of business and not-for-profit entities in a real world context.
		CO107.5	BUILD a list of the decision making criteria used by practicing managers, leaders and entrepreneurs in routine and non-routine decision making situations and EVALUATE and EXPLAIN the same.
		CO107.6	FORMULATE and DISCUSS a basic controlling model in a real life business, start- up and not-for-profit organizational context.
108-GC - 08	Indian Knowledge Systems	CO108.1	RECALL key teachings and themes from the Bhagavad Gita, and identify significant events and principles from the life of Shivaji Maharaj.
		CO108.2	EXPLAIN the role of values, ethics, and spirituality in leadership and organizational culture as taught in the Bhagavad Gita, and summarize Shivaji Maharaj's leadership qualities.
		CO108.3	APPLY principles of self-awareness, self-management, and emotional intelligence from the Bhagavad Gita to real-world leadership scenarios.
		CO108.4	COMPARE and contrast Indian Knowledge Systems (IKS) with Western Management Theories (WMT), particularly in terms of leadership styles, decision-making frameworks, and ethical considerations
		CO108.5	EVALUATE the effectiveness of Jugaad innovations in various sectors and assess the impact of family and community roles in Indian business practices
		CO108.6	DESIGN strategic leadership plans that integrate the principles of the Bhagavad Gita and Shivaji Maharaj's governance strategies to address



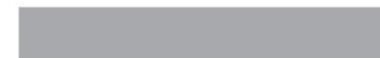


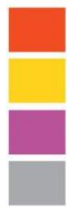
**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



Course No & Code	Course Name	Course Outcome	
109-GE - 01	Business Communication -I	CO109.1	RECOGNIZE the various elements of communication, channels of communication and barriers to effective communication
		CO109.2	EXPRESS themselves effectively in routine and special real world business interactions
		CO109.3	DEMONSTRATE appropriate use of body language
		CO109.4	TAKE PART IN professional meetings, group discussions, telephonic calls, elementary interviews and public speaking activities
		CO109.5	APPRAISE the pros and cons of sample recorded verbal communications in a business context
		CO109.6	CREATE and DELIVER effective business presentations, using appropriate technology tools, for common business situations.
110-GE - 02	Technology Tools in Business Management-I	CO110.1	Recall the basic functions and features of MS Word, MS PowerPoint, and MS Excel.
		CO110.2	Explain the purpose and use of different tools and functions in MS Word, MS PowerPoint, and MS Excel
		CO110.3	Utilize the basic features of these tools to create business documents, presentations, and spreadsheets
		CO110.4	Examine the interrelationships between different tools and their applications in business scenarios
		CO110.5	Assess the effectiveness of various formatting and data management techniques in real-world tasks.
		CO110.6	Develop comprehensive business reports, presentations, and data analysis projects using the integrated features of MS Word, MS PowerPoint, and MS Excel.



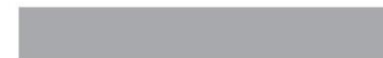


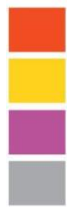
**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



Semester-II (GC+UL+IL)			
Course No & Code	Course Name	Course Outcome	
201-GC – 09	Marketing Management	CO201.1	DESCRIBE the key terms associated with the 4 Ps of marketing for a real world marketing offering.
		CO201.2	DEMONSTRATE the relevance of marketing mix concepts and frameworks for a real world marketing offering (commodities, goods, services, e-products/ e-services.)
		CO201.3	APPLY marketing Mix decisions for a real world marketing offering (commodities, goods, services, e-products/ e- Services.)
		CO201.4	EXAMINE marketing issues pertaining to Marketing Mix and Marketing Plan in the context of real world marketing offering (commodities, goods, services, e-products/ e-services
		CO201.5	EXPLAIN the interrelationships between various elements of Marketing mix in the context of real world marketing offering (commodities, goods, services, e-products/ e-services
		CO201.6	DESIGN a marketing plan for a real world marketing offering (commodities, goods, services, e-products/ e-services.)
202-GC – 10	Financial Management	CO202.1	DESCRIBE the basic concepts related to Financial Management, Various techniques of Financial Statement Analysis, Working Capital, Capital Structure, Leverages and Capital Budgeting.
		CO202.2	EXPLAIN in detail all theoretical concepts throughout the syllabus
		CO202.3	PERFORM all the required calculations through relevant numerical problems.
		CO202.4	ANALYZE the situation and comment on financial position of the firm, estimate working capital required, decide ideal capital structure, evaluate various project proposals
		CO202.5	EVALUATE impact of business decisions on Financial Statements, Working Capital, Capital Structure and Capital Budgeting of the firm
		CO202.6	CREATE Common Size Comparative Statements, Comparative Financial Statements using Ratio Analysis (Year-wise, Industry – wise), Comparative Proposals using Capital Budgeting Techniques





**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



Course No & Code	Course Name	Course Outcome	
203-GC – 11	Human Resource Management	CO203.1	DESCRIBE the role of Human Resource Function in an Organization.
		CO203.2	DISCUSS the emerging trends and practices in HRM.
		CO203.3	ILLUSTRATE the different methods of HR Acquisition and retention.
		CO203.4	IDENTIFY the use of different appraisal and training methods in an organization.
		CO203.5	INTERPRET the sample job descriptions and job specifications for contemporary entry level roles in real world organizations.
		CO203.6	DESIGN the HR manual and compensation policy of the organization.
204-GC – 12	Operations & Supply Chain Management	CO204.1	DEFINE basic terms and concepts related to Production, Operations, Services,
		CO204.2	EXPLAIN the process characteristics and their linkages with process-product
		CO204.3	DESCRIBE the various dimensions of production planning and control and
		CO204.4	CALCULATE inventory levels and order quantities and MAKE USE OF
		CO204.5	OUTLINE a typical Supply Chain Model for a product / service and ILLUSTRATE the
		CO204.6	ELABORATE upon different operational issues in manufacturing and services
205-GC -13	Legal Aspects Of Business	CO205.1	ENUMERATE the various elements of global economic system.
		CO205.2	EXPLAIN the role of key trade organizations in the global economic system.
		CO205.3	IDENTIFY the crucial elements of international trade laws.
		CO205.4	ANALYSE the forces that work for and against globalization.
		CO205.5	ASSESS the impact of the elements of the Global Economic System on the India Economy.
206-RM-01	Business Research Methods	CO209.1	DESCRIBE the strategic decisions involved in establishing a startup.
		CO209.2	EXPLAIN the decision making matrix of entrepreneur in establishing a startup.
		CO209.3	IDENTIFY the issues in developing a team to establish and grow a startup
		CO209.4	FORMULATE a go to market strategy for a startup.
		CO209.5	DESIGN a workable funding model for a proposed startup.
		CO209.6	DEVELOP a convincing business plan description to communicate value of the new venture to customers, investors and other stakeholders.





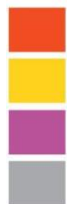
**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



Course No & Code	Course Name	Course Outcome	
207-RM-02	Desk Research (DR)	CO207.1	DESCRIBE the key historical, organizational, market related, financial, governance, leadership and social responsibility dimensions of a real-world
		CO207.2	SUMMARIZE the regional, national and global footprint of a real-world business organization and the relevant industry
		CO207.3	DEMONSTRATE an understanding of the regulatory forces acting on a realworld business organization and the relevant industry
		CO207.4	COMPARE and CONTRAST, using tables and charts, the market and financial performance of a real-world business organization and the players in an
		CO207.5	EVALUATE the quality of Qualitative Research work
		CO207.6	COMPOSE a succinct summary of future plans of a real-world business organization and the relevant industry the company website, shareholders reports and other information available in the public domain.
208-RM-03	Field Project (FP)	CO208.1	Recall and list key management concepts and frameworks relevant to their specialization specific field project
		CO208.2	Demonstrate an understanding of the specific management theories and frameworks to real-world business issues.
		CO208.3	Apply theoretical knowledge to practical situations in their chosen field of specialization and demonstrate data driven decision making approach.
		CO208.4	Analyze quantitative and qualitative data collected from the field to identify patterns, trends, and insights relevant to their specialization
		CO208.5	Evaluate the effectiveness of different management strategies and approaches by comparing their field project findings with existing literature and industry practices from the respective specialization / domain
		CO208.6	Create a comprehensive field project report and presentation that integrates their findings, analysis, and recommendations, demonstrating a professional and result-oriented approach.





**SHRI KHANDERAI PRATISHTHAN'S
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)
(AISHE Code : C - 41293, PUN Code - IMMP014030)



Course No & Code	Course Name	Course Outcome	
209-GE-08	Business Communication II	CO209.1	DESCRIBE stages in a typical communication cycle and the barriers to effective communication.
		CO209.2	SUMMARIZE long essays and reports into précis and executive summaries.
		CO209.3	USE Dictionary and Thesaurus to draft and edit a variety of business written communication.
		CO209.4	EXAMINE sample internal communications in a business environment for potential refinements
		CO209.5	COMPOSE variety of letters, notices, memos and circulars.
210-GE-09	Technology Tools in Business Management-II	CO210.1	Recall advanced functions and features of Excel, Power BI, Tableau, Chat GPT, and other emerging tools.
		CO210.2	Explain the advanced functionalities and applications of these tools in business contexts.
		CO210.3	Utilize advanced features to perform complex data analysis, create interactive dashboards, and develop AI-driven solutions.
		CO210.4	Examine the integration and application of advanced tools in real-world business scenarios
		CO210.5	Assess the effectiveness and efficiency of using advanced tools for business intelligence and decision-making.
		CO210.6	Develop sophisticated business intelligence projects, interactive dashboards, and AI-driven solutions using advanced tools.

Abbreviation	Course Type	Credits
GC	Generic Core	3
GE	Generic Elective	3
RM	Research Methodology Courses	4 or 2

