

## Huzurpaga Mahila Vanijya Mahavidyalaya

### SUPPLY CHAIN AND LOGISTICS MANAGEMENT

Course Code 501

Teacher's Name: Christina Dhende

2020-21

#### PROGRAM OUTCOME

After successfully completing the BBA Program students will be able

PO 1	To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
PO 2	To inculcate entrepreneurial skills in students and to encourage them to start their own business
PO 3	To develop leadership qualities, team behaviour, communication skills, management skills in students
PO 4	To make students proficient in theoretical as well as practical subjects
PO 5	To make them able to integrate latest technology and methodology and apply it efficiently
PO 6	To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

#### COURSE OUTCOME (CO 632)

The students will be able to

Learning Outcomes		Teaching Learning Strategies	Tools
CO 632	understand the concept and significance of supply chain and supply chain management. The components of SCM	Interactive Session Lecture method	Assignments Internal Exam External Exam
CO 632	study the meaning of physical distribution process, Marketing channels, forms of channels, their functions, management, and performance appraisal	PPT Interactive session Case study	Assignments Internal Exam External Exam
CO 632	Understand meaning of supplier management, tendering types, negotiation, types of warehousing, docking, and marshalling	PPT Lecture method	Assignments Internal Exam External Exam
CO 632	understand the concept of	Classroom	Assignments

	inventory. Needs and types, costs associated with inventory. Study the stacking and racking systems.	Discussion Interactive session PPT	Internal Exam External Exam
CO 632	Study the current trends in SCM like Green SCM, role and future of IT, CRM, Supplier Relationship Management, and E-business in SCM	Lecture method Interactive session PPT	Assignments Internal Exam External Exam

### COURSE SPECIFIC OUTCOME (CSO 202)

Unit No	Contents	Specific Outcomes
1 Supply Chain Management	Concept, objectives, significance Process view of supply chain-cycle and push pull view Drivers / components of supply chain - facilities, Inventory, Transportation, information, material handling Achieving trade-off between customer services and cost	Helps students understand the basic concept of supply chain, and SCM. Students can study the Components of Supply Chain
2 Physical distribution	Definition, Importance, participants in physical distribution process Marketing channels – Definitions and Importance different forms of channels – unconventional channels – channels for consumer goods, industrial goods and services- integrated marketing channel- horizontal, vertical multichannel Function of marketing channels Channel management- channel selection process and criteria Performance appraisal of channel member – channel conflicts and techniques to resolve channel conflicts	Students study the process of physical distribution. They also learn the concept of Marketing channels, their types, and their functions It helps them to identify the process of selection of channel, criteria of selection, channel member conflicts and their resolutions
3 Procurement Warehouse and dispatch management	Supplier management, management supplier selection, tendering, E- tendering, negotiation. Types of warehousing, warehouse layout docking and marshalling warehouse safety management	Students learn the meaning of supplier management, tendering and e-tendering, and negotiation Helps students to know the different types of warehousing, docking and marshalling Helps them understand warehouse safety management
4 Inventory	Need and Types of inventory Cost associated with inventory- basic	Students understand the meaning and concept of Inventory

	EOQ model – EOQ with discounts; ABC analysis – (numerical expected on basis EOQ, with discounts and ABC) Stacking and Racking systems. LIFO, FIFO	They learn the different costs associated with inventory, as well as the different types of storage systems
5 Current trends in supply chain management	Green supply chain management Role and future of IT in the supply chain Customer relationship management Supplier relationship management E-business and supply chain : E business in practice	Students gain knowledge of the current trends in Supply Chain Management They also learn what is CRM, Supplier Relationship Management, E-business in supply chain

**Table 1**

Course Outcome	Course outcome
CO 401.1	To acquaint the students with Supply chain management, its objectives, process and components
CO 401.2	To analyse the physical distribution process, different channels of distribution, channel management, and resolution of channel conflicts
CO 401.3	To study supplier management, e-tendering, warehousing , and safety management
Co 401.4	To study Inventory, its types, and storage system
Co 401.5	To understand recent trends in SCM, CRM, SRM, and E- business

**Table 2**

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	2	1	1	1	1
CO 401.2	3	2	2	2	1
CO 401.3	2	3	2	1	2
CO401.4	1	3	1	2	3
CO 401.5	1	1	2	2	2
CO 401	9	10	8	8	9

**TYBBA Sem 6**  
**SUPPLY CHAIN AND LOGISTICS MANAGEMENT COURSE**  
**(Course Code 501)2013 Pattern**  
**2020-21**

Seat No	Sr. NO.	Name of the Student	Tool No 1		Tool No 2		Tool No 3	
			Internal		External		Final	
			20	Target>40	80	Target>40	100	Target>40
12398	1	Bhatti Harpreet	18	Yes	53	Yes	71	Yes
12399	2	Pophale Manasi	12	Yes	53	Yes	65	Yes
12400	3	Shelke Rutuja	17	Yes	37	Yes	54	Yes
12401	4	Borgaonkar Priyanka	10	Yes	32	Yes	42	Yes
12402	5	Karuna Phadke	10	Yes	37	Yes	47	Yes
12404	6	Babar Aditi	16	Yes	40	Yes	56	Yes
12405	7	Bhagane Manasi	19	Yes	69	Yes	88	Yes
12406	8	Bhoir Rachana	16	Yes	32	Yes	48	Yes
12407	9	Chandane Neha	17	Yes	40	Yes	57	Yes
12408	10	Darekar Rasika	18	Yes	59	Yes	77	Yes
12409	11	Kadam Anushka	10	Yes	59	Yes	69	Yes
12410	12	Nigade Vaishnavi	19	Yes	51	Yes	70	Yes
12411	13	Pokale Rutika	18	Yes	54	Yes	72	Yes
12412	14	Purohit Komal	11	Yes	43	Yes	54	Yes
12413	15	Chatorkar Priti	19	Yes	32	Yes	51	Yes
12414	16	Dhanapkar Nivedita	16	Yes	43	Yes	59	Yes
12415	17	Divekar Harshada	19	Yes	53	Yes	72	Yes
12416	18	Kardak Nikita	15	Yes	37	Yes	52	Yes
12417	19	Kedari Saloni	16	Yes	37	Yes	53	Yes
12418	20	Kshirsagar Shivani	18	Yes	48	Yes	66	Yes
12419	21	Kulkarni Vrushali	18	Yes	58	Yes	76	Yes
12420	22	Memane Suchita	19	Yes	53	Yes	72	Yes
12421	23	Mohite Sneha	19	Yes	56	Yes	75	Yes
12422	24	Naik Shrunali	17	Yes	53	Yes	70	Yes
12423	25	Nigadekar Vaishnavi	18	Yes	54	Yes	72	Yes
12424	26	Nimbalkar Amruta	13	Yes	66	Yes	79	Yes
12425	27	Parge Sayali	18	Yes	61	Yes	79	Yes
12426	28	Pawar Sayali	15	Yes	32	Yes	47	Yes
12427	29	Pawar Shweta	18	Yes	51	Yes	69	Yes
12427	30	Pawar Tejaswini	14	Yes	62	Yes	76	Yes
12428	31	Paygude Rutuja	19	Yes	54	Yes	73	Yes
12428	32	Purandare Yukta	19	Yes	64	Yes	83	Yes
12429	33	Rayrikar Kajal	18	Yes	51	Yes	69	Yes
12430	34	Salunkhe Nayan	11	Yes	42	Yes	53	Yes

12431	35	Sangle Prajakta	12	Yes	37	Yes	49	Yes
12432	36	Shinde Sakshi	18	Yes	48	Yes	66	Yes
12433	37	Shirpale Sapana	17	Yes	50	Yes	67	Yes
12434	38	Thite Pradnya	18	Yes	50	Yes	68	Yes
12435	39	Wagh Sukanya	16	Yes	46	Yes	62	Yes
12436	40	Yadav Mayuri	19	Yes	45	Yes	64	Yes
12437	41	Yadav Sejal	16	Yes	46	Yes	62	Yes

1  
 Tool No 1 Internal  
 Yes=41 No=00 NA=00  
 Total No of Yes/Total No of Students  
 41/41  
 1

2  
 Tool No 2 External  
 Yes=41 No=00 NA=00  
 Total No of Yes/Total No of Students  
 41/41  
 1

3  
 Tool No 3 Final  
 Yes=41 No=00 NA=00  
 Total No of Yes/Total No of Students  
 41/41  
 1

Internal Average Assessment=Assignment+Oral+Presentation+Final=  
 $1+1+1=3/3$   
 $=1$

0 To 0.40	1
0.41 To 0.60	2
0.61 To 1	3

Internal Average attainment value is 1= Attainment Value 3

External Average attainment value is 1= Attainment Value 3

**Business Law**  
**TYBBA SEM. 5**  
**Subject code- 503**  
**2013 Pattern (2020-21)**  
**Name of Teacher-Gauri Shinde**

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

BBA Program Specific Outcome:

1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
3. To develop leadership qualities, team behavior, communication skills, management skills in students.
4. To make students proficient in theoretical as well as practical subjects.
5. To make them able to integrate latest technology and methodology and apply it efficiently.
6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

Course Outcome:

1. To study and explain various labor laws.
2. To understand the Applications of different laws in business

Unit No	Unit Title	Contents	Purpose & Skills to be develop
1	Indian Contract Act 1872	Indian Contract Act 1872- Introduction, features, definitions, Provisions	To Understand the concepts, definitions and provisions of Indian Contract Act 1872
2	The Sale of Goods Act 1930	The Sale of Goods Act 1930- Introduction, features, definitions, Provisions	To Understand the concepts, definitions and provisions of The Sale of Goods Act 1930
3	The Companies Act, 1956	The Companies Act, 1956- Introduction, features, definitions, Provisions	To Understand the concepts, definitions and provisions of The Companies Act, 1956
4	Information Technology Act, 2000	Information Technology Act, 2000-	To Understand the concepts,

		Introduction, features, definitions, Provisions	definitions and provisions of Information Technology Act, 2000
5	The Right To Information Act, 2005	The Right To Information Act, 2005- Introduction, features, definitions, Provisions	To Understand the concepts, definitions and provisions of The Right To Information Act, 2005

Sr. No.	NAME OF STUDENTS	TOOL 1 INTERNAL	TARGET	TOOL 2 EXTERNAL	TARGET
1	Paygude Rutuja Sunil	17	Yes	45	Yes
2	Kshirsagar Shivani Ramchandra	18	Yes	50	Yes
3	Pokale Rutika Sunil	16	Yes	69	Yes
4	Wagh Sukanya Kundlik	16	Yes	50	Yes
5	Pawar Tejaswani Vijay	17	Yes	80	Yes
6	Bhagane Manasi Maruti	19	Yes	74	Yes
7	Babar Aditi Ganesh	12	Yes	59	Yes
8	Purandare Yukta Ujwal	19	Yes	53	Yes
9	Memame Suchita Haridas	19	Yes	46	Yes
10	Thite Pradnya Pandit	18	Yes	38	Yes
11	Phadke Karuna Balasaheb	8	Yes	38	Yes
12	Nigadekar Vaishnavi Sanjay	19	Yes	53	Yes
13	Mohite Sneha Narendra	18	Yes	67	Yes
14	Ngade Vaishnavi Milind	19	Yes	43	Yes
15	Yadav Mayuri Laxman	10	Yes	48	Yes
16	Darekar Rasika Santosh	18	Yes	45	Yes
17	Bhoir Rachana Dnyandeo	17	Yes	53	Yes
18	Naik Shrunali Manoj	16	Yes	51	Yes
19	Shinde Sakshi Shashikant	15	Yes	70	Yes
20	Purohit Komal Jorasingh	15	Yes	48	Yes
21	Dhanapkar Nivedita Ganesh	17	Yes	43	Yes
22	Shelke Rutuja Bhagwan	19	Yes	62	Yes
23	Chandane Neha Rajesh	16	Yes	48	Yes
24	Parge Sayali Sampat	19	Yes	66	Yes
25	Pawar Sayali Ashok	13	Yes	32	Yes
26	Divekar Harshada Chandrakant	16	Yes	51	Yes
27	Shirpale Sapana Sanjaykumar	19	Yes	70	Yes
28	Kedari Saloni Ganesh	16	Yes	51	Yes
29	Salunke Nayan Deepak	8	Yes	56	Yes
30	Kulkarni Vrushali Sunil	13	Yes	54	Yes
31	Chougule Soniya Dasharath	NA	NA	NA	NA
32	Pophale Mansi Nitin	10	Yes	51	Yes



33	Pawar Shweta Chandrakant	14	Yes	59	Yes
34	Bhatti Harpritkaur Baljindarsingh	17	Yes	58	Yes
35	Biorgaonkar Priyanka Umesh	8	Yes	26	No
36	Nimbalkar Amruta Sunil	9	Yes	58	Yes
37	Sangale Prajta Nilesh	8	Yes	32	Yes
38	Kadam Anushka Navnath	9	Yes	62	Yes
39	Chatorkar Priti Rajesh	10	Yes	51	Yes
40	Yadav Sejal Manoj	17	Yes	50	Yes
41	Kardak Nikita Shamsunder	13	Yes	35	Yes
42	Rayrikar Kajal Tanaji	18	Yes	40	Yes

1	<p>Tool No. 1 INTERNAL EXAMINATION  YES=41 NO=0 NA=1  TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS  41/42</p> <p style="text-align: right;">0.97</p>

	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
<b>LEVEL OF ATTAINMENT IS 3</b>		
TOOL NO.2 EXTERNAL		
YES=41 NO=0 NA=1		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
41/42		
	0.97	
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
<b>LEVEL OF ATTAINMENT IS 3</b>		
OVERALL COURSE ATTAINMENT =0.5*INTERNAL ATTAINMENT+0.5* EXTERNAL ATTAINMENT		

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

Course Outcome:

3. To study and explain various labor laws.
4. To understand the Applications of different laws in business

**Table**

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	1	1	3	3	1
CO 2	3	2	1	3	3	2
CO	$\frac{6}{2}$ = 3	$\frac{3}{2}$ =1.5	$\frac{2}{2}$ =1	$\frac{6}{2}$ = 3	$\frac{6}{2}$ = 3	$\frac{3}{2}$ =1.5

**PO Attainment**

PO1= (corresponding cell value in table X Overall CO attainment value) /3

$$PO1 (2.75 \times 3) / 3 = 3$$

$$PO2 (2.25 \times 3) / 3 = 1.5$$

$$PO3 (2.25 \times 3) / 3 = 1$$

$$PO4 (2.75 \times 3) / 3 = 3$$

$$PO5 (2.75 \times 3) / 3 = 3$$

$$PO6 (2.75 \times 3) / 3 = 1.5$$

Average PO attainment=2.16

\*\*\*\*\*

## Principles of Human Resource Management

Sub code :301

Teacher's Name: Gauri Shinde

SYBBA SEM.3

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

BBA Program Specific Outcome:

1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
3. To develop leadership qualities, team behavior, communication skills, management skills in students.
4. To make students proficient in theoretical as well as practical subjects.
5. To make them able to integrate latest technology and methodology and apply it efficiently.
6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

Course Outcome:

- 1.To introduce the basic concepts of Human Resource Management.
2. To cultivate right approach towards Human Resource and their role in business.
3. To create awareness about the various trends in HRM among the students.

Unit No	Unit Title	Contents	Purpose & Skills to be develop
1	Introduction to HRM	Introduction to HRM- Meaning, Definition, Features, Scope, Objectives, Importance, Principles of HRM, Evolution of HRM, Functions of HRM, Challenges of HRM, Role of HR Manager, Difference between HRM& Personnel Management, Challenges before HRM	1. To understand the basic concept of HRM and develop knowledge about the various functions of HRM. 2. To understand the different roles the HR performs in an organisation
2	Job Analysis	Job Analysis- Meaning, Definition, Objectives, Benefits,	1. To make the students

	&Planning for Human Resources	Methods, Job Analysis Components- Job Description, Job Specification, Job Evaluation Human Resource Planning(HRP)- Meaning, Definition, Objectives, Process, Factors Influencing the Estimation of Human Resource in Organisation, Advantages & Limitations/Barriers of HRP. Caselets on Job Analysis & Human Resource Planning	understand how Job Analysis & Human Resource Planning play an important role in the Organisation. 2. To develop an understanding of the different methods of Job Evaluation & Process of HRP in Specific Organisational functioning.
3	Career Planning , Employee Morale & Job Satisfaction	Career Planning- Meaning, Definition, Objectives, Process, Benefits and Stages. Employee Morale & Job Satisfaction Employee Morale- Meaning, Definition, causes of low Morale, Job Satisfaction- Meaning, Definition, Factors contributing to Job Satisfaction, Measures to increase Job Satisfaction, Advantages of Job Satisfaction	1.To cultivate the knowledge about Career Planning, Employee Morale & Job Satisfaction among students. 2.To provide knowledge to the students regarding Career Planning which will help/motivate them to. 3. To study the factors contributing to Job Satisfaction and its benefit in the Organisation.
4	HRM in Changing Environment & Trends in HRM	Work force Diversity, Technological Changes & HRM, International HRM, E- Human Resource Management, Human Resource Information System (HRIS), HRM in Virtual Organisations, Work from Home, Out-Sourcing, Changing Role of HRM.	1. To make the students aware about Changing Environment of HRM. 2. To understand the different HRM trends.

Sr.No.	Name	Tool No. 1 PRESENTATION	Target	Tool No. 2 ORAL	Target	Tool No. 3 ASSIGNMENT	Target	EXTERNAL	Target
1	GUNDKA RATNA SHRINIVAS	8	Yes	9	Yes	9	Yes	62	Yes
2	KACHI RUTUJA SHRIKANT	8	Yes	8	Yes	8	Yes	57	Yes
3	JANGID POOJA RAMNIWAS	8	Yes	8	Yes	8	Yes	63	Yes
4	SATBHAI MADHURA JAYANT	7	Yes	8	Yes	7	Yes	67	Yes
5	KHARAT DHANASHREE PRAKASH	8	Yes	8	Yes	8	Yes	66	Yes
6	BAGADE PRACHI VILAS	8	Yes	8	Yes	8	Yes	67	Yes
7	YANPURE YUKTA PRAKASH	9	Yes	9	Yes	9	Yes	64	Yes
8	PATIL MANASI RAHUL	7	Yes	7	Yes	7	Yes	70	Yes
9	SHINDE PALLAVI KALYAN	7	Yes	8	Yes	8	Yes	70	Yes
10	INGAWALE MANSI BAJRANG	8	Yes	9	Yes	8	Yes	70	Yes
11	PARHAD MRUNAL	6	Yes	7	Yes	7	Yes	67	Yes

	PRAKASH								
12	VAISHNAV PRIYANKA RADHESHAM	8	Yes	9	Yes	8	Yes	69	Yes
13	KORDE PRATIKSHA ARVIND	8	Yes	8	Yes	8	Yes	53	Yes
14	AVGHADE RUTUJA DATTA	7	Yes	8	Yes	8	Yes	55	Yes
15	BHANDARE AISHWARYA SANTOSH	8	Yes	9	Yes	9	Yes	69	Yes
16	CHAUDHARI AISHWARYA KALYANI	NA	NA	NA	NA	NA	NA	NA	NA
17	KATKAM NIKITA SANTOSH	7	Yes	8	Yes	8	Yes	67	Yes
18	HINGANE GAURI SUDHIR	8	Yes	9	Yes	8	Yes	62	Yes
19	IRMAL SNEHA VINOD	6	Yes	6	Yes	6	Yes	66	Yes
20	MARATKAR VAISHNAVI VILAS	3	No	6	Yes	6	Yes	53	Yes
21	SATHE ADITI SUNIL	8	Yes	8	Yes	8	Yes	39	Yes
22	PARDESHI AISHWARYA KRUSHNA	6	Yes	7	Yes	7	Yes	50	Yes
23	POLEKAR PRAJAKTA PRAKASH	0	No	6	Yes	6	Yes	43	Yes
24	NAIK SHRAVANI AMOL	7	Yes	8	Yes	8	Yes	53	Yes
25	PAWAR SHRUTI ASHOK	7	Yes	8	Yes	7	Yes	45	Yes
26	WALEKAR ESHA JITENDRA	8	Yes	8	Yes	8	Yes	59	Yes
27	BANKAR RADHIKA RAJAN	7	Yes	8	Yes	7	Yes	49	Yes
28	GAIKWAD RUTIKA VIJAY	7	Yes	8	Yes	8	Yes	36	Yes
29	KUBADE ISHA SANTOSH	8	Yes	9	Yes	9	Yes	70	Yes
30	KHEDEKAR SIDDHI NAGESH	8	Yes	9	Yes	9	Yes	55	Yes
31	SORTE SHRUTIKA RAJAN	8	Yes	8	Yes	8	Yes	48	Yes
32	KHEDEKAR DEVYANI PANDIT	6	Yes	7	Yes	7	Yes	56	Yes
33	SHIRSATH SUDESHNA PRAMOD	8	Yes	9	Yes	8	Yes	62	Yes
34	SHENDAGE SHARADA BALASAHEB	7	Yes	8	Yes	7	Yes	52	Yes
35	VACHANE SHREYA RAJESH	7	Yes	8	Yes	8	Yes	62	Yes
36	PRADHAN KIRAN PRALHAD	5	Yes	6	Yes	6	Yes	59	Yes
37	BENDGE PRACHI SADASHIV	NA	NA	NA	NA	NA	NA	NA	NA
38	SNEHA VEERBHADRA	8	Yes	9	Yes	8	Yes	67	Yes

	BHARATI								
39	BARATHE SHRUTI KAILAS	0	No	6	Yes	6	Yes	42	Yes
40	KAJALE RUTUJA SATISH	7	Yes	8	Yes	8	Yes	70	Yes
41	SAWANT VAISHNAVI CHANDRAKANT	0	No	6	Yes	6	Yes	36	Yes
42	KURME ISHA VINAYAK	7	Yes	8	Yes	7	Yes	59	Yes
43	MORE RUTUJA RAJESH	7	Yes	7	Yes	7	Yes	70	Yes
44	CHAVAN BHAKTI VISHWAS	8	Yes	8	Yes	8	Yes	59	Yes
45	DHUMAL POOJA ANIL	7	Yes	8	Yes	8	Yes	60	Yes
46	ADSUL SAYALI DILIP	6	Yes	7	Yes	6	Yes	62	Yes
47	WADKAR GAURI BALASAHEB	7	Yes	8	Yes	7	Yes	53	Yes
48	TAKAWALE AKSHADA BABASAHEB	6	Yes	7	Yes	7	Yes	70	Yes
49	JADHAV SWEJAL RAJESH	6	Yes	6	Yes	6	Yes	29	Yes
50	JAGDALE SAMRUDDHI ANIL	8	Yes	9	Yes	8	Yes	63	Yes

1	Tool No. 1 Presentation YES=44 NO=4 NA=2 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 44/50  0.88
2	TOOL NO. 2 ORAL YES=48 NO=0 NA=2 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 48/50  0.96
3	TOOL NO.3 ASSIGNMNETS YES=48 NO=0 NA=2 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 48/50  0.96

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
$0.88+0.96+0.96/3=0.93$		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 0.94		
LEVEL OF ATTAINMENT IS 3		
TOOL NO.4 EXTERNAL		
YES=48 NO=0 NA=2		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
48/50		
	0.96	
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
<b>LEVEL OF ATTAINMENT IS 3</b>		
OVERALL COURSE ATTAINMENT =0.5*INTERNAL ATTAINMENT+0.5* EXTERNAL ATTAINMENT		

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

Course Outcome:

Course Outcome:

- 1.To introduce the basic concepts of Human Resource Management.
2. To cultivate right approach towards Human Resource and their role in business.
3. To create awareness about the various trends in HRM among the students

**Table**

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	3	1	3	3	2
CO 2	3	3	1	3	3	2
CO 3	3	3	1	3	3	2
CO	$\frac{9}{3}$ = 3	$\frac{9}{3}$ =3	$\frac{3}{3}$ =1	$\frac{9}{3}$ = 3	$\frac{9}{3}$ = 3	$\frac{6}{3}$ =2

### PO Attainment

PO1= (corresponding cell value in table X Overall CO attainment value) /3

$$PO1 (2.75 \times 3) / 3 = 3$$

$$PO2 (2.25 \times 3) / 3 = 3$$

$$PO3 (2.25 \times 3) / 3 = 1$$

$$PO4 (2.75 \times 3) / 3 = 3$$

$$PO5 (2.75 \times 3) / 3 = 3$$

$$PO6 (2.75 \times 3) / 3 = 2$$

Average PO attainment=2.5

\*\*\*\*\*



**Semester III (2020-21)**  
**Subject: GLOBAL COMPETENCY AND PERSONALITY DEVELOPMENT**  
**Sub code :313**  
**Teacher's Name: Christina Dhende**

**PROGRAM OUTCOME**

After successfully completing the BBA Program students will be able

PO 1	To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
PO 2	To inculcate entrepreneurial skills in students and to encourage them to start their own business
PO 3	To develop leadership qualities, team behaviour, communication skills, management skills in students
PO 4	To make students proficient in theoretical as well as practical subjects
PO 5	To make them able to integrate latest technology and methodology and apply it efficiently
PO 6	To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

**COURSE OUTCOME (CO 401)**

The students will be able to

<b>Learning Outcomes</b>		<b>Teaching Learning Strategies</b>	<b>Tools</b>
CO 401.1	To learn various theories of personality development.	Interactive Session PPT Lecture method	Assignments Orals Presentations
CO 401.2	To understand the concept of Global Competence. SWOC Analysis by students and encourage the students for personal Goal setting by providing theoretical as well as practical knowledge.	Conduct personal SWOC and set SMART goals. Use of PPT and video to understand Global competence.	Assignments Orals Presentations
CO 401.3	<ul style="list-style-type: none"> <li>• To understand the structure of team as well as to develop ability to work under pressure and flexibility at work place.</li> <li>• To develop social empathy and explain social responsibilities of an individual.</li> </ul>	Use of PPT for better understanding of working under pressure. Video of social empathy	Assignments Orals Presentations
CO 401.4	<ul style="list-style-type: none"> <li>The students should groom themselves and effective use of body language.</li> <li>• To develop the skills of managing the time.</li> <li>• To develop ability of effective public speaking.</li> <li>• To train the students for writing e-mails.</li> </ul>	Oral presentations by students for self-learning.	Assignments Orals Presentations

## COURSE SPECIFIC OUTCOME (CSO 401)

Unit No	Contents	Specific Outcomes
1 Introduction to Personality and its Development	<ul style="list-style-type: none"> <li>• Definition and nature of personality •</li> <li>Characteristics of good personality •</li> <li>Determinants of personality development •</li> <li>Theories of personality development i. Psychoanalytical Theory by Sigmund Freud ii. Trait Theory by Allport and Big Five model iii. Social Cognition Theory by Albert Bandura</li> </ul>	<p>Students learn and understand: Personality, factors that determine personality. Theories give an insight to one's own personality, and how to enhance one's own personality</p>
2 Global Competence and Self Development	<ul style="list-style-type: none"> <li>• Meaning and need of global competence. •</li> <li>Characteristics of globally competent individual (life-long learning, understanding cultural differences, adaptability, comfortable with change, To understand the concept of Global Competence. To decipher the characteristics of globally competent individual and encourage students to develop those characteristics among themselves. To develop self- esteem and self-confidence of the students. problem-solving ability, critical and comparative thinking). •</li> <li>Building self-esteem and self-confidence •</li> <li>SWOC Analysis and Personal Goal Setting</li> </ul>	<p>Helps students to learn and understand the meaning of global competence, know it's importance in today's era of globalization and develop global competence. Similarly understand self-esteem, tips to improve self-esteem and study it's importance and role in building confidence.</p>
3 Development of Social and Interpersonal Skills	<p>Effective communication skills, Preparation for self-introduction. • Working on attitude i.e. Aggressive, assertive and submissive • Development of leadership skills and introduction to Leadership styles. • Team Building; develop ability to work under pressure, flexibility at workplace. • Social empathy, building blocks of social empathy and development of social empathy. • Social Responsibilities • Workplace ethics</p>	<p>Students learn communication skills and how to introduce themselves. How a positive attitude helps us to lead happy lives. Team building and team work is important at the workplace. Social empathy helps to understand people better, inclusiveness is a crucial factor today at any workplace.</p>
4 Projecting a Positive Social Image	<ul style="list-style-type: none"> <li>• Definition and importance of social image •</li> <li>Grooming basics and use of body language •</li> <li>Time management • Public-speaking • Proper e-mail and telephone etiquettes • International and social etiquettes • Social graces and table manners</li> </ul>	<p>Helps groom students to behave appropriately in a social setting, following etiquettes, learning social graces to improve your social image</p>

**Table 1**

Course Outcome	Course outcome
CO 401.1	To understand the meaning of personality and its determinants, and use it to develop their personality
CO 401.2	To understand the meaning of Global competence and be able to apply its characteristics in their lives
CO 401.3	To learn the right attitude, hone leadership skills, Social empathy, and Workplace ethics
Co 401.4	To groom the students for appropriate behaviour in social and professional circles

**Table 2**

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	1	0	1	1	-
CO 401.2	2	2	3	3	-
CO 401.3	3	3	3	2	-
CO 401.4	2	2	1	1	-
CO 401	8	7	8	7	-

Sr. NO.	Seat No	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
			Assignment	Orals	Orals	Presentation	Final exam	Final exam		
1	21000	Adsul Sayali	7	Yes	6	Yes	6	Yes	81	Yes
2	21001	Avaghade Rutuja	9	Yes	7	Yes	7	Yes	78	Yes
3	21002	Bagade Prachi	9	Yes	8	Yes	7	Yes	91	Yes
4	21003	Bankar Radhika	8	Yes	7	Yes	7	Yes	71	Yes
5	21004	Bhandare Aishwarya	9	Yes	9	Yes	8	Yes	95	Yes
6	21005	Ingawale Manasi	10	Yes	7	Yes	8	Yes	95	Yes
7	21006	Irmal Snehal	6	Yes	6	Yes	6	Yes	84	Yes
8	21007	Jadhav Swejal	7	Yes	5	Yes	6	Yes	47	Yes
9	21008	Jagdale Samruddhi	9	Yes	9	Yes	7	Yes	88	Yes
10	21009	Kachi Rutuja	9	Yes	7	Yes	8	Yes	81	Yes
11	21010	Kajale Rutuja	8	Yes	8	Yes	7	Yes	93	Yes
12	21011	Khedekar Siddhi	10	Yes	8	Yes	8	Yes	81	Yes
13	21012	Kubade Isha	9	Yes	8	Yes	9	Yes	96	Yes
14	21013	Kurme Isha	8	Yes	7	Yes	7	Yes	81	Yes
15	21014	Pardeshi Aishwarya	7	Yes	7	Yes	6	Yes	70	Yes
16	21015	Parhad Mrunal	7	Yes	6	Yes	7	Yes	87	Yes
17	21016	Patil Manasi	8	Yes	7	Yes	6	Yes	91	Yes
18	21017	Pawar Shruti	7	Yes	8	Yes	7	Yes	67	Yes
19	21018	Polekar Prajakta	4	Yes	4	Yes	4	Yes	55	Yes
20	21019	Pradhan Kiran	7	Yes	5	Yes	5	Yes	76	Yes
21	21020	Sawant Vaishnavi	4	Yes	4	Yes	4	Yes	48	Yes

22	21021	Shirsath Sudeshna	9	Yes	8	Yes	8	Yes	87	Yes
23	21022	Naik Shravani	9	Yes	7	Yes	7	Yes	76	Yes
24	21023	Barathe Shruti	4	Yes	4	Yes	4	Yes	54	Yes
25	21024	Thombare Shruti	7	Yes	5	Yes	6	Yes	66	Yes
26	21025	Vaishnav Priyanka	9	Yes	8	Yes	8	Yes	94	Yes
27	21026	Walekar Esha	8	Yes	8	Yes	8	Yes	83	Yes
28	21027	Chavan Bhakti	9	Yes	7	Yes	8	Yes	83	Yes
29	21028	Chavan Mitali	8	Yes	9	Yes	7	Yes	84	Yes
30	21029	Dhumal Pooja	8	Yes	8	Yes	7	Yes	83	Yes
31	21030	Gaikwad Rutika	8	Yes	7	Yes	8	Yes	59	Yes
32	21031	Gundka Ratna	10	Yes	8	Yes	8	Yes	88	Yes
33	21032	Hingane Gauri	9	Yes	7	Yes	9	Yes	87	Yes
34	21033	Jangid Pooja	8	Yes	8	Yes	8	Yes	87	Yes
35	21034	Kharat Dhanashree	9	Yes	8	Yes	7	Yes	90	Yes
36	21035	Khedekar Devyani	8	Yes	6	Yes	6	Yes	76	Yes
37	21036	Korde Pratiksha	7	Yes	9	Yes	8	Yes	77	Yes
38	21037	Maratkar Vaishnavi	5	Yes	5	Yes	5	Yes	68	Yes
39	21038	More Rutuja	8	Yes	6	Yes	7	Yes	91	Yes
40	21039	Katkam Nikita	9	Yes	7	Yes	7	Yes	90	Yes
41	21040	Bendge Prachi	8	Yes	6	Yes	7	Yes	91	Yes
42	21041	Satbhai Madhura	7	Yes	8	Yes	7	Yes	89	Yes
43	21042	Sathe Aditi	9	Yes	8	Yes	7	Yes	63	Yes
44	21043	Shendage Sharada	7	Yes	7	Yes	8	Yes	74	Yes
45	21044	Shinde Pallavi	9	Yes	7	Yes	7	Yes	93	Yes
46	21045	Vachane Shreya	8	Yes	7	Yes	8	Yes	85	Yes
47	21046	Sneha Athani	10	Yes	8	Yes	7	Yes	92	Yes
48	21047	Sorte Shrutika	8	Yes	8	Yes	8	Yes	72	Yes
49	21048	Takawale Akshada	7	Yes	6	Yes	7	Yes	90	Yes
50	21049	Wadkar Gauri	8	Yes	7	Yes	7	Yes	75	Yes
51	21050	Yanpure Yukta	10	Yes	8	Yes	9	Yes	91	Yes

Tool No 1 Assignment

Yes=51 No=00 NA=00

Total No of Yes/Total No of Students

51/51

1

Tool No 2 Orals

Yes=51 No=00 NA=00

Total No of Yes/Total No of Students

51/51

1

Tool No 3 Presentation  
Yes=51 No=00 NA=00  
Total No of Yes/Total No of Students  
51/51  
1

Tool No 4 Final Exam  
Yes=51 No=00 NA=00  
Total No of Yes/Total No of Students  
51/51  
1

Internal Average Attainment=Assignment +Oral +Presentation +Final  
 $1+1+1+1=4/4$   
1

0 To 0.40	1
0.41 To 0.60	2
0.61 To 1	3

Internal Average attainment value is 1= Attainment Value 3

External Average attainment value is 1= Attainment Value 3

**Semester III (2020-21)**  
**Subject: FUNDAMENTALS OF RURAL DEVELOPMENT**  
**Sub code :314**  
**Teacher's Name: Christina Dhende**

**PROGRAM OUTCOME**

After successfully completing the BBA Program students will be able

PO 1	To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
PO 2	To inculcate entrepreneurial skills in students and to encourage them to start their own business
PO 3	To develop leadership qualities, team behaviour, communication skills, management skills in students
PO 4	To make students proficient in theoretical as well as practical subjects
PO 5	To make them able to integrate latest technology and methodology and apply it efficiently
PO 6	To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

**COURSE OUTCOME (CO 401)**

The students will be able to

<b>Learning Outcomes</b>		<b>Teaching Learning Strategies</b>	<b>Tools</b>
CO 401.1	To study the importance of rural development, and get a better understanding of need for rural development	Interactive Session PPT Lecture method	Assignments Orals Presentations
CO 401.2	To understand the determinants of Rural Development Planning, Develop the knowledge & ability of the students about the concepts of NGO's and Rural Development To develop an understanding of Functions of DRDA.	PPT Videos of NGO's and Self-Help Groups Classroom discussions	Assignments Orals Presentations
CO 401.3	To learn the determinants of agri-prenuership, understand problems associated with rural entrepreneurship and study the implementation of marketing initiatives	Use of PPT Discussion on how farmers can become entrepreneurs Lecture method	Assignments Orals Presentations
CO 401.4	To understand role of internet in rural development. Develop the knowledge & ability of the students about the concepts of ICT and e-development in villages. Understand challenges of rural development.	Oral presentations by students for self-learning Discuss the challenges of rural development	Assignments Orals Presentations

## COURSE SPECIFIC OUTCOME (CSO 401)

Unit No	Contents	Specific Outcomes
1 Introduction to Rural Development	Concept of Rural Development- Meaning and Definition. Scope and Importance of Rural Development. Approaches of Rural Development. Need of Rural Development.	Provides sound knowledge about rural development to students
2 Rural Development Planning & Management	Rural Development Planning –District Rural Development Agency (DRDA)- Organisation Structure Functions of DRDA NGO's and Rural Development Self Help Groups (SHG's) formation	Helps students to learn and understand the meaning of NGO's, SHG's and their functioning, It will help to gain knowledge regarding working in various Government and NGO's transformation.
3 Agriculture Enterprise & Agro-based industries.	Agricultural Entrepreneur- Meaning, Definition and Importance. Agri-business Enterprises-Issues and prospectus Micro-financing Food and Agricultural Marketing and Management of agro-products. Agro-based industries	It gives opportunities to students to develop good communication skills, gain knowledge of local languages, ability to handle masses and leadership skills. They should develop problem-solving skills and the ability of working with clients with diverse interests. It will create interest and encourage students to take up farming as a business.
4 Information Technology and Rural Development	Rural Development and Internet. Information & Communication Technology (ICT) for Rural Development IT –Enable Services for an e-village Challenges of Rural Development	Helps students to develop IT Skills and how it is useful for the rural development To develop awareness regarding the challenges of Rural Development.

**Table 1**

Course Outcome	Course outcome
CO 401.1	To understand the development issues related to rural society.
CO 401.2	To find the employment opportunities for rural youth
CO 401.3	To create interest among the rural youth to participate in rural development programmes and schemes for sustainable development
Co 401.4	To discourage seasonal and permanent migration to urban areas.

**Table**

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	1	1	2	1	-
CO 401.2	2	3	2	2	-
CO 401.3	1	1	1	1	-
CO 401.4	0	1	2	1	-
CO 401	4	6	7	5	-

**SYBBA SEM IV**  
**Subject: FUNDAMENTALS OF RURAL DEVELOPMENT**  
**Course code:314**  
**2020-21**

Sr. NO.	Seat No	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
			Assignment		Orals		Presentation		final exam	
1	21000	Adsul Sayali	7	Yes	7	Yes	6	Yes	77	Yes
2	21001	Avaghade Rutuja	8	Yes	8	Yes	7	Yes	75	Yes
3	21002	Bagade Prachi	10	Yes	7	Yes	8	Yes	88	Yes
4	21003	Bankar Radhika	6	Yes	5	Yes	5	Yes	51	Yes
5	21004	Bhandare Aishwarya	8	Yes	8	Yes	8	Yes	80	Yes
6	21005	Ingawale Manasi	9	Yes	9	Yes	8	Yes	92	Yes
7	21006	Irmal Snehal	7	Yes	7	Yes	7	Yes	84	Yes
8	21007	Jadhav Swejal	8	Yes	6	Yes	7	Yes	52	Yes
9	21008	Jagdale Samruddhi	9	Yes	8	Yes	7	Yes	86	Yes
10	21009	Kachi Rutuja	10	Yes	8	Yes	8	Yes	85	Yes
11	21010	Kajale Rutuja	9	Yes	8	Yes	7	Yes	74	Yes
12	21011	Khedekar Siddhi	10	Yes	9	Yes	9	Yes	98	Yes
13	21012	Kubade Isha	9	Yes	8	Yes	9	Yes	93	Yes
14	21013	Kurme Isha	8	Yes	7	Yes	8	Yes	75	Yes
15	21014	Pardeshi Aishwarya	8	Yes	8	Yes	8	Yes	81	Yes
16	21015	Parhad Mrunal	9	Yes	7	Yes	8	Yes	79	Yes
17	21016	Patil Manasi	8	Yes	6	Yes	8	Yes	89	Yes
18	21017	Pawar Shruti	8	Yes	7	Yes	7	Yes	72	Yes
19	21018	Polekar Prajakta	7	Yes	6	Yes	6	Yes	61	Yes
20	21019	Pradhan Kiran	6	Yes	6	Yes	5	Yes	83	Yes
21	21020	Sawant Vaishnavi	5	Yes	4	Yes	5	Yes	43	Yes
22	21021	Shirsath Sudeshna	10	Yes	8	Yes	8	Yes	76	Yes
23	21022	Naik Shravani	8	Yes	8	Yes	7	Yes	69	Yes
24	21023	Barathe Shruti	5	Yes	4	Yes	5	Yes	66	Yes
25	21024	Thombare Shruti	6	Yes	6	Yes	6	Yes	68	Yes
26	21025	Vaishnav Priyanka	8	Yes	8	Yes	7	Yes	83	Yes
27	21026	Walekar Esha	10	Yes	7	Yes	8	Yes	89	Yes



28	21027	Chavan Bhakti	8	Yes	7	Yes	7	Yes	78	Yes
29	21028	Chavan Mitali	10	Yes	7	Yes	9	Yes	82	Yes
30	21029	Dhumal Pooja	9	Yes	6	Yes	8	Yes	76	Yes
31	21030	Gaikwad Rutika	9	Yes	8	Yes	7	Yes	80	Yes
32	21031	Gundka Ratna	9	Yes	8	Yes	9	Yes	75	Yes
33	21032	Hingane Gauri	8	Yes	6	Yes	9	Yes	82	Yes
34	21033	Jangid Pooja	8	Yes	8	Yes	7	Yes	86	Yes
35	21034	Kharat Dhanashree	9	Yes	7	Yes	9	Yes	74	Yes
36	21035	Khedekar Devyani	7	Yes	7	Yes	7	Yes	77	Yes
37	21036	Korde Pratiksha	9	Yes	6	Yes	8	Yes	78	Yes
38	21037	Maratkar Vaishnavi	5	Yes	5	Yes	5	Yes	70	Yes
39	21038	More Rutuja	8	Yes	7	Yes	6	Yes	77	Yes
40	21039	Katkam Nikita	9	Yes	7	Yes	7	Yes	69	Yes
41	21040	Bendge Prachi	8	Yes	8	Yes	7	Yes	90	Yes
42	21041	Satbhai Madhura	9	Yes	6	Yes	8	Yes	82	Yes
43	21042	Sathe Aditi	10	Yes	7	Yes	8	Yes	74	Yes
44	21043	Shendage Sharada	9	Yes	7	Yes	7	Yes	80	Yes
45	21044	Shinde Pallavi	10	Yes	8	Yes	8	Yes	89	Yes
46	21045	Vachane Shreya	8	Yes	7	Yes	7	Yes	79	Yes
47	21046	Sneha Athani	10	Yes	7	Yes	9	Yes	83	Yes
48	21047	Sorte Shrutika	8	Yes	8	Yes	7	Yes	75	Yes
49	21048	Takawale Akshada	8	Yes	7	Yes	7	Yes	77	Yes
50	21049	Wadkar Gauri	7	Yes	7	Yes	7	Yes	69	Yes
51	21050	Yanpure Yukta	10	Yes	8	Yes	9	Yes	89	Yes

Tool No 1 Assignment

Yes=51 No=00 NA=00

Total No of Yes/Total No of Students

51/51

1

Tool No 2 Orals

Yes=51 No=00 NA=00

Total No of Yes/Total No of Students

51/51

1

Tool No 3 Presentation  
Yes=51 No=00 NA=00  
Total No of Yes/Total No of Students  
51/51  
1

Tool No 4 Final Exam  
Yes=51 No=00 NA=00  
Total No of Yes/Total No of Students  
51/51  
1

Internal Average Attainment=Assignment +Oral +Presentation +Final  
 $1+1+1+1=4/4$   
1

0 To 0.40	1
0.41 To 0.60	2
0.61 To 1	3

Internal Average attainment value is 1= Attainment Value 3

External Average attainment value is 1= Attainment Value 3



**Legal Aspects of Human Resource Management**  
**Course Code-C306**  
**Teacher's name- Gauri Shinde**  
**SYBBA SEM.3**

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

BBA Program Specific Outcome:

1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
3. To develop leadership qualities, team behavior, communication skills, management skills in students.
4. To make students proficient in theoretical as well as practical subjects.
5. To make them able to integrate latest technology and methodology and apply it efficiently.
6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

Course Outcome:

1. To study and explain rights of employees at work place.
2. To understand HR policies
3. To understand the Applications of different Legal Aspects in HR.
4. To understand various labor laws

Unit No	Unit Title	Contents	Purpose & Skills to be develop
1	Introduction	Employer, employee, Rights of an employee at work place. HR Policy- Meaning and its importance. Legal issues related to HR in the Organisation	1. To study and explain rights of employees at work place. 2. To understand the legal issues related to HR in an organisation.
2	Wage & Salary Administration and The Workmen's	Wage & Salary Administration- Meaning & Definition of Wage & Salary, Objectives of Wage & Salary Administration, Wage Differentials,	1. To understand the basic concepts of Wage & Salary Administration. 2. To understand the Applications of The Workmen's Compensation Act, 1923.

	Compensation Act, 1923	Factors affecting Wage & Salary Levels The Workmen's Compensation Act,1923- Introduction,Main Features of the Act, Definitions, Provisions under the Act.	
3	The Payment of Gratuity Act,1972 and Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act 2013	The Payment of Gratuity Act,1972 Introduction, Scope and Application, Definitions and Provisions under this Act. Sexual Harassment of Women at Workplace (Prevention , Prohibition And Redressal) Act 2013 Introduction, Main Features of the Act, Provisions, Vishaka Guidelines	1. To gain knowledge & Applications of The Payment of Gratuity Act,1972 2. To understand the Applications of Sexual Harassment of Women at Workplace (Prevention , Prohibition And Redressal) Act 2013
4	Business Exposure in HR		1. To introduce the students to the general HR practices in the organisation. 2. To enhance the awareness of the students towards different Acts and its application.

Sr. No.	NAME	Tool No. 1 PRESENTATION	Target	Tool No. 2 ORAL	Target	Tool No. 3 ASSIGNMENT	Target	External	Target
1	GUNDKA RATNA SHRINIVAS	9	Yes	10	Yes	9	Yes	41	Yes
2	KACHI RUTUJA SHRIKANT	9	Yes	10	Yes	9	Yes	50	Yes
3	JANGID POOJA RAMNIWAS	8	Yes	8	Yes	8	Yes	60	Yes
4	SATBHAI MADHURA JAYANT	8	Yes	8	Yes	8	Yes	52	Yes
5	KHARAT DHANASHREE PRAKASH	9	Yes	9	Yes	8	Yes	46	Yes
6	BAGADE PRACHI VILAS	9	Yes	9	Yes	9	Yes	63	Yes
7	YANPURE YUKTA PRAKASH	9	Yes	9	Yes	8	Yes	38	Yes
8	PATIL MANASI RAHUL	7	Yes	8	Yes	7	Yes	70	Yes
9	SHINDE PALLAVI KALYAN	8	Yes	8	Yes	8	Yes	64	Yes
10	INGAWALE MANSI BAJRANG	9	Yes	10	Yes	9	Yes	41	Yes
11	PARHAD MRUNAL PRAKASH	8	Yes	8	Yes	8	Yes	56	Yes
12	VAISHNAV PRIYANKA RADHESHAM	9	Yes	9	Yes	8	Yes	48	Yes
13	KORDE PRATIKSHA ARVIND	8	Yes	8	Yes	8	Yes	49	Yes
14	AVGHADE RUTUJA	8	Yes	8	Yes	8	Yes	55	Yes

	DATTA								
15	BHANDARE AISHWARYA SANTOSH	8	Yes	9	Yes	8	Yes	57	Yes
16	CHAUDHARI AISHWARYA KALYANI	NA	NA	NA	NA	NA	NA	NA	NA
17	KATKAM NIKITA SANTOSH	9	Yes	9	Yes	8	Yes	57	Yes
18	HINGANE GAURI SUDHIR	7	Yes	8	Yes	7	Yes	62	Yes
19	IRMAL SNEHA VINOD	9	Yes	9	Yes	9	Yes	57	Yes
20	MARATKAR VAISHNAVI VILAS	7	Yes	8	Yes	7	Yes	46	Yes
21	SATHE ADITI SUNIL	7	Yes	8	Yes	8	Yes	63	Yes
22	PARDESHI AISHWARYA KRUSHNA	8	Yes	8	Yes	8	Yes	56	Yes
23	POLEKAR PRAJAKTA PRAKASH	0	No	6	Yes	6	Yes	50	Yes
24	NAIK SHRAVANI AMOL	7	Yes	8	Yes	7	Yes	50	Yes
25	PAWAR SHRUTI ASHOK	7	Yes	8	Yes	8	Yes	53	Yes
26	WALEKAR ESHA JITENDRA	8	Yes	9	Yes	8	Yes	56	Yes
27	BANKAR RADHIKA RAJAN	4	Yes	7	Yes	7	Yes	57	Yes
28	GAIKWAD RUTIKA VIJAY	8	Yes	9	Yes	8	Yes	55	Yes
29	KUBADE ISHA SANTOSH	9	Yes	9	Yes	8	Yes	62	Yes
30	KHEDEKAR SIDDHI NAGESH	9	Yes	10	Yes	9	Yes	53	Yes
31	SORTE SHRUTIKA RAJAN	8	Yes	8	Yes	8	Yes	43	Yes
32	KHEDEKAR DEVYANI PANDIT	8	Yes	8	Yes	8	Yes	46	Yes
33	SHIRSATH SUDESHNA PRAMOD	9	Yes	9	Yes	9	Yes	49	Yes
34	SHENDAGE SHARADA BALASAHEB	7	Yes	8	Yes	7	Yes	59	Yes
35	VACHANE SHREYA RAJESH	8	Yes	9	Yes	8	Yes	56	Yes
36	PRADHAN KIRAN PRALHAD	7	Yes	8	Yes	8	Yes	48	Yes
37	BENDGE PRACHI SADASHIV	7	Yes	8	Yes	8	Yes	56	Yes
38	SNEHA VEERBHADRA BHARATI	7	Yes	8	Yes	8	Yes	35	Yes
39	BARATHE SHRUTI KAILAS	0	No	6	Yes	6	Yes	45	Yes
40	KAJALE RUTUJA SATISH	8	Yes	9	Yes	8	Yes	63	Yes
41	SAWANT VAISHNAVI CHANDRAKANT	0	No	6	Yes	6	Yes	36	Yes

42	KURME ISHA VINAYAK	7	Yes	7	Yes	7	Yes	62	Yes
43	MORE RUTUJA RAJESH	7	Yes	8	Yes	7	Yes	48	Yes
44	CHAVAN BHAKTI VISHWAS	9	Yes	10	Yes	9	Yes	56	Yes
45	DHUMAL POOJA ANIL	7	Yes	7	Yes	7	Yes	42	Yes
46	ADSUL SAYALI DILIP	0	No	6	Yes	6	Yes	28	Yes
47	WADKAR GAURI BALASAHEB	3	No	6	Yes	6	Yes	48	Yes
48	TAKAWALE AKSHADA BABASAHEB	7	Yes	8	Yes	8	Yes	56	Yes
49	JADHAV SWEJAL RAJESH	0	No	6	Yes	6	Yes	22	No
50	JAGDALE SAMRUDDHI ANIL	9	Yes	9	Yes	8	Yes	45	Yes

1	Tool No. 1 Presentation YES=43 NO=6 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/50  0.86
2	TOOL NO. 2 ORAL YES=49 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 49/50  0.98
3	TOOL NO.3 ASSIGNMNETS YES=49 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 49/50  0.98

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
$0.86+0.98+0.98/3=0.94$		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 0.94		
LEVEL OF ATTAINMENT IS 3		

TOOL NO.4 EXTERNAL		
YES=48 NO=1 NA=1		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
48/50		
	0.96	
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
<b>LEVEL OF ATTAINMENT IS 3</b>		
OVERALL COURSE ATTAINMENT =0.5*INTERNAL ATTAINMENT+0.5* EXTERNAL ATTAINMENT		

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

Course Outcome:

1. To study and explain rights of employees at work place.
2. To understand HR policies
3. To understand the Applications of different Legal Aspects in HR.
4. To understand various labor laws

**Table**

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	3	1	3	3	2
CO 2	3	3	1	3	3	2
CO 3	3	3	1	3	3	2
CO4	3	3	1	3	3	1
CO	12/4 = 3	12/4 =3	4/4 =1	12/4 = 3	12/4 = 3	7/4 =1.75

**PO Attainment**



PO1= (corresponding cell value in table X Overall CO attainment value) /3

$$\text{PO1 } (2.75 \times 3) / 3 = 3$$

$$\text{PO2 } (2.25 \times 3) / 3 = 3$$

$$\text{PO3 } (2.25 \times 3) / 3 = 1$$

$$\text{PO4 } (2.75 \times 3) / 3 = 3$$

$$\text{PO5 } (2.75 \times 3) / 3 = 3$$

$$\text{PO6 } (2.75 \times 3) / 3 = 1.75$$

Average PO attainment=2.458

\*\*\*\*\*

**Principles of Management**  
**FYBBA-**  
**Course code-101**  
**Subject teacher-Gauri Shinde**

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

BBA Program Specific Outcome:

1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
3. To develop leadership qualities, team behavior, communication skills, management skills in students.
4. To make students proficient in theoretical as well as practical subjects.
5. To make them able to integrate latest technology and methodology and apply it efficiently.
6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

Course Outcome:

1. To understand basic concept of business management
2. To examining various management functions
3. To develop managerial skills among the student

Unit No	Unit Title	Contents	Purpose & Skills to be develop
1	Nature of management	1.1 Meaning & Importance, Functions 1.2 Role of Managers 1.3 Management As an Art, Science, Profession and a Social System 1.4 Concept of Management, Administration, Organization & Universality of Management	Basic aspects of management thinking & Develop ability of managerial thinking and cultivate business acumen
2	Evolution of management	Concept of Managerial Thoughts	To understand different approaches to management thoughts and philosophy

	thoughts	Contribution of Frederick Taylor, Elton Mayo, Henry Fayol and Peter Drucker Indian Management ethos (Indian) and different Styles for example (J.R.D Tata, Dhirubhai Ambani, N. R. Narayana Murthy, Verghese Kurien)...	& Ability to understand approaches to philosophy of management thinking
3	Major managerial Functions	3.1 Forecasting: Meaning, Need Types, Methods, Advantages, merits, Disadvantages 3.2 Planning: Meaning, Need Types, methods, Advantages, merits, Disadvantages 3.3 Organizing: Meaning, Concept, Delegation of Authority: Meaning, Importance 3.4 Decision Making: Types, Process, Importance 3.5 Motivation: Meaning, Importance, Nature, Principles, and 3.6 Controlling: Meaning, Needs, Process, Techniques	To understand the importance of functions of management and their roles & Ability to organize various programmes and events
4	Recent trends in Management	Management of change, management of crises, Total Quality Management (TQM): Meaning, Merits, Demerits, stress management. (Principles, concepts merits) 2 Knowledge Management: Meaning, Merits, Demerits 4.3 Outsourcing: Meaning, Merits, Demerits	To know what are the themes in modern management and changes in the business & To learn about new systems and trends in modern management

Sr. No.	NAME OF STUDENTS	Tool No. 1 PRESENTATION	Target	Tool No. 2 ORAL	Target	Tool No. 3 ASSIGNMENT	Target	EXTERNAL	Target
1	Shinde Avantika Atul	9	Yes	9	Yes	9	Yes	63	Yes
2	Kakade Payal Rahul	0	No	6	Yes	6	Yes	39	Yes
3	Ghadage Kirti Ravindra	7	Yes	8	Yes	8	Yes	55	Yes
4	Shelvante Sanika Sachin	7	Yes	8	Yes	7	Yes	62	Yes
5	Nivangune Prajakta Kisan	10	Yes	9	Yes	9	Yes	64	Yes
6	Ghule Siddhi Sandeep	9	Yes	9	Yes	9	Yes	55	Yes
7	Ghumare Manasi Dilip	9	Yes	8	Yes	8	Yes	48	Yes
8	Naik Amruta Mahadeo	9	Yes	10	Yes	9	Yes	52	Yes
9	More Mrunali Suresh	8	Yes	8	Yes	8	Yes	45	Yes
10	Bhalerao Tanmayee Nitin	8	Yes	8	Yes	8	Yes	35	Yes



1	Tool No. 1 Presentation YES=40 NO=3 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 40/44	0.909
2	TOOL NO. 2 ORAL YES=43 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/44	0.977
3	TOOL NO.3 ASSIGNMNETS YES=43 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/44	0.977

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
0.909+0.977+0.977/3=0.954		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 0.95		
LEVEL OF ATTAINMENT IS 3		
TOOL NO.4 EXTERNAL		
YES=43 NO=0 NA=1		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
43/44		
	0.97	
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
LEVEL OF ATTAINMENT IS 3		

OVERALL COURSE ATTAINMENT =0.5\*INTERNAL ATTAINMENT+0.5\* EXTERNAL ATTAINMENT

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

Course Outcome:

1. To understand basic concept of business management
2. To examining various management functions
3. To develop managerial skills among the students

**Table**

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	3	1	3	3	2
CO 2	3	3	1	3	3	2
CO 3	3	3	2	3	3	2
CO 243	9/3 = 3	9/3 =3	4/3 =1.33	9/3 = 3	9/3 = 3	6/3 =2

**PO Attainment**

PO1= (corresponding cell value in table X Overall CO attainment value) /3

$$PO1 (2.75 \times 3) / 3 = 3$$

$$PO2 (2.25 \times 3) / 3 = 3$$

$$PO3 (2.25 \times 3) / 3 = 1.33$$

$$PO4 (2.75 \times 3) / 3 = 3$$

$$PO5 (2.75 \times 3) / 3 = 3$$

$$PO6 (2.75 \times 3) / 3 = 2$$

Average PO attainment=2.555

\*\*\*\*\*

**SEMESTER I (2020-21)**  
**BUSINESS COMMUNICATION SKILLS**  
**COURSE CODE 102**  
**SUB TEACHER: Christina Dhende**

**PROGRAM OUTCOME**

After successfully completing the BBA Program students will be able

PO 1	To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
PO 2	To inculcate entrepreneurial skills in students and to encourage them to start their own business
PO 3	To develop leadership qualities, team behaviour, communication skills, management skills in students
PO 4	To make students proficient in theoretical as well as practical subjects
PO 5	To make them able to integrate latest technology and methodology and apply it efficiently
PO 6	To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

**COURSE OUTCOME (CO 401)**

The students will be able to

<b>Learning Outcomes</b>		<b>Teaching Learning Strategies</b>	<b>Tools</b>
CO 401.1	To understand the basic purpose of communication. & Ability to understand and comprehend the meaning of different forms of communication	Interactive Session PPT Lecture method	Assignments Orals Presentations
CO 401.2	To understand how to write effective messages and different types of communication, & Ability to write meaningful and concise and effective messages	Role-play Activities Theory lectures for conceptual understanding	Assignments Orals Presentations
CO 401.3	To understand how to make effective Business Correspondence & Ability to write precise business letters and understanding about business correspondence	Use of PPT for better understanding of various types of business letters	Assignments Orals Presentations
CO 401.4	To understand how modern technology effects businesses and	Oral presentations by students for self-	Assignments Orals

	media-based communication is working in present context. Effects of new media on business is affecting on interpersonal relations and groups & Ability to use different formats of social communication and technology-based communication effectively	learning.	Presentations
--	--	-----------	---------------

### **COURSE SPECIFIC OUTCOME (CSO 401)**

Unit No	Contents	Specific Outcomes
1 Concept of Communication and Introduction to Communication	Role of Communication in social and economic system Need for effective communication, meaning and definition, Principles of effective communication, Barriers to communication and over comings	Students learn and understand: The role of communication and its process Understand the Seven C's of effective business communication Overcome barriers in communication
2 Methods and types of Communication	Methods of Communications]: Linguistics, Non- Linguistics and Para- Linguistics, Art of Listening Written communication, Forms of written communication. Qualities, difficulties in written communication, Constraints in developing effective written communication Types or Channels of Communication: Internal- Vertical, Horizontal, Consensus, Grapevine External- Inward, Outward Merits and Limitations of methods & types of communication	Helps students to learn, understand and develop good listening skills. Develops the ability to understand the methods of communication and types of channels of communication
3 Business Correspondence	Concept, need and functions of Business Correspondence, Types of Business letters, Layout Drafting of business, Business Correspondence: Sales, Orders sales circulars and business promotion and resignation letter, leave, application letter, Complaint, Credit verification, Correspondence with bank, Job application, and Reference check	Helps students understand the concept, need and functions of correspondence Hones different types of business letter writing skills



Course Outcome	Course outcome
CO 401.1	Ability to understand implication of effective communication
CO 401.2	To develop an appropriate understanding role and utility of written and oral communication in life
CO 401.3	To develop proficiency for different purposes for different organizations
Co 401.4	To develop proficiency in effectives uses of various media of communication. To communicate interact effectively by using different forms of social media

**Table 2**

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	2	1	3	2	-
CO 401.2	1	1	2	2	-
CO 401.3	3	3	3	3	-
CO401.4	1	1	2	2	-
CO 401	7	6	10	9	-

Seat No	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4		Tool No 5	
		Assignment		Orals		Presentation		Project		Final Exam	
										100	
1	Aishwarya Marne	10	Yes	9	Yes	8	Yes	19	Yes	95	Yes
2	Badadhe Pritee	8	Yes	8	Yes	9	Yes	16	Yes	80	Yes
3	Bagul Bhagyashree	8	Yes	7	Yes	7	Yes	16	Yes	84	Yes
4	Bagwan Alija	7	Yes	8	Yes	7	Yes	17	Yes	80	Yes
5	Barve Devakee	9	Yes	6	Yes	7	Yes	16	Yes	77	Yes
6	Bhalerao Tanmayee	8	Yes	7	Yes	7	Yes	15	Yes	63	Yes
7	Dakshata Sagvekar	7	Yes	8	Yes	7	Yes	17	Yes	74	Yes
8	Dalbhanjan Sakshi	8	Yes	7	Yes	9	Yes	17	Yes	86	Yes
9	Deolankar Isha	9	Yes	7	Yes	7	Yes	17	Yes	76	Yes
10	Dhage Kusum	7	Yes	8	Yes	7	Yes	16	Yes	80	Yes
11	Divate Vaishnavi	9	Yes	7	Yes	9	Yes	16	Yes	81	Yes
12	Ghadage Kirti	7	Yes	9	Yes	8	Yes	16	Yes	66	Yes
13	Ghule Siddhi	10	Yes	9	Yes	9	Yes	18	Yes	87	Yes
14	Ghumare	8	Yes	7	Yes	9	Yes	16	Yes	80	Yes

	Manasi										
15	Gurav Neha	9	Yes	8	Yes	9	Yes	16	Yes	89	Yes
16	Gurav Sakshi	8	Yes	9	Yes	9	Yes	16	Yes	84	Yes
17	Jadhav Tanvi	10	Yes	7	Yes	9	Yes	12	Yes	80	Yes
18	Jarande Gayatri	7	Yes	6	Yes	7	Yes	15	Yes	55	Yes
19	Kakade Payal	8	No	7	No	6	Yes	12	Yes	76	Yes
20	Kardas Ruchita	7	Yes	7	Yes	8	Yes	16	Yes	80	Yes
21	Koli Pallavi	9	Yes	7	Yes	6	Yes	15	Yes	72	Yes
22	Lokare Vaishnavi	8	Yes	8	Yes	7	Yes	16	Yes	73	Yes
23	Maratkar Aishwarya	7	Yes	6	Yes	6	Yes	15	Yes	65	Yes
24	Mayuri Vaidya	8	Yes	7	Yes	7	Yes	17	Yes	87	Yes
25	More Mrunali	9	Yes	9	Yes	8	Yes	16	Yes	81	Yes
26	More Shraddha	10	Yes	7	Yes	9	Yes	16	Yes	83	Yes
27	Nachan Akanksha	10	Yes	8	Yes	9	Yes	16	Yes	87	Yes
28	Naik Amruta	9	Yes	9	Yes	9	Yes	17	Yes	83	Yes
29	Nivangune Prajakta	10	Yes	9	Yes	9	Yes	17	Yes	94	Yes
30	Pallavi Ghadshi	9	Yes	8	Yes	9	Yes	15	Yes	76	Yes
31	Pardeshi Rushalee	9	Yes	8	Yes	8	Yes	17	Yes	89	Yes
32	Petkar Rutuja	10	Yes	7	Yes	9	Yes	16	Yes	77	Yes
33	Pratiksha Shivtare	8	Yes	7	Yes	7	Yes	15	Yes	78	Yes
34	Priyanka Shinde	9	Yes	8	Yes	8	Yes	16	Yes	85	Yes
35	Riddhi Ubhe	8	Yes	9	Yes	8	Yes	15	Yes	85	Yes
36	Salunke Sanskriti	9	Yes	8	Yes	7	Yes	17	Yes	90	Yes
37	Sarawade Pradnya	9	Yes	7	Yes	9	Yes	16	Yes	70	Yes
38	Shelvante Sanika	10	Yes	7	Yes	9	Yes	16	Yes	86	Yes
39	Shendkar Ashwini	10	Yes	8	Yes	7	Yes	15	Yes	84	Yes
40	Shinde Avantika	8	Yes	8	Yes	9	Yes	15	Yes	71	Yes
41	Shinde Samiksha	9	Yes	7	Yes	8	Yes	17	Yes	89	Yes
42	Srushti Maral	10	Yes	7	Yes	7	Yes	15	Yes	79	Yes

43	Tiwari Archana	8	Yes	9	Yes	7	Yes	15	Yes	76	Yes
----	----------------	---	-----	---	-----	---	-----	----	-----	----	-----

Tool No 1 Assignment  
Yes=43 No=00NA=00  
Total No of Yes/Total No of Students  
43/43  
1

Tool No 2 Orals  
Yes=43 No=00 NA=00  
Total No of Yes/Total No of Students  
43/43  
1

Tool No 3 Presentation  
Yes=43 No=00 NA=00  
Total No of Yes/Total No of Students  
43/43  
1

Tool No 4 Project  
Yes=43 No=00 NA=01  
Total No of Yes/Total No of Students  
43/43  
1

Tool No 5 Final Exam  
Yes=43 No=00 NA=01  
Total No of Yes/Total No of Students  
43/43  
1

Internal Average Attainment=Assignment+Oral+Presentation+Final  
1+1+1+1+1=5/5  
1

0 To 0.40	1
0.41 To 0.60	2

Internal Average attainment value is 1= Attainment Value 3

External Average attainment value is 1= Attainment Value 3

**Business Economics (Micro)**  
**FYBBA**  
**Course Code-103**  
**SEM.1 2020-21**

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

BBA Program Specific Outcome:

1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
3. To develop leadership qualities, team behavior, communication skills, management skills in students.
4. To make students proficient in theoretical as well as practical subjects.
5. To make them able to integrate latest technology and methodology and apply it efficiently.
6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

Course Outcome:

1. To understand role of economics as it influences society and business
2. To study how different decisions are taken in relation to price, demand and supply
3. To develop right understanding regarding Monopoly, perfect competition, revenue etc.

Unit No.	Unit Title	Contents	Purpose & Skills to be develop
1	Concept of Business economics	Importance of economics in life, scope, forms of economy economic activities, economic problems, circular flow of economy Meaning and definition of business economics, scope of Business Economics Importance of economics in life, forms of economy, central problems of economics,	Role and purpose of economics in society and economic & Ability to think in prudent manner

		market forces in solving economic problems, 5 sector flow of income and expenditure	
2	Demand and supply analysis	Concept of demand supply Concept of demand, determinants of demand, individual demand, market demand, Law of demand, elasticity of demand, types of elasticity of demand. Practical implementation of elasticity of demand. Methods of measuring elasticity of demand. Concept of supply, determinant of supply, elasticity of supply.	1. To understand how the concept of demand and supply works in a particular economy 2. To study implications of different aspects of demand and supply & Ability to examine implications of changes in demand and supply on economics and ability to select right alternatives in a given situation
3	Revenue and cost analysis	Concept and types of revenue Importance of revenue, methods of calculation of revenue Interrelationship between marginal, total, and average revenue Concept of cost definition and importance of cost, typology of cost analysis of cost	1. To understand role and function of revenue in different economic decision 2. To examine what factors determine revenue and cost & Ability to comprehend the concept of cost and calculation of revenue and cost and Production.
4	Pricing under various market conditions	Concept of market and competition  Meaning of market, types of markets - perfect competition, Monopoly, monopolistic competition, duopoly, and oligopoly. Price and output determination in different market conditions. Concept of Total Revenue, Average Revenue and Marginal Revenue, Methods of measuring TR, AR and MR, interrelationship between TR, AR and MR	To understand concept of market and different forces affecting completion of market under different economic circumstances & Ability to understand market forces governing economic situations

Sr. No.	NAME OF STUDENTS	Tool No. 1 PRESENTATION	Target	Tool No. 2 ORAL	Target	Tool No. 3 ASSIGNMENT	Target	EXTERNAL	Target
1	Shinde Avantika Atul	9	Yes	8	YES	8	YES	59	YES
2	Kakade Payal Rahul	6	Yes	6	YES	0	NO	32	YES
3	Ghadage Kirti Ravindra	9	Yes	4	YES	7	YES	43	YES
4	Shelvante Sanika Sachin	8	Yes	7	YES	8	YES	43	YES
5	Nivangune Prajakta Kisan	9	Yes	9	YES	10	YES	53	YES
6	Ghule Siddhi Sandeep	9	Yes	9	YES	10	YES	50	YES
7	Ghumare Manasi Dilip	8	Yes	4	YES	8	YES	43	YES
8	Naik Amruta Mahadeo	9	Yes	9	YES	10	YES	42	YES
9	More Mrunali Suresh	8	Yes	5	YES	8	YES	31	YES
10	Bhalerao Tanmayee Nitin	8	Yes	6	YES	8	YES	35	YES
11	Gurav Sakshi Dhananjay	7	Yes	7	YES	8	YES	45	YES

12	DalbhanjanSakshi Prashant	7	Yes	7	YES	8	YES	49	YES
13	KoliPallviRaghunath	7	Yes	3	NO	8	YES	28	YES
14	KardasRuchitaShrinivas	6	Yes	6	YES	0	NO	39	YES
15	SagvekarDakshita Santosh	6	Yes	4	YES	8	YES	36	YES
16	JadhavTanvi Sanjay	8	Yes	4	YES	8	YES	41	YES
17	SarwadePradnayaDashrath	8	Yes	8	YES	8	YES	29	YES
18	ShindeSamiksha Ganesh	6	Yes	8	YES	7	YES	42	YES
19	PetkarRutujaRajendra	9	Yes	7	YES	9	YES	39	YES
20	JarandeGayatri Nitin	6	Yes	6	YES	7	YES	32	YES
21	BadadhePriteeBalpatil	8	Yes	7	YES	9	YES	48	YES
22	GhadashiPallviPandurang	8	Yes	7	YES	9	YES	48	YES
23	ShivtarePratikshaDilip	6	Yes	4	YES	8	YES	46	YES
24	SalunkeSanskritiYogesh	9	Yes	7	YES	10	YES	42	YES
25	BagwanAlija Majid	8	Yes	8	YES	9	YES	43	YES
26	MaraneAishwaryaPravin	9	Yes	7	YES	9	YES	56	YES
27	BagulBhagyashriPravin	7	Yes	6	YES	8	YES	53	YES
28	Shinde Priyanka Namdeo	6	Yes	7	YES	0	NO	39	YES
29	More Shraddha Hitendra	9	Yes	8	YES	10	YES	52	YES
30	Vaidya MayuriSandip	6	Yes	7	YES	7	YES	38	YES
31	ShendkarAshwini Nitin	8	Yes	3	NO	10	YES	46	YES
32	MaratkarAishwaraya Vilas	7	Yes	7	YES	8	YES	42	YES
33	MaralSrushtiRajendra	8	Yes	6	YES	8	YES	35	YES
34	Gurav Neha Nilesh	7	Yes	7	YES	8	YES	48	YES
35	NachanAkansha Anil	6	Yes	7	YES	8	YES	55	YES
36	DivateVaishnaviDnyaneshwar	9	Yes	7	YES	8	YES	52	YES
37	UbheRiddhiGhulab	8	Yes	9	YES	10	YES	49	YES
38	Tiwari ArchanaBhawniprasad	8	Yes	8	YES	9	YES	32	YES
39	DeolankarIsha Nitin	7	Yes	7	YES	8	YES	45	YES
40	BarveDevakeeMahendra	8	Yes	6	YES	8	YES	35	YES
41	LokareVaishnaviMahadev	6	Yes	2	NO	8	YES	38	YES
42	DhageKusumGulab	9	Yes	8	YES	8	YES	42	YES
43	PardeshiRushaleeTarachand	8	Yes	4	YES	8	YES	36	YES
44	Yadav Siddhi Dashrath	6	Yes	6	YES	0	NO	A	NA

1	Tool No. 1 Presentation YES=44 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 44/44	1
2	TOOL NO. 2 ORAL YES=41 NO=3 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 41/44	0.931
3	TOOL NO.3 ASSIGNMENTS YES=40 NO=4 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 40/44	0.909

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3 $1+0.93+0.90/3=0.94$		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 0.94 LEVEL OF ATTAINMENT IS 3		
TOOL NO.4 EXTERNAL YES=43 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/44		
	0.97	
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
LEVEL OF ATTAINMENT IS 3		



OVERALL COURSE ATTAINMENT =0.5\*INTERNAL ATTAINMENT+0.5\* EXTERNAL ATTAINMENT

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

Course Outcome:

1. To understand role of economics as it influences society and business
2. To study how different decisions are taken in relation to price, demand and supply
3. To develop right understanding regarding Monopoly, perfect competition, revenue etc.

**Table**

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	3	1	3	3	2
CO 2	3	1	3	3	3	1
CO 3	3	1	2	1	2	1
CO 243	9/3 = 3	5/3 =1.66	6/3 =2	7/3 = 2.33	8/3 = 2.66	4/3 =1.33

**PO Attainment**

PO1= (corresponding cell value in table X Overall CO attainment value) /3

$$PO1 (2.75 \times 3) / 3 = 3$$

$$PO2 (2.25 \times 3) / 3 = 1.66$$

$$PO3 (2.25 \times 3) / 3 = 2$$

$$PO4 (2.75 \times 3) / 3 = 2.33$$

$$PO5 (2.75 \times 3) / 3 = 2.66$$

$$PO6 (2.75 \times 3) / 3 = 1.33$$

$$\text{Average PO attainment} = 2.163$$

\*\*\*\*\*

**Business Planning & Project Management**  
**TYBBA SEM 6**  
**Course code-601**  
**Subject Teacher-Gauri Shinde**

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

**BBA Program Specific Outcome:**

1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
3. To develop leadership qualities, team behavior, communication skills, management skills in students.
4. To make students proficient in theoretical as well as practical subjects.
5. To make them able to integrate latest technology and methodology and apply it efficiently.
6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

**Course Outcome:**

1. To develop a significant understanding of Project Management.
2. To develop a concept based approach towards Management of Business Projects.
3. To develop the relationship between the significance of Businesses Projects & their Management.

Unit No	UnitTitle	Contents	Purpose&Skills to be develop
1	Introduction to Project Management	1.1 Defining Business Project Management 1.2 Exploring opportunities in the project management field 1.3 Developing Project management skills 1.4 Categorising different types of Business Projects 1.5 Understanding the difference between Projects & Programmes.	<ul style="list-style-type: none"> <li>• To understand the role &amp; importance of Management in Business Projects.</li> <li>• To develop the skills of managing Business Projects.</li> </ul>
2	Planning & Implementing your Project	1.1 Planning a Project 1.2 Developing a Business Project Management Plan 1.3 Assessing the feasibility of a Project 1.4 Identifying & Managing the Risk 1.5 Managing a Project & Setting up a Project Database. 1.6 Creating an effective work schedule 1.7 Monitoring a business project 1.8 Managing Change 1.9 Address of Problems	<ul style="list-style-type: none"> <li>• To develop conceptual clarity in Planning &amp; Implementation of Business Projects.</li> <li>• To develop the quest of taking calculated risks towards Managing the Business Projects</li> </ul>
3	Business Project Management Techniques	a. Identifying Organisational Structures b. Estimation of Costs & Budget c. Using CPM tools (Gantt Chart, WBS, Project Network Diagram) d. Establishing the CPM e. Implementing PERT Tool f. Using Process improvement tools (Fishbone, SIPOC)	<ul style="list-style-type: none"> <li>• To provide an understanding of the tools &amp; techniques necessary to effectively manage &amp; control the projects in businesses.</li> <li>• To understand the relevance of a technique-based project management system in the success of business projects.</li> </ul>
4	Managing Project issues & their commencement	4.1 Identifying Project Costs 4.2 Calculating Return on Investment (ROI) 4.3 Calculating the Payback Period 4.4 Determining Net Present Value (NPV) 4.5 Identifying the life cycle of a Project 4.6 Handling over a Project 4.7 Closing a Project 4.8 Reviewing a Project	<ul style="list-style-type: none"> <li>• To develop the basic understanding behind Business Project Issues &amp; strategies for its addressal.</li> <li>• To develop a mindset of calculation-based business projects to minimise the chances of its failure.</li> </ul>

Sr.No.	NAME OF STUDENTS	Tool 1 Internal	Target	Tool 2 External	Target
1	PaygudeRutuja Sunil	19	Yes	53	Yes
2	KshirsagarShivaniRamchandra	19	Yes	61	Yes
3	PokaleRutika Sunil	17	Yes	69	Yes
4	WaghSukanyaKundlik	17	Yes	53	Yes
5	PawarTejaswani Vijay	15	Yes	61	Yes
6	BhaganeManasiMaruti	18	Yes	62	Yes
7	Babar Aditi Ganesh	14	Yes	66	Yes
8	PurandareYuktaUjwal	19	Yes	67	Yes
9	MemameSuchitaHaridas	18	Yes	51	Yes
10	ThitePradnyaPandit	18	Yes	42	Yes
11	PhadkeKarunaBalasaheb	8	Yes	38	Yes
12	NigadekarVaishnavi Sanjay	19	Yes	48	Yes
13	MohiteSneha Narendra	17	Yes	54	Yes
14	NgadeVaishnaviMilind	19	Yes	59	Yes
15	Yadav MayuriLaxman	10	Yes	48	Yes
16	DarekarRasika Santosh	19	Yes	62	Yes
17	BhoirRachanaDnyandeo	18	Yes	54	Yes
18	NaikShrunaliManoj	9	Yes	62	Yes
19	ShindeSakshiShashikant	18	Yes	53	Yes
20	PurohitKomalJorasingh	13	Yes	42	Yes
21	DhanapkarNivedita Ganesh	15	Yes	61	Yes
22	ShelkeRutujaBhagwan	18	Yes	58	Yes
23	Chandane Neha Rajesh	16	Yes	50	Yes
24	PargeSayaliSampat	17	Yes	64	Yes
25	PawarSayali Ashok	12	Yes	34	Yes
26	DivekarHarshadaChandrakant	19	Yes	64	Yes
27	ShirpaleSapanaSanjaykumar	18	Yes	54	Yes
28	KedariSaloni Ganesh	16	Yes	46	Yes
29	SalunkeNayan Deepak	11	Yes	42	Yes
30	Kulkarni Vrushali Sunil	15	Yes	64	Yes
31	ChouguleSoniyaDasharath	NA	NA	NA	NA
32	Pophale Mansi Nitin	15	Yes	40	Yes
33	Pawar Shweta Chandrakant	14	Yes	59	Yes
34	Bhatti HarpritkaurBaljindarsingh	14	Yes	48	Yes
35	Biorgaonkar Priyanka Umesh	11	Yes	32	Yes
36	NimbalkarAmruta Sunil	9	Yes	64	Yes
37	SangalePrajaktaNilesh	8	Yes	42	Yes
38	KadamAnushkaNavnath	9	Yes	53	Yes

39	ChatorkarPriti Rajesh	19	Yes	61	Yes
40	Yadav SejalManoj	14	Yes	42	Yes
41	Kardak Nikita Shamsunder	14	Yes	32	Yes
42	RayrikarKajalTanaji	16	Yes	58	Yes

1	<p>Tool No. 1 INTERNAL EXAMINATION  YES=41 NO=0 NA=1  TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS  41/42</p> <p style="text-align: right;">0.97</p>

	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
<b>LEVEL OF ATTAINMENT IS 3</b>		
TOOL NO.2 EXTERNAL		
YES=41 NO=0 NA=1		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
41/42		
0.97		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
<b>LEVEL OF ATTAINMENT IS 3</b>		
OVERALL COURSE ATTAINMENT =0.5*INTERNAL ATTAINMENT+0.5* EXTERNAL ATTAINMENT		

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.

PO6	Business communication skills
-----	-------------------------------

**Course Outcome:**

1. To develop a significant understanding of Project Management.
2. To develop a concept based approach towards Management of Business Projects.
3. To develop the relationship between the significance of Businesses Projects & their Management.

**Table**

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	1	1	3	3	1
CO 2	3	2	1	3	3	2
CO 3	3	1	1	3	3	1
CO	9/3 = 3	4/3 =1.3	3/3 =1	9/3 = 3	9/3 = 3	4/3 =1.3

**PO Attainment**

PO1= (corresponding cell value in table X Overall CO attainment value) /3

$$PO1 (2.75 \times 3) / 3 = 3$$

$$PO2 (2.25 \times 3) / 3 = 1.3$$

$$PO3 (2.25 \times 3) / 3 = 1$$

$$PO4 (2.75 \times 3) / 3 = 3$$

$$PO5 (2.75 \times 3) / 3 = 3$$

$$PO6 (2.75 \times 3) / 3 = 1.3$$

Average PO attainment=2.1

\*\*\*\*\*

**TYBBA Sem VI**  
**Subject: Event Management**  
**Course Code 602**  
**2013 Pattern (2020-21)**

**Teacher's Name:** Christina Dhende

**PROGRAM OUTCOME**

After successfully completing the BBA Program students will be able

PO 1	To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
PO 2	To inculcate entrepreneurial skills in students and to encourage them to start their own business
PO 3	To develop leadership qualities, team behaviour, communication skills, management skills in students
PO 4	To make students proficient in theoretical as well as practical subjects
PO 5	To make them able to integrate latest technology and methodology and apply it efficiently
PO 6	To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

**COURSE OUTCOME (CO 632)**

The students will be able to

<b>Learning Outcomes</b>		<b>Teaching Learning Strategies</b>	<b>Tools</b>
CO 632	understand Event and Event Management concept, objectives, Types of events, Categories of events, and Problems associated with social media	Interactive Session Lecture method	Assignments Internal Exam External Exam
CO 632	study the meaning of event infra structure, core concepts, clients, preparation of events pre and post, Role and qualities of Event organizers	PPT Interactive session	Assignments Internal Exam External Exam
CO 632	identify the Networking components of an event, promotion methods used, Functions of Event Management, Technology used in Event Management	PPT and Lecture method	Assignments Internal Exam External Exam
CO 632	understand the concept of marketing in events, Segmentation, Positioning, Branding, Relationship building,	Classroom Discussion on marketing media and marketing of events Interactive session	Assignments Internal Exam External Exam
CO 632	Study strategies of Event Management, PREP model, forms of revenue generation, Critical evaluation points in Event management	Lecture method Interactive session PPT	Assignments Internal Exam External Exam

## COURSE SPECIFIC OUTCOME (CSO 202)

Unit No	Contents	Specific Outcomes
1 Introduction to Event and Event Management	Introduction and Definition of Event. Event Designing, 5 C's of Events. 5 W's of Event. Types of Events. Categories of Event and its characteristics. Objectives of Event Management. Problems associated with traditional media.	Helps students understand the basic concept of Event and Event Management Students can study the types and categories of Events and problems associated with the media
2 Facets of Event Management	Event Infrastructure: Core Concept, Core People, Core Talent, Core Structure. Clients: Set Objectives for the Event, Negotiating Contracts with Event Organizers, Locating Interaction Points, Banners, Display's etc., at the Event, Preparing the Company's Staff for the Event, Post-event Follow-up. Event Organizers: Role of Event Organizer, Qualities of an Event Organizer, Steps in Organizing an event. Venue: In-house Venue, External Venue	Students study the event infrastructure, objectives of events, negotiating contracts with clients. They also learn how to prepare for an event, and the role of the event organizer. It helps them to identify the venues for events
3 Execution of Events	Networking Components: Print Media, Radio Television, The Internet, Cable Network, Outdoor Media, Direct Media. Types of promotion methods used in events: Sales Promotions, Audience Interaction, Public Relations, Merchandising, In-venue Publicity, Direct Marketing, Advertising, Public relations. Activities in Event Management: Pre-event Activities, During event Activities, Post-event Activities. Functions of Event Management: Planning, Organizing, Staffing, Leading and Coordination, Controlling. Event Management Information System. Technology in Event Management- Role and Importance	How to market events is studied by students. The different media used to promote the events, activities before-during- and after the event is studied. Helps students to know the functions of event management, and the role of technology in Event management.
4 Marketing of Event	Concept of Market in Events *Revenue Generating Customers. *Nonrevenue Generating Customers. Segmentation for Events, Niche marketing in events. Targeting. Positioning of Events. Branding in Events. Reach Interaction Matrix. Concept of Pricing in Events. Legislation and Tax Laws. Marketing Communication Tool. Implementation of Marketing Plan, Relationship Building. The Diverse Marketing Needs Addressed by Events: Brand Building, Focusing the Target Market, Creating	Students understand the concept of Market in Event, who are Revenue generating customers, How to build relationship with clients, Pricing of events, Brand building, Legislation and tax laws, Niche marketing and Ambush marketing in events



	Opportunities for Better Deals with Different Media, Events and the Economy. Concept of Ambush Marketing	
5 Strategies of Event Management	Strategic Approach. Critical Success Factor Analysis. 5.3Strategic Alternatives Arising from Environmental Analysis: Maintenance Strategy, Developmental Strategy, Pre-emptive Strategy, Survival Strategy. Strategic Alternatives Arising from Competitive Analysis: Sustenance Strategy, Rebuttal Strategy, Accomplishment Strategy, Venture Strategy. Strategic Alternatives Arising from Defined Objectives. PREP Model. Risk versus Return Matrix. Forms of Revenue Generation. The Basic Evaluation Process: Establishing Tangible Objectives and Sensitivity in Evaluation, Measuring Performance, Correcting deviations, Critical Evaluation Points in Events	Students gain knowledge of Strategies of Event Management, Maintenance strategy, Sustenance strategy, Accomplishment strategy, Venture strategy and so on. They also learn what is the PREP model, Forms of revenue generation, measuring performance, correcting the deviations, and Critical evaluation points in events

**Table 1**

Course Outcome	Course outcome
CO 401.1	To acquaint the students with Supply chain management, its objectives, process and components
CO 401.2	To analyse the physical distribution process, different channels of distribution, channel management, and resolution of channel conflicts
CO 401.3	To studysupplier management, e-tendering, warehousing, and safety management
Co 401.4	To study Inventory, its types, and storage system
Co 401.5	To understand recent trends in SCM, CRM, SRM, and E- business

**Table 2**

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	2	1	1	1	1
CO 401.2	3	2	2	2	1
CO 401.3	2	3	2	1	2
CO401.4	1	3	1	2	3
CO 401.5	1	1	2	2	2
CO 401	9	10	8	8	9

1 Tool No 1 Assignment  
Yes=41 No=00 NA=00  
Total No of Yes/Total No of Students  
41/41  
1

2 Tool No 2 Internal Exam  
Yes=41 No=00 NA=00  
Total No of Yes/Total No of Students  
41/41  
1

3 Tool No 3 Final Exam  
Yes=41 No=00 NA=00  
Total No of Yes/Total No of Students  
41/41  
1

Internal Average Attainment=Internal Exam+External Exam+  
Final Exam=  
1+1+1  
3/3  
1

0 To 0.40
0.41 To 0.60
0.61 To 1

Internal Average attainment value is 1= Attainment Value 3  
External Average attainment value is 0.97= Attainment Value 3

## MANAGEMENT CONTROL SYSTEM

Course Code 603

2020-21 (2013 pattern)

Subject teacher: Christina Dhende

### PROGRAM OUTCOME

After successfully completing the BBA Program students will be able

PO 1	To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
PO 2	To inculcate entrepreneurial skills in students and to encourage them to start their own business
PO 3	To develop leadership qualities, team behaviour, communication skills, management skills in students
PO 4	To make students proficient in theoretical as well as practical subjects
PO 5	To make them able to integrate latest technology and methodology and apply it efficiently
PO 6	To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

### COURSE OUTCOME (CO 632)

The students will be able to

Learning Outcomes		Teaching Learning Strategies	Tools
CO 632	understand meaning of control, its functions. Management control characteristics, MCS and its elements	Interactive Session Lecture method	Assignments Internal Exam External Exam
CO 632	study the Production Control, Inventory Control, Marketing Control, Control in Personnel area, and IT measures and control	PPT Interactive session	Assignments Internal Exam External Exam
CO 632	identify if computers are essential for MIS, understand the Manual and Mechanical System, Decision Support System	PPT Lecture method	Assignments Internal Exam External Exam
CO 632	understand the concept of Project, Project Planning, Project Control, Dimensions of Cost, time, and quality	Classroom Discussion Lecture PPT	Assignments Internal Exam External Exam
CO 632	Study roles and responsibilities of implementing MCS, M C Structure and MCS in non-profit organizations	Lecture method Interactive session PPT	Assignments Internal Exam External Exam

### COURSE SPECIFIC OUTCOME (CSO 202)

<b>Unit No</b>	<b>Contents</b>	<b>Specific Outcomes</b>
1 Introduction to Management control system	1.1 The control functions -elements of control - nature of control problems in control 1.2 Management control – characteristics principles and type of management control 1.3 Factors affecting managerial philosophy 1.4 Management control system – elements of MCS- designing of MCS- 10 commandments of effective control system	Helps students understand the basic concept control, its elements, Management Control Students can study the Management Control System, elements and designing
2 Management controls in functional areas	2.1 Production control: need -procedure-techniques of production control 2.2 Inventory control: Classification of inventories – motives of holding inventories -Determination of stock level 2.3 Marketing control process of marketing control – importance of marketing control system-tools and techniques of marketing control 2.4 Control in personal area: reasons for workers resistance to controls – kind of control devices 2.5 IT measures and control – installation of management information and control system, structured and unstructured decisions	Students study the different areas of control, that is, Production Control, Inventory Control, Marketing Control, Control in Personnel area, IT measures and control
3 Computer system	3.1 Computer for management control purposes – Are computers essential for MIS? 3.2 computers and information system – manual system – Mechanical system – MIS Decision support systems – characteristic of DSS- where to apply DSS – expert system	Helps students to know the essentials of computers for MIS, Manual System and Mechanical system of control, MIS Decision Support System and its application.
4 Management control of projects	4.1 Meaning of project- aspects of project – factors affecting project 4.2 project planning – Time Dimensions – Cost Dimensions- Quality Dimensions 4.3 project control – reports costs and time – reports on output-revisions	Students understand the meaning and aspects of a Project, Project planning, Project Control, Factors affecting projects, Dimensions of time, cost, and quality.
5 Implementing MCS for small and medium size companies	5.1 Methodology of implementing management controls – roles and responsibilities in implementing management control 5.2 Management control structure – Responsibility centre, cost centre, profit centre, investment centre 5.3 MCS in service and non-profit organization	Students gain knowledge of Methodology, roles and responsibilities in implementing management control, Management control structure, and MCS in service and non-profit organizations

**Table 1**

Course Outcome	Course outcome
CO 401.1	To acquaint the students with Management Control System, its principles, types, and elements
CO 401.2	To analyse the different areas of Management Control System such as Production, Marketing, HR, Inventory, and IT
CO 401.3	To study the essentials of Computers in Management Information System and in Decision making
Co 401.4	To understand the meaning of Project, Project planning, and Project Control
Co 401.5	To understand the methodology in implementing management control, Management Control Structure, and MCS in the service and non-profit organization

**Table 2**

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	1	2	0	1	1
CO 401.2	2	2	3	2	2
CO 401.3	1	2	1	2	3
CO401.4	2	3	3	2	1
CO 401.5	1	1	2	1	2
CO 401	7	10	9	8	9

**Management Control System  
Course code(633) 2013 Pattern  
2020-21**

Seat No	Sr. No.	Name of the Student	Tool No 1		Tool No 2		Tool No 3	
			internal	Target>40	external	Target>40	final	Target>40
			20	Target>40	80	Target>40	100	Target>40
12398	1	Bhatti Harpreet	18	Yes	72	Yes	90	Yes
12399	2	Pophale Manasi	15	Yes	59	Yes	74	Yes
12400	3	Shelke Rutuja	18	Yes	50	Yes	68	Yes
12401	4	Borgaonkar Priyanka	13	Yes	34	Yes	47	Yes
12402	5	Karuna Phadke	17	Yes	58	Yes	75	Yes
12404	6	Babar Aditi	13	Yes	66	Yes	79	Yes
12405	7	Bhagane Manasi	19	Yes	62	yes	81	Yes
12406	8	Bhoir Rachana	16	Yes	54	Yes	70	Yes
12407	9	Chandane Neha	18	Yes	53	Yes	71	Yes
12408	10	Darekar Rasika	18	Yes	58	Yes	76	Yes
12409	11	Kadam Anushka	12	Yes	64	Yes	76	Yes
12410	12	Nigade Vaishnavi	19	Yes	46	Yes	65	Yes
12411	13	Pokale Rutika	18	Yes	66	Yes	84	Yes
12412	14	Purohit Komal	17	Yes	53	Yes	70	Yes
12413	15	Chatorkar Priti	19	Yes	46	Yes	65	Yes

12414	16	Dhanapkar Nivedita	18	Yes	54	Yes	72	Yes
12415	17	Divekar Harshada	18	YES	62	Yes	80	Yes
12416	18	Kardak Nikita	17	Yes	53	Yes	70	Yes
12417	19	Kedari Saloni	18	Yes	56	Yes	74	Yes
12418	20	Kshirsagar Shivani	17	Yes	64	Yes	81	Yes
12419	21	Kulkarni Vrushali	18	Yes	64	Yes	82	Yes
12420	22	Memane Suchita	18	Yes	64	Yes	82	Yes
12421	23	Mohite Sneha	19	Yes	64	Yes	83	Yes
12422	24	Naik Shrunali	18	Yes	59	Yes	77	Yes
12423	25	Nigadekar Vaishnavi	17	Yes	59	Yes	76	Yes
12424	26	Nimbalkar Amruta	16	Yes	66	Yes	82	Yes
12425	27	Parge Sayali	18	Yes	64	Yes	82	Yes
12426	28	Pawar Sayali	18	Yes	50	Yes	68	Yes
12427	29	Pawar Shweta	17	Yes	51	Yes	68	Yes
12427	30	Pawar Tejaswini	19	Yes	61	Yes	80	Yes
12428	31	Paygude Rutuja	18	Yes	59	Yes	77	Yes
12428	32	Purandare Yukta	19	Yes	62	Yes	81	Yes
12429	33	Rayrikar Kajal	17	Yes	54	Yes	71	Yes
12430	34	Salunkhe Nayan	16	Yes	50	Yes	66	Yes
12431	35	Sangle Prajakta	10	Yes	51	Yes	61	Yes
12432	36	Shinde Sakshi	18	Yes	59	Yes	77	Yes
12433	37	Shirpale Sapana	14	Yes	67	Yes	81	Yes
12434	38	Thite Pradnya	19	Yes	66	Yes	85	Yes
12435	39	Wagh Sukanya	18	Yes	45	Yes	63	Yes
12436	40	Yadav Mayuri	19	Yes	64	Yes	83	Yes
12437	41	Yadav Sejal	17	Yes	58	Yes	75	Yes

1

Tool No 1 Internal  
Yes=41 No=00 NA=00  
Total No of Yes/Total No of Students  
41/41  
1

2

Tool No 2 External  
Yes=41 No=00 NA=00  
Total No of Yes/Total No of Students  
41/41  
1

3

Tool No 3 Final Exam  
Yes=41 No=00 NA=00

Total No of Yes/Total No of Students  
41/41  
1

Internal Average Assessment=Assignment+Oral+Presentation+Final=  
1+1+1=3/3  
=1

0 To 0.40	1
0.41 To 0.60	2
0.61 To 1	3

Internal Average attainment value is 1= Attainment Value 3

External Average attainment value is 1= Attainment Value 3

**E-Commerce**  
**TYBBA SEM.6**  
**Course code-604**  
**Subject teacher- Gauri Shinde**

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

BBA Program Specific Outcome:

1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
3. To develop leadership qualities, team behavior, communication skills, management skills in students.
4. To make students proficient in theoretical as well as practical subjects.
5. To make them able to integrate latest technology and methodology and apply it efficiently.
6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

Course Outcome:

1. To understand the importance, role, and activities of E-Commerce.
2. To understand various E-Money and E-Payment systems used in E-Commerce.
3. To understand the concept of E-Marketing and its tools in E-Commerce.
4. To Understand the concept of Cyber Space and Cyber Security in E-Commerce.

UnitNo	UnitTitle	Contents	Purpose&Skills to be develop
1	E-Commerce and Business Model Concepts	1.1- Introduction to E-Commerce Role of E-Commerce in Business Economy. Growth of E-Commerce in India 1.2 - Factors responsible for the growth of E-Commerce in India Opportunities and Challenges for E-Commerce in India 1.3- E-Commerce Business Models – Introduction, Types, how to choose e-commerce business models. 1.4- Modern Procurement in E-Commerce - E-Procurement – Introduction, E-Commerce and Technological tools 1.5- E-Distribution – Introduction, Features, Scope and Advantages. Architectural Models in B2B	<ul style="list-style-type: none"> <li>• To understand the concept and role of E-Commerce business with context to India.</li> <li>• To understand the concept of various business models used in ECommerce.</li> <li>• To understand the role of IT infrastructure in the development of E-Commerce in India.</li> </ul>



		1.6- E-Commerce and Infrastructure – Electronic Data Interchange, Internet, Intranet, Extranet, Backend Informatics System Integration etc.	
2	E-Money and EPayment Systems	2.1 - E-Money – FIAT Currency, E-Money classification, Advantages of E-Money. Digital Currencies, Crypto Currencies -Introduction, Digital Disruption in E-Money Market. 2.2- Modern Digital Payment trends – Credit/Debit Cards, QR Code Scanners, Mobile point of sale, NEFT and RTGS. Contactless Payments – Samsung Pay/Apple Pay and use of NFC Technology. 2.3 - Unified Payment Interfaces ( UPI ) and Mobile Wallets Role of modern digital payment systems and Challenges faced in Indian Retail Sector.	<ul style="list-style-type: none"> <li>• To understand the concept of digital currencies.</li> <li>• To understand various modern digital payment systems used in Ecommerce.</li> </ul>
3	Role of E Marketing	3.1- Search Engine Optimization ( SEO ), Content Marketing, Pay Per Click (PPC) Advertising, Business E - Branding Social Media Marketing and Analytical tools used, Internet Banking, Mobile Retailing. 3.2 - Use of Artificial Intelligence and Augmented Reality – Programmatic Advertising, Chatbots, Conversational marketing, Home assistants, Messaging apps, Personalized marketing, Website Designing. 3.3 - Visual Search – Social Media Stories, Google lens, Blogs, Use of user-generated content, Privacy Marketing, Semantic Keyword search, Neuro-marketing.	<ul style="list-style-type: none"> <li>• To understand various tools and techniques used in ECommerce.</li> <li>• The role of modern tools used in E-marketing.</li> </ul>
4	Cyber Security and Technology	4.1 - Cyberwarfare - Automotive hacking, Cloud services vulnerability, Mobile Hacking. Data Privacy as a discipline, Insider threats, Phishing, ATM frauds. 4.2- Cyber Crimes – Financial Frauds, Defamation, Copyrights, Spying of Trade Secrets, Infringement of IT property, Digital Signature. 4.3 - Social Media Crimes, Data Theft, Transfer of data without permission, Spread of Virus/worms, Trojans, Child Pornography, Forgery, Anti-National posts, Cyber-crime against government institutions. 4.4 - Information Technology Act -2000: Role, Need and Importance, Software development and legal issues, Shrink-wrap contracts.	<ul style="list-style-type: none"> <li>• To understand the concept of cyber warfare and crimes that took place in cyberspace.</li> <li>• To understand the role of IT Act -2000 with the Indian context</li> </ul>

Sr. No.	NAME OF STUDENTS	Tool1 Internal	Target	Tool2 External	Target
1	Paygude Rutuja Sunil	19	Yes	62	Yes
2	Kshirsagar Shivani Ramchandra	18	Yes	67	Yes
3	Pokale Rutika Sunil	17	Yes	77	Yes
4	Wagh Sukanya Kundlik	16	Yes	38	Yes
5	Pawar Tejaswani Vijay	16	Yes	80	Yes

6	Bhagane Manasi Maruti	19	Yes	80	Yes
7	Babar Aditi Ganesh	17	Yes	66	Yes
8	Purandare Yukta Ujwal	19	Yes	70	Yes
9	Memame Suchita Haridas	18	Yes	67	Yes
10	Thite Pradnya Pandit	18	Yes	75	Yes
11	Phadke Karuna Balasaheb	12	Yes	54	Yes
12	Nigadekar Vaishnavi Sanjay	18	Yes	69	Yes
13	Mohite Sneha Narendra	18	Yes	77	Yes
14	Ngade Vaishnavi Milind	18	Yes	51	Yes
15	Yadav Mayuri Laxman	18	Yes	56	Yes
16	Darekar Rasika Santosh	19	Yes	62	Yes
17	Bhoir Rachana Dnyandeo	19	Yes	74	Yes
18	Naik Shrunali Manoj	16	Yes	54	Yes
19	ShindeSakshiShashikant	16	Yes	72	Yes
20	PurohitKomalJorasingh	18	Yes	50	Yes
21	DhanapkarNivedita Ganesh	17	Yes	40	Yes
22	ShelkeRutujaBhagwan	18	Yes	61	Yes
23	Chandane Neha Rajesh	17	Yes	54	Yes
24	PargeSayaliSampat	19	Yes	69	Yes
25	PawarSayali Ashok	14	Yes	34	Yes
26	DivekarHarshadaChandrakant	19	Yes	80	Yes
27	ShirpaleSapanaSanjaykumar	16	Yes	77	Yes
28	KedariSaloni Ganesh	18	Yes	78	Yes
29	SalunkeNayan Deepak	15	Yes	67	Yes
30	Kulkarni Vrushali Sunil	18	Yes	80	Yes
31	ChouguleSoniyaDasharath	NA	NA	NA	NA
32	Pophale Mansi Nitin	13	Yes	77	Yes
33	Pawar Shweta Chandrakant	15	Yes	74	Yes
34	Bhatti HarpritkaurBaljindarsingh	17	Yes	80	Yes
35	Biorgaonkar Priyanka Umesh	13	Yes	26	No
36	NimbalkarAmruta Sunil	10	Yes	77	Yes
37	SangalePrajaktaNilesh	8	Yes	48	Yes
38	KadamAnushkaNavnath	9	Yes	70	Yes
39	ChatorkarPriti Rajesh	19	Yes	61	Yes
40	Yadav SejalManoj	18	Yes	64	Yes
41	Kardak Nikita Shamsunder	15	Yes	61	Yes
42	RayrikarKajalTanaji	18	Yes	69	Yes



4. To Understand the concept of Cyber Space and Cyber Security in E-Commerce.

**Table**

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	1	1	3	3	1
CO 2	3	1	1	3	3	1
CO 3	3	1	1	3	3	1
CO4	3	1	1	3	3	1
CO	12/4 = 3	4/4 =1	4/4 =1	12/4 = 3	12/4 = 3	4/4 =1

**PO Attainment**

PO1= (corresponding cell value in table X Overall CO attainment value) /3

$$PO1 (2.75 \times 3) / 3 = 3$$

$$PO2 (2.25 \times 3) / 3 = 1$$

$$PO3 (2.25 \times 3) / 3 = 1$$

$$PO4 (2.75 \times 3) / 3 = 3$$

$$PO5 (2.75 \times 3) / 3 = 3$$

$$PO6 (2.75 \times 3) / 3 = 1$$

Average PO attainment=2

\*\*\*\*\*

**SY BBA Semester IV**  
**Subject: ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT**  
**Course Code 401**  
**2020-21**  
**Teacher's Name: Christina Dhende**

**PROGRAM OUTCOME**

After successfully completing the BBA Program students will be able

PO 1	To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
PO 2	To inculcate entrepreneurial skills in students and to encourage them to start their own business
PO 3	To develop leadership qualities, team behaviour, communication skills, management skills in students
PO 4	To make students proficient in theoretical as well as practical subjects
PO 5	To make them able to integrate latest technology and methodology and apply it efficiently
PO 6	To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

**COURSE OUTCOME (CO 401)**

The students will be able to

<b>Learning Outcomes</b>		<b>Teaching Learning Strategies</b>	<b>Tools</b>
CO 401.1	understand the concept and process of Entrepreneurship.	Interactive Session PPT Lecture method	Assignments Orals Presentations
CO 401.2	acquire Entrepreneurial spirit and resourcefulness.	Brain Storming sessions for generation of innovative ideas. Theory lectures for conceptual understanding	Assignments Orals Presentations
CO 401.3	get acquainted with the concept of Small Business Management.	Use of PPT for better understanding of various financial institutions and Schemes	Assignments Orals Presentations

CO 401.4	understand the role and contribution of Entrepreneurs and Small Businesses in the growth and development of individual and the nation.	Oral presentations by students for self-learning.	Assignments Orals Presentations
----------	--	---	---------------------------------------

### COURSE SPECIFIC OUTCOME (CSO 401)

Unit No	Contents	Specific Outcomes
1 Entrepreneurial Perspective	<p>Concept of Entrepreneur, Manager, Intrapreneur Entrepreneur and Entrepreneurship</p> <ul style="list-style-type: none"> <li>• Meaning, Definition, Evolution.</li> <li>• Types of Entrepreneurs, Qualities and Functions of Entrepreneur.</li> <li>• Factors influencing Entrepreneurship: Psychological, Social, Economic and Environmental factors.</li> <li>• Role of Entrepreneur in growth and development of the small business.</li> <li>• Problem of Unemployment and Importance of wealth creation.</li> </ul>	<p>Students learn and understand: The concept of Entrepreneur and process of Entrepreneurship. The role in growth and development Understand the importance of Entrepreneur as a career and develop Entrepreneurial skills and abilities</p>
2 Business Opportunity Identification	<p>Definition of business, industry &amp; commerce and their interrelationship in today's environment.</p> <ul style="list-style-type: none"> <li>• Opportunity Search:</li> <li>• Divergent Thinking Mode: Meaning Objectives</li> <li>• Tools and Techniques: Environmental scanning for business opportunity Identification.</li> <li>• Opportunity Selection:</li> <li>• Convergent Thinking Mode: Meaning, Objectives, Tools and Techniques: Market Survey</li> </ul>	<p>Helps students to learn, understand and develop Divergent and Convergent thinking abilities.</p>
3 Management of MSMEs and Sick	<p>Meaning, Objectives and Functions of MSMEs Challenges of MSMEs, Preventing Sickness in Enterprises – Specific Management Problems;</p>	<p>Helps students understand the concept of MSME and its challenges.</p> <ul style="list-style-type: none"> <li>• Creates awareness about financial assistance of various institutions</li> </ul>

Enterprises:	Industrial Sickness in India – Symptoms, process and Rehabilitation of Sick Units. - Financial Assistance for Small Enterprise: Institutional: • a) Bank Loan • b) Angel Funding c) Venture Funding • d) Self Employment Schemes of Government of Maharashtra. • e) Government Financial Institutions: Khadi and Village Industries Board (KVIB), Rajiv Gandhi Udyami Mitra Yojana (RUGMY) • f) Prime Minister Employment Generation Programme (PMEGP).	<ul style="list-style-type: none"> <li>• Learn about fund raising for small businesses.</li> <li>• Gains knowledge about self-employment schemes.</li> </ul>
4 Study of Women-founded Start-ups in India and Entrepreneurs' biography	<ul style="list-style-type: none"> <li>• Upasana Taku, Anisha Singh, Sabina Chopra.</li> <li>• Azim H. Premji, Ratan Tata, DR. Shiva Nadar.</li> </ul>	<p>Helps student Understand key factors for success &amp; failure, and Skills to be developed like problem Solving Ability</p> <ul style="list-style-type: none"> <li>• Qualities/Skills can be learnt from these business leaders to become successful.</li> </ul>

**Table 1**

Course Outcome	Course outcome
CO 401.1	To understand the concept of an entrepreneur and the process of Entrepreneurship, and develop entrepreneurial skills
CO 401.2	To study and develop divergent and convergent thinking and understand business, industry and commerce
CO 401.3	To understand the meaning and objectives of MSME's, Industrial sickness in India and Rehabilitation of sick units
Co 401.4	To learn about different Entrepreneurs of India, especially women entrepreneurs. Study the key factors of success and reasons for failure

**Table 2**

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	2	3	3	2	-
CO 401.2	1	1	1	1	-
CO 401.3	0	2	1	2	-
CO401.4	1	3	2	3	-
CO 401	4	9	7	8	-

**SYBBA Sem 4**  
**Entrepreneurship and Small Business Management**  
**2020-21**  
**SYBBA (Sem 4) 2020-21**

Sr. NO.	Seat No	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
			Assignment		Orals		Presentation		Final	
1	21000	Adsul Sayali	4	Yes	5	Yes	7	Yes	39	Yes
2	21001	Avaghade Rutuja	7	Yes	7	Yes	9	Yes	49	Yes
3	21002	Bagade Prachi	10	Yes	7	Yes	8	Yes	53	Yes
4	21003	Bankar Radhika	6	Yes	7	Yes	9	Yes	46	Yes
5	21004	Bhandare Aishwarya	8	Yes	8	Yes	7	Yes	53	Yes
6	21005	Ingawale Manasi	10	Yes	8	Yes	9	Yes	59	Yes
7	21006	Irmal Snehal	9	Yes	9	Yes	6	Yes	49	Yes
8	21007	Jadhav Swejal	4	Yes	4	Yes	4	Yes	28	Yes
9	21008	Jagdale Samruddhi	8	Yes	7	Yes	9	Yes	41	Yes
10	21009	Kachi Rutuja	7	Yes	8	Yes	9	Yes	46	Yes
11	21010	Kajale Rutuja	8	Yes	9	Yes	7	Yes	56	Yes
12	21011	Khedekar Siddhi	10	Yes	9	Yes	8	Yes	45	Yes
13	21012	Kubade Isha	10	Yes	8	Yes	9	Yes	56	Yes
14	21013	Kurme Isha	8	Yes	8	Yes	8	Yes	52	Yes
15	21014	Pardeshi Aishwarya	10	Yes	7	Yes	6	Yes	63	Yes
16	21015	Parhad Mrunal	7	Yes	8	Yes	8	Yes	56	Yes
17	21016	Patil Manasi	4	Yes	7	Yes	5	Yes	69	Yes
18	21017	Pawar Shruti	7	Yes	9	Yes	8	Yes	50	Yes
19	21018	Polekar Prajakta	4	Yes	4	Yes	4	Yes	52	Yes
20	21019	Pradhan Kiran	5	Yes	7	Yes	8	Yes	42	Yes
21	21020	Sawant Vaishnavi	7	Yes	5	Yes	8	Yes	29	Yes
22	21021	Shirsath Sudeshna	9	Yes	8	Yes	8	Yes	46	Yes
23	21022	Naik Shravani	6	Yes	9	Yes	9	Yes	56	Yes
24	21023	Barathe Shruti	4	Yes	8	Yes	6	Yes	48	Yes
25	21024	Thombare Shruti	4	Yes	6	Yes	8	Yes	49	Yes
26	21025	Vaishnav Priyanka	9	Yes	8	Yes	8	Yes	55	Yes
27	21026	Walekar Esha	8	Yes	7	Yes	9	Yes	63	Yes
28	21027	Chavan Bhakti	6	Yes	7	Yes	8	Yes	49	Yes
29	21028	Chavan Mitali	8	Yes	8	Yes	8	Yes	39	Yes
30	21029	Dhumal Pooja	5	Yes	7	Yes	7	Yes	41	Yes
31	21030	Gaikwad Rutika	7	Yes	6	Yes	6	Yes	50	Yes
32	21031	Gundka Ratna	10	Yes	8	Yes	9	Yes	42	Yes
33	21032	Hingane Gauri	9	Yes	9	Yes	8	Yes	59	Yes
34	21033	Jangid Pooja	9	Yes	8	Yes	6	Yes	53	Yes
35	21034	Kharat Dhanashree	10	Yes	9	Yes	8	Yes	42	Yes
36	21035	Khedekar Devyani	9	Yes	9	Yes	7	Yes	45	Yes
37	21036	Korde Pratiksha	8	Yes	7	Yes	7	Yes	59	Yes



38	21037	Maratkar Vaishnavi	8	Yes	8	Yes	7	Yes	55	Yes
39	21038	More Rutuja	4	Yes	6	Yes	8	Yes	50	Yes
40	21039	Katkam Nikita	8	Yes	9	Yes	8	Yes	66	Yes
41	21040	Bendge Prachi	8	Yes	8	Yes	8	Yes	67	Yes
42	21041	Satbhai Madhura	9	Yes	7	Yes	8	Yes	46	Yes
43	21042	Sathe Aditi	5	Yes	7	Yes	8	Yes	50	Yes
44	21043	Shendage Sharada	8	Yes	7	Yes	9	Yes	59	Yes
45	21044	Shinde Pallavi	9	Yes	8	Yes	8	Yes	62	Yes
46	21045	Vachane Shreya	7	Yes	9	Yes	8	Yes	55	Yes
47	21046	Sneha Athani	6	Yes	7	Yes	5	Yes	36	Yes
48	21047	Sorte Shrutika	6	Yes	7	Yes	9	Yes	38	Yes
49	21048	Takawale Akshada	9	Yes	5	Yes	8	Yes	41	Yes
50	21049	Wadkar Gauri	5	Yes	8	Yes	9	Yes	59	Yes
51	21050	Yanpure Yukta	9	Yes	9	Yes	9	Yes	48	Yes

1

**Tool No 1 Assignment**

Yes=51 No=00 NA=00

Total No of Yes/Total No of Students

51/51

1

2

**Tool No 2 Orals**

Yes=51 No=00 NA=00

Total No of Yes/Total No of Students

51/51

1

3

**Tool No 3 Presentation**

Yes=51 No=00 NA=00

Total No of Yes/Total No of Students

51/51

1

4

**Tool No 4 Final Exam**

Yes=51 No=00 NA=00

Total No of Yes/Total No of Students

51/51

1

**Internal Average**

Assessment=Assignment+Oral+Presentation+Final=

1+1+1+1=4/4

=1

0 To 0.40	1
0.41 To 0.60	2
0.61 To 1	3

Internal Average attainment value is 1= Attainment Value  
3

External Average attainment value is 1= Attainment  
Value 3



**Production and Operation Management**  
**Course CodE-402**  
**Subject teacher-Gauri Shinde**  
**SYBBA SEM 4**

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

BBA Program Specific Outcome:

1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
3. To develop leadership qualities, team behavior, communication skills, management skills in students.
4. To make students proficient in theoretical as well as practical subjects.
5. To make them able to integrate latest technology and methodology and apply it efficiently.
6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

Course Outcome:

- 1.To understand the key concepts of Production and Operation Management.
2. To understand the various manufacturing methods and role in managing business.
3. To create awareness about the various safety measures and ergonomics in industries.

UnitNo	UnitTitle	Contents	Purpose&Skills to be develop
1	Introduction	<ul style="list-style-type: none"> <li>• Introduction to Production and Operation Management – Meaning, Nature, Scope,</li> <li>• Objectives, Importance, Functions of Production and Operation Management, • Variety of business, Methods of manufacturing, Plant layout, Service layout,</li> <li>• Safety considerations and environmental aspects</li> </ul>	<ul style="list-style-type: none"> <li>• To understand the basic concept of Production and Operation Management and various methods of manufacturing.</li> <li>• To understand the different layout and safety considerations used for production management.</li> </ul>
2	Production Design,	<ul style="list-style-type: none"> <li>• Production Design: Meaning,</li> </ul>	<ul style="list-style-type: none"> <li>• To make the students understand</li> </ul>

	Planning , Control	Objectives, product policy, Techniques of product development. <ul style="list-style-type: none"> <li>• Production Planning - Meaning, Definition, Objectives, Scheduling, Routing, Dispatch, follow up.</li> <li>• Production Control –Meaning, Objectives, Factors affecting production control.</li> <li>•Caselets on design, planning and control</li> </ul>	howproduct developed, planned and controlled inmanufacturing.
3	Productivity and Ergonomics	<ul style="list-style-type: none"> <li>• Productivity and Quality Control-Meaning, Definition, Importance,</li> <li>• Measurement techniques, Quality control, Quality circles, TQM.</li> <li>• Ergonomics: Definition, Importance, Bio-Mechanical factors, safety equipment and device.</li> </ul>	<ul style="list-style-type: none"> <li>• To understand the concept of productivityand quality management.</li> <li>• To provide knowledge to the studentsregarding Ergonomics and safety measures.</li> <li>• To understand the concept of productivityand quality management.</li> <li>• To provide knowledge to the studentsregarding Ergonomics and safety measures.</li> </ul>
4	Maintenance Management	<ul style="list-style-type: none"> <li>• Maintenance Management : Introduction , Meaning, Types,</li> <li>• Planning, Scheduling, Techniques.</li> <li>• Modern Scientific maintenance methods ,</li> <li>• Automation and computer integrated manufacturing</li> </ul>	<ul style="list-style-type: none"> <li>• To make the students aware about ChangingEnvironment, Production and operation maintenance methods.</li> </ul>

Sr. No.	NAME	Tool No. 1 PRESENTATION	Target	Tool No. 2 ORAL	Target	Tool No. 3 ASSIGNMENT	Target	INTERNAL	EXTERNAL	Target
1	GUNDKA RATNA SHRINIVAS	9	Yes	9	Yes	9	Yes	27	42	Yes
2	KACHI RUTUJA SHRIKANT	8	Yes	8	Yes	8	Yes	24	46	Yes
3	JANGID POOJA RAMNIWAS	7	Yes	8	Yes	8	Yes	23	53	Yes
4	SATBHAI MADHURA JAYANT	8	Yes	8	Yes	8	Yes	24	46	Yes
5	KHARAT DHANASHREE PRAKASH	9	Yes	9	Yes	9	Yes	27	42	Yes
6	BAGADE PRACHI VILAS	8	Yes	9	Yes	8	Yes	25	53	Yes

7	YANPURE YUKTA PRAKASH	9	Yes	9	Yes	9	Yes	27	48	Yes
8	PATIL MANASI RAHUL	6	Yes	6	Yes	4	Yes	16	69	Yes
9	SHINDE PALLAVI KALYAN	8	Yes	9	Yes	8	Yes	25	62	Yes
10	INGAWALE MANASI BAJRANG	9	Yes	9	Yes	9	Yes	27	59	Yes
11	PARHAD MRUNAL PRAKASH	7	Yes	8	Yes	8	Yes	23	56	Yes
12	VAISHNAV PRIYANKA RADHESHAM	8	Yes	9	Yes	8	Yes	25	55	Yes
13	KORDE PRATIKSHA ARVIND	7	Yes	8	Yes	7	Yes	22	59	Yes
14	AVGHADE RUTUJA DATTA	7	Yes	8	Yes	8	Yes	23	49	Yes
15	BHANDARE AISHWARYA SANTOSH	7	Yes	8	Yes	8	Yes	23	53	Yes
16	CHAUDHARI AISHWARYA KALYANI	NA	NA	NA	NA	NA	NA	NA	NA	NA
17	KATKAM NIKITA SANTOSH	8	Yes	9	Yes	8	Yes	25	66	Yes
18	HINGANE GAURI SUDHIR	8	Yes	9	Yes	9	Yes	26	59	Yes
19	IRMAL SNEHA VINOD	8	Yes	8	Yes	8	Yes	24	49	Yes
20	MARATKAR VAISHNAVI VILAS	7	Yes	8	Yes	8	Yes	23	55	Yes
21	SATHE ADITI SUNIL	6	Yes	7	Yes	7	Yes	20	50	Yes
22	PARDESHI AISHWARYA KRUSHNA	7	Yes	8	Yes	8	Yes	23	63	Yes
23	POLEKAR PRAJAKTA PRAKASH	0	No	6	Yes	6	Yes	12	52	Yes
24	NAIK	8	Yes	8	Yes	8	Yes	24	56	Yes

	SHRAVANI AMOL									
25	PAWAR SHRUTI ASHOK	8	Yes	8	Yes	8	Yes	24	50	Yes
26	WALEKAR ESHA JITENDRA	8	Yes	8	Yes	8	Yes	24	63	Yes
27	BANKAR RADHIKA RAJAN	7	Yes	8	Yes	7	Yes	22	46	Yes
28	GAIKWAD RUTIKA VIJAY	7	Yes	6	Yes	6	Yes	19	50	Yes
29	KUBADE ISHA SANTOSH	9	Yes	9	Yes	9	Yes	27	56	Yes
30	KHEDEKAR SIDDHI NAGESH	9	Yes	9	Yes	9	Yes	27	45	Yes
31	SORTE SHRUTIKA RAJAN	7	Yes	8	Yes	7	Yes	22	38	Yes
32	KHEDEKAR DEVYANI PANDIT	8	Yes	9	Yes	8	Yes	25	45	Yes
33	SHIRSATH SUDESHNA PRAMOD	8	Yes	9	Yes	8	Yes	25	46	Yes
34	SHENDAGE SHARADA BALASAHEB	8	Yes	8	Yes	8	Yes	24	59	Yes
35	VACHANE SHREYA RAJESH	8	Yes	8	Yes	8	Yes	24	55	Yes
36	PRADHAN KIRAN PRALHAD	6	Yes	7	Yes	7	Yes	20	42	Yes
37	BENDGE PRACHI SADASHIV	8	Yes	8	Yes	8	Yes	24	67	Yes
38	SNEHA VEERBHADRA BHARATI	6	Yes	6	Yes	6	Yes	18	36	Yes
39	BARATHE SHRUTI KAILAS	6	Yes	6	Yes	6	Yes	18	48	Yes
40	KAJALE RUTUJA SATISH	8	Yes	8	Yes	8	Yes	24	56	Yes
41	SAWANT VAISHNAVI CHANDRAKANT	6	Yes	7	Yes	7	Yes	20	29	Yes

42	KURME ISHA VINAYAK	8	Yes	8	Yes	8	Yes	24	52	Yes
43	MORE RUTUJA RAJESH	6	Yes	6	Yes	6	Yes	18	50	Yes
44	CHAVAN BHAKTI VISHWAS	7	Yes	7	Yes	7	Yes	21	49	Yes
45	DHUMAL POOJA ANIL	6	Yes	7	Yes	6	Yes	19	41	Yes
46	ADSUL SAYALI DILIP	4	Yes	6	Yes	6	Yes	16	39	Yes
47	WADKAR GAURI BALASAHEB	7	Yes	8	Yes	7	Yes	22	59	Yes
48	TAKAWALE AKSHADA BABASAHEB	7	Yes	8	Yes	7	Yes	22	41	Yes
49	JADHAV SWEJAL RAJESH	0	No	6	Yes	6	Yes	12	28	Yes
50	JAGDALE SAMRUDDHI ANIL	8	Yes	8	Yes	8	Yes	24	41	Yes

1	Tool No. 1 Presentation YES=47 NO=2 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 47/50  0.94
2	TOOL NO. 2 ORAL YES=49 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 49/50  0.98
3	TOOL NO.3 ASSIGNMENTS YES=49 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 49/50  0.98



INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
$0.94+0.98+0.98/3=0.96$		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 0.96		
LEVEL OF ATTAINMENT IS 3		
TOOL NO.4 EXTERNAL		
YES=49 NO=0 NA=1		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
49/50		
	0.98	
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
<b>LEVEL OF ATTAINMENT IS 3</b>		
OVERALL COURSE ATTAINMENT =0.5*INTERNAL ATTAINMENT+0.5* EXTERNAL ATTAINMENT		

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

Course Outcome:

- 1.To understand the key concepts of Production and Operation Management.
2. To understand the various manufacturing methods and role in managing business.
3. To create awareness about the various safety measures and ergonomics in industries.

**Table**

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	1	1	3	3	2
CO 2	3	1	1	3	3	1
CO 3	3	2	1	3	3	1
CO	$\frac{9}{3}$ = 3	$\frac{4}{3}$ =1.3	$\frac{3}{3}$ =1	$\frac{9}{3}$ = 3	$\frac{9}{3}$ = 3	$\frac{4}{3}$ =1.3

**PO Attainment**

PO1= (corresponding cell value in table X Overall CO attainment value) /3

$$\text{PO1 } (2.75 \times 3) / 3 = 3$$

$$\text{PO2 } (2.25 \times 3) / 3 = 1.3$$

$$\text{PO3 } (2.25 \times 3) / 3 = 1$$

$$\text{PO4 } (2.75 \times 3) / 3 = 3$$

$$\text{PO5 } (2.75 \times 3) / 3 = 3$$

$$\text{PO6 } (2.75 \times 3) / 3 = 1.3$$

Average PO attainment=2.1

\*\*\*\*\*

**Sem IV (2020-21)**  
**INTERNATIONAL BUSINESS MANAGEMENT**  
**Course code:404**  
**Teacher's Name: Christina Dhende**

**PROGRAM OUTCOME**

After successfully completing the BBA Program students will be able

PO 1	To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
PO 2	To inculcate entrepreneurial skills in students and to encourage them to start their own business
PO 3	To develop leadership qualities, team behaviour, communication skills, management skills in students
PO 4	To make students proficient in theoretical as well as practical subjects
PO 5	To make them able to integrate latest technology and methodology and apply it efficiently
PO 6	To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

**COURSE OUTCOME (CO 401)**

The students will be able to

<b>Learning Outcomes</b>		<b>Teaching Learning Strategies</b>	<b>Tools</b>
CO 401.1	To understand the basics of International Business concept and its role.	Interactive Session PPT Lecture method	Assignments Orals Presentations
CO 401.2	To understand the various international trade theories' use and experiments on the world trade.	PPT Brainstorming Theory lectures for conceptual understanding	Assignments Orals Presentations
CO 401.3	To understand the international trade concepts, key concepts affecting the terms of trade. To understand how a country can gain through international trade practices.	Use of PPT Lecture method Case study	Assignments Orals Presentations
CO 401.4	Understand the concept of currency exchange rate. To understand the role and contribution of international trade organizations, understand the concept of financial globalization and its benefits and adversities. To understand various free trade and protection policies implementation and its role. Understand the Regional Integration and Regional groups' concept in international trade.	Interactive session PPT Self-learning through reading and oral presentation.	Assignments Orals Presentations

## COURSE SPECIFIC OUTCOME (CSO 401)

Unit No	Contents	Specific Outcomes
1 Introduction to International Business	Meaning, Nature and Scope of International Business • Globalization – Effects on Economy, Advantages and Challenges • International Trade Theories and its applications – Reasons for international trade Ricardo’s Theory, Heckscher Ohlin Theory, Michael Porter’s Diamond model.	Students learn and understand: Understand the Role and Scope of International Business. • Understand the concepts and role of International trade theories.
2 International Business Environment	International Corporations – Meaning, Scope and Nature • Role and Importance of Multi-National Corporations in International Business. • Foreign Direct Investment – Meaning, Concept, Importance. • Legal Aspects of FDI from Indian Context. • Cultural and Demographic Environment – Meaning and Importance in International Business	Helps students to learn, understand Role of International Business and its importance at National and International Level. • International Business study in Business Environment.
3 International Finance	Meaning of Exchange Rate • Determination of exchange rate – Fixed, flexible and managed. • Concept of Spot Rate, Forward rate and Futures • Balance of Trade and Balance of Payments – Introduction, Concept and Importance. • Documentation in International Trade and EXIM Finance. • Financing Techniques and Export Promotion Schemes • World Bank and International Monetary Fund – Objectives and Functions	Helps students understand terms of trade in the International Market. • Understanding various Finance and Trade techniques at International level. • Understand the functioning of Global Finance Institutions
4 International Economic Zones and Foreign Trade	• World Trade Organization (WTO) – Evolution and Functions • Regional Trading Agreements, India and Trade Agreements, Regional Integration. • Global Sourcing – Introduction, Concept, Challenges Advantages (Indian Context) • Composition and Direction of India’s Foreign Trade since 2000. • Case Studies in International Business with reference to Indian Economy on – International Marketing, Finance, Human Resource Management, Strategic Management, Ethics in International Business	Helps student • Understand the functions of International Organizations. • Understand the opportunities and risks for India with respect to financial globalization. Understand the world economy and factors affecting it.

**Table 1**

Course Outcome	Course outcome
CO 401.1	To acquaint the students with emerging trends and issues in International Business.
CO 401.2	To study the impact of International Business Environment on foreign market operations
CO 401.3	To analyse International trade models, and to analyse the International Investment and its risks associated.
Co 401.4	To understand financial aspects in world economies, their need and functionality

**Table 2**

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	1	2	2	2	-
CO 401.2	1	1	1	1	-
CO 401.3	1	1	1	2	-
CO401.4	1	2	2	2	-
CO 401	4	6	6	7	-

**SYBBA Sem 4  
International Business Management  
2020-21**

**SYBBA (Sem 4) Course code 414**

Sr. NO.	Seat No	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
			Assignment		Orals		Presentation		final	
1	21000	Adsul Sayali	6	Yes	5	Yes	5	Yes	61	Yes
2	21001	Avaghade Rutuja	8	Yes	8	Yes	7	Yes	79	Yes
3	21002	Bagade Prachi	10	Yes	7	Yes	8	Yes	91	Yes
4	21003	Bankar Radhika	8	Yes	7	Yes	8	Yes	86	Yes
5	21004	Bhandare Aishwarya	9	Yes	8	Yes	7	Yes	81	Yes
6	21005	Ingawale Manasi	9	Yes	7	Yes	9	Yes	75	Yes
7	21006	Irmal Snehal	10	Yes	8	Yes	7	Yes	94	Yes
8	21007	Jadhav Swejal	4	Yes	4	Yes	4	Yes	40	Yes
9	21008	Jagdale Samruddhi	10	Yes	7	Yes	8	Yes	67	Yes
10	21009	Kachi Rutuja	10	Yes	8	Yes	8	Yes	71	Yes

11	21010	Kajale Rutuja	9	Yes	8	Yes	8	Yes	85	Yes
12	21011	Khedekar Siddhi	9	Yes	9	Yes	9	Yes	91	Yes
13	21012	Kubade Isha	9	Yes	8	Yes	9	Yes	82	Yes
14	21013	Kurme Isha	8	Yes	7	Yes	8	Yes	89	Yes
15	21014	Pardeshi Aishwarya	9	Yes	7	Yes	7	Yes	79	Yes
16	21015	Parhad Mrunal	9	Yes	6	Yes	7	Yes	74	Yes
17	21016	Patil Manasi	6	Yes	5	Yes	5	Yes	83	Yes
18	21017	Pawar Shruti	8	Yes	8	Yes	8	Yes	90	Yes
19	21018	Polekar Prajakta	4	Yes	4	Yes	4	Yes	67	Yes
20	21019	Pradhan Kiran	7	Yes	5	Yes	6	Yes	67	Yes
21	21020	Sawant Vaishnavi	6	Yes	6	Yes	6	Yes	60	Yes
22	21021	Shirsath Sudeshna	9	Yes	7	Yes	8	Yes	79	Yes
23	21022	Naik Shravani	8	Yes	8	Yes	8	Yes	76	Yes
24	21023	Barathe Shruti	6	Yes	5	Yes	5	Yes	61	Yes
25	21024	Thombare Shruti	7	Yes	5	Yes	6	Yes	71	Yes
26	21025	Vaishnav Priyanka	9	Yes	7	Yes	8	Yes	74	Yes
27	21026	Walekar Esha	10	Yes	8	Yes	7	Yes	85	Yes
28	21027	Chavan Bhakti	7	Yes	7	Yes	7	Yes	81	Yes
29	21028	Chavan Mitali	9	Yes	7	Yes	8	Yes	81	Yes
30	21029	Dhumal Pooja	6	Yes	6	Yes	6	Yes	73	Yes
31	21030	Gaikwad Rutika	8	Yes	7	Yes	7	Yes	74	Yes
32	21031	Gundka Ratna	9	Yes	8	Yes	9	Yes	93	Yes
33	21032	Hingane Gauri	10	Yes	7	Yes	8	Yes	95	Yes
34	21033	Jangid Pooja	9	Yes	7	Yes	9	Yes	84	Yes
35	21034	Kharat Dhanashree	10	Yes	7	Yes	9	Yes	76	Yes

36	21035	Khedekar Devyani	8	Yes	8	Yes	7	Yes	83	Yes
37	21036	Korde Pratiksha	9	Yes	7	Yes	7	Yes	86	Yes
38	21037	Maratkar Vaishnavi	9	Yes	6	Yes	7	Yes	78	Yes
39	21038	More Rutuja	7	Yes	5	Yes	6	Yes	73	Yes
40	21039	Katkam Nikita	10	Yes	8	Yes	8	Yes	76	Yes
41	21040	Bendge Prachi	9	Yes	8	Yes	8	Yes	91	Yes
42	21041	Satbhai Madhura	10	Yes	7	Yes	8	Yes	74	Yes
43	21042	Sathe Aditi	7	Yes	6	Yes	7	Yes	72	Yes
44	21043	Shendage Sharada	9	Yes	8	Yes	8	Yes	87	Yes
45	21044	Shinde Pallavi	9	Yes	7	Yes	9	Yes	85	Yes
46	21045	Vachane Shreya	8	Yes	7	Yes	9	Yes	80	Yes
47	21046	Sneha Athani	6	Yes	5	Yes	6	Yes	65	Yes
48	21047	Sorte Shrutika	7	Yes	7	Yes	7	Yes	71	Yes
49	21048	Takawale Akshada	9	Yes	8	Yes	7	Yes	81	Yes
50	21049	Wadkar Gauri	8	Yes	8	Yes	8	Yes	73	Yes
51	21050	Yanpure Yukta	9	Yes	8	Yes	9	Yes	72	Yes

1

Tool No 1 Assignment  
Yes=51 No=00 NA=00  
Total No of Yes/Total No of Students  
51/51  
1

2

Tool No 2 Orals  
Yes=51 No=00 NA=00  
Total No of Yes/Total No of Students  
51/51  
1

3

Tool No 3 Presentation  
Yes=51 No=00 NA=00

Total No of Yes/Total No of Students  
51/51  
1

4

Tool No 4 Final Exam  
Yes=51 No=00 NA=00  
Total No of Yes/Total No of Students  
51/51  
1

Internal Average Assessment=Assignment +Oral+  
Presentation +Final=  
 $1+1+1+1=4/4$   
=1

0 To 0.40	1
0.41 To 0.60	2
0.61 To 1	3

Internal Average attainment value is 1= Attainment Value  
3

External Average attainment value is 1= Attainment  
Value 3



**Business Organization Systems**  
**Course Code-201**  
**Subject teacher- Gauri Shinde**  
**FYBBA**

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

BBA Program Specific Outcome:

1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
3. To develop leadership qualities, team behavior, communication skills, management skills in students.
4. To make students proficient in theoretical as well as practical subjects.
5. To make them able to integrate latest technology and methodology and apply it efficiently.
6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

Course Outcome

1. To understand role and functions of modern business
2. To develop right understanding regarding business environment
3. To study how a business institution functions in a given economic set up

Unit No	Unit Title	Contents	Purpose & Skills to be develop
1	Nature and evolution of business	Concept of business and its characteristics, Objectives of business and prerequisites of a successful business, Development and evolution of Trade, commerce and industry, Recent Trends in Modern Business i.e. BPO, KPO, Entrepreneur & Homepreneur and online trading, digital marketing and payment methods	To understand the purpose of business, To learn how a business unit works and serves the society, historical progress of business as an economic entity, socio economic changes have led to economic development, To study the new trends in commerce.
2	Forms of Business Organization	Forms of business organization and its selection, Meaning, characteristics, advantages and Limitations of Sole proprietorship, Partnership Firm, Limited Liability partnership Firms and private company, Joint Stock Company, virtual	To understand the significance of different forms of business organizations their types, function, merits and

		business organizations, boundary less organizations, OPC (One Person company)	limitations.
3	Setting up of a business enterprise	Identification of ideas and opportunities, influencing factors while setting up of business enterprise, Feasibility report of a business enterprise, Size and location of a business enterprise. licensing and basic legal formalities to start a new business enterprise	To know how to search business ideas, how to pre business feasibility report, how to identify ideal business location and deciding optimal size for a new business unit, identification of capital sources for new business unit and basic documentation required for business enterprise.
4	Study of Domestic and Foreign Trade	Levels of Distribution Channels and their role Domestic Trade: Concept of Domestic Trade, Wholesaling and Retailing Foreign Trade: Concept of Export and Import; Export and Import Procedure	To learn about how a retail trade works in business system, different forms of retail trade and their contribution in the economy To give a brief introduction to stages of internationalization.

Course Outcome:

Sr.. No.	NAME OF STUDENTS	Tool 1 PRESENTATION	TARGET	Tool2 ORAL	TARGET	Tool3 ASSIGNMENT	TARGET	Tool4 PROJECT	TARGET	EXTERNAL	TARGET
1	Shinde Avantika Atul	9	Yes	8	Yes	8	Yes	17	Yes	42	Yes
2	Kakade Payal Rahul	8	Yes	4	Yes	0	No	10	Yes	A	Yes
3	Ghadage Kirti Ravindra	7	Yes	5	Yes	9	Yes	17	Yes	35	Yes
4	Shelvante Sanika Sachin	9	Yes	7	Yes	8	Yes	18	Yes	38	Yes
5	Nivangune Prajakta Kisan	9	Yes	9	Yes	10	Yes	19	Yes	42	Yes
6	Ghule Siddhi Sandeep	9	Yes	9	Yes	10	Yes	19	Yes	46	Yes
7	Ghumare Manasi Dilip	8	Yes	8	Yes	9	Yes	17	Yes	32	Yes
8	Naik Amruta Mahadeo	9	Yes	8	Yes	10	Yes	19	Yes	33	Yes
9	More Mrunali Suresh	9	Yes	7	Yes	10	Yes	18	Yes	29	Yes
10	Bhalerao Tanmayee Nitin	9	Yes	6	Yes	9	Yes	19	Yes	20	Yes
11	Gurav Sakshi Dhananjay	8	Yes	8	Yes	8	Yes	18	Yes	23	Yes
12	Dalbhanjan	8	Yes	8	Yes	9	Yes	17	Yes	40	Yes

	Sakshi Prashant										
13	Koli Pallvi Raghunath	8	Yes	5	Yes	9	Yes	18	Yes	27	Yes
14	Kardas Ruchita Shrinivas	7	Yes	5	Yes	9	Yes	17	Yes	31	Yes
15	Sagvekar Dakshita Santosh	8	Yes	7	Yes	9	Yes	18	Yes	27	Yes
16	Jadhav Tanvi Sanjay	9	Yes	8	Yes	8	Yes	18	Yes	37	Yes
17	Sarwade Pradnya Dashrath	8	Yes	9	Yes	10	Yes	17	Yes	30	Yes
18	Shinde Samiksha Ganesh	8	Yes	6	Yes	8	Yes	17	Yes	38	Yes
19	Petkar Rutuja Rajendra	8	Yes	6	Yes	9	Yes	19	Yes	33	Yes
20	Jarande Gayatri Nitin	8	Yes	9	Yes	0	No	17	Yes	A	Yes
21	Badadhe Pritee Balpatil	8	Yes	8	Yes	9	Yes	18	Yes	44	Yes
22	Ghadashi Pallvi Pandurang	9	Yes	9	Yes	9	Yes	17	Yes	46	Yes
23	Shivtare Pratiksha Dilip	8	Yes	7	Yes	9	Yes	18	Yes	39	Yes
24	Salunke Sanskruti Yogesh	9	Yes	9	Yes	10	Yes	19	Yes	30	Yes
25	Bagwan Alija Majid	7	Yes	6	Yes	9	Yes	18	Yes	25	Yes
26	Marane Aishwarya Pravin	9	Yes	8	Yes	10	Yes	18	Yes	48	Yes
27	Bagul Bhagyashri Pravin	8	Yes	7	Yes	10	Yes	19	Yes	34	Yes
28	Shinde Priyanka Namdeo	9	Yes	9	Yes	9	Yes	17	Yes	35	Yes
29	More Shraddha Hitendra	9	Yes	9	Yes	10	Yes	18	Yes	43	Yes

30	Vaidya Mayuri Sandip	8	Yes	7	Yes	9	Yes	17	Yes	38	Yes
31	Shendkar Ashwini Nitin	9	Yes	9	Yes	10	Yes	19	Yes	35	Yes
32	Maratkar Aishwaraya Vilas	8	Yes	0	No	8	Yes	17	Yes	27	Yes
33	Maral Srushti Rajendra	7	Yes	5	Yes	9	Yes	18	Yes	37	Yes
34	Gurav Neha Nilesh	8	Yes	8	Yes	9	Yes	18	Yes	40	Yes
35	Nachan Akansha Anil	7	Yes	9	Yes	8	Yes	17	Yes	41	Yes
36	Divate Vaishnavi Dnyaneshwar	9	Yes	9	Yes	8	Yes	18	Yes	46	Yes
37	Ubhe Riddhi Ghulab	9	Yes	7	Yes	9	Yes	18	Yes	37	Yes
38	Tiwari Archana Bhawniprasad	8	Yes	7	Yes	8	Yes	18	Yes	33	Yes
39	Deolankar Isha Nitin	8	Yes	6	Yes	8	Yes	18	Yes	44	Yes
40	Barve Devakee Mahendra	8	Yes	8	Yes	9	Yes	17	Yes	32	Yes
41	Lokare Vaishnavi Mahadev	8	Yes	9	Yes	8	Yes	18	Yes	36	Yes
42	Dhage Kusum Gulab	9	Yes	9	Yes	10	Yes	19	Yes	38	Yes
43	Pardeshi Rushalee Tarachand	9	Yes	8	Yes	7	Yes	18	Yes	27	Yes
44	Yadav Siddhi Dashrath	6	Yes	6	Yes	0	No	12	Yes	NA	NA

1	Tool No. 1 Presentation YES=44 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 44/44	1

2	TOOL NO. 2 ORAL YES=43 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/44	0.977
3	TOOL NO.3 ASSIGNMENTS YES=41 NO=3 NA= TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 41/44	0.931
4	TOOL NO.4 PROJECT YES=44 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 44/44	1

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
$1+0.977+0.931+1/4=0.977$		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 0.97		
LEVEL OF ATTAINMENT IS 3		
TOOL NO.4 EXTERNAL		
YES=43 NO=0 NA=1		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
43/44		
	0.97	
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
<b>LEVEL OF ATTAINMENT IS 3</b>		
OVERALL COURSE ATTAINMENT =0.5*INTERNAL ATTAINMENT+0.5* EXTERNAL ATTAINMENT		

Program Outcomes:

PO1	Business sense.
PO2	Human Resources Management
PO3	Financial Management
PO4	Develop managerial skills.
PO5	Entrepreneurial skill.
PO6	Business communication skills

Course Outcome:

1. To understand role and functions of modern business
2. To develop right understanding regarding business environment
3. To study how a business institution functions in a given economic set up

**Table**

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	3	1	3	3	2
CO 2	3	3	1	3	3	2
CO 3	3	3	2	3	3	2
CO 243	9/3 = 3	9/3 =3	4/3 =1.33	9/3 = 3	9/3 = 3	6/3 =2

**PO Attainment**

PO1= (corresponding cell value in table X Overall CO attainment value) /3

$$PO1 (2.75 \times 3) / 3 = 3$$

$$PO2 (2.25 \times 3) / 3 = 3$$

$$PO3 (2.25 \times 3) / 3 = 1.33$$

$$PO4 (2.75 \times 3) / 3 = 3$$

$$PO5 (2.75 \times 3) / 3 = 3$$

$$PO6 (2.75 \times 3) / 3 = 2$$

Average PO attainment=2.555

\*\*\*\*\*

**FY BBA Semester II (2020-21)**  
**Subject: Principles of Marketing**  
**Course Code 202**  
**Teacher's Name: Christina Dhende**

**PROGRAM OUTCOME**

After successfully completing the BBA Program students will be able

PO 1	To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
PO 2	To inculcate entrepreneurial skills in students and to encourage them to start their own business
PO 3	To develop leadership qualities, team behaviour, communication skills, management skills in students
PO 4	To make students proficient in theoretical as well as practical subjects
PO 5	To make them able to integrate latest technology and methodology and apply it efficiently
PO 6	To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society

**COURSE OUTCOME (CO 202)**

The students will be able to

Learning Outcomes		Teaching Learning Strategies	Tools
CO 202	understand Marketing concepts, objectives, functions of marketing and challenges in the international market	Interactive Session Lecture method	Assignments Orals Presentations
CO 202	study the internal and external factors influencing marketing environment, and benefits of segmentation	PPT Take a product and discuss how environmental factors affect marketing	Assignments Orals Presentations
CO 202	identify the Seven P's of Marketing or Marketing Mix and understand its importance	PPT and Lecture method	Assignments Orals Presentations
CO 202	understand services marketing, rural marketing and recent trends in marketing	Classroom Discussion on the recent trends Interactive session	Assignments Orals Presentations

**COURSE SPECIFIC OUTCOME (CSO 202)**

Unit No	Contents	Specific Outcomes
1 Concepts and functions of	Marketing concepts, its objectives, importance and functions of marketing Various Approaches of marketing Challenges and	Helps students understand the basic concept of Marketing Management Ability to learn how marketing functions in a

marketing	opportunity of marketing manager in international market	given environment, and understand various tasks performed by marketing managers in different environment
2 Marketing Environment and marketing segmentation	Marketing environment – meaning Internal and external factors influencing marketing environment, Political social economical international, technological multicultural environment Segmentation: concepts, importance and its types of segmentation.	Students study various factors which affects the marketing system, how change in technology, economic policy and demography affect the Indian market. They learn types of segmentation and its importance in marketing
3 Constituents of marketing mix	Marketing Mix Meaning scope and importance of marketing mix Product mix concept of a product, product characteristics Intrinsic and extrinsic, PLC. Price mix – meaning, element, importance of price mix, factors, influencing pricing, pricing methods Place mix, Promotion mix Place mix meaning and concepts of channel of distribution or intermediaries Promotion mix meaning, definitions, importance and limitations of advertisement People mix meaning & concepts, elements, importance. Process mix -stages, meaning& importance. Physical evidence- meaning, importance & components.	Helps students to have right understanding of marketing mix and how it influences the marketing mix. It helps develop understanding of the elements of or The P’s of Marketing Mix like price, promotion, physical distribution, place, people, process & physical evidence affecting a success of a market.
4 Classifications and types of markets	Conventional classification of markets. Services marketing its main features importance, growth functions. Rural marketing features and its contribution to Indian economy, problems and measures to improve Recent trends in Marketing 1.Green Marketing concepts 2. Digital Marketing, 3. Virtual Marketing, 4. Hybrid Marketing	Students understand different types of markets, their role and functions. Helps them to study rural markets, service marketing and the recent trends in Marketing

**Table 1**

Course Outcome	Course outcome
CO 202.1	To understand the concept of marketing, its objective, and challenges in the international market
CO 202.2	To study the internal and external factors affecting the marketing environment. To study market segmentation and its importance in marketing
CO 202.3	To understand the meaning and importance of Marketing Mix, its components and its scope in marketing
Co 202.4	To learn about different markets, especially rural marketing and services marketing. To study the latest trends in marketing



**Table 2**

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	2	2	1	2	-
CO 401.2	2	2	1	2	-
CO 401.3	2	1	1	1	-
CO 401.4	2	1	1	2	-
CO 401	8	6	4	7	-

FYBBA Sem 2										
Principles of Marketing (Course Code 202)										
2020-21										
Seat No	Sr. NO.	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
			Assignment		Orals		Presentation			
			1 0	Target>4 0	1 0	Target>4 0	1 0	Target>4 0	7 0	Target>4 0
2716	1	Aishwarya Marne	1 0	Yes	1 0	Yes	9 0	Yes	6 9	Yes
2717	2	Badadhe Pritee	9 0	YES	9 0	Yes	8 0	Yes	5 7	Yes
2718	3	Bagul Bhagyashree	1 0	YES	8 0	Yes	9 0	Yes	7 0	Yes
2719	4	Bagwan Alija	1 0	YES	8 0	Yes	9 0	Yes	4 9	Yes
2720	5	Barve Devakee	8 0	YES	8 0	Yes	6 0	Yes	5 9	Yes
2721	6	Bhalerao Tanmayee	1 0	YES	8 0	Yes	9 0	Yes	3 9	Yes
2722	7	Dakshata Sagvekar	1 0	YES	8 0	Yes	8 0	Yes	6 0	Yes
2723	8	Dalbhanjan Sakshi	9 0	YES	1 0	Yes	7 0	Yes	6 6	Yes
2724	9	Deolankar Isha	1 0	YES	8 0	Yes	9 0	Yes	7 0	Yes
2725	10	Dhage Kusum	1 0	YES	9 0	Yes	8 0	Yes	5 6	Yes
2726	11	Divate Vaishanavi	8 0	YES	6 0	Yes	7 0	Yes	7 0	Yes
2727	12	Ghadage Kirti	9 0	YES	8 0	Yes	9 0	Yes	6 3	Yes
2728	13	Ghule Siddhi	1 0	YES	8 0	Yes	9 0	Yes	6 4	Yes
2729	14	Ghumare Manasi	9 0	YES	9 0	Yes	9 0	Yes	4 6	Yes

2730	15	Gurav Neha	1 0	YES	8	Yes	9	Yes	6 2	Yes
2731	16	Gurav Sakshi	1 0	YES	9	Yes	9	Yes	2 9	Yes
2732	17	Jadhav Tanvi	7	YES	8	Yes	7	Yes	7 0	Yes
2733	18	Jarande Gayatri	6	YES	7	Yes	7	Yes	N A	NA
2734	19	Kakade Payal	6	YES	6	Yes	7	Yes	4 8	Yes
2735	20	Kardas Ruchita	9	YES	7	Yes	9	Yes	4 1	Yes
2736	21	Koli Pallavi	9	YES	8	Yes	9	Yes	6 0	Yes
2737	22	Lokare Vaishnavi	1 0	YES	8	Yes	8	Yes	4 3	Yes
2738	23	Maratkar Aishwarya	9	YES	8	Yes	8	Yes	4 5	Yes
2739	24	Mayuri Vaidya	1 0	YES	7	Yes	9	Yes	5 6	Yes
2740	25	More Mrunali	7	YES	6	Yes	6	Yes	6 2	Yes
2741	26	More Shraddha	1 0	YES	9	Yes	9	Yes	5 9	Yes
2742	27	Nachan Akanksha	1 0	YES	8	Yes	9	Yes	5 9	Yes
2743	28	Naik Amruta	8	YES	7	Yes	6	Yes	5 3	Yes
2744	29	Nivangune Prajakta	1 0	YES	9	Yes	8	Yes	6 7	Yes
2745	30	Pallavi Ghadshi	9	YES	8	Yes	9	Yes	6 0	Yes
2746	31	Pardeshi Rushalee	8	YES	6	Yes	6	Yes	6 6	Yes
2747	32	Petkar Rutuja	1 0	YES	8	Yes	9	Yes	6 3	Yes
2748	33	Pratiksha Shivtare	6	YES	7	Yes	7	Yes	4 9	Yes
2749	34	Priyanka Shinde	7	YES	6	Yes	7	Yes	5 9	Yes
2750	35	Riddhi Ubhe	8	YES	7	Yes	7	Yes	5 9	Yes
2751	36	Salunke Sanskriti	1 0	YES	9	Yes	9	Yes	5 6	Yes
2752	37	Sarawade Pradnya	8	YES	9	Yes	9	Yes	5 2	Yes

2753	38	Shelvante Sanika	9	YES	7	Yes	9	Yes	6 2	Yes
2754	39	Shendkar Ashwini	1 0	YES	6	Yes	9	Yes	6 3	Yes
2755	40	Shinde Avantika	8	YES	6	Yes	7	Yes	7 0	Yes
2756	41	Shinde Samiksha	9	YES	8	Yes	9	Yes	6 2	Yes
2757	42	Srushti Maral	8	YES	6	Yes	7	Yes	4 2	Yes
2758	43	Tiwari Archana	7	YES	6	Yes	7	Yes	5 7	Yes

Tool No 1 Assignment  
Yes=43 No=00 NA=00  
Total No of Yes/Total No of Students  
43/43  
1

Tool No 2 Orals  
Yes=43 No=00 NA=00  
Total No of Yes/Total No of Students  
43/43  
1

Tool No 3 Presentation  
Yes=43 No=00 NA=00  
Total No of Yes/Total No of Students  
43/43  
1

Tool No 4 Final Exam  
Yes=42 No=00 NA=01  
Total No of Yes/Total No of Students  
42/43  
1

Internal Average Attainment=Assignment +Oral +Presentation +Final  
 $1+1+1+0.97=4/4$   
1

0 To 0.40	1
-----------	---

0.41 To 0.60	2
0.61 To 1	3

Internal Average attainment value is 1= Attainment Value 3

External Average attainment value is 0.97= Attainment Value 3

**Dr. Rupali Bipin Sheth**

<b>A.Y 2020-2021</b> <b>F.Y BBA</b> <b>Basics of Cost Accounting</b> <b>Subject Code 204</b>	
<b>Programme Outcome</b>	PO1.To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business
	PO2. To inculcate entrepreneurial skills in students and to encourage them to start their own business
	PO3. To develop leadership qualities, team behaviour, communication skills, management skills in students.
	PO4 To make students proficient in theoretical as well as practical subjects.
	PO5.To make them able to integrate latest technology and methodology and apply it efficiently.

	PO6. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society
<b>Programme Specific Outcome (PSO)</b>	PSO1 Explain about basic terms in Costing
	PSO2 Demonstrate about preparation of Cost sheet
	PSO3 Demonstrate about distribution of overhead
	PSO4 Demonstrate about identification of Cost by Process Costing and Contract Costing
<b>Course Outcome</b>	CO1. To enhance knowledge regarding basic of Cost Accounting
	CO2. To enhance ability regarding preparation of Cost Sheet
	CO3. To impart knowledge about overhead costing
	CO4. To enable the learner for ascertaining the cost by various methods of costing

## Syllabus

Sr No	Topic Name	Content	Skills	Methods
1	Basic concept in cost –	Concept of Cost, Costing, Cost Accounting & Cost Accountancy, Origin, Objectives and Features of Cost Accounting, Difference between Financial and Cost Accounting, Conceptual analysis of Cost Unit & Cost Ce	To understand importance of costing in decision making Ability to understand importance of costing and role of costing	PPT, Assignment
2	Elements of cost and Cost Sheet	Material, Labour and other Expenses, Classification of Cost & Types of Costs, Preparation of Cost Sheet	To understand how to prepare a cost statement and analyse implication of elements of cost on total cost Ability to examine different aspects of cost as they influence total cost structure and sales price. Ability to prepare comprehensive cost sheet.	Problem solving, Highlight on Cost Sheet of Companies

3	Overheads	Meaning and Definitions, Classification of Overheads, Collection, allocation, apportionment, and reapportionment of overheads 3.4 Under and over absorption – Definition and Reasons	To understand concept of overhead as it contributes to total cost of a product or service Ability to ascertain ability to distinguish different types of overheads as it influences, the total cost in a given situation	Assignment, PPT
4	Contact and process cost and Methods of costing	Contract Costing – Meaning and features of contract costing, works certified and uncertified, escalation clause, cost plus contract, work in progress, profit on incomplete contract, Process Costing - Meaning, Features of process costing, preparation of process costing including Normal and Abnormal Loss/Gains,	1. To understand role of contract costing in ascertaining cost of a particular project or activity 2. To know how cost is ascertained for different types of processes 3. To develop ability to ascertain cost of a particular contract under different circumstances. 4. To learn how cost of a particular process is ascertained especially in case of single or multiple process as well as for	Problem solving, PPT

## A.Y 2020-2021 F.Y BBA Basics of Cost Accounting Subject Code 204

Sl No.	NAME OF STUDENTS	oral	Target>=40	PPT	Target>=40	Assignment	Target>=40	Total out of 70	Target>=40
1	SHINDE AVANTIKA ATUL	8	YES	8	Yes	7	Yes	57	Yes
2	KAKDE PAYAL RAHUL	8	Yes	8	Yes	NA	AB	42	Yes
3	GHADAGE KIRTI RAVINDRA	7	Yes	8	Yes	8	Yes	52	Yes
4	SHELVANTE SANIKA SACHIN	8	Yes	9	Yes	9	Yes	64	Yes
5	NIVANGUNE PRAJAKTA KISAN	8	Yes	9	Yes	7	Yes	64	Yes
6	GHULE SIDDHI	10	Yes	10	Yes	10	Yes	70	Yes

	<b>SANDEEP</b>									
7	<b>GHUMARE MANASI DILIP</b>	7	Yes	8	Yes		7	Yes	39	Yes
8	<b>NAIK AMRUTA MAHADEO</b>	8	Yes	9	Yes		9	Yes	49	Yes
10	<b>BHALERAO TANMAYEE NITIN</b>	8	Yes	9	Yes		7	Yes	35	Yes
11	<b>GURAV SAKSHI DHANANJAY</b>	8	Yes	7	Yes		8	Yes	39	Yes
12	<b>DALBHANJAN SAKSHI PRASHANT</b>	8	Yes	9	Yes		7	Yes	52	Yes
13	<b>KOLI PALLAVI RAGHUNATH</b>	8	Yes	8	Yes		8	Yes	53	Yes
14	<b>KARDAS RUCHITA SHRINIVAS</b>	8	Yes	6	Yes		8	Yes	36	Yes
15	<b>SAGVEKAR DAKSHATA SANTOSH</b>	6	Yes	7	Yes		8	Yes	55	Yes
16	<b>JADHAV TANVI SANJAY</b>	8	Yes	9	Yes	NA		AB	49	Yes
17	<b>SARWADE PRADNYA DASHRATH</b>	8	Yes	8	Yes		8	Yes	36	Yes
18	<b>SHINDE SAMIKSHA GANESH</b>	8	Yes	7	Yes		8	Yes	46	Yes
19	<b>PETKAR RUTUJA RAJENDRA</b>	10	Yes	8	Yes		8	Yes	64	Yes
20	<b>JARANDE GAYATRI NITIN</b>	4	Yes	4	Yes		4	Yes	AA	NO
21	<b>BADADHE PRITEE BALPATIL</b>	8	Yes	8	Yes		9	Yes	63	Yes
22	<b>GHADASHI PALLAVI PANDURANG</b>	7	Yes	6	Yes		6	Yes	48	Yes
23	<b>SHIVTARE PRATIKSHA DILIP</b>	7	Yes	8	Yes		8	Yes	50	Yes
24	<b>SALUNKE SANSKRUTI YOGESH</b>	9	Yes	9	Yes		8	Yes	57	Yes
25	<b>BAGWAN ALIJA MAJID</b>	9	Yes	7	Yes		9	Yes	53	Yes
26	<b>MARANE AISHWARYA PRAVIN</b>	10	Yes	10	Yes		10	Yes	63	Yes
27	<b>BAGUL</b>	7	Yes	7	Yes		8	Yes	52	Yes

	<b>BHAGYASHRI PRAVIN</b>								
28	<b>SHINDE PRIYANKA NAMDEO</b>	8	Yes	6	Yes	8	Yes	45	Yes
29	<b>MORE SHRADDHA HITENDRA</b>	9	Yes	8	Yes	8	Yes	64	Yes
30	<b>VAIDYA MAYURI SANDIP</b>	7	Yes	6	Yes	7	Yes	59	Yes
31	<b>SHENDKAR ASHWINI NITIN</b>	9	Yes	8	Yes	8	Yes	59	Yes
32	<b>MARATKAR AISHWARYA VILAS</b>	9	Yes	9	Yes	9	Yes	46	Yes
33	<b>MARAL SHRUSHTI RAJENDRA</b>	7	Yes	7	Yes	7	Yes	48	Yes
34	<b>GURAV NEHA NILESH</b>	9	Yes	6	Yes	8	Yes	56	Yes
35	<b>NACHAN AKANKSHA ANIL</b>	9	Yes	8	Yes	7	Yes	59	Yes
36	<b>DIVATE VAISHNAVI DNYANESHWAR</b>	9	Yes	8	Yes	6	Yes	48	Yes
37	<b>UBHE RIDDHI GULAB</b>	7	Yes	8	Yes	9	Yes	69	Yes
38	<b>TIWARI ARCHANA BHAWANIPRASAD</b>	7	Yes	8	Yes	9	Yes	43	Yes
39	<b>DEOLANKAR ISHA NITIN</b>	8	Yes	9	Yes	9	Yes	57	Yes
40	<b>BARVE DEVAKEE MAHENDRA</b>	8	Yes	8	Yes	7	Yes	53	Yes
41	<b>LOKARE VAISHNAVI MAHADEV</b>	7	Yes	8	Yes	8	Yes	56	Yes
42	<b>DHAGE KUSUM GULAB</b>	8	Yes	8	Yes	8	Yes	52	Yes
43	<b>PARDESHI RUSHALEE TARACHAND</b>	9	Yes	9	Yes	8	Yes	50	Yes
44	<b>YADAV SIDDHI DASHRATH</b>								

1	<b>Total number of Yes/ Total Number of students</b>	<b>Total Number of Students 44</b>	
	Oral	Yes 44	44/44= 1.00
2	PPT	Yes 44	44/44= 1.00



3	Assignment	Yes 42	42/44=0.95
4	<b>Internal Average Assessment Oral+Assignment+Presentation</b>	<b>1+1+.95/3</b>	<b>0.98</b>
5	<b>External Assessment</b>	<b>43/44</b>	<b>0.99</b>
	0 to 0.40		1
	0.41 to .60		2
	0.60 to to 1.00		3
	Average attainment value is 0.98 =attainment level =3		
	External Average Attainment		
	average attainment value is .99 = attainment level =3		

<b>Table 1</b>	
Course Outcome	Course Outcome
CO204.1	CO1. To enhance knowledge regarding basic of Cost Accounting
CO204.2	CO2. To enhance ability regarding preparation of Cost Sheet
CO204.3	CO3. To impart knowledge about overhead costing
CO204.4	CO4. To enable the learner for ascertaining the cost by various methods of costing

<b>Table 2</b>						
	PO1	Po2	PO3	PO4	PO5	PO6
CO204.1	3	3	3	3	0	2
CO204.2	3	3	3	3	0	2
CO204.3	3	3	3	3	0	1
CO204.4	3	3	3	3	0	1
	12/4=3	12/4=3	12/4=3	12/4=3	0/4=0	6/4=1.5

