



**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   |
|------------------------------------|--------------------------------|---|
| <b>First Year MBA (Semester-I)</b> |                                |   |
| 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>           |



*Pee*  
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|     |                                 |  |
|-----|---------------------------------|--|
| 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>   |
| 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>  |



  
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|     |                                     |  |
|-----|-------------------------------------|--|
| 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> |



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| Course Code                         | Course Title                        | Course Outcomes   |
|-------------------------------------|-------------------------------------|---|
| <b>First Year MBA (Semester-II)</b> |                                     |   |
| 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>   |
| 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> |



  
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| 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> |



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| 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> |



  
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| Course Code                           | Course Title                          | Course Outcomes   |
|---------------------------------------|---------------------------------------|---|
| <b>Second Year MBA (Semester-III)</b> |                                       |   |
| <b>Specialization</b>                 |                                       | A = Financial Management, B = Marketing Management<br>C = Human Resource Mgt., D = Production and Operations Mgt.<br>E = Information Technology and Systems Mgt.  |
| 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> |



  
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|-------|---------------------------------|--|
| 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>   |
| 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> |



  
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| 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>  |



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| 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> |
| 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>   |



  
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| 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><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>                              |



*[Signature]*

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| 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>              |



  
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**Mr. Pandurang D. Saraf**

President

**Mr. Sanjay P. Ingale**

Jt. Secretary

Ref. No. : IOMS / /

Date :

|       |                                    |   |
|-------|------------------------------------|---|
| 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><li>• To study problems of Advanced Food Processing</li></ul>      |
| 305 F | Management of Agro Industries      | <ul style="list-style-type: none"><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>  |



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|       |  |  |
|-------|--|--|
| 304 G | HTML &<br>Website<br>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<br>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<br>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<br>Engineering                    | <ul style="list-style-type: none"><li>To understand various concepts related to systems</li><li>To study System documentation techniques</li><li>To understand of software engineering and its impact on India</li></ul>   |
| 304 H | Introduction to<br>Retail<br>Management    | <ul style="list-style-type: none"><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<br>& Consumer<br>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> |



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|       |                                |  |
|-------|--------------------------------|--|
| 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> |
|       |                                | <ul style="list-style-type: none"><li>•</li></ul>  |



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| Course Code                          | Course Title                          | • Course Outcomes   |
|--------------------------------------|---------------------------------------|---|
| <b>Second Year MBA (Semester-IV)</b> |                                       |   |
| 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 & Project Management | <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><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> |



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|       |                                    |   |
|-------|------------------------------------|---|
| 405 A | Financial Derivatives              | <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 | International Financial Management | <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>   |



  
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|       |  |  |
|-------|--|--|
| 407 A | Case Studies in<br>Financial<br>Management         | <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 | Marketing<br>Research and<br>Business<br>Analytics | <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> |



  
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|-------|--|--|
| 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>  |
| 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>   |



  
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|-------|---|---|
| 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><li>To get industrial knowledge with help of various industrial cases</li></ul>                          |



  
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|-------|-----------------------------|---|
| 405 G | Information System Audit    | <ul style="list-style-type: none"><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> |



  
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| 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<br>BUSINESS<br>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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