



KAI. YASHODABAI DAGADU SARAF CHARITABLE TRUST'S

# INSTITUTE OF MANAGEMENT AND SCIENCE

(Approved by AICTE Govt. of Maharashtra &  
Affiliated to North Maharashtra University Jalgaon)

Fax : +91-2582-255125, Office : (02582) 255124 Mobile : 9326461497/98/99/501

Website : www.imssakegaon.org E mail : imssakegaon@rediffmail.com

N.H. No.6, SAKEGAON - BHUSAWAL, DIST. JALGAON (M.S.) India 425 201

Mr. Pandurang D. Saraf  
President

Mr. Sanjay P. Ingale  
Jt. Secretary

Ref. No. : IOMS / /

Date :

2.6.1 - Program and course outcomes for all Program offered by the institution are stated and displayed on website and communicated to teachers and students.

Course Code	Course Title	Course Outcomes
101	Management Science	<ul style="list-style-type: none"><li>To develop a sound conceptual framework for understanding management sciences &amp; Global management practices.</li><li>To get in-depth knowledge in various functions of Management.</li><li>To be able to understand &amp; solve case studies in Management.</li></ul>
102	Corporate Communication Skills	<ul style="list-style-type: none"><li>To create strong foundation for developing communication skills</li><li>To provide fundamental knowledge about communication process and practices</li><li>To prepare students to undertake practical assignments and projects in the corporate world</li></ul>
103	Managerial Economics	<ul style="list-style-type: none"><li>To make the heterogeneous students to understand basics of any kind of economic activity</li><li>With the presumption of certain knowledge, to apply the economic concepts to the real world situations.</li><li>To enjoy the journey of economics. The student to feel enough enriched so, they can take entrepreneurial risks in a better sense and understand the dynamic nature of the business to mould themselves in an appropriate way.</li></ul>
104	Human Resource Management	<ul style="list-style-type: none"><li>To understand importance of Human Resource Management.</li><li>To provide essential knowledge of important function of HRM.</li><li>To create strong foundation for further studies in the field of HRM</li><li>To get acquainted about latest trends &amp; practices of HRM</li><li>To prepare students to undertake practical assignments and projects in the HRM area</li></ul>



  
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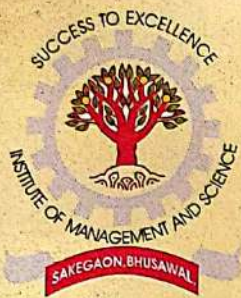
Date :

105	Business Accounting and Costing	<ul style="list-style-type: none"> <li>To provide basic knowledge Business Accounting and Costing.</li> <li>To study accounting concepts, conventions &amp; standard.</li> <li>To get knowledge about costs &amp; cost accounting</li> <li>To prepare reconciliation statements</li> </ul>
106	Organizational Behavior -I	<ul style="list-style-type: none"> <li>To get knowledge of Individual, Interpersonal &amp; Group perspectives</li> <li>To study Human behavior at work</li> <li>To get in depth knowledge about motivation</li> <li>To prepare students to undertake practical knowledge through case studies</li> </ul>
107	Corporate Social Responsibility	<ul style="list-style-type: none"> <li>To study the relationship between corporates and Society.</li> <li>To understand how the corporates involve themselves in social actions</li> <li>To get in depth knowledge about Business ethics &amp; Its scope in Business</li> <li>To gather more knowledge about corporate governance.</li> </ul>
108	Statistics and Quantitative Methods	<ul style="list-style-type: none"> <li>To understand role of Quantitative techniques &amp; Statistics in Business &amp; Industry</li> <li>To study the decision &amp; Games Theory.</li> <li>To study statistics necessary to calculate different Indices</li> <li>To find of significance between variables with the help of different statistical tools.</li> </ul>
201	Business Research Methods	<ul style="list-style-type: none"> <li>To develop a sound conceptual framework for understanding research in management.</li> <li>To get in-depth knowledge in research design and methodologies.</li> <li>To be able to formulate research questions and identify knowledge gaps.</li> <li>To get insight about IBM SPSS/PASW package for testing of Hypothesis</li> </ul>
202	Information Technology for Managers	<ul style="list-style-type: none"> <li>To develop a sound conceptual framework for Information Technology.</li> <li>To understand various issues in Information technology.</li> <li>To get Fundamental knowledge of Microsoft Office required for managers.</li> </ul>



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203	Global Economics Scenario	<ul style="list-style-type: none"><li>To digest dynamism of the vast economic criteria, every changing technology and changing in socio cultural fabric in a most beneficial manner for their own entrepreneurial activities.</li><li>To understand the changing market in our own perception so that fuller utilization of resources can be leveraged for better welfare of the society.</li></ul>
204	Marketing Management	<ul style="list-style-type: none"><li>To provide fundamental knowledge about marketing management</li><li>To create strong foundation for further studies in the field of marketing</li><li>To prepare students to undertake practical assignments and projects in the marketing area</li></ul>
205	Financial Management	<ul style="list-style-type: none"><li>The study fundamental concepts of Financial Management</li><li>To gain basic knowledge about Finance for planning &amp; control.</li><li>To prepare students to undertake practical problems w.r.t. managerial decision making.</li></ul>
206	Organizational Behavior – II	<ul style="list-style-type: none"><li>To study dimensions of Leadership at work</li><li>To get knowledge of Power &amp; Politics</li><li>To get in depth knowledge organizational development &amp; Change.</li><li>To understand work stress</li><li>To prepare students to undertake practical knowledge through case studies</li></ul>
207	Services Management	<ul style="list-style-type: none"><li>To develop service perspective and adopt service logic in management.</li><li>To understand service Dept. in Various field</li><li>To prepare student to practical knowledge of services and service management</li></ul>
208	Operations Management	<ul style="list-style-type: none"><li>To give brief Introduction to the field of Operations Management</li><li>To get basic knowledge of Materials &amp; Inventory Management</li><li>To create strong foundation for further studies in the field of Operations &amp; Materials Management</li><li>To prepare students to undertake practical assignments and projects in the operations management</li></ul>



*[Signature]*

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301	Strategic Management	<ul style="list-style-type: none"><li>To equip students with the core concepts, frameworks, and techniques of Strategic management.</li><li>To understand Characteristics of Strategic Intent - Formulation of -Vision, Mission, Goals &amp; Objectives</li><li>To Selecting the best Strategy, Process of Strategic Choice</li></ul>
302	Management Information System and ERP	<ul style="list-style-type: none"><li>To explain students why information systems are so important today for business and management</li><li>To evaluate the role of the major types of information systems in a business environment and their relationship to each other</li><li>To assess the impact of the internet and internet technology on business electronic commerce and electronic business</li><li>To identify the major management challenges to building and using information systems and learn how to find appropriate solutions to those challenges</li></ul>
303	Legal Aspect of Business	<ul style="list-style-type: none"><li>To provide the Basic knowledge about the different types of Contract.</li><li>To increase the Understanding level of Individual about Sales of Goods act.</li><li>To aware about the basic terms in the field of LLP Act 2008.</li><li>To provide the practical aspects in the light of case study.</li><li>To provide the practical aspects in the light of case study.</li></ul>
304 A	Banking & Investment Management	<ul style="list-style-type: none"><li>To study the overall Indian Banking System.</li><li>To Get knowledge of Banking &amp; Financial Services</li><li>To enable students to understand and analyze various investment alternatives</li></ul>
305 A	Tax Management	<ul style="list-style-type: none"><li>To study various provisions of Direct Tax Laws and the compliance procedures their too.</li><li>To understand the new structure of Taxes in India and Fundamentals provisions of Goods &amp; Services Tax (GST).</li></ul>



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306 A	Strategic Financial Management	<ul style="list-style-type: none"><li>To study the financial resources which can maximize the value of the business?</li><li>To enable students to understand importance of strategies such as Merger, takeover, Joint Venture etc. that enhance the firms competitive strengths.</li><li>To enhance the ability of students as regards the financial decision making in rapidly changing global economic environment.</li></ul>
307 A	Tally and Advance Excel	<ul style="list-style-type: none"><li>To enable students to learn how to record accounting operations in Tally Software.</li><li>To establish a connection between theories, concepts &amp; principles of Accounts &amp; Finance with practical business operations.</li><li>To understand the importance of Advanced Excel in business operations in order to perform complex business calculations and preparation of Financial Reports</li></ul>
304 B	Product and Brand Management	<ul style="list-style-type: none"><li>To equip the students with the various dimensions of Product and Brand management</li><li>To develop familiarity and competence with the strategies and tactics involved in building, leveraging and defending strong Products and Brands</li></ul>
305 B	Consumer Behavior and Service Marketing	<ul style="list-style-type: none"><li>To highlight the importance of learning about consumer behavior</li><li>To develop understanding of the need to market services differently from general marketing</li><li>To help students in learning different approaches required for effective marketing of services.</li></ul>
306 B	Sales & Distribution	<ul style="list-style-type: none"><li>To impart knowledge about the selling function and highlight the managerial issues involved in sales management.</li><li>To bring out the changes in distribution function and understand current practices</li><li>To understand Designing and delivering of sales presentation</li></ul>



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307 B	Global Marketing Management	<ul style="list-style-type: none"><li>To apply Global marketing theories, frameworks and concepts to managerial decision contexts</li><li>To understand International Market: Meaning, Expansion, Growing Attractiveness</li><li>To developed Promotion Decisions: Complexities and issues; International advertising</li></ul>
304 C	Industrial Relations & Labour Welfare	<ul style="list-style-type: none"><li>To Study various Industrial Relations practices in the organisation</li><li>To understand Grievance handling &amp; collective bargaining.</li><li>To study various aspects of labour welfare.</li></ul>
305 C	Human Capital Management And Development	<ul style="list-style-type: none"><li>To understand the concept of Human Capital Management</li><li>To study various testing concepts in selection process</li><li>To developed Concept, Objectives &amp; Scope of HRD</li></ul>
306 C	Strategic Human Resource Management	<ul style="list-style-type: none"><li>To study the integration of Strategy along with Human Resource Management</li><li>To understand Employee engagement.</li><li>To study HR as Strategic Value addition Function</li><li>To study role of IT in Strategic HRM</li></ul>
307 C	Labour Laws	<ul style="list-style-type: none"><li>To study various labour laws applicable to Indian industries</li><li>To understand various benefits available under labour laws</li><li>To understand various corporate laws</li></ul>
304 D	World Class Manufacturing and Process Management	<ul style="list-style-type: none"><li>To aware the current knowledge about the manufacturing trends in industries.</li><li>To study the process management and to be able to get the brief of innovative management.</li><li>To design Manufacturing activity scheduling</li></ul>
305 D	Management of Technology	<ul style="list-style-type: none"><li>To study the use of technology in manufacturing.</li><li>To study the impact of technology on human and society.</li></ul>



  
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		<ul style="list-style-type: none"><li>To study the evolutionary changes of technology management in manufacturing sector.</li></ul>
306 D	Logistic & Supply Chain Management	<ul style="list-style-type: none"><li>To study the supply chain management in operations management.</li><li>To study the role of information technology in SCM.</li><li>To study the role of logistic management in operations management.</li></ul>
307 D	Operations Research	<ul style="list-style-type: none"><li>To understand characteristic &amp; Scope of Operations Research</li><li>To developed Replacement of Item Deteriorates with time</li><li>To able calculation for Payback Period Method</li></ul>
304 E	International Business	<ul style="list-style-type: none"><li>To develop a sound conceptual framework for understanding International business management</li><li>To get in-depth knowledge on Theories of International Trade</li><li>To be able to understand international trade strategies.</li></ul>
305 E	International Logistics and Supply Chain Management	<ul style="list-style-type: none"><li>To develop a sound conceptual framework for understanding International Logistics Management</li><li>To get in-depth knowledge on Supply Chain Management</li><li>To be able to plan global supply chain.</li></ul>
306 E	Export Import Management	<ul style="list-style-type: none"><li>To develop a sound conceptual framework for understanding Export and Import management.</li><li>To get in-depth knowledge in various aspects of Exports and Imports</li><li>To be able to understand procedures of Exports and Imports</li></ul>
307 E	International Finance and Forex Management	<ul style="list-style-type: none"><li>To develop a sound conceptual framework for understanding International Financial management</li><li>To get in-depth knowledge on Forex Management</li><li>To be able to understand international Tax and Monetary system</li></ul>
304 F	Agro Business Management	<ul style="list-style-type: none"><li>The course aims at providing students an exposure to the management practices in Agro Business Management.</li><li>To train students in handling different issues related to Agro Business management.</li></ul>



  
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305 F	Management of Agro Industries	<ul style="list-style-type: none"><li>To study problems of Advanced Food Processing</li><li>The present course aims at familiarizing the participants with the concepts, tools and techniques of Management of Agro based industries so as to enable them</li><li>To develop analytical and conceptual skills and the ability to handle the various situations.</li></ul>
306 F	Agri-Business Financial Management	<ul style="list-style-type: none"><li>To understand the perspective of financing agricultural operations and rural development in India .</li><li>To design Structure &amp; Dynamics of Indian Agricultural developments in this field.</li><li>To study Indian Agricultural Policies</li></ul>
307 F	Agricultural marketing	<ul style="list-style-type: none"><li>To understand and appreciate the concept of marketing strategy formulation and implementation in agricultural marketing.</li><li>To study Agricultural Marketing, Economic Development and Futures Market</li><li>To study of Problems of Agricultural Marketing</li></ul>
304 G	HTML & Website Management	<ul style="list-style-type: none"><li>To understand the Website Development, &amp; Email Management.</li><li>To gain the basic knowledge of HTML &amp; Website Management</li><li>To study Website and Email Management</li></ul>
305 G	Computer Networks	<ul style="list-style-type: none"><li>To understand the basic architecture of Computer Network</li><li>To provide basic understanding for retrieving data according to required format.</li><li>To learn the accessibility of data for different users.</li></ul>
306 G	RDBMS using ORACLE	<ul style="list-style-type: none"><li>To prepare students in using and managing databases.</li><li>To study ER Model and Relational Database Design</li><li>To get knowledge Joins, Subqueries and Stored Procedures</li></ul>
307 G	Software Engineering	<ul style="list-style-type: none"><li>To understand various concepts related to systems</li><li>To study System documentation techniques</li></ul>



  
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304 H	Introduction to Retail Management	<ul style="list-style-type: none"> <li>To understand of software engineering and its impact on India</li> <li>To understand the scenario of Retailing.</li> <li>To get in depth knowledge of Retail and functions of Retailing.</li> <li>To be able to understand the recent trends in Retailing.</li> </ul>
305 H	Retail Promotion & Consumer Behavior	<ul style="list-style-type: none"> <li>To know the Retail promotion and advertising strategy.</li> <li>To provide essential knowledge of core concepts like market segmentation, customer loyalty, Consumer behavior.</li> <li>To prepare students to undertake practical assignments and live projects in various retail stores.</li> </ul>
306 H	Retail Supply Chain Management	<ul style="list-style-type: none"> <li>To understand the fundamental of supply chain.</li> <li>To provide knowledge of Retail distribution channels.</li> <li>To get acquainted about Retail logistics.</li> </ul>
307 H	Mall Management	<ul style="list-style-type: none"> <li>To understand the current scenario of Shopping Malls with challenges.</li> <li>To get in depth knowledge of Mall development.</li> <li>To provide knowledge of Mall maintenance, tenant mix etc.</li> </ul>
401	Business and Government	<ul style="list-style-type: none"> <li>To Understand relationship between Business and Government</li> <li>To Study various schemes of Government</li> </ul>
402	Innovation Management	<ul style="list-style-type: none"> <li>To Generating &amp; screening ideas for new products</li> <li>To equip students with the core concepts, frameworks, and techniques of Innovation management and its Applications</li> </ul>
403	Indian Commercial Law	<ul style="list-style-type: none"> <li>To provide the Basic knowledge about the Company.</li> <li>To increase the Understanding level of Individual about rights as a Consumer.</li> <li>To aware about the basic terms in the field of Information Technology.</li> <li>To provide the practical aspects in the light of case study.</li> </ul>
404	Entrepreneurship	<ul style="list-style-type: none"> <li>To provide theoretical foundations of entrepreneurship development.</li> <li>To acquaint students with the special challenges of starting new ventures and introducing new product and service ideas.</li> </ul>



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	<b>&amp; Project Management</b>	<ul style="list-style-type: none"><li>• To create an awareness of the need for systematic management of projects.</li><li>• To provide the skill in executing various projects, starting from project identification till project termination.</li></ul>
405 A	<b>Financial Derivatives</b>	<ul style="list-style-type: none"><li>• To understand the concept of derivatives, various derivative instruments and the techniques of hedging the risks.</li><li>• To study Option Terminology- Option Buyer, Option Writer, Option Price/ Premium, Expiration Day, Lot Size, Spot Price, Strike Price/ Exercise Price</li></ul>
406 A	<b>International Financial Management</b>	<ul style="list-style-type: none"><li>• To study the international environment in which the business operates</li><li>• To understand Exchange rate mechanism as well as international accounting practices</li></ul>
407 A	<b>Case Studies in Financial Management</b>	<ul style="list-style-type: none"><li>• To depict thorough knowledge of the subject and develop decision making abilities</li><li>• Capital Budgeting</li><li>• Marginal Costing</li><li>• Ratio Analysis</li><li>• Receivables/ Debtors Management</li><li>• Working Capital Management</li><li>• Dividend Policies</li><li>• Interrelated Questions on EOQ and Costs of Managing Inventory</li><li>• Interrelated Questions on Budgets and Standard Costing</li><li>• Interrelated Questions on Cost of Capital, Leverage and Capital Structure</li><li>• Cash Flow Statement/Funds Flow statement</li></ul>
405 B	<b>Marketing Research and Business Analytics</b>	<ul style="list-style-type: none"><li>• The purpose of this course is to cultivate research skills in students and a beginning practitioner. The focus will be on qualitative (exploratory) and quantitative research execution and the application of research findings and analysis in decision making.</li><li>• The course is geared toward the practical application of research, though gaining a working knowledge of certain terminology will be important.</li></ul>



  
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406 B	Retail Management And Digital Marketing	<ul style="list-style-type: none"> <li>To develop understanding about the retail sector and its current requirements</li> <li>To highlight the new trends of using technology and equip students to handle such developments in markets and marketing practices.</li> </ul>
407 B	Case Studies in Marketing	<ul style="list-style-type: none"> <li>To enhance analytical skills of students</li> <li>The student has to select and discuss the case studies related To marketing management and respective specialization</li> <li>To get corporate knowledge with help of industrial case studies</li> </ul>
405 C	Performance & Compensation Management	<ul style="list-style-type: none"> <li>To study different performance parameters in organization.</li> <li>To study Performance Management Process.</li> <li>To understand compensation structure in organization.</li> </ul>
406 C	International Human Resource Management	<ul style="list-style-type: none"> <li>To study HRM practices in International Environment</li> <li>To compare domestic HRM practices w.r.to International context</li> <li>To get in-depth knowledge on Repatriation</li> </ul>
407 C	Case Studies in Human Resource Management	<ul style="list-style-type: none"> <li>To Increase the understanding of what managers should and should not do in guiding a business to success.</li> <li>To identify strategic issues that need to be addressed, evaluating strategic alternatives, and formulating workable plans of action.</li> <li>To gain in-depth exposure to different industries and companies, thereby acquiring something close to actual business experience.</li> </ul>
405 D	Industrial & Productivity Management	<ul style="list-style-type: none"> <li>To study work study work management to improve productivity of organization.</li> <li>To study of Concept, Importance &amp; Benefits of Productivity</li> <li>To study measurement of work of labour &amp; optimal utilization of plant &amp; equipment to decrease waste, scrape.</li> </ul>
406 D	International Quality Management	<ul style="list-style-type: none"> <li>To study about quality standard</li> <li>To knowledge about various ISO Standard</li> <li>To study of various industrial management tools</li> </ul>



*P. Ingale*  
Director  
K.Y.D.S.C.T.'S  
Institute of Management & Science, Sakegaon  
Tal. Bhusawal





KAI. YASHODABAI DAGADU SARAF CHARITABLE TRUST'S

# INSTITUTE OF MANAGEMENT AND SCIENCE

(Approved by AICTE Govt. of Maharashtra &  
Affiliated to North Maharashtra University Jalgaon)

Fax. : +91-2582-255125, Office : (02582) 255124 Mobile : 9326461497/98/99/501

Website : www.imssakegaon.org E mail : imssakegaon@rediffmail.com

**N.H. No.6, SAKEGAON - BHUSAWAL, DIST. JALGAON (M.S.) India 425 201**

**Mr. Pandurang D. Saraf**

**President**

**Mr. Sanjay P. Ingale**

**Jt. Secretary**

Ref. No. : IOMS / /

Date :

407 D	Case Studies in Production and Operations Management	<ul style="list-style-type: none"><li>To gain in-depth exposure to different industries and companies, thereby acquiring something close to actual business experience.</li><li>To get industrial knowledge with help of various industrial cases.</li></ul>
405 E	International Human Resource Management And Diversity Management	<ul style="list-style-type: none"><li>To develop a sound conceptual framework for understanding International HRM.</li><li>To get in-depth knowledge in Diversity Management.</li><li>To be able to understand management of global teams.</li></ul>
406 E	International Marketing Management	<ul style="list-style-type: none"><li>To develop a sound conceptual framework for understanding International Marketing management practices.</li><li>To get in-depth knowledge in International Marketing Mix Strategies</li><li>To be able to understand Export Management.</li></ul>
407 E	Case Studies in International Business Management	<ul style="list-style-type: none"><li>To be able to understand &amp; solve case studies in International Business Management</li><li>To gain in-depth exposure to different industries and companies, thereby acquiring something close to actual business experience</li><li>To get industrial knowledge with help of various industrial cases</li></ul>
405 F	Rural Development	<ul style="list-style-type: none"><li>To understand the basic concept regarding rural development.</li><li>To create awareness about various schemes and programs which are helpful for rural development.</li></ul>
406 F	Agro entrepreneurship and Project Management	<ul style="list-style-type: none"><li>To understand the basic concepts of entrepreneurship and project management</li><li>To aware learners towards agro entrepreneurship.</li><li>To provide proper guidance to set a particular agro based project.</li></ul>
407 F	Case Studies in Agri Business Management	<ul style="list-style-type: none"><li>To get knowledge regarding agribusiness concepts and process.</li><li>To gain in-depth exposure to different industries and companies, thereby acquiring something close to actual business experience</li></ul>



  
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405 G	Information System Audit	<ul style="list-style-type: none"><li>To get industrial knowledge with help of various industrial cases</li><li>To gain the knowledge for Business Continuity &amp; Disaster Recovery Planning</li><li>To learn Information Assets</li><li>To understand Information system audit</li></ul>
406 G	ICT & Business Application	<ul style="list-style-type: none"><li>To prepare students to study the ICT applications with reference to the case study of the given systems.</li><li>To understand Managing information systems in business</li><li>To get knowledge how Technology used for communication among processes</li></ul>
407 G	Software Project Management	<ul style="list-style-type: none"><li>To understand the fundamentals of Software Project Management</li><li>To study Quality assurance in project Management</li><li>To study Role of Project manager (Managing Peoples, managing Project)</li></ul>
405 H	International Retailing	<ul style="list-style-type: none"><li>To get acquainted about emerging trends in global retailing in 21st century.</li><li>To provide basic knowledge of International retailing, Global Markets along with problems.</li><li>To study the role of financial management in International marketing.</li></ul>
406 H	Information Technology in Retail Management	<ul style="list-style-type: none"><li>To understand the role of Information technology in retail management.</li><li>To get acquainted about Enterprise Resource Planning and E Commerce.</li><li>To provide knowledge of E-retailing, Online Shopping, Mobile shopping etc.</li></ul>
407 H	Case Studies in Retail Management	<ul style="list-style-type: none"><li>To provide a foundation for an understanding of the various dimensions of Retail Management along with problems through case studies.</li><li>To gain in-depth exposure to different industries and companies, thereby acquiring something close to actual business experience</li><li>To get industrial knowledge with help of various industrial cases</li></ul>



  
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## MBA Program Outcomes

Program Code	Program Title	Program Outcomes
MBA MB5321	MASTER OF BUSINESS ADMINISTRATION	Students will possess knowledge of current theory and techniques of the major business disciplines (i.e. the MBA core courses).
		Demonstrating an understanding of how global competitive environments are changing business practice
		Identifying, comparing and contrasting cultural differences and how these differences affect best practice
		Displaying the ability to effectively manage conflict
		Demonstrating the ability to integrate management techniques to aid planning and control in a changing environment
		Students will exhibit the leadership capacity and teamwork skills for business decision making.
		Students understand the ethical implication of business decision making and recognize ethical dilemmas
		Students will demonstrate the ability to communicate effectively.
		Students will demonstrate critical thinking skills.
		Students will have an understanding of global perspectives.



  
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**K.Y.D.S.C.T.'S**  
Institute of Management & Science, Sakegaon  
Tal. Bhusawal