

Amrutvahini College of Engineering, Sangamner
Department of Management and Business Administration
Course Outcomes for SEM 1st & Sem 2nd (A.Y 2017-18 / 2018-19)

Course code	Course Name	Course Outcomes-on the completion of this course student will be able to	
101	Accounting for Business Decisions	CO101.1	The basic concepts related to Accounting, Financial Statements, Cost Accounting, Marginal Costing, Budgetary Control and Standard Costing
		CO101.2	All the theoretical concepts taught through the syllabus.
		CO101.3	All the necessary calculations through the relevant numerical problems.
		CO101.4	The situation and decide the key financial as well as non-financial elements involved in the situation.
		CO101.5	The financial impact of the decision.
102	Economic Analysis for Business Decisions	CO102.1	The key terms in micro-economics.
		CO102.2	The key terms in micro-economics, from a managerial perspective.
		CO102.3	The various issues in an economics context and DEMONSTRATE their significance from the perspective of business decision making.
		CO102.4	The inter-relationships between various facets of micro-economics from the perspective of a consumer, firm, industry, market, competition and business cycles.
		CO102.5	Critical thinking based on principles of micro-economics for informed business decision making.
103	Legal Aspects of Business	CO103.1	The key terms involved in each Act.
		CO103.2	The key legal provisions of each Act.
		CO103.3	The use of the Acts in common business situations.
		CO103.4	The various facets of basic case laws of each Act from a legal and managerial perspective.
		CO103.5	Critical thinking by making judgments related to use of various provisions of the Acts in business situations
104	Business Research Methods	CO104.1	The key terms associated with Qualitative research approach.
		CO104.2	Qualitative research approach with the Quantitative approach.
		CO104.3	Appropriate research and sampling designs for Qualitative research work in real world business and non-business contexts
		CO104.4	The use of appropriate qualitative research methods in real world business and non-business contexts.
		CO104.5	EVALUATE the quality of Qualitative Research work
105	Organizational Behaviour	CO105.1	Understanding human behavior in the workplace from an individual, group & describe major theories & framework of OB
		CO105.2	Describe major concepts, terms, models, research finding in the field of organizational behavior with thought processes
		CO105.3	Make use of theories, principles & frameworks of OB in specific organizational settings, reflecting own beliefs, assumptions & behaviors with various approaches & leadership styles

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		CO105.4	Elaborate challenges in shaping organizational behavior, organizational culture & stress at workplace
		CO105.5	Understand framework & tools to analyze and approach organizational situations with appropriately managing organizational change & its effective implementation.
106	Basics of Marketing	CO106.1	Understand & recall various concepts, principles, frameworks and terms related to the function and role of marketing.
		CO106.2	Analyzing consumer behavior, importance of consumer behavior and buyer decision process
		CO106.3	Understanding the concepts of micro & macro environment and the need for analyzing the marketing environment
		CO106.4	Knowing marketing as a value delivery process and understanding the concept of segmentation, target market and positioning
		CO106.5	Understanding the basic concept of product mix and product levels.
201	Marketing Management	CO201.1	The key terms associated with the 4 Ps of marketing.
		CO201.2	Various approaches to pricing for a real-world marketing offering (commodities, goods, services, e-products/ e-services.)
		CO201.3	An understanding of various channel options for a real-world marketing offering (commodities, goods, services, e-products/ e-services.)
		CO201.4	The product line of a real-world marketing offering (commodities, goods, services, e-products/ e-services.)
		CO201.5	The role of various communication mix elements for a real-world marketing offering (commodities, goods, services, e-products/ e-services.)
202	Financial Management	CO202.1	The basic concepts related to Various techniques of Financial Statement Analysis, Working Capital, Capital Structure, Leverages and Capital Budgeting.
		CO202.2	EXPLAIN in detail all theoretical concepts throughout the syllabus
		CO202.3	PERFORM all the required calculations through relevant numerical problems.
		CO202.4	ANALYZE the situation and comment on financial position of the firm estimate working capital required decide ideal capital structure evaluate various project proposals
		CO202.5	Impact of business decisions on Financial Statements, Working Capital, Capital Structure and Capital Budgeting of the firm
203	Human Resource Management	CO203.1	Describe role of Human resource function in an organization along with various models of HRM

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		CO203.2	Learn to gain competitive advantage through people, illustrate the different methods of HR procurement
		CO203.3	Demonstrate the use of different training and development methods in an organization
		CO203.4	Demonstrate the use of different appraisal methods and outline the compensation strategies of an organization
		CO203.5	Learn to study & design HRM system, enumerate managing employee relation policies in an organization
204	Decision Science	CO204.1	The key terms associated with Qualitative research approach.
		CO204	Qualitative research approach with the Quantitative approach.
		CO204.3	Appropriate research and sampling designs for Qualitative research work in real world business and non-business contexts
		CO204.4	The use of appropriate qualitative research methods in real world business and non-business contexts.
		CO204.5	The quality of Qualitative Research work
205	Operations & Supply Chain Management	CO205.1	Basic terms and concepts related to Production, Operations, Services, Supply Chain and Quality Management.
		CO205.2	The process characteristics and their linkages with process-product matrix in a real-world context.
		CO205.3	The various dimensions of production planning and control and their inter-linkages with forecasting.
		CO205.4	Inventory levels and order quantities and MAKE USE OF various inventory classification methods.
		CO205.5	Supply Chain Model for a product /service and ILLUSTRATE the linkages with Customer Issues, Logistic and Business Issues in a real world context.
206	Management Information Systems	CO206.1	Students will learn the fundamentals purpose and objectives of management information system and IT infrastructure for its relevance to Business through MIS
		CO206.2	2 Understand and describe the Data Base management system and system Design and Development
		CO206.3	Understand, apply and carryout Decision Support System. With warehousing and Mining
		CO206.4	Students should familiar with the basic knowledge of Management issues
		CO206.5	Be familiar with the application of MIS