

Sinhgad Technical Education Society's

RMD Sinhgad Technical Institutes Campus
RMD Sinhgad School of Management Studies, Warje , Pune

PROGRAM OUTCOMES (PO)

MBA Graduates will be able to:

1. Generic and Domain Knowledge - Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues.
2. Problem Solving & Innovation - Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques.
3. Critical Thinking - Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
4. Effective Communication - Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
5. Leadership and Team Work - Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders.
6. Global Orientation and Cross-Cultural Appreciation: Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
7. Entrepreneurship - Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
8. Environment and Sustainability - Ability to demonstrate knowledge of and need for sustainable development and assess the impact of managerial decisions and business priorities on the societal, economic and environmental aspects.
9. Social Responsiveness and Ethics - Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
10. Life Long Learning – Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills.

PROGRAM SPECIFIC OUTCOMES (PSO)

Human Resource Management

PSO PROGRAM OUTCOMES

The Graduating student shall be able to

- PSO1 Conceptualize Human Resource Management and allied subjects such as Organizational Behaviour, Labour Legislations, Industrial Relations, Employee welfare, Training and Development and Compensation Management
- PSO 2 Apply Practical Knowledge and hands on experience in various areas of HR such as recruitment and selection, performance appraisal, management of change, organizational culture, conflict, stress, counseling, grievances etc. at Individual, Group and Organizational Levels
- PSO 3 Develop strong analytical foundation of key areas of HRM with sound ability to design and develop Organizational Policies, Processes and Evaluation Techniques

Financial Management Specialization

PROGRAM SPECIFIC OUTCOMES

PSO PROGRAM OUTCOMES

The Graduating student shall be able to

- PSO 1 Practical exposure to financial management challenges and opportunities through project studies such as theoretical (Organizational Study) and practical (Problem-centered Study)
- PSO 2 Understand the essential elements of financial management and the economic environment in an extensive context and its applications in the individual, group as well as organizational levels
- PSO 3 DEVELOP necessary competencies expected as a finance professional by practical knowledge and training in different fields, such as investments, risk analysis & dividend decisions, accounting standards, financial analytical tools, costing techniques, financial markets, and services provided by the different financial institutions, stakeholders wealth maximization, etc. to develop economic environment.

Operations & Supply Chain Management

PROGRAM SPECIFIC OUTCOMES

PSO PROGRAM OUTCOMES

The Graduating student shall be able to

- PSO 1 Practical knowledge and training in different fields of operations specially in Production, Operations, Services, Supply Chain and Quality Management .Services Operations Management.
- PSO 2 Understand the essential elements of Services & the process characteristics and their linkages with process-product matrix in a real world context
- PSO 3 DEVELOP necessary competencies expected of production professional by practical exposure to the various modern techniques,

General Management

PROGRAM SPECIFIC OUTCOMES

PSO PROGRAM OUTCOMES

The Graduating student shall be able to

- PSO 1 Understand all Key terms and concepts in Management with its interdependence in line with Current Business trends
- PSO 2 Apply Practical Knowledge and hands - on experience in various areas of Finance, Marketing, HR, OSCM etc.
- PSO 3 Develop strong and Analytical Foundation in key areas of general management

Marketing Management

PROGRAM SPECIFIC OUTCOMES

PSO PROGRAM OUTCOMES

The Graduating student shall be able to

- PSO 1 Conceptualize Marketing Management by understanding the various elements of the marketing Mix as well as the Marketing Planning & control Process
- PSO 2 Apply Practical Knowledge and hands on experience in various areas of Marketing like designing the Marketing mix of companies, planning the product strategies, pricing strategies, designing the distribution channels and Integrated marketing communications.
- PSO 3 Develop strong and Analytical Foundation of key areas of Marketing such as Marketing Planning, Control, Product, Price, Place and Promotion Mix.

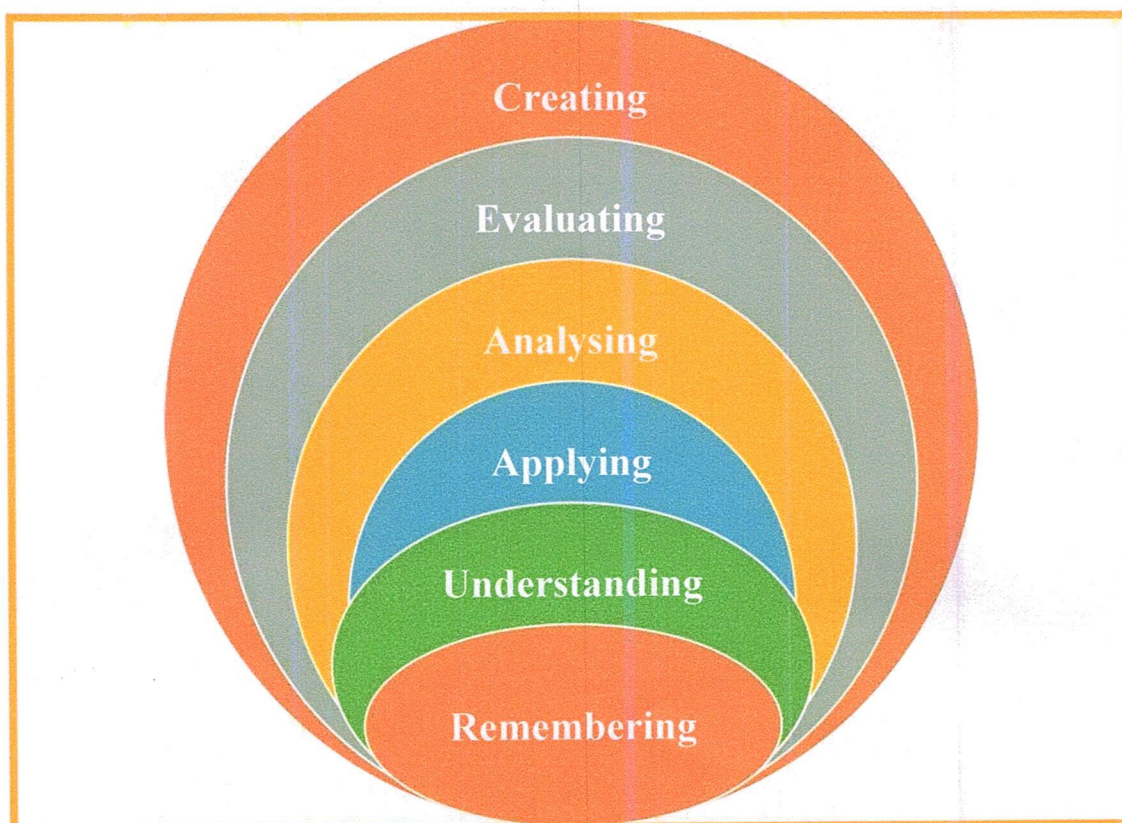
COURSE OUTCOMES (CO)

Course Outcomes are the guidelines for MBA graduates to know the purpose for pursuing the course and what he will be able to do at the end of the course. A Course outcomes should encompass different learning levels as understanding the course and demonstrating & applying the concept of the course. A well-defined COs helps the faculty members in designing suitable teaching plan and assessment methods to achieve the designed CO. **Along with the syllabi, for many courses COs are defined by the University which is followed by the faculty members.** However, faculty members may redefine / modify COs considering the guidelines of NBA for each programme and Bloom's taxonomy levels. A set of specific statements that describes the complex performances a student should be capable of as a result of learning experiences within a course.

OUTCOMES MAPPING

The mapping of COs with POs and PSOs is done for every course, as COs are the path way to attain POs and PSOs and thereby the Mission and Vision of the institute.

Outcome mapping facilitates the alignment of the course-level outcomes with program level outcomes. Outcomes mapping focuses on student learning levels and thereby knowing how students are meeting program-level outcomes at the course level. Mapping levels can reveal gap in the curriculum so the faculty members can plan additional content to increase student achievement in meeting program outcomes



BLOOM's TAXONOMY LEVELs

Sr. No.	Bloom's Levels	Learning Outcome Verbs
01	Remembering	cite, define, describe, identify, label, list, match, name, outline, quote, recall, report, reproduce, retrieve, show, state, tabulate, and tell
02	Understanding	abstract, arrange, articulate, associate, categorize, clarify, classify, compare, compute, conclude, contrast, defend, diagram, differentiate, discuss, distinguish, estimate, exemplify, explain, extend, extrapolate, generalize, give examples of, illustrate, infer, interpolate, interpret, match, outline, paraphrase, predict, rearrange, reorder, rephrase, represent, restate, summarize, transform, and translate
03	Applying	apply, calculate, carry out, classify, complete, compute, demonstrate, dramatize, employ, examine, execute, experiment, generalize, illustrate, implement, infer, interpret, manipulate, modify, operate, organize, outline, predict, solve, transfer, translate, and use.
03	Analysing	Analyze, arrange, break down, categorize, classify, compare, connect, contrast, deconstruct, detect, diagram, differentiate, discriminate, distinguish, divide, explain, identify, integrate, inventory, order, organize, relate, separate, and structure.
05	Evaluating	appraise, apprise, argue, assess, compare, conclude, consider, contrast, convince, criticize, critique, decide, determine, discriminate, evaluate, grade, judge, justify, measure, rank, rate, recommend, review, score, select, standardize, support, test, and validate.
06	Creating	arrange, assemble, build, collect, combine, compile, compose, constitute, construct, create, design, develop, devise, formulate, generate, hypothesize, integrate, invent, make, manage, modify, organize, perform, plan, prepare, produce, propose, rearrange, reconstruct, reorganize, revise, rewrite, specify, synthesize, and write.

Sinhgad Technical Education Society's
RMD Sinhgad Technical Institutes Campus RMD Sinhgad School of Management, Warje , Pune
Course Outcomes (CO) and Program Outcomes (PO) Program Specific
Outcomes (PSO) Mapping

MBAI - SEMESTER I													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 101	3	3	2	2	1	2	2	1	2	3	2	2	2
CO 102	3	3	2	2	1	2	2	1	2	3	2	2	2
CO 103	3	3	2	2	1	2	2	1	2	3	2	2	2
CO 104	3	3	2	2	1	2	2	1	2	3	2	2	2
CO 105	3	3	2	2	1	2	2	1	2	3	2	2	2
CO 106	3	3	2	2	1	2	2	1	2	3	2	2	2

MBA SEMESTER II - CORE SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 201	3	3	3	2	1	2	2	2	2	2	3	2	2
CO 202	3	2	1	1	1	1	1	1	2	2	2	2	1
CO 203	2	1	1	1	1	1	1	1	1	2	2	2	2
CO 204	3	3	3	2	1	2	2	2	2	2	1	1	2

MBA SEMESTER II - MARKETING MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 205	3	2	2	1	1	1	1	1	2	2	1	1	1
CO 206	1	1	1	1	1	1	1	1	1	1	3	2	2

MBA SEMESTER II - FINANCE MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 205	3	2	2	1	1	1	1	1	2	2	1	1	1
CO 206	3	3	2	2	1	1	2	2	1	2	1	1	1

MBA SEMESTER II - HUMAN RESOURCE MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 205	3	1	1	1	1	1	1	1	1	1	1	1	2
CO 206	2	2	2	1	1	1	1	1	2	2	2	3	2

MBA SEMESTER II - OPERATIONS & SCM MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 205	3	2	3	2	1	1	2	2	2	2	2	2	1
CO 206	2	1	1	1	1	1	1	1	2	2	2	1	1

MBA SEMESTER III : CORE SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 301	2	2	1	1	2	1	1	2	3	1	2	2	1
CO 302	2	2	1	1	1	1	1	1	1	1	2	2	1

MBA SEMESTER III - MARKETING MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 304	2	1	2	1	1	1	1	1	3	2	1	2	2
CO 305	2	2	2	2	2	1	2	2	2	2	2	1	2

MBA SEMESTER III - FINANCE MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 304	2	1	2	1	1	1	1	1	3	2	1	2	2
CO 305	3	3	2	3	1	2	3	2	2	2	2	2	2

MBA SEMESTER III - HUMAN RESOURCE MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 304	2	1	2	1	1	1	1	1	2	1	2	2	2
CO 305	3	2	2	2	2	1	1	1	2	2	2	2	2

MBA SEMESTER III - OPERATIONS & SCM MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 304	3	2	3	2	1	1	2	2	2	2	2	2	2
CO 305	2	2	3	2	1	1	1	2	2	2	2	2	2

MBA SEMESTER IV : CORE SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 401	3	2	2	3	1	2	3	2	2	3	2	2	1
CO 402	3	2	2	3	1	2	3	2	3	3	2	1	2

MBA SEMESTER IV - MARKETING MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 403	2	2	2	2	2	2	1	2	2	1	2	2	2
CO 404	3	1	2	1	2	1	1	2	3	3	3	2	2

MBA SEMESTER IV - FINANCE MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 403	2	2	2	3	1	2	3	2	2	2	2	1	2
CO 404	3	2	2	2	1	2	2	2	2	2	1	2	2

MBA SEMESTER IV - HUMAN RESOURCE MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 403	2	1	2	2	2	1	1	1	2	2	1	1	2
CO 404	2	2	2	2	2	2	1	1	2	2	2	2	2

MBA SEMESTER IV - OPERATIONS & SCM MANAGEMENT SUBJECTS													
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
CO 403	2	1	1	1	1	1	1	1	2	2	2	2	2
CO 404	2	1	1	1	1	1	1	1	3	2	2	2	1

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Course Outcomes (CO) and Program Outcomes (PO) Program Specific
Outcomes (PSO) Mapping

- | | |
|---------------------------------|-------------------------------------|
| 1. Generic and Domain Knowledge | 2. Global Orientation and Cross |
| 3. Problem Solving & Innovation | 4. Entrepreneurship |
| 5. Critical Thinking | 6. Environment and Sustainability |
| 7. Effective Communication | 8. Social Responsiveness and Ethics |
| 9. Leadership and Team Work | 10. Life Long Learning |

Program Specific Outcomes (PSO)

- PSO 1 Understand all Key terms and concepts in Management with its interdependence in line with Current Business trends
- PSO 2 Apply Practical Knowledge and hands - on experience in various areas of Finance, Marketing, HR, OSCM etc.
- PSO 3 Develop strong and Analytical Foundation in key areas of general management

Semester-I

Subject Code : 101
Class : MBA I

Sub. Name : Management Accounting
Semester : I

Name of the Subject Teacher: Dr. Devyani Ingale

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO101.1	DESCRIBE the basic concepts related to Accounting, Financial Statements, Cost Accounting, Marginal Costing, Budgetary	3	2	0	2	0	3	2	0	2	3	2	0	0
CO101.2	EXPLAIN in detail, all the theoretical concepts taught through the syllabus.	3	2	0	2	0	3	2	0	2	3	0	0	0
CO101.3	PERFORM all the necessary calculations through the relevant numerical problems.	3	3	2	0	0	0	2	0	0	3	0	2	0
CO101.4	ANALYSE the situation and decide the key financial as well as non-financial elements involved in the situation.	3	3	2	0	0	0	2	1	0	3	0	0	0
CO101.5	EVALUATE the financial impact of the decision.	3	3	2	2	2	1	2	1	1	3	0	0	2
CO 101	Average	3	3	1	1	1	1	2	0	1	3	0	0	0

Subject Teacher
MBA

I/c CO PO Mapping
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WARJE, PUNE 411 058



Subject Code : 102


Sub. Name : Organizational Behaviour


Class : MBA I


Semester : I


Subject Teacher : Dr. Swati Vijay

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO102.1	DESCRIBE the key concepts of organizational behavior	3	2	1	0	0	2	0	1	3	3	3	2	2
CO102.2	UNDERSTAND theories about how managers should behave to motivate and control employees.	3	2	1	2	1	1	2	1	3	3	1	2	2
CO102.3	ARTICULATE aspects of organizational culture and interpret cultural diversity.	3	3	3	2	0	3	3	1	2	2	2	2	2
CO102.4	BUILD people and leadership skills essential for managerial success.	3	3	3	2	1	1	3	1	2	2	1	2	2
CO102.5	ANALYSE causes of conflict and OUTLINE conflict management strategies that managers can use to resolve	0	3	3	3	1	1	2	1	0	2	1	0	0
CO102.6	EXPLAIN group and teams dynamics leading to organizational effectiveness	3	3	3	3	1	2	2	1	1	3	2	1	1
CO 102	Average	3	3	2	2	1	2	2	1	2	3	2	2	2


Subject Teacher
MBA


I/c CO PO Mapping
MBA


I/c Academic Coordinator
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Subject Code : 103


Sub. Name : Economic Analysis for Business Decision


Class : MBA I


Semester : I


Subject Teacher : Prof. Neeta Shinde

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO103.1	DEFINE the key terms in micro-economics	3	0	1	1	0	0	0	0	2	3	3	0	1
CO103.2	EXPLAIN the key terms in micro-economics, from a managerial perspective	3	2	0	1	1	0	1	0	0	2	1	2	3
CO103.3	IDENTIFY the various issues in an economics context and DEMONSTRATE their significance from the perspective of business decision making.	0	0	3	0	1	2	2	1	1	3	2	0	2
CO103.4	EXAMINE the inter-relationships between various facets of micro-economics from the perspective of a consumer, firm, industry, market, competition and business environment.	0	0	2	3	0	2	0	0	0	2	0	1	1
CO103.5	DEVELOP critical thinking based on principles of micro-economics for informed business decision making.	0	3	3	0	0	0	0	1	0	0	1	3	2
CO103.6	ANTICIPATE how other firms in an industry and consumers will respond to economic decisions made by a business, and how to incorporate these	0	3	1	0	0	1	0	2	0	3	0	3	1
CO 103	Average	1	1	2	1	0	1	1	1	1	2	1	2	2


Subject Teacher
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Subject Code : 104

Class : MBA I

Sub. Name : Business Research Method


Semester : I

Subject Teacher : Prof. Deepa Joshi

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO104.1	DEFINE various concepts & terms associated with scientific business research.	2	2	0	1	0	2	1	0	1	2	3	1	2
CO104.2	EXPLAIN the terms and concepts used in all aspects of scientific business research	2	2	3	2	0	2	2	1	1	2	1	1	2
CO104.3	MAKE USE OF scientific principles of research to SOLVE contemporary business research problems.	2	3	2	2	2	2	2	1	2	3	0	2	2
CO104.4	EXAMINE the various facets of a research problem and ILLUSTRATE the relevant aspects of the research process from a data driven decision perspective.	3	3	2	2	0	2	2	0	1	3	1	1	1
CO104.5	JUDGE the suitability of alternative research designs, sampling designs, data collection instruments and data analysis options in the context of a given real-life business research problem from a data driven decision perspective	3	3	2	2	0	2	2	0	2	3	1	2	1
CO104.6	FORMULATE alternative research designs, sampling designs, data collection instruments, testable hypotheses, data analysis strategies and research reports to address real-life business research problems	3	2	0	2	2	0	2	1	2	2	3	2	1
CO 104	Average	3	3	2	2	1	2	2	1	2	3	2	2	2


Subject Teacher
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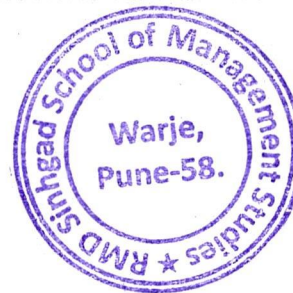

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Subject Code : 105


Class : MBA I


Sub. Name : Basics of Marketing


Semester : I


Subject Teacher : Dr Kavita Kamath

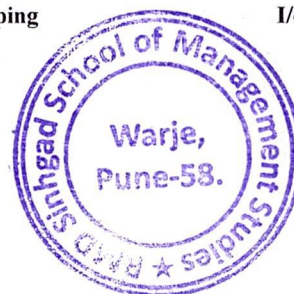
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO105.1	DEFINE the various concepts, terms in marketing and the various company orientations towards the market place.	3	0	1	0	0	1	0	0	0	3	0	2	1
CO105.2	CLASSIFY the various components of the marketing environment of a firm and explain the same in detail.	2	1	1	0	0	1	2	3	3	0	1	0	1
CO105.3	APPLY principles of segmentation, targeting and positioning to real world marketing offering (commodities, goods, services, e-products/e-services.)	3	3	3	2	0	2	3	0	2	0	2	0	2
CO105.4	BREAKDOWN the consumer buying behavior journey into various components and DISTINGUISH between various buying roles for a real world marketing offering	3	0	2	1	0	1	0	0	0	3	0	0	2
CO105.5	DEVELOP and EXPLAIN the marketing mix for real world marketing offering (commodities, goods, services, e-products/ e-services.)	2	3	3	2	1	2	2	1	3	2	0	0	0
CO105.6	ELABORATE on the various types of Product Life Cycles and RELATE them with the marketing mix in the context of real world marketing offering (commodities, goods, services, e-products/ e-services.).	2	3	2	1	0	2	0	1	0	2	0	0	0
CO 105	Average	3	2	2	1	0	2	1	1	1	2	1	0	1


Subject Teacher
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Subject Code : 106

Sub. Name : Digital Business

Class : MBA I

Semester : I

Subject Teacher : Prof. Dhanshree Borawake

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO106.1	DESCRIBE the conceptual framework of e commerce, mobile commerce and social commerce.	3	0	1	0	0	1	0	0	0	3	3	2	3
CO106.2	SUMMARIZE the impact of information, mobile, social, digital, IOT and related technologies on society, markets & commerce.	3	2	0	2	0	2	2	1	3	2	3	1	3
CO106.3	ILLUSTRATE value creation & competitive advantage in a digital Business environment.	3	3	3	0	1	2	3	2	2	0	1	1	1
CO106.4	EXAMINE the changing role of intermediaries, changing nature of supply chain and payment systems in the online and offline world.	2	0	3	0	1	3	0	1	2	3	2	1	3
CO106.5	ELABORATE upon the various types of digital business models and OUTLINE their benefits and limitations.	2	2	3	0	0	2	1	0	3	0	2	2	1
CO106.6	DISCUSS the various applications of Digital Business in the present day world.	2	3	3	1	0	2	0	1	1	2	2	2	2
CO 106	Average	3	2	2	1	0	2	1	1	2	2	2	2	2

D Borawake
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N. S. Chaudhary
I/c CO PO Mapping
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S. S. Chaudhary
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WARJE, PUNE 411 058




Semester-II

Subject Code : 201		Sub. Name : Marketing Management										Name of the Subject Teacher: Dr. Kavita Kamath		
Class : MBA I		Semester : II												
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO201.1	DESCRIBE the key terms associated with the 4 Ps of marketing	3	1	0	0	0	1	0	0	2	2	3	1	1
CO201.2	COMPARE and CONTRAST various approaches to pricing for a real world marketing offering (commodities, goods, services, e-products/ e-services.)	2	0	0	1	0	0	2	2	3	1	3	1	3
CO201.3	DEMONSTRATE an understanding of various channel options for a real world marketing offering (commodities, goods, services, e-products/ e-services.)	2	3	3	1	0	2	0	0	0	1	3	3	3
CO201.4	EXAMINE the product line of a real world marketing offering (commodities, goods, services, e-products/ e-services.)	3	3	3	3	3	3	2	2	2	3	3	3	2
CO201.5	EXPLAIN the role of various communication mix elements for a real world marketing offering (commodities, goods, services, e-products/ e-services.)	3	3	2	3	3	2	2	2	2	3	3	3	2
CO201.6	DESIGN a marketing plan for a real world marketing offering (commodities, goods, services, e-products/ e-services.)	2	3	3	2	3	2	2	2	2	2	3	3	2
CO 201	Average	3	2	2	2	2	2	1	1	2	2	3	2	2


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Subject Code : 202 Class : MBA I		Sub. Name : 202 – Financial Management Semester : II										Name of the Subject Teacher: Dr. Devyani Ingale, Prof. Neeta Shinde		
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO202.1	DESCRIBE the basic concepts related to Financial Management, Various techniques of Financial Statement Analysis, Working Capital, Capital Structure, Leverages and Capital Budgeting.	3	0	0	2	0	1	0	0	2	3	1	3	0
CO202.2	EXPLAIN in detail all theoretical concepts throughout the syllabus	3	1	1	2	0	1	0	0	2	2	2	3	1
CO202.3	PERFORM all the required calculations through relevant numerical problems.	3	3	2	1	0	1	0	2	2	1	3	1	3
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	1	3	2	0	1	0	0	2	3	2	3	2	1
CO202.5	EVALUATE impact of business decisions on Financial Statements, Working Capital, Capital Structure and Capital Budgeting of the firm	3	3	2	0	0	2	0	0	2	1	3	1	2
CO 202	Average	3	2	1	1	0	1	0	1	2	2	2	2	1


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Subject Code : 203 Class : MBA I		Sub. Name : Human Resource Management Semester : II										Name of the Subject Teacher: Dr. Swati Vijay		
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO203.1	DESCRIBE the role of Human Resource Function in an Organization.	3	0	1	3	2	1	0	1	1	1	3	2	2
CO203.2	ENUMERATE the emerging trends and practices in HRM.	2	1	1	1	0	0	0	0	1	2	2	3	2
CO203.3	ILLUSTRATE the different methods of HR Acquisition and retention.	3	2	0	0	0	2	0	1	0	0	1	2	1
CO203.4	DEMONSTRATE the use of different appraisal and training methods in an Organization.	2	2	0	2	3	1	0	0	0	2	2	2	2
CO203.5	OUTLINE the compensation strategies of an organization	1	2	0	2	3	0	0	0	2	2	1	1	1
CO203.6	INTERPRET the sample job descriptions and job specifications for contemporary entry level roles in real world organizations.	1	1	2	0	0	0	0	0	2	2	1	1	1
CO 203	Average	2	1	1	1	1	1	0	0	1	2	2	2	2


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Subject Code : 204		Sub. Name : Operations & Supply Chain Management										Name of the Subject Teacher: Prof. Archana Chirmade		
Class : MBA I		Semester : II												
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO204.1	DEFINE basic terms and concepts related to Production, Operations, Services, Supply Chain and Quality Management.	3	0	0	0	0	2	0	0	0	3	3	2	0
CO204.2	EXPLAIN the process characteristics and their linkages with process-product matrix in a real world context.	2	2	2	0	0	0	0	0	0	3	2	3	0
CO204.3	DESCRIBE the various dimensions of production planning and control and their inter-linkages with forecasting.	0	3	3	2	0	0	2	2	2	0	1	1	1
CO204.4	CALCULATE inventory levels and order quantities and MAKE USE OF various inventory classification methods.	3	2	2	0	1	0	0	0	0	0	0	0	3
CO204.5	OUTLINE a typical Supply Chain Model for a product / service and ILLUSTRATE the linkages with Customer Issues, Logistic and Business Issues in a	3	0	0	2	0	0	2	0	2	1	1	1	2
CO204.6	ELABORATE upon different operational issues in manufacturing and services organisations where the decision-making element is emphasized.	0	3	3	0	0	0	0	0	0	0	0	0	3
CO 204	Average	2	2	2	1	0	0	1	0	1	1	1	1	2


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Subject Code : 205FIN		Sub. Name : Financial Markets and Banking Operations										Name of the Subject Teacher: Dr. Devyani Ingale		
Class : MBA I		Semester : II												
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO205FIN.1	RECALL the structure and components of Indian financial system through banking operations & Financial Markets	3	0	1	0	0	1	0	0	2	3	1	1	1
CO205FIN.2	UNDERSTAND the concepts of financial markets, their working and importance	3	2	1	0	0	1	0	0	0	2	0	0	0
CO205FIN.3	ILLUSTRATE the working and contribution of Banks and NBFCs to the Indian Economy	3	3	3	0	0	0	0	0	2	0	1	1	1
CO205FIN.4	ANALYZE the linkages in the Financial Markets.	2	1	2	0	2	0	0	0	3	2	0	1	2
CO205FIN.5	EXPLAIN the various banking and accounting transactions.	3	3	2	0	0	2	1	0	3	1	0	0	1
CO205FIN.6	DEVELOP necessary competencies expected of a finance professional.	3	2	2	1	0	0	0	0	2	2	1	1	1
CO 205	Average	3	2	2	1	0	1	0	0	2	2	1	1	1

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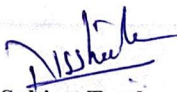
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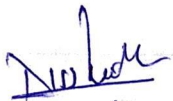
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Subject Code : 206 FIN		Sub. Name : Personal Financial Planing										Name of the Subject Teacher: Prof. Neeta Shinde		
Class : MBA I		Semester : II												
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO206FIN.1	UNDERSTAND the need and aspects of personal financial planning	3	2	2	0	1	0	0	2	0	3	1	0	0
CO206FIN.2	Describe the investment options available to an individual	3	3	0	0	0	0	2	2	0	1	0	1	1
CO206FIN.3	IDENTIFY types of risk and means of managing it	3	2	3	1	0	0	0	0	0	1	0	1	0
CO206FIN.4	DETERMINE the ways of personal tax planning	3	3	2	0	0	1	2	0	1	2	1	0	1
CO206FIN.5	EXPLAIN retirement and estate planning for an individual and design a financial plan.	3	2	2	3	0	1	0	1	0	2	0	1	0
CO206FIN.6	CREATE a financial plan for a variety of individuals.	3	3	0	0	0	0	2	2	0	2	1	0	1
CO 206 FIN	Average	3	3	2	1	0	0	1	1	0	2	1	1	1


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Subject Code : 205MKT		Sub. Name : Marketing Research					Name of the Subject Teacher: Prof. Dhanshree Borawake							
Class : MBA I		Semester : II												
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO205MKT.1	IDENTIFY and DESCRIBE the key steps involved in the marketing research process.	3	0	1	0	0	1	0	0	2	3	1	1	1
CO205MKT.2	COMPARE and CONTRAST various research designs, data sources, data collection instruments, sampling methods and analytical tools and	3	2	1	0	0	1	0	0	0	2	0	0	0
CO205MKT.3	DEMONSTRATE an understanding of the ethical framework that market research needs to operate within.	3	3	3	0	0	0	0	0	2	0	1	1	1
CO205MKT.4	ANALYSE quantitative data and draw appropriate Inferences to address a real life marketing issue.	2	1	2	0	2	0	0	0	3	2	0	1	2
CO205MKT.5	DESIGN a market research proposal for a real life marketing research problem and EVALUATE a market research proposal.	3	3	2	0	0	2	1	0	2	1	0	0	1
CO205MKT.6	PLAN and UNDERTAKE qualitative or quantitative Market Research and demonstrate the ability to appropriately analyse data to resolve a real life	3	2	2	1	0	0	0	0	3	2	1	1	1
CO 205MKT	Avarage	3	2	2	1	0	1	0	0	2	2	1	1	1

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Subject Code : 206 MKT Class : MBA I		Sub. Name : Consumer Behaviour Semester : II										Name of the Subject Teacher: Dr. Kavita Kamath		
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO 206MKT.1	ENUMERATE social and psychological factors and their influence his/her behavior as a consumer	3	2	1	1	1	0	0	1	2	3	3	1	1
CO 206MKT.2	EXPLAIN fundamental concepts associated with consumer and organizational buying behavior.	2	0	2	0	0	0	0	0	0	2	3	1	3
CO 206MKT.3	APPLY consumer behavior concepts to real world strategic marketing management decision making.	0	2	0	0	0	3	0	3	0	0	3	3	3
CO 206MKT.4	ANALYSE the dynamics of human behavior and the basic factors that influence the consumer's decision process.	0	0	3	2	2	0	0	0	2	0	3	3	2
CO 206MKT.5	EXPLAIN the consumer and organizational buying behavior process for a variety of products (goods/services).	0	1	0	0	0	0	3	0	0	0	3	3	2
CO 206MKT.6	DISCUSS the use of the Internet, e-commerce & information technology with respect to the changing consumer marketplace and	0	0	2	0	0	0	3	0	0	3	3	3	2
CO 206MKT	Average	1	1	1	1	1	1	1	1	1	1	3	2	2


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Subject Code : 205HRM		Sub. Name : Competacy Based Human Resource Management										Name of the Subject Teacher: Dr. Swati Vijay		
Class : MBA I		Semester : II												
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO205HRM.1	DEFINE the key terms related to performance management and competency development.	3	0	0	2	0	0	1	0	1	2	0	0	1
CO205HRM.2	EXPLAIN various models of competency development.	2	1	1	3	0	1	0	0	0	1	2	0	2
CO205HRM.3	PRACTICE competency mapping.	3	2	2	2	2	2	1	1	0	1	1	3	0
CO205HRM.4	ANALYSE competencies required for present and potential future job roles at various levels and across variety of organizations.	2	0	2	0	1	3	0	1	1	0	0	0	3
CO205HRM.5	DESIGN and MAP their own competency and plan better and appropriate career for themselves.	3	2	1	0	0	0	2	1	2	0	1	0	2
CO205HRM.6	DEVELOP a customized competency model in accordance with the corporate requirements.	3	0	2	1	1	0	2	0	1	1	0	0	2
CO 205 HRM	Average	3	1	1	1	1	1	1	1	1	1	1	1	2


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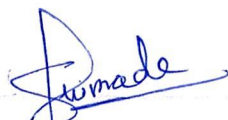

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Subject Code : 206HRM		Sub. Name : Employee Relations & Labour Legislations										Name of the Subject Teacher: Ashwini Dudhmal		
Class : MBA I		Semester : II												
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO206HRM.1	SHOW awareness of important and critical issues in Employee Relations	3	2	1	0	0	0	2	1	1	1	3	1	0
CO206HRM.2	INTERPRET and relate legislations governing employee relations.	2	2	3	2	1	0	1	0	1	1	1	3	2
CO206HRM.3	DEMONSTRATE an understanding of legislations relating to working environment.	3	2	1	1	0	1	0	1	1	2	1	3	3
CO206HRM.4	OUTLINE the role of government, society and trade union in ER.	2	1	0	3	2	0	0	2	1	2	2	2	3
CO206HRM.5	EXPLAIN aspects of collective bargaining and grievance handling.	2	2	2	0	3	0	0	0	2	2	1	3	1
CO206HRM.6	DISCUSS the relevant provisions of various Labour Legislations.	0	1	2	1	2	2	0	2	3	2	1	3	3
CO 206 HRM	Average	2	2	2	1	1	1	1	1	2	2	2	3	2


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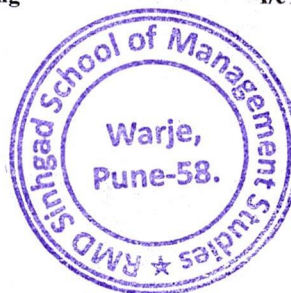
Subject Code : 205		Sub. Name : 205 OSCM: Service Operations Management – I										Name of the Subject Teacher: Prof. Deepa Joshi		
Class : MBA I		Semester : II												
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO205.1	DESCRIBE the nature and CHARACTERISTICS of services and the services economy.	3	2	0	0	0	1	0	1	0	3	2	2	0
CO205.2	DESCRIBE the service design elements of variety of services.	2	2	2	0	0	0	0	0	0	3	2	2	1
CO205.3	USE service blueprinting for mapping variety of real life service processes.	0	3	3	2	0	0	2	2	2	0	0	1	1
CO205.4	ANALYSE alternative locations and sites for variety of service facilities.	3	2	2	0	1	0	0	0	0	0	1	1	2
CO205.5	JUDGE and EXPLAIN the service orientation at variety of service facilities / organizations.	3	0	0	2	0	0	2	0	2	1	2	1	3
CO205.6	CREATE flow process layouts for variety of services.	0	3	3	0	0	0	0	0	0	0	0	3	0
CO 205OSCM	Avarage	2	2	2	1	0	0	1	1	1	1	1	2	1

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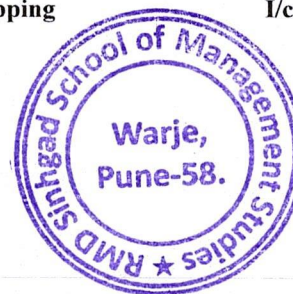
Subject Code : 206		Sub. Name : 206- Supply chain Management										Name of the Subject Teacher: Prof. Archana Chirmade		
Class : MBA I		Semester : II												
Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO206.1	DESCRIBE the key concepts of Supply Chain Management and the – driving forces in contemporary Supply Chain Management.	3	1	0	0	0	0	0	1	2	3	1	1	0
CO206.2	EXPLAIN the structure of modern day supply chains.	3	0	1	1	0	2	0	0	1	3	3	3	1
CO206.3	IDENTIFY the various flows in real world supply chains.	2	0	1	2	2	2	2	2	2	2	0	2	1
CO206.4	COMPARE and CONTRAST push and pull strategies in Supply Chain Management.	2	0	3	0	1	1	0	0	1	0	1	0	0
CO206.5	EXPLAIN the key Operational Aspects in Supply Chain Management.	1	3	2	1	2	0	1	0	3	2	1	1	2
CO206.6	DISCUSS the relationship between Customer Value and Supply Chain Management.	1	2	0	1	3	0	0	0	2	0	3	0	1
CO 206OSCM	Avarage	2	1	1	1	1	1	1	1	2	2	2	1	1


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Semester-III

Subject Code : 305 MKT


Sub. Name : Sales and distribution Management


Class : MBA II


Semester : III

Subject Teacher : Dr. Kavita Kamath

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO305.1	DESCRIBE the theoretical concepts related to Sales Management and Distribution Management Domain.	2	0	3	1	2	2	2	3	2	1	0	2	2
CO305.2	UNDERSTAND the concepts, techniques and approaches required for effective decision making in the areas of Sales and Distribution.	1	3	2	3	2	1	1	3	2	1	2	1	1
CO305.3	APPLY the concepts related to sales and distribution management.	2	1	2	1	0	1	1	2	1	2	3	1	1
CO305.4	ANALYZE the real life scenarios of sales and distribution management.	1	2	3	1	0	1	2	0	3	1	2	2	2
CO305.5	EVALUATE the existing sales and distribution strategies and approaches.	3	1	2	1	2	0	1	3	2	3	2	1	2
CO305.6	DEVELOP generate and evaluate sales and distribution strategies.	2	3	2	2	3	2	2	1	0	1	0	1	3
CO 305MKT	Average	2	2	2	2	2	1	2	2	2	2	2	1	2


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Subject Code : 304 FIN

Class : MBA II

Sub. Name : Advanced Financial Management

Semester : III

Subject Teacher : Dr. Devyani Ingale

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO 304.1	DESCRIBE the basic concepts in financing, investing and profit distribution in a firm	3	0	0	0	0	0	0	0	3	2	2	2	0
CO 304.2	EXPLAIN theoretical concepts related to raising and use of funds and value of firm	2	0	0	1	0	1	0	0	2	1	3	2	0
CO 304.3	CALCULATE values for making capital structure, investment, liquidity and dividend decisions in the financial management of a firm	2	1	3	0	0	0	0	0	3	2	1	2	3
CO 304.4	ANALYZE the options for making the right financial decisions of a firm	1	1	3	0	0	0	0	0	3	2	0	1	3
CO 304.5	ASSESS the role of financial planning, risk analysis	1	3	2	0	3	0	0	1	2	2	1	3	2
CO 304.6	DESIGN an appropriate financial strategy using any one or multiple concepts/ techniques learned in this course.	1	3	2	0	3	0	0	1	2	2	1	2	2
CO 304 FIN	Average	2	1	2	0	1	0	0	0	3	2	1	2	2

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Subject Code : 304MKT

Class : MBA II

Sub. Name : Services Marketing

Semester : III

Subject Teacher : Prof. Dhanshree Borawake

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO304MKT.1	RECALL the key concepts in services marketing various concepts taught in the syllabus.	3	0	2	0	0	1	0	1	2	3	1	3	1
CO304MKT.2	EXPLAIN the role of Extended Marketing Mix in Services	3	1	2	0	0	1	0	0	2	2	3	2	0
CO304MKT.3	DEMONSTRATE the new Paradigm and Perspectives in Marketing of Service	3	3	3	0	0	0	0	1	2	2	2	2	2
CO304MKT.4	ANALYSE the significance of services marketing in the Indian and global	2	3	2	0	1	1	0	0	3	2	0	2	2
CO304MKT.5	EVALUATE Segmentation, Targeting & Positioning of Services in dynamic marketing environment	1	2	3	0	0	2	0	0	3	2	0	2	3
CO304MKT.6	DEVELOP marketing mix for various services offering	0	0	0	0	0	0	0	0	0	0	0	0	0
CO 304MKT	Average	2	2	2	1	0	1	0	0	2	2	1	2	1

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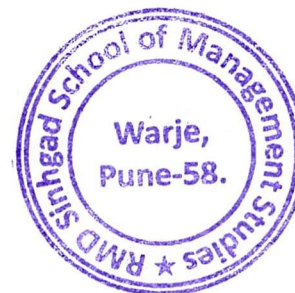
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Subject Code : 301

Sub. Name : Strategic Management

Class : MBA II

Semester : III

Subject Teacher : Prof. Archana Chirmade

Co/Po	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO301.1 DESCRIBE the basic terms and concepts in Strategic Management.	3	2	1	0	0	0	2	2	2	1	3	2	0
CO301.2 EXPLAIN the various facets of Strategic Management in a real world context.	2	2	3	2	2	0	1	1	2	1	1	3	1
CO301.3 DESCRIBE the trade-offs implementation, appraisal.	3	2	1	1	0	1	0	2	3	2	1	1	0
CO301.4 INTEGRATE the aspects of various functional areas of management to develop a strategic perspective.	2	1	0	3	2	0	0	2	2	2	2	2	0
CO301.5 EXPLAIN the nature of the problems and challenges confronted by the top management team and the approaches required to function effectively as strategists.	2	2	1	0	3	0	0	0	3	2	1	1	1
CO301.6 DEVELOP the capability to view the firm in its totality in the context of its environment.	0	1	2	1	2	2	0	2	3	2	1	1	1
CO 301 Average	2	2	1	1	2	1	1	2	3	2	2	2	1

Archana Chirmade

Subject Teacher
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Nishant

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RMD SINHGAD SCHOOL OF MANAGEMENT STUDIES
WARJE, PUNE 411 058

Subject Code : 304 HRM


Sub. Name : Strategic Human Resource Management

Class : MBA II

Semester : III

Subject Teacher : Dr. Swati Vijay

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO304.1	REMEMBER the strategies adopted by HR and their implementation issues and challenges faced by the organization	2	2	1	1	1	0	0	1	3	3	1	1	1
CO304.2	Ability to UNDERSTAND and ARTICULATE the basic concepts of SHRM and link the HR strategies to the organizational business strategies.	2	0	2	0	0	0	0	0	0	2	2	1	3
CO304.3	Ability to ANALYZE HR as an investment to the company.	1	2	2	0	0	3	0	3	2	0	3	3	3
CO304.4	Ability to INTERPRET and EVALUATE the implementation of the HR strategies.	2	0	2	2	2	0	0	0	2	0	1	3	2
CO304.5	FORMULATE and provide realistic solutions to the industry by designing innovative strategies and logical decision making.	1	1	1	0	0	0	3	0	1	0	2	3	2
CO 304HRM	Average	2	1	2	1	1	1	1	1	2	1	2	2	2


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RMD SINHGAD SCHOOL OF MANAGEMENT STUDIES
WARJE, PUNE 411 058

Subject Code : 302

Class : MBA II

Sub. Name : Decision Science

Semester : III

Subject Teacher : Prof. Dnayneshwar Ghuge

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO302.1	DESCRIBE the concepts and models associated with decision science	3	0	3	0	0	0	0	0	0	0	3	1	1
CO302.2	Understand the different decision making tools required to achieve optimisation in business processes.	0	3	3	0	0	0	2	0	0	1	1	1	1
CO302.3	Apply appropriate decision making approach and tools to be use in business environment	3	0	0	0	2	2	0	0	0	2	0	2	1
CO302.4	Analyse real life situation with constraints and examine the problems using different decision making tools.	2	3	2	0	0	0	0	0	0	0	1	1	1
CO302.5	Evaluate the various facets of the business problem and develop problem solving ability	3	3	0	0	0	2	2	0	1	0	1	2	1
CO302.6	Discuss and propose the various applications of decision tools in the present business scenario	0	3	0	0	2	0	0	0	2	1	3	2	1
CO 302	Average	2	2	1	0	1	1	1	0	1	1	2	2	1

Dnayneshwar Ghuge

Subject Teacher
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Nishu

I/c CO PO Mapping
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I/c Academic Coordinator
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Arjun

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RMD SINHGAD SCHOOL OF MANAGEMENT STUDIES
WARJE, PUNE 411 058

Subject Code : 304
Class : MBA II

Sub. Name : 304 OSCM: Service Operations Management – II
Semester : III

Subject Teacher : Prof. Archana Chirmade

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO304OSCM .1	DEFINE the key concepts in Services Operations Management.	3	2	0	0	0	1	0	1	0	3	2	2	0
CO304OSCM .2	DIFFERENTIATE between various service strategies, service quality dimensions, and customer relationships based on life	2	2	2	0	0	0	0	0	0	3	2	2	1
CO304OSCM.3	IDENTIFY the sources of value in a service supply relationship & three factors that drive profitability for a professional service firm	0	3	3	2	0	0	2	2	2	0	0	1	1
CO304OSCM.4	CATEGORIZE a service firm according to its stage of competitiveness.	3	2	2	0	1	0	0	0	0	0	1	1	2
CO304OSCM.5	MODIFY the Service strategies of an organization for achieving the strategic service vision	3	0	0	2	0	0	2	0	2	1	2	1	3
CO304OSCM.6	SOLVE the relevant numerical in the scope of the subject.	0	3	3	0	0	0	0	0	0	0	0	3	0
CO 304OSCM	Average	2	2	2	1	0	0	1	1	1	1	1	2	1



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RMD SINHGAD SCHOOL OF MANAGEMENT STUDIES
WARJE, PUNE 411 058

Subject Code : 305 FIN


Sub. Name : International Finance

Class : MBA II

Semester : III

Subject Teacher : Prof. Neeta Shinde

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO305 FIN.1	Remembering Enumerate the key terms associated with International Finance.	3	3	0	2	1	2	2	0	0	3	0	2	1
CO305 FIN.2	Summarize the various the concepts related to regulators, financial markets, Financial Instruments, tax structures at international level.	3	0	1	0	0	3	3	0	2	3	2	1	0
CO305 FIN.3	Illustrate the role of international monetary systems & intermediaries in Global financial market.	3	0	2	0	0	2	0	2	1	0	0	0	0
CO305 FIN.4	Inspect the various parameters of global financial market and interpret best possible international investment opportunities.	2	0	2	3	0	2	0	1	2	2	0	2	2
CO305 FIN.5	Determine the various strategies to start investment or business at the international level by considering various factors of international finance. CO305FIN.6	3	2	1	0	0	2	3	2	2	1	0	0	0
CO 305 FIN	Average	3	1	1	1	0	2	2	1	1	2	0	1	1


Subject Teacher


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RMD SINHGAD SCHOOL OF MANAGEMENT STUDIES
WARJE, PUNE 411 058

Subject Code : 305

Sub. Name : HR Operations

Class : MBA II

Semester : III

Subject Teacher : Prof. Ashwini Dudhmal

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO305.1	DESCRIBE structure of personnel department, its policies and maintenance of employee files & records	3	0	0	1	0	0	1	1	2	2	3	1	0
CO305.2	LEARN drafting of communications for disciplinary actions	2	1	3	1	1	1	0	1	2	1	1	1	2
CO305.3	DEMONSTRATE the knowledge and calculations of bonus, gratuity, PF, ESI etc.	3	3	3	3	2	2	1	1	1	2	2	3	1
CO305.4	EXPERIMENT to calculate the computation of Workmen compensation, Bonus and Gratuity as per relevant acts	2	3	3	2	1	1	0	1	1	2	1	1	3
CO305.5	CALCULATE computation of Workmen compensation, Bonus and Gratuity	3	2	1	1	2	0	1	1	2	3	1	2	2
CO305.6	FILE returns under various labour laws and prepare salary structure	3	1	2	2	3	0	2	1	1	2	2	3	2
CO 305 HRM	Average	3	2	2	2	2	1	1	1	2	2	2	2	2

Ashwini
Subject Teacher
MBA

Nishu
I/c CO PO Mapping
MBA

Dr.
I/c Academic Coordinator
MBA

Dr. V. K. Joshi
Dean
MBA



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RMD SINHGAD SCHOOL OF MANAGEMENT STUDIES
WARJE, PUNE 411 058

Subject Code : 305 OSCM


Class : MBA II

Sub. Name : Logistics Management

Semester : III


Subject Teacher : Prof. Dnyaneshwar Ghuge

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO305OSCM .1	DEFINE basic terms and concepts related to Logistics management.	3	2	3	2	0	0	1	2	1	2	3	1	2
CO305OSCM .2	EXPLAIN the infrastructure of logistics, its linkage with various types of communication modes.	1	2	3	2	0	0	1	1	1	2	1	1	2
CO305OSCM .3	DESCRIBE the various dimensions of logistics management and transport, their inter-linkages with different types of freights	2	0	2	2	2	2	1	2	1	2	0	2	0
CO305OSCM .4	CALCULATE logistic costs and various classification methods of reducing the cost. Involving the information technology and its impacts.	2	2	3	3	0	0	1	1	2	1	1	1	1
CO305OSCM .5	OUTLINE a typical logistic framework and services. ILLUSTRATE the linkages with its dynamic storage system / Customer Issues, Logistic and Business	2	2	3	3	0	2	1	2	2	2	2	2	2
CO305OSCM .6	DISCUSS modern real world logistical systems using the various concepts in the syllabus.	2	2	2	2	2	0	1	2	2	0	2	2	2
CO 305OSCM	Average	2	2	3	2	1	1	1	2	2	2	2	2	2


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RMD SINHGAD SCHOOL OF MANAGEMENT STUDIES
WARJE, PUNE 411 058

Semester-IV

Subject Code : 401

Sub. Name : Enterprise Performance Management

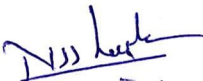
Class : MBA II


Semester : IV

Subject Teacher : Prof. Neeta Shinde

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO401.1	Enumerate the different parameters & facets of management control of an enterprise.	3	3	0	3	3	3	2	2	3	3	2	1	0
CO401.2	Illustrate the various techniques of enterprise performance management for varied sectors.	3	2	2	3	0	3	3	0	2	3	2	3	0
CO401.3	Determine the applicability of various tools and metrics as a performance evaluation & management tools.	3	0	3	3	3	1	3	2	1	2	2	2	1
CO401.4	Analyse the key financial & non-financial attributes to evaluate enterprise performance.	2	2	2	3	0	2	2	3	2	3	3	2	0
CO401.5	Formulate the various parameters to evaluate enterprise performance effectively through implementation of strategy.	3	2	1	3	0	2	3	2	2	2	0	2	2
CO 401	Average	3	2	2	3	1	2	3	2	2	3	2	2	1


Subject Teacher
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Subject Code : 402


Sub. Name : Indian Ethos & Business Ethics


Class : MBA II


Semester : IV


Subject Teacher : Prof. Deepa Joshi

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO402.1	DESCRIBE major theories, concepts, terms, models and framework of Indian ethos and business ethics. DISCOVER the contemporary Issues in Business Ethics	3	3	0	3	1	3	2	2	3	3	2	1	1
CO402.2	CLASSIFY and RECOGNIZE Karma, Karma Yoga and discover its relevance ibusiness setting, ILLUSTRATE the business ethical decision rationale derived from Indian Heritage Scriptures.	3	0	1	2	0	3	3	1	3	3	2	3	1
CO402.3	APPLY Principles, Theories, Models and Framework of Indian ethos and business ethics in order to incorporate value system in work culture and work place.	3	1	2	2	0	1	3	2	3	3	2	1	2
CO402.4	DEVELOP and EXHIBIT analytical, problem solving skills, and work ethos by COMPREHENSION and PRACTICE of Indian ethos and value system	2	2	2	3	1	2	2	2	2	3	3	1	2
CO402.5	IMPLEMENT, EVALUATE, and FACILITATE ethical business behavior and promote sustainable business ecology, improve profitability, foster business relation and employee productivity	3	2	3	3	1	2	3	2	3	2	0	1	2
CO402.6	ELABORATE Ethical dilemmas in different business areas of marketing, HRM and Finance and ADAPT dilemma resolution interventions by referring to certain norms, theories and models of Eastern Management.	0	0	0	3	0	0	0	0	0	0	0	0	1
CO 402	Average	3	2	2	3	1	2	3	2	3	3	2	1	2


Subject Teacher
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Subject Code : 403 MKT


Sub. Name : 403MKT - Marketing 4.0


Class : MBA II


Semester : IV


Subject Teacher : Dr. Kavita Kamath

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO403MKT.1	DESCRIBE the various concepts associated with Marketing 4.0	2	2	3	2	2	2	2	3	2	2	1	2	2
CO403MKT.2	EXPLAIN the importance of 5A's in Marketing 4.0.	1	2	2	2	2	1	1	1	2	1	2	1	1
CO403MKT.3	DEMONSTRATE the application of concepts of digital marketing, new productivity metrics, Human centric marketing, Omni channel marketing to the real world of digital economy	3	2	2	1	2	2	1	2	2	2	3	3	1
CO403MKT.4	DISTINGUISH between traditional and digital marketing practices in given real world context to be the effective marketers.	2	2	3	2	1	1	2	2	1	0	2	2	2
CO403MKT.5	ASSESS how Technology & connectivity has changed human life and business in the context of real-world commodities, products & services.	2	1	2	2	2	1	0	3	2	2	3	2	2
CO403MKT.6	DEVELOP strategies to create WOW! Moments with customer engagement	3	2	2	3	2	3	2	0	1	1	2	1	3
CO403MKT	Average	2	2	2	2	2	2	1	2	2	1	2	2	2


Subject Teacher
MBA


I/c CO PO Mapping
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MBA


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Subject Code : 404MKT


Sub. Name : 404MKT - Marketing 4.0


Class : MBA II

Semester : IV

Subject Teacher : Dr. Kavita Kamath

Co/Po	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO404MKT.1 DISCOVER perspectives of market strategy.	3	0	1	0	1	1	1	1	2	3	3	3	3
CO404MKT.2 UNDERSTAND the intricacies of competitive marketing situations and ways to handle each situation.	3	0	1	1	0	1	1	2	2	3	3	3	3
CO404MKT.3 BUILD a market strategy through integrating concepts like product life cycle, adoption, and segmentation, branding, pricing, distribution, and market communication.	3	2	3	2	3	1	2	2	2	3	2	2	1
CO404MKT.4 ANALYSE a company's current situation through applying internal and external analyses.	3	2	3	2	2	2	1	2	3	2	3	1	2
CO404MKT.5 EXPLAIN alternative ways to measure the outcome of market strategies.	3	1	2	0	1	0	0	1	3	3	3	2	1
CO404MKT.6 CREATE Corporate Advantage by exploring how the scope of firms is influenced by resources that are shared across products.	3	1	2	1	2	3	1	1	3	2	3	0	1
CO404MKT Average	3	1	2	1	2	1	1	2	3	3	3	2	2


Subject Teacher
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Subject Code : 403 FIN

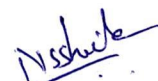
Sub. Name : Financial Laws


Class : MBA II

Semester : IV


Subject Teacher : Prof. Neeta Shinde

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO403FIN .1	Enumerate the different parameters & facets of management control of an enterprise.	3	2	3	3	2	2	2	1	0	3	3	2	2
CO403FIN .2	Illustrate the various techniques of enterprise performance management for varied sectors.	2	3	1	2	3	1	3	2	2	3	3	1	2
CO403FIN .3	Determine the applicability of various tools and metrics as a performance evaluation & management tools.	2	2	2	3	2	2	3	2	1	0	2	0	1
CO403FIN .4	Analyse the key financial & non-financial attributes to evaluate enterprise performance.	2	0	2	3	0	1	2	1	2	1	0	2	2
CO403FIN .5	Formulate the various parameters to evaluate enterprise performance effectively through implementation of strategy.	1	2	1	2	0	2	3	2	3	1	1	1	2
CO 403FIN	Average	2	2	2	3	1	2	3	2	2	2	2	1	2


Subject Teacher
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Subject Code : 404 FIN


Sub. Name : 404 FIN Current Trends & Cases in Finance

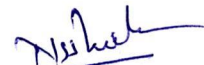
Class : MBA II


Semester : IV

Subject Teacher : Dr. Devyani Ingale

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO404FIN.1	Enumerate the different parameters & facets of management control of an enterprise.	3	2	2	2	1	2	2	3	0	3	0	2	3
CO404FIN.2	Illustrate the various techniques of enterprise performance management for varied sectors.	3	3	1	1	2	1	3	0	2	3	3	1	2
CO404FIN.3	Determine the applicability of various tools and metrics as a performance evaluation & management tools.	2	0	2	2	1	2	0	2	1	0	2	2	1
CO404FIN.4	Analyse the key financial & non-financial attributes to evaluate enterprise performance.	2	3	2	3	0	1	0	1	2	1	0	2	2
CO404FIN.5	Formulate the various parameters to evaluate enterprise performance effectively through implementation of strategy.	3	2	1	0	0	2	3	2	3	1	1	1	1
CO 404FIN	Average	3	2	2	2	1	2	2	2	2	2	1	2	2


Subject Teacher
MBA


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Subject Code : 403 HRM


Sub. Name : 403HRM - Organizational Diagnosis & Development

Class : MBA II

Semester : IV


Subject Teacher : Prof. Ashwini Dudhmal

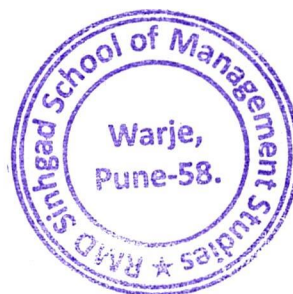
Co/Po	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO403HRM.1 DESCRIBE the major theories, concepts, terms, models tools and frameworks in the field of Organizational Diagnosis & development	3	0	0	0	0	0	0	1	1	2	1	0	1
CO403HRM.2 UNDERSTAND concept of OD and 'intervention'.	2	1	2	0	1	1	1	0	1	2	2	0	1
CO403HRM.3 MAKE USE of the Theories, Models, Principles and Frameworks of Organizational Diagnosis & Development in specific organizational settings.	3	0	2	3	1	0	1	1	1	2	1	1	2
CO403HRM.4 ANALYZE the external and internal environment with right tool of diagnosis and review the role of consultant in OD.	2	1	2	2	3	2	1	2	3	2	1	2	3
CO403HRM.5 IDENTIFY AND MAP an intervention to organisational need	2	1	3	2	2	2	1	2	2	2	1	1	2
CO403HRM.6 DESIGN the role of the consultant for an organisational issue	1	2	3	3	2	2	3	1	2	2	1	2	1
CO403HRM Average	2	1	2	2	2	1	1	1	2	2	1	1	2


Subject Teacher
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Subject Code : 404 HRM


Sub. Name : 404HRM - Current Trends & Cases in Human Resource Management


Class : MBA II


Semester : IV

Subject Teacher : Dr. Swati Vijay

Co/Po		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO404HRM.1	DESCRIBE the conceptual framework of Digital Disruptions and its impact on the current HR Trends.	3	2	0	0	0	0	1	1	1	2	3	2	1
CO404HRM.2	SUMMARIZE the impact of Current HR trends on HR Functions	2	2	3	1	2	2	0	1	1	2	2	1	1
CO404HRM.3	ILLUSTRATE value creation & competitive advantage of Technology on current HR Trends	3	2	2	3	3	3	1	1	2	2	1	3	1
CO404HRM.4	EXAMINE the changing role of HR Priorities	1	1	2	3	2	2	3	2	2	1	1	1	3
CO404HRM.5	ELABORATE upon the various types of current HR Trends	1	2	3	3	1	2	1	1	1	2	2	3	1
CO404HRM.6	APPLY the existing Tech tools to real time HRM Challenges and offer Solutions.	2	3	2	1	2	1	1	1	3	2	2	3	2
CO404HRM	Average	2	2	2	2	2	2	1	1	2	2	2	2	2


Subject Teacher
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MBA


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Subject Code : 403 OSCM


Sub. Name : 403OSCM E Supply Chains & Logistics


Class : MBA II


Semester : IV

Subject Teacher : Prof. Archana Chirmade

Co/Po	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO403OSCM. DESCRIBE the structure of modern days Logistics.	3	1	0	0	0	0	3	0	3	2	3	2	3
CO403OSCM. EXPLAIN the key concepts of Supply Chain Management and the –driving forces in contemporary Supply Chain Management.	2	0	0	2	0	2	1	2	2	1	3	1	1
CO403OSCM. IDENTIFY the various flows in real world supply chains and Logistics. IDSCRIBE the importance of documentations.	1	0	3	0	0	1	2	2	1	1	2	1	2
CO403OSCM. COMPARE and CONTRAST push and pull strategies in Supply Chain Management. ANALYSE the impact of tracking system linkage in Logistics.	2	2	2	2	3	2	0	0	2	2	1	3	3
CO403OSCM. EXPLAIN the key Operational Aspects of E Procurement.	2	1	0	2	1	1	1	2	1	1	2	2	2
CO403OSCM. DEVELOP a framework for e-logistics	1	3	2	0	3	1	0	1	3	3	1	2	3
CO 403OSCM Average	2	1	1	1	1	1	1	1	2	2	2	2	2


Subject Teacher
MBA


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MBA


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MBA



Subject Code : 404 OSCM

Sub. Name : 404 OSCM- Industry 4.0


Class : MBA II


Semester : IV


Subject Teacher : Prof. Dnayneshwar Ghuge

Co/Po	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO 1	PSO 2	PSO3
CO404OSCM. DEFINE industrial revolutions and its different aspects.	3	1	0	0	0	0	0	0	3	2	3	2	0
CO404OSCM. EXPLAIN the role of technology pillars of Industry 4.0	2	0	0	2	0	2	1	2	2	1	3	1	0
CO404OSCM. DEMONSTRATE the use of data in effective decision making.	1	0	3	0	0	1	0	2	3	1	0	1	3
CO404OSCM. ILLUSTRATE the need of cyber physical system for sustainable competitive advantage.	2	2	2	2	3	2	2	0	3	2	2	3	1
CO404OSCM. EXPLAIN the challenges faced by various industries in full fledge implementation of Industry 4.0	2	1	0	2	1	1	1	2	2	1	2	2	1
CO404OSCM. DEVELOP a framework for any organization using base of Smart Industry Readiness Index Proposed by Singapore EDB	1	3	2	0	3	1	0	1	3	3	1	2	2
CO 404OSCM Average	2	1	1	1	1	1	1	1	3	2	2	2	1


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