Akole Taluka Education Society's

TECHNICAL CAMPUS AKOLE

Approved by AICTE (1-481386261), New Delhi, Recognized by DTE (Code: 5385), Mumbai, Govt. of Maharashtra and
Permanently Affiliated to Savitribai Phule Pune University, Pune (Code: IMMA019040), AISHE (Code: C-45865)

ABOUT US

We, ATES Technical Campus is an Institute with a belief that **" Be the Change, you want to see in the world."** we want to be a dynamic knowledge hub through which we can transform rural & agricultural background students into Self-dependent Professionals & Entrepreneurs who will become the Change in the Society, generate employment & truly build the **Unnat Bharat.**

Akole Taluka Education Society is among the pioneer institutes in education established in **1972** by **Late Dadasaheb Rupwate** and **Hon`ble Shri. Madhukarrao Pichad** along with hundreds of social workers. Doorstep facilities of education are very noble cause of social engineering, justice and equality. Leaders of all political parties in the region are assemble here and bound together to achieve optimal progress in education especially in the remote area.

The campus is offering two PG Management courses **Master in Business Administration (MBA) and Master in Computer Application (MCA)** as a doorstep action for basically not only rural, semi-urban, urban beneficiaries but also international students.

The Institute is developing as a Global Centre of Excellence in higher education, research and Technological up gradation creating Knowledge Ledgers for tomorrow.

OUR MISSION

1. To bring professional education in the reach of rural & tribal students
2. To enrich the students by providing skills required to tune up with contemporary dynamic needs.
3. To become a Pioneer to bridge the gap between India & Bharat.
4. To empower students, Faculty & Society for contributing in overall progression of our Nation.

DIRECTOR'S MESSAGE.

'LEARNING GIVES CREATIVITY, CREATIVITY LEADS TO THINKING, THINKING LEADS TO KNOWLEDGE, KNOWLEDGE MAKES YOU GREAT...'

DR. A. P. J. ABDUL KALAAM

Now the time comes, when we have to change our Traditional Education System. The old system where every child who locked away & set into nonstop, daily cut throat competition with every other child for silly prizes called Grades or Percentages is broken beyond repair. And for that we require education with practical approach i.e. Professional Education.

What is the purpose of Professional Education? To fill the young of the species with knowledge & awaken their intelligence. The aim is simply to reduce as many individuals as possible to the same safe level, to breed & train a standardized citizenry, to put down dissent originality. That is aim of our Institute.

We also want to nurture self-education. Through the power of self-education you can be anything. You want to be or do anything you want to do. Self education power does not require money, fixed time or fixed life style. Options are extremely flexible. Rewards are unlimited. You can control your destiny. So be the creator of your own destiny.

There is no end to education. It is not that you read a book, pass an examination & finish with education. The whole life, from the moment you are born to the moment you die, is a process of learning. Anyone who stops learning is old, whether this happens at 20 or 80.

All of us do not have equal talent. But all of us have an equal opportunity to develop our talents.

OUR VISION

We, ATES Technical Campus is an Institute with a belief that "Be the Change, you want to see in the world."

we want to be a dynamic knowledge Hub through which we can transform rural & agricultural background students into Self-dependent Professionals & Entrepreneurs who will become the Change in the Society, generate employment & truly build The Unnat Bharat.

OUR GOAL.

1. Help to prepared educational professional recognized for the quality and significance of there teaching research scholarship service outreach and leadership
2. Provide widely recognized leadership in the improvement of teaching learning and the assessment of educational outcomes across The lifespan through research managerial process scholarship and technology
3. Provide leadership in the development of collaborative professional relationship with faculties organizations and other institutions focused on the improvement of education in faculties communities and work place settings

COURSES WE OFFER

Master of Business Administration (MBA)

Nature of the Programme

MBA is two year full time post-graduate degree program.

Preamble

The revised curriculum for MBA is developed keeping in mind the national priorities and international practices. It also attempts to align the program structure and course contents with student aspirations & recruiter expectations. This syllabus also attempts to align with National Goal of "Make in India", "Start – Up and Stand – Up India" and "Digital India"

The MBA program curriculum of the Savitribai Phule Pune University was last revised in the AY 2013 and there was a need for revision of the curriculum in view of the dynamism in the industry practices, evolution in technology and the evolving expectations of key stakeholders viz. students, the industry and faculty members at large. It also has relevance due to changed technological, social, cultural and economic environment of the nation.

Specifically, the triggers for the comprehensive revamp of the curriculum are -

New Skills & Competencies desired due to dynamic business environment:

Jobs of today were perhaps not created about 5 years ago. This aspect has a direct linkage with contents and structure of syllabus across the Knowledge, Skills and Attitude (KSA) dimensions, which calls for frequent and meaningful updating of the curriculum.

1. **Concerns expressed by the Industry:**

   The industry has expressed concerns about the need for improvement in the communication skills, inter-personal skills, domain knowledge basics, business environment awareness, technology proficiency, and attitude of the MBA graduates. Newer and innovative evaluation methods are necessary to address these concerns of the industry.

2. **Application Orientation:**

   There is a pressing need to imbibe application oriented thinking, based on sound knowledge of management theories, principles and concepts. Management education needs to move out of the classrooms and instead focus on group activity, field work, experiential learning, etc. This can be achieved only through a radical change in the evaluation pattern and course delivery methodology.

3. **Changing mindset of the Learner:**

   The profile of the students for the management program, their learning styles and the outlook towards higher education has undergone a gradual transformation. The expectations of the students from the MBA program have changed over the last decade.

4. **Integrate a basket of skill sets:**

   B-Schools are expected to imbibe varied aspects of 'learning beyond the syllabus through innovative curriculum design, contemporary syllabus, effective delivery and comprehensive evaluation.

5. **Entrepreneurial aspirations and preparedness for the same:**

The youth now aspires to become masters of their own and wish to start up their new ventures. These will create further growth opportunities.

1. Eligibility Criteria:

The eligibility for admissions shall be defined by the Competent Authority viz. AICTE / DTE Maharashtra State for the relevant academic year.

Candidate should have passed with minimum of 50% marks in aggregate (45% marks in aggregate in case of candidates of backward class categories belonging to Maharashtra State only) in Bachelor's degree/Master's Degree in any discipline recognized by the Association of Indian Universities. Or Appeared for the final year examination of Bachelor's/Master's degree in any discipline recognised by the Association of Indian Universities and Valid score of DTE CET,CMAT of AICTE.

- Passed with minimum 50% marks in aggregate or equivalent to CGPA (45% for reserved categories).
- Equivalent eligibility qualification recognized by Ministry of HRD.
- Bachelor's degree awarded by Deemed Universities approved by State / Central Legislation under section 3 of the UGC Act 1956.
- Appeared for final year of Bachelor's Degree condition to fulfilling basic eligibility.
- Candidate appeared and secured positive non zero score in MAH-CET 2018.
- Candidate appeared and secured positive non zero score in CAT (conducted by IIMS) / MAT (conducted by AIMA in February 2018 / XAT (conducted by XLRI) / ATMA (conducted by AIMS) for the year 2018 / any other approved qualifying CET examination.

Pattern: The Program comprises of 4 Semesters and adopts the Choice Based Credit System (CBCS) and Grading System.

Specifically the following skill sets are in focus:

1. Reading & Listening Skills
2. Problem Definition& Problem Solving Skills
3. Application of Technology Tools
4. Mastery of Analytics (Quantitative Aspects)
5. Sensitization to Cross-Functional skills
6. Sensitization to Cross-Cultural skills
7. Sensitization to Global perspectives
8. Peer-based Learning - Working in groups
9. Learning by application and doing – Experiential learning
10. Team building basics and its orientation

Following Specializations shall be offered:

1. Marketing Management (MKT)
2. Financial Management (FIN)
3. Operations & Supply Chain Management (OSCM)
4. Human Resource Management (HRM)
5. Business Analytics (BA)
6. International Business Management (IB)
7. Rural &Agribusiness Management (RABM)
8. Pharma & Healthcare Management (PHM)
9. Hospitality & Tourism Management (HTM)

Master of Computer Applications

Preamble:

1. The name of the programme shall be Masters of Computer Applications (M.C.A)

2. The revised MCA Curriculum 2020 builds on the implementation of the Choice Based Credit System (CBCS) and Grading System initiated in the AY 2015. The curriculum takes the MCA programme to the next level in terms of implementing Outcome Based Education along with the Choice Based Credit System (CBCS) and Grading System.

3. The Institutes should organize placement programme for M.C.A. students by interacting with Industries and software consultancy.

4. At the end of each semester, appearing for various certifications is possible for each student enabling them to make their resume rich.

5. With the rapidly changing scenario industry and academia should identify possible areas of collaboration and work together. Institute's placement cell should focus on identifying industrial expectations and institutional preparation for meeting industrial needs.

Introduction:

1. Definition: Outcome Based Education:

1.1 Outcome Based Education (OBE) Approach: Outcomes are about performance, and this implies:
    1.1.1 There must be a performer – the student (learner), not only the teacher
    1.1.2 There must be something performable (thus demonstrable or assessable) to perform
    1.1.3 The focus is on the performance, not the activity or task to be performed

1.2 Programme Educational Objectives (PEOs): Programme educational objectives are broad statements that describe the career and professional accomplishments that the programme is preparing graduates to achieve. Programme Educational Objectives are a set of broad future focused learner's performance outcomes that explicitly identify what learners will be able to do with what they have learned, and what they will be like after they leave institution and are living full and productive lives. Thus, PEOs are what the programme is preparing graduates for in their career and professional life (to attain within a few years after graduation).

1.3 Programme Outcomes (POs): Programme Outcomes are a set of narrow statements that describes what students (learners) of the programme are expected to know and be able to perform or attain by the time of graduation.

1.4 Course Outcomes (COs): Course Outcomes are narrower statements that describe what students are expected to know and be able to do at the end of each course. These relate to the skills, knowledge, and behavior that students acquire in their matriculation through the course.

1.5 Learning Outcomes: A learning outcome is what a student CAN DO because of a learning experience. It describes a specific task that he/she can perform at a given level of competence under a certain situation. The three broad types of learning outcomes are: a) Disciplinary knowledge and skills b) Generic skills c) Attitudes and values

1.6 Teaching and Learning Activities (TLAs): The set of pedagogical tools and techniques or the teaching and learning activities that aim to help students to attain the intended learning outcomes and engage them in these learning activities through the teaching process.

1.7 Assessment and Evaluation: Assessment is one or more processes, carried out by the institution, that identify, collect, and prepare data to evaluate the achievement of programme educational objectives and programme outcomes. Evaluation is one or more processes, done by the evaluation team, for interpreting the data and evidence accumulated through assessment practices.

Evaluation

1.8 determines the extent to which programme educational objectives or programme outcomes are being achieved, and results in decisions and actions to improve the programme.

2. MCA Programme Focus:

The basic objective of the Master of Computer Applications (MCA) is to provide a steady stream of necessary knowledge, skills and foundation for acquiring a wide range of rewarding careers into rapidly expanding world of Information Technology

2.1 Programme Educational Objectives: PEOs are defined by institution. Following are the guidelines for defining PEOs

2.1.1 PEOs should be assessable and realistic within the context of the committed resources.

2.1.2 The PEOs should be consistent with the mission of the institution.

2.1.3 All the stakeholders should participate in the process of framing PEOs.

2.1.4 The number of PEOs should be manageable.

2.1.5 It should be based on the needs of the stakeholders.

2.1.6 It should be achievable by the programme.

2.1.7 It should be specific to the programme and not too broad.

2.1.8 It should not be too narrow and similar to the POs.

2.2 MCA Programme Outcomes (POs): At the end of the MCA programme the learner will possess the Program Outcome.

3. Admission Details:

3.1 Eligibility for Admission: The eligibility criteria for admission for the MCA course will be as decided by the All Indian Council of Technical Education (AICTE), New Delhi and Directorate of Technical Education (DTE), Government of Maharashtra. It will be published on their respective websites time to time.

3.2 Reservation of Seat: The percentage of seat reserved for candidates belonging to backward classes only from Maharashtra State in all the Government Aided, Un-aided Institutions/Colleges and University Departments is as per the norms given by Government of Maharashtra, time to time.

3.3 Selection Basis: The selection would be done as per the guidelines given by the Director of Technical Education, Maharashtra State, time to time.

4. Lecture-Practical/Project-Tutorial (L-P-T)

A course shall have either or all the three components, i.e. a course may have only lecture component, or only practical/project component or a combination of any two/three components

4.1 Lecture(L): Classroom sessions delivered by faculty in an interactive mode. It should be conducted as per the scheme of lectures indicated in respective course.

4.2 Practical/Project(P): Practical / Project Work consisting of Hands-on experience /Field Studies / Case studies that equip students to acquire the much-required skill component. Besides separate

Practical/Project course, three courses in each semester include few practical assignments and it will be evaluated under internal evaluation

4.3 Tutorial(T): Session consisting of participatory discussion/ self-study/ desk work/ brief seminar presentations by students and such other novel methods that make a student to absorb and assimilate more effectively the contents delivered in the Lecture sessions

4.4 A Mini project is an assignment that the student needs to complete at the end of every semester in order to strengthen the understanding of fundamentals through effective application of the courses learnt. The details guidelines have been given in the course structure.

4.5 The Project Work to be conducted in the FINAL Semester and evaluated at the end of the semester. The detail guidelines have been in the respective course structure.

4.6 The teaching / learning as well as evaluation are to be interpreted in a broader perspective as follows:

    i) Teaching – Learning Processes: Classroom sessions, Group Exercises, Seminars, Small Group Projects, Self-study, etc.

    ii) Evaluation: Tutorials, Class Tests, Presentations, Field work, Assignments, competencybased Activity, Research papers, Term papers, etc.

The MCA programme is a combination of:

    a. Three-Credit Courses (75 Marks each): 3 Credits each

    b. Two-Credit Courses (50 Marks each): 2 Credits each

    c. One-Credit Courses (25 Marks each) : 1 Credits each

Following are the session details per credit for each of L-P-T model

    1) Every ONE-hour session per week of Lecture(L) amounts to 1 credit per semester,

    2) Minimum of TWO hours per week of Practical(P) amounts to 1 credit per semester,

    3) Minimum of ONE hours per week of Tutorial(T) amounts to 1 credit per semester

5. Open Courses (OC):

Institute has to offer two open courses of 1 credit each per semester to the students from Semester I to Semester III. The motive behind keeping an open course is to make students aware of current/upcoming trends in Information Technology and other domains. Full autonomy is given to the Institute to plan and execute the open courses. It is expected to extend the autonomy to the student also. Care must be taken to consider credit points and necessary contact hours assigned to it while finalizing any open course for the given semester. In each semester total 2 credits are reserved for open courses.

About Research Center

ATES's TECHNICAL CAMPUS AKOLE Research center was established in 2021. Currently two guides are associated with center.

sss

SR. NO.	GUIDE NAME	SUBJECT NAME
1.	Dr. Tambe Prashant Radhakrishna	Marketing Management
2.	Dr. Parag Prakash Saraf	Financial Management
3.	Dr. Mahesh Pandurang Bhaskar	Human Resource Management & Organization Management
4.	Dr. Mohasin Abbas Tamboli	Financial Management
5.	Dr. Nilesh Uttamrao Bankar	Marketing Management
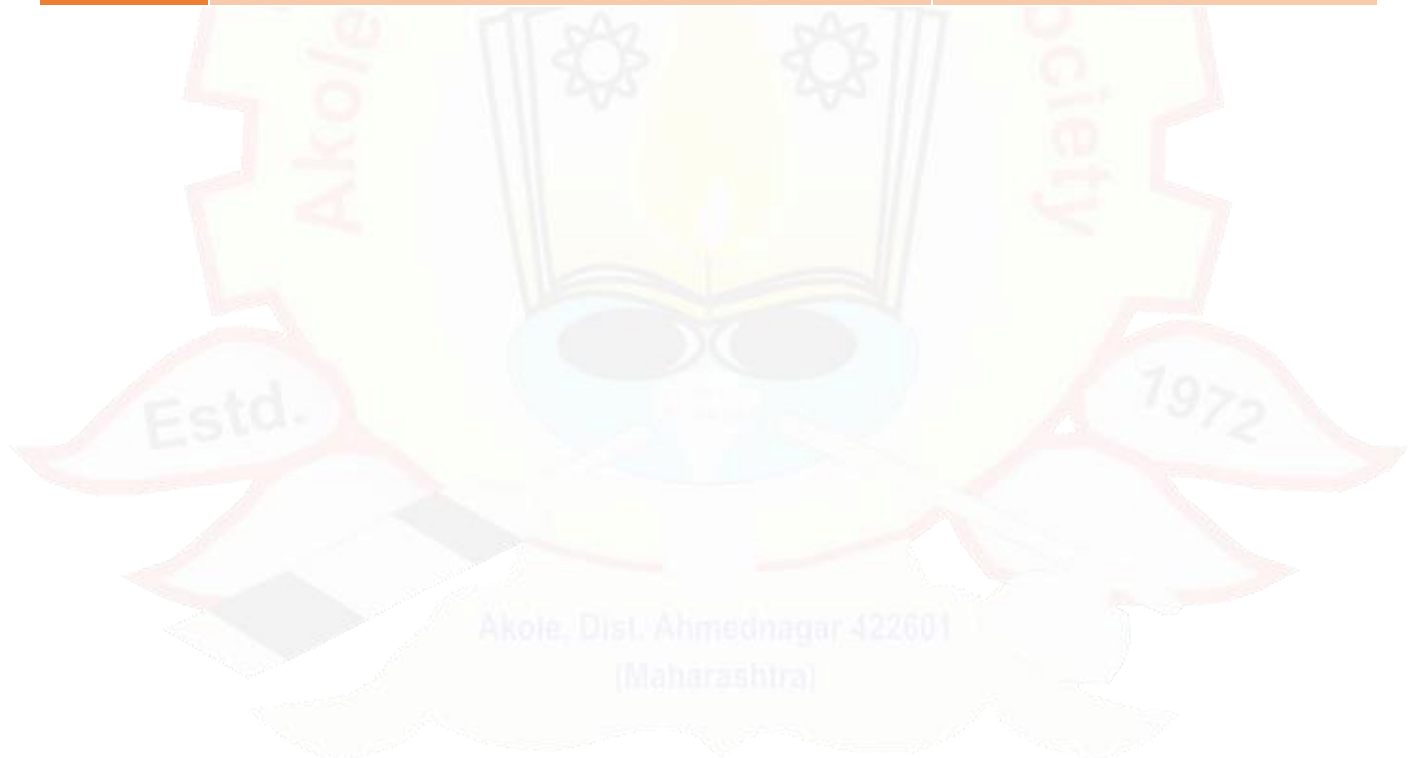
- ATESTC attaches great importance to co-curricular activities and encourages creative talents of students through participation in various committees. These students committees take care of:
- Inviting industry experts for active interaction.
- Arranging company visits.
- Conducting workshops, seminars, quizzes.
- Participating in simulated management oriented games organized by other management institutes. Conducting/ Infra-group games such as volley ball, basketball, tennis, cricket, table tennis, badminton etc.
- Cultural function.

FACILITIES

Computer Lab

The lab is air conditioned and equipped with latest computers with LCD screen. It is in LAN configuration and has 6 MBPS lease line for 24 x 7 internet connections. All relevant software for management and computer application studies is available to the students.

Library

Library is the major source of data and knowledge. Library has a comprehensive collection of books, journals, magazines etc. We have books more than 9,000 volumes by Both Indian and Foreign authors in the area of all disciplines related with the management programme having computerized environment. In addition to this it has an impressive collection of an educational CDs and Video cassettes.

Seminar Hall

The Seminar hall is equipped with dynamic audio video technological facilities. Seminar hall has capacity of 160 seats The Seminar hall witnesses the young student managers in group discussion, presentation, mock session, Industrial interference, others seminars etc.

Class Room and Tutorial Rooms

The class rooms are well equipped, well ventilated, with necessary teaching aids undoubtedly makes for a healthy environment for student.

MEASURES FOR PREVENTION OF RAGGING

The application form for admission / enrolment has printed affidavit, in English. The affidavit should be filled up and signed by the candidate to the effect that he/she is aware of the law regarding prohibition of ragging as well as the punishments, and that he/she, if found guilty of the offence of ragging and/or abetting ragging, is liable to be punished appropriately.

The application form shall also contain a printed affidavit, should be signed by the parent/guardian of the applicant to the effect that he/she is also aware of the law in this regard and agrees to abide by the punishment meted out to his/her ward in case the latter is found guilty of ragging and/or abetting ragging. The application for admission shall be accompanied by a document along with the School Leaving Certificate / Character Certificate which shall include a report on the behavioral patter of the applicant, so that the institution can thereafter keep intense watch upon the student who has a negative entry in this regard.

A student seeking admission to the hostel shall have to submit another affidavit along with his/her application for hostel accommodation that he/she is also aware of the law in this regard and agrees to abide by the punishments meted out if he/she is found guilty of ragging and / or abetting ragging.

Anti-Ragging Squad

Constitute as mentioned above with local members and visit every Saturday for all the months.

Duties: - maintaining vigil, oversight and patrolling functions and shall remain mobile, alert and active at all times. And make surprise raids on hostels, and other places vulnerable to incidents and having the potential for ragging and shall be empowered to inspect such places.

Penalty for ragging

Whoever directly or indirectly commits, participates in, abets or propagates ragging within or outside any educational institute shall, on conviction, be punished with imprisonment for a term which may extend two years and shall also be liable to a fine which may extend to ten thousands rupees.

Dismissal of student

Any student convicted of an offence under section 4 shall be dismissed from the educational institution and such student shall not be admitted in any other institution for a period of five years from the date of such dismissal.

EVENTS

MCA SYLLABUS

Semester I		Semester II	
Course Code	**Course Title**	**Course Code**	**Course Title**
IT11	Java Programming	**IT21**	Python Programming
IT12	Data Structure and Algorithms	**IT22**	Software Project Management
IT13	Object Oriented Software Engineering	**MT21**	Optimization Techniques
IT14	Operating System Concepts	**IT23**	Advanced Internet Technologies
IT15	Network Technologies	**IT24**	Advanced DBMS
OC11	Open Course 1	**OC21**	Open Course 3
OC12	Open Course 2	**OC22**	Open Course 4
IT11L	Practical	**IT21L**	Practical
ITC11	Mini Project	**ITC21**	Mini Project
SS11	Soft Skills - I	**SS21**	Soft Skills - II
191	Human Rights -I	**291**	Human Rights -II
192	Introduction to Cyber Security- I	**292**	Introduction to Cyber Security - II

Semester III		Semester IV	
Course Code	**Course Title**	**Course Code**	**Course Title**
IT31	Mobile Application Development	**IT41**	DevOps
IT32	Data Warehousing and Data Mining	**BM41**	PPM and OB
IT33	Software Testing and Quality Assurance	**ITC41**	Project
IT34	Knowledge Representation & Artificial Intelligence - ML, DL	**492**	Introduction to Cyber Security- IV
IT35	Cloud Computing	**494**	Skill Development - II
OC11	Open Course 5	-	-
OC12	Open Course 6	-	-
IT31L	Practical	-	-
ITC31	Mini Project	-	-
SS11	Soft Skills- III	-	-
392	Introduction to Cyber Security- III	-	-
394	Skill Development - I	-	-
395	Introduction to Constitution	-	-

MBA SYLLABUS

Semester I

Course No.	Course Code	Course
101	GC – 01	Managerial Accounting
102	GC – 02	Organizational Behaviour
103	GC – 03	Economic Analysis for Business Decisions
104	GC – 04	Business Research Methods
191		Human Rights - I
192		Cyber Security - I

Any 3 courses to be selected from the following list in Semester I

Course No.	Course Code	Course
107	GE - UL - 01	Management Fundamentals
108	GE - UL - 02	Indian Economy
109	GE - UL - 03	Entrepreneurship Development
110	GE - UL - 04	Essentials of Psychology for Managers
111	GE - UL - 05	Legal Aspects of Business
112	GE - UL - 06	Demand Analysis & Forecasting

Maximum 3 courses to be selected from the following list in Semester I

Course No.	Course Code	Course
113	GE - IL - 01	Verbal Communication Lab
114	GE - IL - 02	Enterprise Analysis & Desk Research
115	GE - IL - 03	Selling & Negotiation Skills Lab
116	GE - IL - 04	MS Excel
117	GE - IL - 05	Business Systems & Procedures
118	GE – IL- 06	Managing Innovation
119	GE – IL- 07	Foreign Language – I

Semester II

Course No.	Course Code	Course
201	GC – 07	Marketing Management
202	GC – 08	Financial Management
203	GC – 09	Human Resources Management
204	GC – 10	Operations & Supply Chain Management
291		Human Rights - II
292		Cyber Security - II

Any 3 courses to be selected from the following list in Semester II

Course No.	Course Code	Course
207	GE - UL - 07	Contemporary Frameworks in Management
208	GE - UL - 08	Geopolitics & World Economic Systems
209	GE - UL - 09	Start Up and New Venture Management
210	GE - UL - 10	Qualitative Research Methods
211	GE - UL - 11	Business, Government & Society
212	GE - UL - 12	Business Process Re-engineering

Maximum 1 course to be selected from the following list in Semester II		
Course No.	**Course Code**	**Course**
213	GE – IL - 08	Written Analysis and Communication Lab
214	GE – IL - 09	Industry Analysis & Desk Research
215	GE – IL - 10	Entrepreneurship Lab
216	GE – IL - 11	SPSS
217	GE – IL - 12	Foreign Language – II

Maximum 1 Specialization to be selected from the following list in Semester II

Specialization – Marketing Management (MKT)

Course No.	**Course Code**	**Course**
205 MKT	SC – MKT- 01	Marketing Research
206 MKT	SC – MKT- 02	Consumer Behaviour
Maximum 2 courses to be selected from the following list in Semester II		
Course No.	**Course Code**	**Course**
217 MKT	SE – IL - MKT- 01	Integrated Marketing Communications
218 MKT	SE – IL - MKT- 02	Product & Brand Management
219 MKT	SE – IL - MKT- 03	Personal Selling Lab
220 MKT	SE – IL - MKT- 04	Digital Marketing - I
221 MKT	SE – IL - MKT- 05	Marketing of Financial Services - I
222 MKT	SE – IL - MKT- 06	Marketing of Luxury Products

Specialization – Financial Management (FIN)

Course No.	**Course Code**	**Course**
205 FIN	SC – FIN - 01	Financial Markets and Banking Operations
206 FIN	SC – FIN - 02	Personal Financial Planning
Maximum 2 courses to be selected from the following list in Semester II		
Course No.	**Course Code**	**Course**
217 FIN	SE – IL - FIN - 01	Securities Analysis & Portfolio Management
218 FIN	SE – IL - FIN - 02	Futures and Options
219 FIN	SE – IL - FIN - 03	Direct Taxation
220 FIN	SE – IL - FIN - 04	Financial Reporting
221 FIN	SE – IL - FIN - 05	Retail Credit Management- Lending & Recovery
222 FIN	SE – IL - FIN - 06	Banking Laws & Regulations
223 FIN	SE – IL - FIN - 07	Fundamentals of Life Insurance – Products and Underwriting
224 FIN	SE – IL - FIN - 08	General Insurance - Health and Vehicle

Specialization – Human Resource Management (HRM)

Course No.	**Course Code**	**Course**
205 HR	SC – HRM – 01	Competency Based Human Resource Management
206 HR	SC – HRM – 02	Employee Relations & Labour Legislation
Maximum 2 courses to be selected from the following list in Semester II		
Course No.	**Course Code**	**Course**
217 HRM	SE – IL - HRM - 01	Labour Welfare
218 HRM	SE – IL - HRM - 02	Lab in Recruitment and Selection
219 HRM	SE – IL - HRM - 03	Learning and Development
220 HRM	SE – IL - HRM - 04	Public Relations & Corporate Communications

| 221 HRM | SE – IL - HRM - 05 | HR Analytics |
| 222 HRM | SE – IL - HRM - 06 | Conflict and Negotiation Management |

Specialization – Operations & Supply Chain Management (OSCM)

Course No.	Course Code	Course
205 OSCM	SC – OSCM - 01	Services Operations Management - I
206 OSCM	SC – OSCM - 02	Supply Chain Management

Maximum 2 courses to be selected from the following list in Semester II

Course No.	Course Code	Course
217 OSCM	SE – IL - OSCM - 01	Planning & Control of Operations
218 OSCM	SE – IL - OSCM - 02	Productivity Management
219 OSCM	SE – IL - OSCM - 03	Inventory Management
220 OSCM	SE – IL - OSCM - 04	Theory of Constraints
221 OSCM	SE – IL - OSCM - 05	Quality Management Standards
222 OSCM	SE – IL - OSCM - 06	Service Value Chain Management

Specialization – Business Analytics (BA)

Course No.	Course Code	Course
205 BA	SC – BA - 01	Basic Business Analytics using R
206 BA	SC – BA - 02	Data Mining

Maximum 2 courses to be selected from the following list in Semester II

Course No.	Course Code	Course
217 BA	SE – IL - BA - 01	Marketing Analytics
218 BA	SE – IL - BA - 02	Retailing Analytics
219 BA	SE – IL - BA - 03	Workforce Analytics
220 BA	SE – IL - BA - 04	Tableau
221 BA	SE – IL - BA - 05	Data Warehousing Project Life Cycle Management

Semester III

Course No.	Course Code	Course
301	GC – 11	Strategic Management
302	GC – 12	Decision Science
303	GC – 13	Summer Internship Project*
392		Cyber Security – III
394		Skill Development - I
395		Introduction to Constitution

Any 3 courses to be selected from the following list in Semester III

Course No.	Course Code	Course
306	GE - UL - 13	International Business Economics
307	GE - UL - 14	International Business Environment
308	GE - UL - 15	Project Management
309	GE - UL - 16	Knowledge Management
310	GE - UL - 17	Corporate Governance
311	GE - UL - 18	Management of Non-profit organizations

Maximum 1 Specialization to be selected from the following list in Semester III

Specialization – Marketing Management (MKT)

Course No.	Course Code	Course
304 MKT	SC – MKT- 03	Services Marketing
305 MKT	SC – MKT- 04	Sales & Distribution Management

Maximum 3 courses to be selected from the following list in Semester III

Course No.	Course Code	Course
312 MKT	SE – IL - MKT- 07	Business to Business Marketing
313 MKT	SE – IL - MKT- 08	International Marketing
314 MKT	SE – IL - MKT- 09	Digital Marketing - II
315 MKT	SE – IL - MKT- 10	Marketing of Financial Services - II
316 MKT	SE – IL - MKT- 11	Marketing Analytics
317 MKT	SE – IL - MKT- 12	Marketing of High Technology Products

Specialization – Financial Management (FIN)

Course No.	Course Code	Course
304 FIN	SC – FIN - 03	Advanced Financial Management
305 FIN	SC – FIN - 04	International Finance

Maximum 3 courses to be selected from the following list in Semester III

Course No.	Course Code	Course
312 FIN	SE – IL - FIN - 09	Behavioural Finance
313 FIN	SE – IL - FIN - 10	Technical Analysis of Financial Markets
314 FIN	SE – IL - FIN - 11	Commodities Markets
315 FIN	SE – IL - FIN – 12	Indirect Taxation
316 FIN	SE – IL - FIN – 13	Corporate Financial Restructuring
317 FIN	SE – IL - FIN - 14	Financial Modeling
318 FIN	SE – IL - FIN – 15	Digital Banking
319 FIN	SE – IL - FIN – 16	Treasury Management
320 FIN	SE – IL - FIN – 17	Project Finance and Trade Finance
321 FIN	SE – IL - FIN – 18	Insurance Laws & Regulations
322 FIN	SE – IL - FIN – 19	Marine Insurance
323 FIN	SE – IL - FIN – 20	Fire Insurance

Specialization – Human Resource Management (HRM)

Course No.	Course Code	Course
304 HR	SC – HRM - 03	Strategic Human Resource Management
305 HR	SC – HRM - 04	HR Operations

Maximum 3 courses to be selected from the following list in Semester III

Course No.	Course Code	Course
312 HR	SE – IL - HRM - 07	Talent Management
313 HR	SE – IL - HRM - 08	Psychometric Testing and Assessment
314 HR	SE – IL - HRM - 09	HR perspective in Mergers and Acquisition
315 HR	SE – IL - HRM - 10	International HR
316 HR	SE – IL - HRM - 11	Mentoring and Coaching
317 HR	SE – IL - HRM - 12	Compensation and Reward management
318 HR	SE – IL - HRM - 13	Performance Management System
319 HR	SE – IL - HRM - 14	Change Management & New Technologies in HRM

Specialization – Operations & Supply Chain Management (OSCM)

Course No.	Course Code	Course

Course No.	Course Code	Course
304 OSCM	SC – OSCM - 03	Services Operations Management - II
305 OSCM	SC – OSCM - 04	Logistics Management
Maximum 3 courses to be selected from the following list in Semester III		
Course No.	Course Code	Course
312 OSCM	SE – IL - OSCM – 07	Manufacturing Resource Planning
313 OSCM	SE – IL - OSCM – 08	Sustainable Supply Chains
314 OSCM	SE – IL - OSCM – 09	Business Excellence
315 OSCM	SE – IL - OSCM – 10	Toyota Production System
316 OSCM	SE – IL - OSCM – 11	Operations and Services Strategy
317 OSCM	SE – IL - OSCM – 12	Six Sigma for Operations

Specialization – Business Analytics (BA)

Course No.	Course Code	Course
304 BA	SC – BA - 03	Advanced Statistical Methods using R
305 BA	SC – BA - 04	Machine Learning & Cognitive intelligence using Python
Maximum 3 courses to be selected from the following list in Semester III		
Course No.	Course Code	Course
312 BA	SE – IL - BA – 06	Social Media, Web & Text Analytics
313 BA	SE – IL - BA – 07	Industrial Internet of Things
314 BA	SE – IL - BA – 08	Supply Chain Analytics
315 BA	SE – IL - BA – 09	Cognos Analytics
316 BA	SE – IL - BA – 10	Predictive Modelling using SPSS Modeler
317 BA	SE – IL - BA – 11	E commerce Analytics - I

Semester IV

Course No.	Course Code	Course
401	GC – 14	Enterprise Performance Management
402	GC – 15	Indian Ethos & Business Ethics
492		Cyber Security – IV
494		Skill Development - II
Any 2 courses to be selected from the following list in Semester IV		
Course No.	Course Code	Course
405	GE - UL - 19	Global Strategic Management
406	GE - UL - 20	Technology Competition and Strategy
407	GE - UL - 21	Cyber Laws
408	GE - UL - 22	Corporate Social Responsibility & Sustainability

Maximum 1 Specialization to be selected from the following list in Semester IV

Specialization – Marketing Management (MKT)

Course No.	Course Code	Course
403 MKT	SC – MKT- 05	Marketing 4.0
404 MKT	SC – MKT- 06	Marketing Strategy
Maximum 2 courses to be selected from the following list in Semester IV		
Course No.	Course Code	Course
409 MKT	SE – IL - MKT- 13	Customer Relationship Management
410 MKT	SE – IL - MKT- 14	Rural & Agriculture Marketing

411 MKT	SE – IL - MKT- 15	Tourism & Hospitality Marketing
412 MKT	SE – IL - MKT- 16	Retail Marketing
413 MKT	SE – IL - MKT- 17	Retailing Analytics
414 MKT	SE – IL - MKT- 18	Marketing to Emerging Markets & Bottom of the Pyramid

Specialization – Financial Management (FIN)

Course No.	Course Code	Course
403 FIN	SC – FIN - 05	Financial Laws
404 FIN	SC – FIN - 06	Current Trends & Cases in Finance

Maximum 2 courses to be selected from the following list in Semester IV

Course No.	Course Code	Course
409 FIN	SE – IL - FIN – 21	Fixed Income Securities
410 FIN	SE – IL - FIN – 22	Business Valuation
411 FIN	SE – IL - FIN – 23	Risk Management
412 FIN	SE – IL - FIN – 24	Strategic Cost Management
413 FIN	SE – IL - FIN – 25	Rural and Micro Finance
414 FIN	SE – IL - FIN - 26	Reinsurance
415 FIN	SE – IL - FIN – 27	Agricultural Insurance

Specialization – Human Resource Management (HRM)

Course No.	Course Code	Course
403 HR	SC – HRM - 05	Organizational Diagnosis & Development
404 HR	SC – HRM - 06	Current Trends & Cases in Human Resource Management

Maximum 2 courses to be selected from the following list in Semester IV

Course No.	Course Code	Course
409 HR	SE – IL - HRM - 15	Labour Legislation
410 HR	SE – IL - HRM - 16	Designing HR Policies
411 HR	SE – IL - HRM - 17	Labour Economics and Costing
412 HR	SE – IL - HRM - 18	Best Practices in HRM
413 HR	SE – IL - HRM - 19	Employee Engagement and Ownership
414 HR	SE – IL - HRM – 20	Leadership and Succession Planning
415 HR	SE – IL - HRM - 21	E - HRM

Specialization – Operations & Supply Chain Management (OSCM)

Course No.	Course Code	Course
403 OSCM	SC – OSCM - 05	E Supply Chains & Logistics
404 OSCM	SC – OSCM - 06	Industry 4.0

Maximum 2 courses to be selected from the following list in Semester IV

Course No.	Course Code	Course
409 OSCM	SE – IL - OSCM – 14	Enterprise Resource Planning
410 OSCM	SE – IL - OSCM – 15	World Class Manufacturing
411 OSCM	SE – IL - OSCM – 16	Supply Chain Strategy
412 OSCM	SE – IL – OSCM – 17	Financial Perspectives in Operations Management
413 OSCM	SE – IL - OSCM – 18	Facilities Planning
414 OSCM	SE – IL - OSCM – 19	Purchasing and Supplier Relationship Management
415 OSCM	SE – IL - OSCM - 20	Strategic Supply Chain Management

Specialization – Business Analytics (BA)

Course No.	Course Code	Course

403 BA	SC – BA - 05	Economics of Network Industries
404 BA	SC – BA - 06	Artificial Intelligence in Business Applications
Maximum 2 courses to be selected from the following list in Semester IV		
409 BA	SE – IL - BA - 13	E Commerce Analytics - II
410 BA	SE – IL - BA - 14	Healthcare Analytics
411 BA	SE – IL - BA – 15	Watson
412 BA	SE – IL - BA – 16	Scala and Spark

Specialization – Rural & Agri -Business Management (RABM)

Course No.	Course Code	Course
1	SC – RABM – 01	Agriculture and Indian Economy
2	SC – RABM – 02	ICT for Agriculture Management
Maximum 2 courses to be selected from the following list in Semester IV		
1	SE – RABM – 03	Rural Credit and Finance
2	SE – RABM – 04	Rural Marketing - I
3	SE– RABM – 05	Agri – Entrepreneurship
4	SE – RABM – 06	Rural Marketing II

Specialization – Pharma & Health Care Management (PHCM)

Course No.	Course Code	Course
1	SC – PHCM- 01	Fundamentals of Pharma and Healthcare Management
2	SC – PHCM- 02	Pharma and healthcare regulatory environment in India
Maximum 2 courses to be selected from the following list in Semester IV		
1	SE – PHCM- 03	Strategic Planning & Healthcare Management
2	SE – PHCM- 04	Information Technology in Pharma and Healthcare
3	SE – PHCM- 05	Pharmaceutical Import and Export
4	SE – PHCM- 06	Entrepreneurship in Pharma and Healthcare

Specialization – Tourism & Hospitality Management (THM)

Course No.	Course Code	Course
1	SC – THM – 01	Fundamentals of Hospitality Management
2	SC – THM - 02	Tourism & Travel Management
Maximum 2 courses to be selected from the following list in Semester IV		
Course No.	Course Code	Course
1	SE – THM - 03	Event Management
2	SE – THM - 04	Tourism Planning & Development
3	SE – THM - 05	Strategic Hospitality Management
4	SE – THM - 06	Revenue Management

Specialization – International Business Management (IB)

Course No.	Course Code	Course
1	SC – IB – 01	Import Export Documentation and Procedures
2	SC – IB - 02	Global Trade and Logistics Management
Maximum 2 courses to be selected from the following list in Semester IV		
1	SE – IB - 03	Cross Cultural Management and Global Leadership
2	SE – IB - 04	International Business and Employment Laws
3	SE – IB- 05	Global Competitiveness, Value Chains and Alliances
4	SE – IB- 06	International Banking and Foreign Exchange Management

PLACEMENT CELL

The Training & Placement Cell at ATES's Technical Campus, Akole functions under the directions of the Dr. Prashant R. Tambe (Director ATESTC, Akole). A Team of Professors nominated by the Director, works to guide the students on Career opportunities.

The aim of Training and Placement Cell is to provide employment opportunities and world class training to ATESTC Students. The T&P cell holds the objective of acquainting the students of the Institute with Industries. So our objectives are:

To concentrates on career exploration, self-assessment, long-term career planning

To Educate students and empower them to become active participants in their career planning and job search

To facilitate the exploration, clarification, and implementation of student's academic, personal, and career goals.

To exchange of ideas & interactions with industrial personnel.

Activities Organized:

1. Expert Lectures / Seminars
2. Career planning
3. Personality Development
4. Industry- Institute Interaction
5. Industrial visits
6. Soft skill development program
7. Entrepreneurship Development
8. Guidance for the students on competitive exams
9. Live projects and Internship (summer and winter) corporate tie ups
10. Aptitude Lectures etc.

The basic function of cell is to interact with the industries to help in achieving the above goals & motivating students to contribute in this direction.

The activities of the cell include collecting the database of the students and compiling them for use when needed. The Training & Placement Cell organizes training programmes, seminars and meetings to encourage the students to plan their future.

Thanks to the encouragement given by the Management, Principal, Deans, Head of Departments and the co-operation rendered by the enthusiastic colleagues both Teaching and Non-Teaching of our college.