Akole Taluka Education Society's

TECHNICAL CAMPUS AKOLE

At./Post. Tal. Akole, Dist. Ahmednagar – 422 601

Tel. 02424 221123/ 24, Web. www.atestc.edu.in, email- akole2011@gmail.com,

Approved by AICTE, New Delhi, Recognized by DTE, Govt. of Maharashtra and Permanently Affiliated to Savitribai Phule Pune University, Pune

COURSE OUTCOMES (MBA PATTERN 2019)

YEAR	COURSE CODE	COURSE NAME	COURSE OUTCOME NO.	COURSE OUTCOMES
SEMESTER III				
	301	Strategic Management	CO301.1	Describe the basic terms and concepts in Strategic Management.
			CO301.2	Explain the various facets of Strategic Management in a real world context
			CO301.3	Describe the trade-offs within and across strategy formulation, implementation, appraisal.
			CO301.4	Integrate the aspects of various functional areas of management to develop a strategic perspective.
			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.
	302	Decision Science	CO302.1	Describe the concepts and models associated with Decision Science.
			CO302.2	Understand the different decision-making tools required to achieve optimization in business processes.
			CO302.3	Apply appropriate decision-making approach and tools to be used in business environment.
			CO302.4	Analyses real life situation with constraints and examine the problems using different decision-making tools
			CO302.5	Evaluate the various facets of a business problem and develop problem solving ability
			CO302.6	Discuss & propose the various applications of decision tools in the present business scenario.

		CO304.1	RECALL the key concepts in services marketing
304 MKT	Services Marketing	CO304.2	EXPLAIN the role of Extended Marketing Mix in Services
		CO304.3	DEMONSTRATE the new Paradigm and Perspectives in Marketing of Services
		CO304.4	ANALYSE the significance of services marketing in the Indian and global economy
		CO304.5	EVALUATE Segmentation, Targeting & Positioning of Services in dynamic marketing environment
		CO304.6	DEVELOP marketing mix for various services offering
305 MKT	Sales & Distribution Management	CO305.1	DESCRIBE the theoretical concepts related to Sales Management and Distribution Management Domain
		CO305.2	UNDERSTAND the concepts, techniques and approaches required for effective decision making in the areas of Sales and Distribution.
		CO305.3	APPLY the concepts related to sales and distribution management.
		CO305.4	ANALYZE the real life scenarios of sales and distribution management.
		CO305.5	EVALUATE the existing sales and distribution strategies and approaches.
		CO305.6	DEVELOP generate and evaluate sales and distribution strategies.
304 FIN	Advanced Financial	CO304.1	DESCRIBE the basic concepts in financing, investing and profit distribution in a firm
		CO304.2	EXPLAIN theoretical concepts related to raising and use of funds and value of firm
		CO304.3	CALCULATE values for making capital structure, investment, liquidity and dividend decisions in the financial management of a firm

	304 FIN	Management		CO304.4	ANALYZE the options for making the right financial decisions of a firm
				CO304.5	ASSESS the role of financial planning, risk analysis in investments, liquidity and credit management policy of the firm on shareholder value
				CO304.6	DESIGN an appropriate financial strategy using any one or multiple concepts/ techniques learned in this course.
SECOND YEAR (SEM-III,TERM-I)	305 FIN	International Finance		CO305.1	Enumerate the key terms associated with International Finance.
				CO305.2	Understanding Summarize the various the concepts related to regulators, financial markets, Financial Instruments, tax structures at international level.
				CO305.3	Applying Illustrate the role of international monitory systems & intermediaries in Global financial market.
				CO305.4	Analyzing Inspect the various parameters of global financial market and interpret best possible international investment opportunities.
				CO305.5	Evaluating Determine the various strategies to start investment or business at the international level by considering various factors of international finance.
				CO305.6	Creating Formulate the investment plan or business plan by adapting international finance environment.
	304HRM	Strategic Human Resource Management		CO304.1	REMEMBER the strategies adopted by HR and their implementation issues and challenges faced by the organization in national and international context.
				CO304.2	Ability to UNDERSTAND and ARTICULATE the basic concepts of SHRM and link the HR strategies to the organizational business strategies.
				CO304.3	ANALYZING Ability to ANALYZE HR as an investment to the company.
				CO304.4	Ability to INTERPRET and EVALUATE the implementation of the HR strategies.
				CO304.5	FORMULATE and provide realistic solutions to the industry by designing innovative strategies and logical decision making.
				CO305.1	DESCRIBE structure of personnel department, its policies and maintenance of employee files & records

305HRM	HR Operations	CO305.2	LEARN drafting of communications for disciplinary actions	
		CO305.3	DEMONSTRATE the knowledge and calculations of bonus, gratuity, PF, ESI etc.	
		CO305.4	EXPERIMEMT to calculate the computation of Workmen compensation, Bonus and Gratuity as per relevant acts	
		CO305.5	CALCULATE computation of Workmen compensation, Bonus and Gratuity	
		CO305.6	FILE returns under various labour laws and prepare salary structure	
304 OSCM	Services Operations Management	CO304.1	DEFINE the key concepts in Services Operations Management.	
		CO304.2	DIFFERENRTIATE between various service strategies, service quality dimensions, and customer relationships based on life time value.	
		CO304.3	IDENTIFY the sources of value in a service supply relationship & three factors that drive profitability for a professional service firm	
		CO304.4	CATEGORIZE a service firm according to its stage of competitiveness	
		CO304.5	MODIFY the Service strategies of an organization for achieving the strategic service vision.	
		CO304.6	SOLVE the relevant numerical in the scope of the subject.	
305 OSCM	Logistics Management	CO305.1	DEFINE basic terms and concepts related to Logistics management.	
		CO305.2	EXPLAIN the infrastructure of logistics, its linkage with various types of communication modes.	
		CO305.3	DESCRIBE the various dimensions of logistics management and transport, their inter-linkages with different types of freights.	
		CO305.4	CALCULATE logistic costs and various classification methods of reducing the cost. Involving the information technology and its impacts.	

			CO305.5	OUTLINE a typical logistic framework and services. ILLUSTRATE the linkages with its dynamic storage system / Customer Issues, Logistic and Business Issues in a real world context.
			CO305.6	DISCUSS modern real world logistical systems using the various concepts in the syllabus.
	304 BA	Advanced Statistical Methods using R	CO304.1	RECALL all basic statistical concepts and associated values, formulae.
			CO304.2	EXPLAIN the statistical tools and DESCRIBE their applications in multiple business domains and scenarios
			CO304.3	APPLY time series analysis in prediction of various trends.
			CO304.4	DISCRIMINATE between various types of probability and probability distributions.
			CO304.5	FORMULATE and TEST hypothesis using tools of R.
			CO304.6	COMBINE various tools and functions of R programming language and use them in live analytical projects in multiple business domains and scenarios.
	305 BA	Machine Learning & Cognitive intelligence using Python	CO305.1	DEFINE the key terms in Python, Machine Learning and Cognitive Intelligence
			CO305.2	EXPLAIN the applications of Machine Learning in multiple business domains and scenarios
			CO305.3	DEVELOP a thought process to think like data scientist/business Analyst
			CO305.4	ANALYSE data using supervised and unsupervised Learning Techniques
			CO305.5	SELECT the right functions, arrays of Python for Machine Learning algorithms.
			CO305.6	COMBINE various tools and functions of Python language in developing Machine Learning algorithms and use them in live analytical projects in multiple business domain and scenarios.