

TYBBA Sem 3
RESEARCH METHODOLOGY
2021-22

Course Code: 501

Teachers Name: Asst. Prof. 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

Learning Outcomes	Teaching Learning Strategies	Tools
CO 401.1 To understand the basic concept of Research and its Methodology. • To make students understand objectives, types, significance, the process of Research. • To make students aware of the concept of Research Problem and technique involved in defining Research Problem. • To know -how to formulate Research Hypothesis and its importance.	Interactive Session PPT Lecture method	Assignments Orals Presentations
CO 401.2 • To make students understand the meaning, need, types of Research Design. • To inculcate knowledge of the concept of Research Sampling. • To understand the process of sampling design and types of sampling.	Brain Storming sessions for generation of innovative ideas. Theory lectures for conceptual understanding	Assignments Orals Presentations
CO 401.3 To make students understand the meaning and definition of Primary Data and Secondary Data along with its advantages and limitations. • To provide sound knowledge about methods of	Use of PPT for better understanding of collection of Primary	Assignments Orals Presentations

	collection of Primary Data and sources of collecting Secondary Data. To find out the factors contributing to Job Satisfaction and use them in the actual functioning of the Organisation. • To provide an understanding of Data Processing and Data Analysis. • To make students aware of Hypothesis Testing	Data and Secondary data. Reading of a Research Report	
CO 401.4	To make students aware of the meaning, need and different types of techniques of Interpretation. • To make understand students about steps in Report Writing and layout of the Research Report. • To immerse students in actual research (authentic learning) and motivate them to write Research Paper by providing the knowledge about meaning, structure and ethics in Research Paper writing.	Oral presentations by students for self-learning. Preparing a research report in specialization subject by applying the lesson studied in RM	Assignments Orals Presentations

COURSE SPECIFIC OUTCOME (CSO 401)

Unit No	Contents	Specific Outcomes
1 Introduction to Research Methodology and Research Problem	Introduction to Research- Objectives of Research, Motivations in Research, Types of Research, Research Approaches, Significance of Research, 1.7 Research Process, Criteria of Good Research, Challenges before Researchers in India. Meaning of Research Methodology- Concept of Research Problem, Selecting the Research Problem, Techniques involved in defining Research Problem, Formulation of Research Hypothesis and its importance	Students learn and develop an understanding of the right approach of Research Methodology and its role in Business.
2 Research Design and	Research Design- Meaning of Research Design, Need for Research Design, Features of a	Helps students to study and develop an understanding of the basic framework of the

Research Sampling	Good Design, Types of Research Design, Concept of Research Sampling, Steps in Sampling Design, Types of Sampling, Determination of Sampling Size	identification of various sources of information for data collection
3 Methods of Data Collection and Processing and Analysis of Data	<p>Collection of Primary Data- Meaning and definition of Primary Data, Advantages and Limitations of Primary Data, Methods of Collecting Primary Data: Observation Method, Interview Method, Questionnaire Method, Scheduling/ Schedule Method, Other Methods</p> <p>Collection of Secondary Data- Meaning and definition of Secondary Data, Advantages and Limitations of Secondary Data, Sources of collecting Secondary Data</p> <p>Data Processing – Editing, Codification, Classification, Tabulation, Scaling & Measurement Data Analysis- Meaning of Data Analysis, Need of Data Analysis, Methods of Data Analysis</p> <p>Testing of Hypothesis- Concepts in Testing of Hypothesis, Steps in the testing of hypothesis, Chi-square Analysis, Analysis of Variance</p>	To develop an understanding of various Designs, Tools and Techniques of Research Study.
4 Interpretation and Report Writing	<p>Interpretation- Meaning of Interpretation, Need of Interpretation, Techniques of Interpretation, Precaution in Interpretation</p> <p>Report Writing – Significance of Report Writing, Steps in Writing Report, The layout of the Research Report</p>	Enables the students in conducting Research work and write Research Paper and Research Project Report

Research Paper Writing– Meaning of Research Paper, Structure of Research paper, Referencing Styles, Ethics in Report Writing and Research Paper Writing

Table 1

Course Outcome	Course outcome
CO 401.1	Great gains in content knowledge, skill acquisition, and overall confidence and comfort for major concepts in the understanding concept of research. Formulate and evaluate research questions.
CO 401.2	The shift towards student-centeredness significantly enhanced students' learning through the use of interactive small group activities and a high level of discussion and interaction. Knowledge acquisition about Research Design and Sampling Design
CO 401.3	Gain experience with instrument development and data collection methods. Practical understanding of data processing and Data Analysis.
Co 401.4	Understanding about Changing Environment of HRM and its effects. A better understanding of Report and Research Paper writing

Table 2

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	1	1	2	1	-
CO 401.2	2	1	1	2	-
CO 401.3	0	1	2	2	-
CO401.4	2	1	1	1	-
CO 401	5	4	6	6	-

TYBBA Sem 5									
Course code-511									
Research Methodology									
2021-22									
Sr. N O.	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
		Assignment		Orals		Presentation		Final Exam	
1	Adsul Sayali	6	Yes	8	Yes	8	Yes	58	Yes
2	Avaghade Rutuja	10	Yes	8	Yes	8	Yes	72	Yes
3	Bagade Prachi	10	Yes	9	Yes	9	Yes	83	Yes
4	Bankar Radhika	7	Yes	8	Yes	7	Yes	78	Yes
5	Bhandare Aishwarya	9	Yes	6	Yes	9	Yes	77	Yes
6	Ingawale Manasi	10	Yes	9	Yes	10	Yes	82	Yes
7	Irmal Snehal	9	Yes	9	Yes	8	Yes	83	Yes
8	Jadhav Swejal	7	Yes	7	Yes	7	Yes	61	Yes
9	Jagdale Samruddhi	8	Yes	9	Yes	9	Yes	68	Yes
10	Kachi Rutuja	10	Yes	9	Yes	9	Yes	85	Yes
11	Kajale Rutuja	7	Yes	7	Yes	7	Yes	72	Yes
12	Khedekar Siddhi	7	Yes	9	Yes	9	Yes	82	Yes
13	Kubade Isha	7	Yes	9	Yes	9	Yes	73	Yes
14	Kurme Isha	6	Yes	8	Yes	8	Yes	75	Yes
15	Pardeshi Aishwarya	6	Yes	8	Yes	8	Yes	75	Yes
16	Parhad Mrunal	6	Yes	8	Yes	8	Yes	77	Yes
17	Patil Manasi	7	Yes	8	Yes	8	Yes	92	Yes
18	Pawar Shruti	5	Yes	9	Yes	7	Yes	58	Yes
19	Polekar Prajakta	5	Yes	9	Yes	8	Yes	62	Yes
20	Pradhan Kiran	5	Yes	6	Yes	6	Yes	64	Yes
21	Sawant Vaishnavi	5	Yes	6	Yes	6	Yes	57	Yes
22	Shirsath Sudeshna	6	Yes	9	Yes	9	Yes	80	Yes
23	Naik Shravani	9	Yes	8	Yes	8	Yes	73	Yes
24	Barathe Shruti	5	Yes	6	Yes	6	Yes	67	Yes
25	Vaishnav Priyanka	10	Yes	9	Yes	9	Yes	73	Yes
26	Walekar Esha	6	Yes	9	Yes	9	Yes	76	Yes
27	Chavan Bhakti	5	Yes	8	Yes	9	Yes	74	Yes
28	Dhumal Pooja	6	Yes	8	Yes	8	Yes	50	Yes
29	Gaikwad Rutika	7	Yes	8	Yes	7	Yes	68	Yes
30	Gundka Ratna	10	Yes	9	Yes	9	Yes	88	Yes

31	Hingane Gauri	6	Yes	8	Yes	8	Yes	79	Yes
32	Jangid Pooja	10	Yes	8	Yes	10	Yes	88	Yes
33	Kharat Dhanashree	10	Yes	9	Yes	9	Yes	78	Yes
34	Khedekar Devyani	7	Yes	8	Yes	8	Yes	72	Yes
35	Korde Pratiksha	8	Yes	5	Yes	5	Yes	59	Yes
36	Maratkar Vaishnavi	7	Yes	6	Yes	6	Yes	71	Yes
37	Katkam Nikita	7	Yes	7	Yes	7	Yes	91	Yes
38	Bendge Prachi	6	Yes	6	Yes	6	Yes	77	Yes
39	Satbhai Madhura	6	Yes	8	Yes	7	Yes	73	Yes
40	Sathe Aditi	9	Yes	9	Yes	9	Yes	79	Yes
41	Shendage Sharada	5	Yes	6	Yes	6	Yes	64	Yes
42	Shinde Pallavi	6	Yes	8	Yes	8	Yes	71	Yes
43	Vachane Shreya	6	Yes	9	Yes	8	Yes	76	Yes
44	Sneha Athani	7	Yes	8	Yes	8	Yes	64	Yes
45	Sorte Shrutika	5	Yes	6	Yes	6	Yes	58	Yes
46	Takawale Akshada	5	Yes	6	Yes	6	Yes	72	Yes
47	Wadkar Gauri	6	Yes	6	Yes	6	Yes	73	Yes
48	Yanpure Yukta	9	Yes	9	Yes	9	Yes	61	Yes

1

Tool No 1 Assignment

Yes=48 No=00 NA=00

Total No of Yes/Total No of Students

48/48

1

2

Tool No 2 Orals

Yes=48 No=00 NA=00

Total No of Yes/Total No of Students

48/48

1

3

Tool No 3 Presentation

Yes=48 No=00 NA=00

Total No of Yes/Total No of Students

48/48

1

4

Tool No 4 Int. Exam

Yes=48 No=00 NA=00

Total No of Yes/Total No of Students

48/48

1

Internal Average Assessment=
Assignment +Oral+ Presentation+ Final

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 Ethics
Course code-502
Subject teacher- Gauri Shinde
TYBBA

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 provide a comprehensive understanding of the concepts of Business Ethics
2. To develop theoretical tools to understand current ethical issues and their impacts on business.
3. To analyze the role of Ethics in business, Government and Society.
4. To analyze the Ethical scenario concerning to Environment and consumer protection.

Unit No	Unit Title	Contents	Purpose & Skills to be develop
1	Introduction to Business Ethics	1.1 Meaning, Nature and Scope of Business Ethics 1.2 Ethics in Contemporary Business	<ul style="list-style-type: none"> • Understand the Role and Scope of Business Ethics. • Role of Ethics and its importance at National and

		<p>1.3 Organizational Ethical Climate – Ethical Decision Making and Importance of Framing Ethical Policies</p> <p>1.4 Why Ethical Problems occur in Business</p> <p>1.5 Difference between workplace Ethics and Laws</p> <p>1.6 Ethical Code of Conduct in Global Business</p> <p>1.7 Government protection policies against illegal business practices. 1.8 Influence of Interest Groups on the Government</p>	<p>International Level in business as well as individual level.</p>
2	Corporation and Stakeholder Ethics	<p>2.1 Impact of Business Decisions on Stakeholders</p> <p>2.2 Leadership Ethics at the organizational level – Training Ethics, imbuing organizational values and cultures, Awareness of rule and regulations of an organization, Upskilling and Ethical knowledge of employees.</p> <p>2.3 Organization of Modern corporation and Interaction with stakeholders</p> <p>2.4 Whistleblower Act and Employee Rights: Privacy and Safety</p> <p>2.5 Collective Bargaining and Role of Management in implementing Ethics.</p> <p>2.6 Ethics in Compliance Management – Fraud, Corruption, Sanction Violations, Conflict of Interests, Human Rights Violation.</p> <p>2.7 Health and Safety Issues in Organizations – Workplace Safety, Measures to avoid accidents, Maintenance of Psychological wellbeing of employees.</p>	<ul style="list-style-type: none"> • Understand the concepts and role of Business and Stakeholder ethics. • Modern Organization role and responsibility towards stakeholders. • Understanding the concept of business, government, and societal ethics.
3	Corporate Social Responsibility and Marketing Ethics	<p>3.1 Role and Responsibility of Organizations towards government and society.</p> <p>3.2 CSR Performance – Meaning and Responsibility.</p> <p>3.3 CSR – Strategy in building community relationships.</p> <p>3.4 Corporate Citizenship and – Concept and Stages</p> <p>3.5 Ethical behaviour in Advertising Practices and Advertising ethics.</p> <p>3.6 Ethical and Unethical Target Marketing in Business</p> <p>3.7 Advertising abuses and Regulation</p> <p>3.8 Media Industry – Role, Impact and Ethical Practices</p>	<p>Understand the role of CSR in traditional and Modern Business.</p> <ul style="list-style-type: none"> • Identify the efficiency relevancy of CSR in today's world • Understand Marketing ethics and its importance.

4	Environmental and Consumer Ethical Issues	<p>4.1 Environmental Ethics and Human values – Meaning and Impact on Environmental problems</p> <p>4.2 Environmental legislation – Laws and Regulation with Indian Context and Stages of becoming an ecologically sustainable organization.</p> <p>4.3 Sustainable Development – Definition, Obstacles and Impact, Business operations – A threat to earth’s ecosystem.</p> <p>4.4 Difference between Customer and Consumerism</p> <p>4.5 Government regulation agencies for Consumer protection and Protecting consumer privacy online.</p>	<ul style="list-style-type: none"> • Understand the role of Environmental rules and regulations in protecting the environment. • Initiatives are taken towards building sustainable role models. • Understanding the need for ethics and laws in consumer protection.
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Sr. No	NAME	TOOL1 PRESENTATION	Target	TOOL2 ORAL	Target	TOOL3 ASSIGNMENT	Target	External	Target
1	GUNDKA RATNA SHRINIVAS	10	Yes	10	Yes	9	Yes	84	Yes
2	KACHI RUTUJA SHRIKANT	10	Yes	10	Yes	9	Yes	84	Yes
3	JANGID POOJA RAMNIWAS	9	Yes	8	Yes	9	Yes	89	Yes
4	SATBHAI MADHURA JAYANT	6	Yes	6	Yes	8	Yes	86	Yes
5	KHARAT DHANASHREE PRAKASH	10	Yes	10	Yes	9	Yes	81	Yes
6	BAGADE PRACHI VILAS	10	Yes	7	Yes	9	Yes	92	Yes
7	YANPURE YUKTA PRAKASH	9	Yes	9	Yes	7	Yes	77	Yes
8	PATIL MANASI RAHUL	8	Yes	6	Yes	9	Yes	88	Yes
9	SHINDE PALLAVI KALYAN	7	Yes	7	Yes	6	Yes	90	Yes
10	INGAWALE MANSI BAJRANG	10	Yes	9	Yes	9	Yes	80	Yes
11	PARHAD MRUNAL PRAKASH	8	Yes	7	Yes	8	Yes	68	Yes
12	VAISHNAV PRIYANKA RADHESHAM	9	Yes	8	Yes	8	Yes	74	Yes
13	KORDE PRATIKSHA ARVIND	8	Yes	8	Yes	9	Yes	81	Yes

14	AVGHADE RUTUJA DATTA	8	Yes	9	Yes	9	Yes	85	Yes
15	BHANDARE AISHWARYA SANTOSH	8	Yes	7	Yes	8	Yes	76	Yes
16	CHAUDHARI AISHWARYA KALYANI	NA	Yes	NA	Yes	NA	Yes	NA	NA
17	KATKAM NIKITA SANTOSH	8	Yes	7	Yes	8	Yes	92	Yes
18	HINGANE GAURI SUDHIR	8	Yes	8	Yes	8	Yes	83	Yes
19	IRMAL SNEHA VINOD	9	Yes	9	Yes	8	Yes	83	Yes
20	MARATKAR VAISHNAVI VILAS	7	Yes	7	Yes	8	Yes	83	Yes
21	SATHE ADITI SUNIL	7	Yes	8	Yes	9	Yes	77	Yes
22	PARDESHI AISHWARYA KRUSHNA	7	Yes	7	Yes	7	Yes	66	Yes
23	POLEKAR PRAJAKTA PRAKASH	9	Yes	7	Yes		No	61	Yes
24	NAIK SHRAVANI AMOL	8	Yes	6	Yes	7	Yes	84	Yes
25	PAWAR SHRUTI ASHOK	8	Yes	8	Yes	7	Yes	73	Yes
26	WALEKAR ESHA JITENDRA	9	Yes	8	Yes	8	Yes	87	Yes
27	BANKAR RADHIKA RAJAN	0	No	5	No	7	Yes	71	Yes
28	GAIKWAD RUTIKA VIJAY	8	Yes	8	Yes	9	Yes	66	Yes
29	KUBADE ISHA SANTOSH	9	Yes	9	Yes	9	Yes	84	Yes
30	KHEDEKAR SIDDHI NAGESH	10	Yes	9	Yes	10	Yes	88	Yes
31	SORTE SHRUTIKA RAJAN	0	No	4	No	8	Yes	61	Yes
32	KHEDEKAR DEVYANI PANDIT	7	Yes	6	Yes	7	Yes	70	Yes
33	SHIRSATH SUDESHNA PRAMOD	9	Yes	5	Yes	8	Yes	77	Yes
34	SHENDAGE SHARADA BALASAHEB	8	Yes	5	Yes	7	Yes	73	Yes

35	VACHANE SHREYA RAJESH		8	Yes	8	Yes	8	Yes	83	Yes
36	PRADHAN KIRAN PRALHAD		6	Yes	5	Yes	7	Yes	67	Yes
37	BENDGE PRACHI SADASHIV		6	Yes	6	Yes	8	Yes	88	Yes
38	SNEHA VEERBHADRA BHARATI		7	Yes	8	Yes	7	Yes	83	Yes
39	BARATHE SHRUTI KAILAS			No		No		No	61	Yes
40	KAJALE RUTUJA SATISH		8	Yes	7	Yes	7	Yes	78	Yes
41	SAWANT VAISHNAVI CHANDRAKANT			No		No		No	75	Yes
42	KURME ISHA VINAYAK		7	Yes	8	Yes	8	Yes	86	Yes
43	MORE RUTUJA RAJESH	NA		Yes	NA	Yes	NA	Yes	NA	NA
44	CHAVAN BHAKTI VISHWAS		6	Yes	6	Yes	6	Yes	82	Yes
45	DHUMAL POOJA ANIL		6	Yes	5	Yes	6	Yes	83	Yes
46	ADSUL SAYALI DILIP		7	Yes	7	Yes	6	Yes	70	Yes
47	WADKAR GAURI BALASAHEB		8	Yes	6	Yes	6	Yes	73	Yes
48	TAKAWALE AKSHADA BABASAHEB		7	Yes	8	Yes	8	Yes	81	Yes
49	JADHAV SWEJAL RAJESH	NA		Yes	NA	Yes	NA	Yes	51	Yes
50	JAGDALE SAMRUDDHI ANIL		9	Yes	8	Yes	8	Yes	87	Yes

1	Tool No. 1 Presentation YES=45 NO=2 NA=3 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 45/50 0.9
2	TOOL NO. 2 ORAL YES=47 NO=0 NA=3 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 47/50 0.94

3	TOOL NO.3 ASSIGNMENTS YES=46 NO=1 NA=3 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 46/50	0.92
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INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
$0.9+0.94+0.92/3=0.92$		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 0.92		
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
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 provide a comprehensive understanding of the concepts of Business Ethics
2. To develop theoretical tools to understand current ethical issues and their impacts on business.
3. To analyze the role of Ethics in business, Government and Society.
4. To analyze the Ethical scenario concerning to Environment and consumer protection.

Table

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	2	1	3	3	1
CO 2	3	1	1	3	3	1
CO 3	3	1	1	3	3	2
CO 4	3	1	1	3	3	1
CO	12/4 = 3	5/4 =1.25	4/4 =1	12/4 = 3	12/4 = 3	5/4 =1.25

PO Attainment

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

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

$$PO2 (2.25 \times 3) / 3 = 1.25$$

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

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

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

$$PO6 (2.75 \times 3) / 3 = 1.25$$

Average PO attainment=2.08

Cross-Cultural HR & Industrial Relations
Course code- C505
Subject teacher- Gauri Shinde
TYBBA

Program Outcome:

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 learn some basic business etiquette and dining etiquette that will help to work in different countries across the globe
2. To make students understand the relationship between Cross-Culture Management and Human Resource Management.
3. To explain how employees can be prepared for international assignments.
4. To provide the knowledge to students of provisions under The Industrial Disputes Act,1947, The Factories Act, 1948 and The Maternity Benefit Act 2017

Unit No	Unit Title	Contents	Purpose & Skills to be develop
1	Introduction to crossCultural Management	1.1 Understanding Culture and Cross-Culture 1.2 Meaning of Culture, 1.3 Six Dimensions of National Culture by Professor Geert Hofstede, 1.4 Cultural differences and similarities, 1.5 Cultural Variables in Multinational 1.6 EnterprisesCommunicating across Cultures	To understand the basic concept of Culture and Cross-Culture. <ul style="list-style-type: none"> • To make students understand Cultural Variables in Multinational Enterprises. • To learn some basic business etiquette and dining etiquette that will help to work in different countries across the globe.

		<p>1.7 Negotiating across Cultures 1.8 Multicultural Teams 1.9 Cross-Cultural Management and business etiquette</p>	<ul style="list-style-type: none"> • To discuss the impact of cross-cultural communication on international business.
2	Cross-Culture and Human Resource Management	<p>2.1 Cross-Culture and Human Resource Management 2.2 Cross-cultural Human Resource Management 2.3 Motivation Across Cultures 2.4 Leadership and Decision Making Across Cultures 2.5 Communication & Negotiation Across Cultures 2.6 Rewards Across Cultures 2.7 Training Across Cultures 2.8 Power and Conflict Across Cultures 2.9 Skills for a Global Manager 2.10 Cross-cultural Differences and Managerial Implications (The Role of Human Resource Management in Cross-Cultural Environment)</p>	<p>To make students understand the relationship between Cross-Culture and Human Resource Management.</p> <ul style="list-style-type: none"> • To make students aware of Cross-cultural Differences and Managerial Implications.
3	Fundamentals of Industrial Relations	<p>3.1 Meaning and definition of Industrial Relations, 3.2 Evolution of Industrial Relation, 3.3 Importance of Industrial Relations, 3.4 Scope of Industrial relations 3.5 Approaches towards the study of Industrial Relations (Psychological Approach, Sociological Approach, Socio Ethical Approach, Gandhian Approach, Industrial Relations Approach and HR Approach) 3.6 Ethical Codes & Industrial Relations</p>	<p>To acquire a solid theoretical, practical and ethical perspective on many aspects of industrial relations.</p> <ul style="list-style-type: none"> • To make students understand the meaning, definition, importance, scope and evolution of Industrial Relation. • To provide sound knowledge about different approaches towards the study of Industrial Relations • To provide an understanding of the relation between Ethical Codes & Industrial Relations
4	The Industrial Disputes Act,1947, The Factories Act, 1948 and The Maternity Benefit Act 2017	<p>4.1 The Industrial Disputes Act,1947 - 4.2 Definitions, 4.3 Authorities under the Act, 4.4 Power & Duties of authorities, 4.5 Strike & lockout, 4.6 Lay-off, 4.7 Grievance Redressal Machinery 4.8 The Factories Act, 1948 4.9 Definitions, 4.10 Authorities under the Act, 4.11 Provisions regarding Safety, 4.12 Provisions regarding Health, 4.13 Provisions regarding Welfare, 4.14 Provisions regarding Leave with Wages,</p>	<p>To inculcate the knowledge among students about authorities under The Industrial Disputes Act,1947.</p> <ul style="list-style-type: none"> • To provide the knowledge to students of provisions under Strikes & Lockout and Lay-off. • To make students aware of how to regulate the conditions of work in manufacturing establishments coming within a factory. • To provide the knowledge of provisions regarding the parameters such as the Safety, Health, Welfare, Leave with

		4.15 Provisions regarding Working hours of adults 4.16 The Maternity Benefit Act 2017 4.17 Application of Act. 4.18 Definition 4.19 Right to payment of maternity benefit 4.20 Payment of maternity benefit in case of death of a woman 4.21 Provision of creche' facility	Wages and working hours employees in the organisation. • To make students understand the provisions under The Maternity Benefit Act 2017.
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Sr.No.	NAME	Tool No. 1 presentation	Target	Tool No. 2 oral	Target	Tool No. 3 ASSIGNMENT	Target	External	Target
1	GUNDKA RATNA SHRINIVAS	10	Yes	9	Yes	10	Yes	67	Yes
2	JANGID POOJA RAMNIWAS	10	Yes	9	Yes	7	Yes	69	Yes
3	SATBHAI MADHURA JAYANT	8	Yes	7	Yes	7	Yes	61	Yes
4	KHARAT DHANASHREE PRAKASH	10	Yes	9	Yes	9	Yes	65	Yes
5	YANPURE YUKTA PRAKASH	9	Yes	9	Yes	7	Yes	68	Yes
6	SHINDE PALLAVI KALYAN	6	Yes	8	Yes	6	Yes	57	Yes
7	KORDE PRATIKSHA ARVIND	8	Yes	7	Yes	9	Yes	66	Yes
8	KATKAM NIKITA SANTOSH	9	Yes	9	Yes	7	Yes	68	Yes
9	HINGANE GAURI SUDHIR	8	Yes	8	Yes	7	Yes	64	Yes
10	MARATKAR VAISHNAVI VILAS	7	Yes	7	Yes	9	Yes	61	Yes
11	SATHE ADITI SUNIL	8	Yes	8	Yes	8	Yes	65	Yes
12	GAIKWAD RUTIKA VIJAY	9	Yes	8	Yes	7	Yes	67	Yes
13	KHEDEKAR DEVYANI PANDIT	7	Yes	6	Yes	7	Yes	57	Yes
14	SHENDAGE SHARADA BALASAHEB	8	Yes	6	Yes	6	Yes	57	Yes
15	VACHANE SHREYA RAJESH	8	Yes	8	Yes	8	Yes	65	Yes
16	BENDGE PRACHI SADASHIV	7	Yes	7	Yes	10	Yes	65	Yes

17	SNEHA VEERBHADRA BHARATI	7	Yes	6	Yes	8	Yes	42	Yes
18	CHAVAN BHAKTI VISHWAS	6	Yes	6	Yes	6	Yes	52	Yes
19	DHUMAL POOJA ANIL	6	Yes	6	Yes	6	Yes	52	Yes
20	WADKAR GAURI BALASAHEB	8	Yes	6	Yes	8	Yes	63	Yes
21	TAKAWALE AKSHADA BABASAHEB	8	Yes	8	Yes	8	Yes	66	Yes

1	Tool No. 1 Presentation YES=21 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 21/21	1
2	TOOL NO. 2 ORAL YES=21 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 21/21	1
3	TOOL NO.3 ASSIGNMNETS YES=21 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 21/21	1

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
3/3=1		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 1		
LEVEL OF ATTAINMENT IS 3		
TOOL NO.4 EXTERNAL		
YES=21 NO=0 NA=0		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
21/21		

	1	
	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 learn some basic business etiquette and dining etiquette that will help to work in different countries across the globe
2. To make students understand the relationship between Cross-Culture Management and Human Resource Management.
3. To explain how employees can be prepared for international assignments.
4. To provide the knowledge to students of provisions under The Industrial Disputes Act,1947, The Factories Act, 1948 and The Maternity Benefit Act 2017

Table

CO	PO1	PO2	PO3	PO4	PO5	PO6
CO 1	3	3	1	3	3	3
CO 2	3	3	1	3	3	2
CO 3	3	3	1	3	3	2
CO 4	3	3	1	3	3	2
CO	12/4 = 3	12/4 =3	4/4 =1	12/4 = 3	12/4 = 3	9/4 =2.25

PO Attainment

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

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

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

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

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

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

$$\text{PO6 } (2.75 \times 3) / 3 = 2.25$$

Average PO attainment = 2.04

Principles of Human Resource Management
Course code-301
Subject teacher-Gauri Shinde
SYBBA

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 & Planning for Human Resources	Job Analysis- Meaning, Definition, Objectives, Benefits, 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	1. To make the students understand how Job Analysis & Human Resource Planning play an important role in the Organisation. 2. To develop an

		Organisation, Advantages & Limitations/Barriers of HRP. Caselets on Job Analysis & Human Resource Planning	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	TOOL1 PRESENTATION	Target	TOOL2 ORAL	Target	TOOL3 ASSIGNMENT	Target	EXTERNAL	Target
1	MORE SHRADDHA HITENDRA	9	Yes	9	Yes	9	Yes	70	YES
2	PETKAR RUTUJA RAJENDRA	9	Yes	7	Yes	9	Yes	50	YES
3	GURAV SAKSHI DHANANJAY	8	Yes	8	Yes	10	Yes	56	YES
4	GHULE SIDDHI SANDEEP	10	Yes	9	Yes	10	Yes	70	YES
5	MORE MRUNALI SURESH	8	Yes	9	Yes	8	Yes	45	YES
6	KOLI PALLAVI RAGHUNATH	8	Yes	8	Yes	8	Yes	43	YES
7	BADADHE PRITEE BALPATIL	9	Yes	9	Yes	8	Yes	67	YES
8	SHINDE PRIYANKA NAMDEO	9	Yes	8	Yes	7	Yes	52	YES
9	NACHAN AKANKSHA ANIL	9	Yes	9	Yes	10	Yes	63	YES
10	SAGVEKAR DAKSHATA SANTOSH	8	Yes	8	Yes	9	Yes	56	YES
11	NIVANGUNE PRAJAKTA KISAN	10	Yes	8	Yes	9	Yes	70	YES
12	GHADAGE KIRTI RAVINDRA	9	Yes	7	Yes	9	Yes	57	YES

13	SHENDKAR ASHWINI NITIN	9	Yes	9	Yes	9	Yes	62	YES
14	GHUMARE MANASI DILIP	8	Yes	7	Yes	8	Yes	56	YES
15	BARVE DEVAKEE MAHENDRA	9	Yes	8	Yes	8	Yes	64	YES
16	DEOLANKAR ISHA NITIN	8	Yes	7	Yes	8	Yes	69	YES
17	BAGWAN ALIJA MAJID	8	Yes	7	Yes	7	Yes	49	YES
18	LOKARE VAISHNAVI MAHADEV	8	Yes	7	Yes	8	Yes	41	YES
19	DALBHANJAN SAKSHI PRASHANT	9	Yes	7	Yes	9	Yes	59	YES
20	SHIVTARE PRATIKA DILIP	8	Yes	9	Yes	9	Yes	55	YES
21	JARANDE GAYATRI NITIN	7	Yes	7	Yes	8	Yes	23	NO
22	DHAGE KUSUM GULAB	9	Yes	9	Yes	8	Yes	59	YES
23	SALUNKE SANSKRUTI YOGESH	9	Yes	9	Yes	7	Yes	57	YES
24	UBHE RIDDHI GULAB	9	Yes	9	Yes	9	Yes	63	YES
25	SHINDE SAMIKSHA GANESH	8	Yes	8	Yes	10	Yes	53	YES
26	MARANE AISHWARYA PRAVIN	10	Yes	9	Yes	10	Yes	66	YES
27	SHELVANTE SANIKA SACHIN	8	Yes	7	Yes	8	Yes	50	YES
28	BHALERAO TANMAYEE NITIN	9	Yes	8	Yes	8	Yes	41	YES
29	GHADASHI PALLAVI PANDURANG	9	Yes	8	Yes	8	Yes	60	YES
30	JADHAV TANVI SANJAY	8	Yes	5	Yes	8	Yes	59	YES
31	KARDAS RUCHITA SHRINIVAS	8	Yes	8	Yes	7	Yes	48	YES
32	GURAV NEHA NILESH	9	Yes	9	Yes	9	Yes	36	YES
33	VAIDYA MAYURI SANDIP	8	Yes	5	Yes	8	Yes	50	YES
34	NAIK AMRUTA MAHADEO	9	Yes	7	Yes	7	Yes	32	YES

35	SARWADE PRADNYA DASHRATH	9	Yes	9	Yes	10	Yes	46	YES
36	TIWARI ARCHANA BHAWANIPRASAD	9	Yes	5	Yes	7	Yes	31	YES
37	MARAL SHRUSHTI RAJENDRA	9	Yes	7	Yes	10	Yes	48	YES
38	BAGUL BHAGYASHRI PRAVIN	9	Yes	9	Yes	10	Yes	52	YES
39	PARDESHI RUSHALEE TARACHAND	9	Yes	9	Yes	10	Yes	59	YES
40	KADAM HRUTIKA SHARAD	7	Yes	8	Yes	10	Yes	35	YES
41	MARATKAR AISHWARYA VILAS	9	Yes	9	Yes	9	Yes	43	YES
42	DIVATE VAISHNAVI DNYANESHWAR	0	No	8	Yes	8	Yes	64	YES
43	SHINDE AVANTIKA ATUL	0	No	8	Yes	8	Yes	67	YES

1	Tool No. 1 Presentation YES=41 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 41/43 0.95
2	TOOL NO. 2 ORAL YES=48 NO=0 NA=2 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/43 1
3	TOOL NO.3 ASSIGNMNETS YES=48 NO=0 NA=2 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/43 1

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
0.95+1+1/3=2.95		

	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 2.95		
LEVEL OF ATTAINMENT IS 3		
TOOL NO.4 EXTERNAL		
YES=42 NO=1 NA=0		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
42/43		
	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 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	9/3 = 3	9/3 =3	3/3 =1	9/3 = 3	9/3 = 3	6/3 =2

PO Attainment

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

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

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

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

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

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

$$\text{PO6 } (2.75 \times 3) / 3 = 2$$

Average PO attainment=2.5

SYBBA Sem 3
ORGANIZATIONAL BEHAVIOUR
2021-22

Course Code: 305 C

Teachers Name: Asst. Prof. 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

Learning Outcomes		Teaching Learning Strategies	Tools
CO 401.1	understand importance of Organisational Behaviour and Better understanding of Models of Organisational Behaviour	Interactive Session PPT Lecture method	Assignments Orals Presentations
CO 401.2	Learn the determinants of Organisational Behaviour at Individual Level, Develop the knowledge & ability of about the concepts of Personality, Motivation, Value & Attitude.	PPT Motivation videos Case study Classroom discussions	Assignments Orals Presentations

	Develop Problem-solving and decision-making skills		
CO 401.3	understand determinants of Organisational Behaviour at Group Level, and develop knowledge & ability with respect to the concepts of Group Dynamics, Conflict Management & Leadership. Development of Problem solving and decision-making skills at the Group level.	Use of PPT Classroom discussions on Group behaviour, dynamics Lecture method	Assignments Orals Presentations
CO 401.4	understand determinants of Organisational Behaviour at Organisational Level, Develop the knowledge & ability about the concepts of Organisational Culture & Change. Development of Problem solving and decision-making skills at the organizational level.	Oral presentations by students for self-learning Discuss the culture of the college, relate it to and organization PPT method	Assignments Orals Presentations

COURSE SPECIFIC OUTCOME (CSO 401)

Unit No	Contents	Specific Outcomes
1 Introduction to Organisational Behaviour (OB)	Meaning, Definition, Nature, Scope, Importance, Key Elements of OB, Disciplines that contribute to the OB field, Models of OB, Challenges for OB.	1. To understand and explain how and why Organisational Behaviour study is important to students. 2. To make use of the models of Organisational Behaviour in Specific Organisational Settings
Individual Determinants of Organisational Behaviour	Individual Behaviour- Influencing factors- Personal, Psychological, Organisational System & Resources & Environmental Factors. Personality- Meaning, Definition, Key Determinants of Personality, Types of Personality, Theories of Personality Value & Attitude- Meaning, Definition and Types. Motivation- Meaning, Definition, Importance, Types, Theories Maslow's Need Hierarchy Theory, McGregor's Theory X & Theory Y, Herzberg's Two- Factor Theory Case lets on Personality, Motivation, Value & Attitude	1. To explain determinants of Organisational Behaviour at Individual Level. 2. To make use of the Theories of Personality by adding new perspective for overall development of the Organisation. 3. To make students understand how Values and Attitudes play a vital role in the Organisation. 4. To make use of Theories of Motivation to motivate employees to achieve higher performance in Organisation.
3 Group Interaction &	Group Dynamics- Meaning, Definition, Types, Reasons for forming Groups, Theories of Group	1. To explain determinants of Organisational Behaviour at Group Level. 2. To understand the Group

Organisational Behaviour.	Formation, Stages in Group Development, Group Behaviour, Group Cohesiveness Conflict - Meaning, Definition, Traditional & Modern View of Conflict, Organisational Performance & Conflict, Frustration Model, Conflict Management- Competing, Collaborating, Compromising, Avoiding, Accommodating. Leadership- Meaning, Definition, Leader V/S Manager, Styles of Leadership Case lets on Group Dynamics, Conflict Management & leadership	Behaviour by learning Theories of Group Formation. 3. To enable students to understand the relation between Organisational Performance & Conflict. 4. To explicate students, the different styles of Leadership.
4 Dynamics of Organisation	Organisational Culture- Meaning, Definition, Levels, Formation & Sustaining Organisational Culture Organisational Change- Meaning, Definition, Types, Forces for Change in Organisation, Resistance to Change, Management of Change Case lets on Organisational Culture & Change Management	Organisational Culture- Meaning, Definition, Levels, Formation & Sustaining Organisational Culture Organisational Change- Meaning, Definition, Types, Forces for Change in Organisation, Resistance to Change, Management of Change case lets on Organisational Culture & Change Management

Table 1

Course Outcome	Course outcome
CO 401.1	To describe the major theories, concepts, models and frameworks in the field of Organisational Behaviour.
CO 401.2	To explain determinants of Organisational Behaviour at Individual, Group and Organisational Level.
CO 401.3	To give knowledge about approaches to line-up individual, groups & managerial behaviour in order to achieve organisational goals
Co 401.4	To impart information and knowledge of organisational culture , its importance and how it helps organizational behaviour in achievement of organisational behaviour

Table 2

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	3	2	2	1	-
CO 401.2	2	3	2	2	-
CO 401.3	1	2	2	1	-
CO 401.4	1	3	1	2	-
CO 401	7	10	7	6	-

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	9	Yes	19	Yes	95	Yes
2	Bhalerao Tanmayee	10	Yes	8	Yes	8	Yes	18	Yes	78	Yes
3	Dalbhanjan Sakshi	7	Yes	8	Yes	7	Yes	12	Yes	70	Yes
4	Deolankar Isha	10	Yes	10	Yes	9	Yes	15	Yes	89	Yes
5	Dhage Kusum	10	Yes	8	Yes	8	Yes	15	Yes	85	Yes
6	Divate Vaishnavi	9	Yes	8	Yes	8	Yes	16	Yes	89	Yes
7	Ghadage Kirti	10	Yes	7	Yes	7	Yes	18	Yes	77	Yes
8	Ghule Siddhi	10	Yes	9	Yes	9	Yes	19	Yes	94	Yes
9	Jadhav Tanvi	6	Yes	6	Yes	6	Yes	12	Yes	62	Yes
10	Lokare Vaishnavi	6	Yes	8	Yes	7	Yes	16	Yes	71	Yes
11	More Mrunali	10	Yes	7	Yes	7	Yes	16	Yes	75	Yes
12	Naik Amruta	6	Yes	9	Yes	8	Yes	14	Yes	62	Yes
13	Nivangune Prajakta	10	Yes	9	Yes	9	Yes	18	Yes	86	Yes
14	Pallavi Ghadshi	6	Yes	8	Yes	7	Yes	15	Yes	76	Yes
15	Petkar Rutuja	10	Yes	7	Yes	7	Yes	18	Yes	80	Yes
16	Riddhi Ubhe	10	Yes	9	Yes	9	Yes	19	Yes	82	Yes
17	Sarawade Pradnya	6	Yes	7	Yes	7	Yes	15	Yes	66	Yes
18	Shinde Avantika	8	Yes	8	Yes	7	Yes	15	Yes	71	Yes
19	Tiwari Archana	6	Yes	8	Yes	7	Yes	16	Yes	62	Yes

Tool No 1 Assignment

Yes=19 No=00 NA=00

Total No of Yes/Total No of Students

19/19

1

Tool No 2 Orals

Yes=19 No=00 NA=00
 Total No of Yes/Total No of Students
 19/19
 1

Tool No 3 Presentation
 Yes=53 No=00 NA=00
 Total No of Yes/Total No of Students
 19/19
 1

Tool No 4 Project
 Yes=19 No=00 NA=00
 Total No of Yes/Total No of Students
 19/19
 1

Tool No 5 Final Exam
 Y=19 No=00 NA=00
 Total No of Yes/Total No of students
 19/19
 1

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

SYBBA Sem 3
GLOBAL COMPETENCY AND PERSONALITY DEVELOPMENT
2021-22
Course Code: 303

Teachers Name: Asst. Prof. 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

Learning Outcomes		Teaching Learning Strategies	Tools
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	Conduct personal SWOC and set SMART goals.	Assignments Orals

	students and encourage the students for personal Goal setting by providing theoretical as well as practical knowledge.	Use of PPT and video to understand Global competence.	Presentations
CO 401.3	To understand the structure of team as well as to develop ability to work under pressure and flexibility at work place. To develop social empathy and explain social responsibilities of an individual.	Use of PPT for better understanding of working under pressure. Video of social empathy	Assignments Orals Presentations
CO 401.4	The students will be able to groom themselves and effective use of body language, develop the skills of managing the time, develop ability of effective public speaking, will be able to write e-mails.	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"> • Definition and nature of personality • Characteristics of good personality • Determinants of personality development • 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 	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
2 Global Competence and Self Development	<ul style="list-style-type: none"> • Meaning and need of global competence. • 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). • Building self-esteem and self-confidence • SWOC Analysis and Personal Goal Setting 	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.
3 Development of Social and Interpersonal Skills	Effective communication skills, Preparation for self-introduction. <ul style="list-style-type: none"> • Working on attitude i.e. Aggressive, assertive and submissive • Development of leadership skills and introduction to Leadership styles. • Team Building; 	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

	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	understand people better, inclusiveness is a crucial factor today at any workplace.
4 Projecting a Positive Social Image	• Definition and importance of social image • Grooming basics and use of body language • Time management • Public-speaking • Proper e-mail and telephone etiquettes • International and social etiquettes • Social graces and table manners	Helps groom students to behave appropriately in a social setting, following etiquettes, learning social graces to improve your social image

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	-

SYBBA Sem 3									
Global Competency and Personality Development									
2021-22									
Sr. NO.	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
		Assignment	Orals	Orals	Orals	Orals	Orals	Orals	Orals
		1	Target >40	1	Target >40	1	Target >40	10	Target >40
1	Aishwarya Marne	10	Yes	9	Yes	9	Yes	97	Yes
2	Badadhe Pritee	10	YES	8	Yes	9	Yes	93	Yes
3	Bagul Bhagyashree	6	YES	9	Yes	9	Yes	84	Yes
4	Bagwan Alija	10	YES	7	Yes	8	Yes	71	Yes

5	Barve Devakee	8	YES	8	Yes	8	Yes	90	Yes
6	Bhalerao Tanmayee	10	YES	8	Yes	9	Yes	73	Yes
7	Dakshata Sagvekar	7	YES	9	Yes	7	Yes	83	Yes
8	Dalbhanjan Sakshi	9	YES	9	Yes	7	Yes	92	Yes
9	Deolankar Isha	7	YES	8	Yes	6	Yes	91	Yes
10	Dhage Kusum	10	YES	9	Yes	9	Yes	95	Yes
11	Divate Vaishnavi	8	YES	8	Yes	8	Yes	94	Yes
12	Ghadage Kirti	10	YES	9	Yes	9	Yes	91	Yes
13	Ghule Siddhi	9	YES	10	Yes	9	Yes	94	Yes
14	Ghumare Manasi	6	YES	8	Yes	8	Yes	88	Yes
15	Gurav Neha	9	YES	8	Yes	9	Yes	89	Yes
16	Gurav Sakshi	7	YES	8	Yes	8	Yes	80	Yes
17	Jadhav Tanvi	6	YES	8	Yes	7	Yes	83	Yes
18	Jarande Gayatri	4	YES	4	Yes	4	Yes	51	Yes
19	Kardas Ruchita	8	YES	8	Yes	8	Yes	69	Yes
20	Koli Pallavi	10	YES	7	Yes	7	Yes	79	Yes
21	Lokare Vaishnavi	6	YES	8	Yes	8	Yes	71	Yes
22	Maratkar Aishwarya	7	YES	6	Yes	9	Yes	71	Yes
23	Mayuri Vaidya	6	YES	8	Yes	8	Yes	81	Yes
24	More Mrunali	9	YES	8	Yes	8	Yes	85	Yes
25	More Shraddha	10	YES	8	Yes	8	Yes	96	Yes
26	Nachan Akanksha	10	YES	9	Yes	9	Yes	94	Yes
27	Naik Amruta	7	YES	9	Yes	8	Yes	63	Yes
28	Nivangune Prajakta	10	YES	9	Yes	8	Yes	97	Yes
29	Pallavi Ghadshi	7	YES	9	Yes	8	Yes	84	Yes
30	Pardeshi Rushalee	9	YES	8	Yes	9	Yes	83	Yes
31	Petkar Rutuja	10	YES	7	Yes	7	Yes	94	Yes
32	Pratiksha Shिवtare	10	YES	9	Yes	8	Yes	80	Yes
33	Priyanka Shinde	10	YES	7	Yes	8	Yes	87	Yes
34	Riddhi Ubhe	10	YES	9	Yes	9	Yes	95	Yes
35	Salunke Sanskruti	10	YES	7	Yes	8	Yes	84	Yes
36	Sarawade Pradnya	7	YES	9	Yes	9	Yes	67	Yes
37	Shelvante Sanika	6	YES	7	Yes	7	Yes	96	Yes

38	Shendkar Ashwini	1 0	YES	5	Yes	5	Yes	76	Yes
39	Shinde Avantika	8	YES	7	Yes	7	Yes	91	Yes
40	Shinde Samiksha	6	YES	9	Yes	8	Yes	89	Yes
41	Srushti Maral	6	YES	8	Yes	9	Yes	73	Yes
42	Tiwari Archana	7	YES	6	Yes	7	Yes	70	Yes
43	Hrutika Kadam	1 0	YE S	8	Yes	8	Yes	65	Yes

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

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

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

4 Tool No 4 Final Exam
Yes=42 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+1/4
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

SYBBA Sem 3

FUNDAMENTALS OF RURAL DEVELOPMENT

2021-22

Course Code: 314

Teachers Name: Asst. Prof. 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

Learning Outcomes		Teaching Learning Strategies	Tools
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 agriprenuership, 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.	Oral presentations by students for self-learning Discuss the challenges of rural development	Assignments Orals Presentations

	Understand challenges of rural development.		
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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 2

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 3									
Fundamentals Of Rural Development									
Course code (314)									
2021-22									
Sr. NO.	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
		Assignment		Orals		Presentation			
		10	Target>40	10	Target>40	10	Target>40	100	Target>40
1	Aishwarya Marne	10	Yes	9	Yes	9	Yes	98	Yes
2	Badadhe Pritee	10	YES	9	Yes	9	Yes	97	Yes
3	Bagul Bhagyashree	8	YES	8	Yes	8	Yes	91	Yes
4	Bagwan Alija	10	YES	7	Yes	8	Yes	77	Yes
5	Barve Devakee	8	YES	9	Yes	8	Yes	81	Yes
6	Bhalerao Tanmayee	10	YES	8	Yes	9	Yes	77	Yes
7	Dakshata Sagvekar	7	YES	8	Yes	7	Yes	82	Yes
8	Dalbhanjan Sakshi	9	YES	9	Yes	8	Yes	78	Yes
9	Deolankar Isha	7	YES	7	Yes	8	Yes	91	Yes
10	Dhage Kusum	10	YES	9	Yes	8	Yes	97	Yes
11	Divate Vaishanavi	10	YES	8	Yes	9	Yes	96	Yes
12	Ghadage Kirti	10	YES	6	Yes	8	Yes	91	Yes
13	Ghule Siddhi	10	YES	9	Yes	9	Yes	94	Yes
14	Ghumare Manasi	6	YES	8	Yes	8	Yes	88	Yes
15	Gurav Neha	9	YES	9	Yes	9	Yes	91	Yes
16	Gurav Sakshi	7	YES	7	Yes	8	Yes	88	Yes
17	Jadhav Tanvi	6	YES	8	Yes	8	Yes	86	Yes
18	Jarande Gayatri	4	YES	4	Yes	4	Yes	52	Yes
19	Kardas Ruchita	7	YES	8	Yes	9	Yes	74	Yes
20	Koli Pallavi	10	YES	8	Yes	7	Yes	78	Yes
21	Lokare Vaishnavi	8	YES	7	Yes	8	Yes	82	Yes
22	Maratkar Aishwarya	6	YES	8	Yes	9	Yes	85	Yes
23	Mayuri Vaidya	6	YES	7	Yes	7	Yes	84	Yes

24	More Mrunali	10	YES	8	Yes	7	Yes	87	Yes
25	More Shraddha	10	YES	8	Yes	8	Yes	89	Yes
26	Nachan Akanksha	10	YES	9	Yes	9	Yes	98	Yes
27	Naik Amruta	8	YES	8	Yes	8	Yes	81	Yes
28	Nivangune Prajakta	10	YES	10	Yes	9	Yes	91	Yes
29	Pallavi Ghadshi	9	YES	9	Yes	8	Yes	86	Yes
30	Pardeshi Rushalee	9	YES	8	Yes	8	Yes	95	Yes
31	Petkar Rutuja	10	YES	8	Yes	8	Yes	82	Yes
32	Pratiksha Shivtare	10	YES	7	Yes	6	Yes	72	Yes
33	Priyanka Shinde	10	YES	7	Yes	8	Yes	89	Yes
34	Riddhi Ubhe	10	YES	9	Yes	9	Yes	91	Yes
35	Salunke Sanskruti	10	YES	8	Yes	9	Yes	90	Yes
36	Sarawade Pradnya	6	YES	9	Yes	9	Yes	83	Yes
37	Shelvante Sanika	6	YES	9	Yes	8	Yes	92	Yes
38	Shendkar Ashwini	10	YES	7	Yes	6	Yes	86	Yes
39	Shinde Avantika	8	YES	7	Yes	7	Yes	89	Yes
40	Shinde Samiksha	7	YES	8	Yes	7	Yes	88	Yes
41	Srushti Maral	7	YES	8	Yes	8	Yes	86	Yes
42	Tiwari Archana	7	YES	7	Yes	7	Yes	52	Yes
43	Hrutika Kadam	10	YES	8	Yes	8	Yes	75	Yes

1

Tool No 1 Assignment

Yes=43 No=00 NA=00

Total No of Yes/Total No of Students

43/43

1

2

Tool No 2 Orals

Yes=43 No=00 NA=00

Total No of Yes/Total No of Students

43/43

1

3

Tool No 3 Presentation

Yes=43 No=00 NA=00

Total No of Yes/Total No of Students

43/43
1

4

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

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

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 students

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 thoughts	2.1 Concept of Managerial Thoughts 2.2 Contribution of Frederick Taylor, Elton Mayo, Henry Fayol and Peter Drucker 2.3 Indian Management ethos (Indian) and different Styles	To understand different approaches to management thoughts and philosophy &

		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 Decentralization: Concepts, Meaning And, Importance 3.5 Decision Making: Types, Process, and Techniques 3.6 Motivation: Meaning, Importance, Nature, Principles, and Theories 3.7 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	4.1 Management of change, management of crises, Total Quality Management (TQM): Meaning, Merits, Demerits, stress management .(Principles ,concepts merits) 4.2 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	Tool1 Presentation	Target	Tool 2 Oral	Target	Tool3 Assignments	Target	EXTERNAL	Target
1	SALUNKE VAIBHAVI GANESH	9	YES	9	YES	8	YES	42	NO
2	KUCHEKAR MINAL VIJAY	9	YES	9	YES	8	YES	56	YES
3	HADGE SAKSHI AMOL	9	YES	9	YES	9	YES	36	YES
4	DAREKAR CHAITRALI RAJENDRA	8	YES	8	YES	8	YES	50	YES
5	GADE DNYANESHWARI YOGESH	9	YES	8	YES	8	YES	55	YES
6	SONI DIYA RAJKUMAR	9	YES	9	YES	9	YES	29	YES
7	BHUSAL SAKSHI ANIL	9	YES	9	YES	9	YES	48	YES
8	SURVE TANAYA MANGESH	7	YES	7	YES	6	YES	63	YES
9	KHATRI FALGUNE JITENDRAKUMAR	8	YES	8	YES	8	YES	42	YES
10	YERFULE SHRUTIKA BALAJI	7	YES	7	YES	6	YES	35	YES

35	PATHARE SRUSHTI BHANUDAS	9	YES	8	YES	8	YES	63	YES
36	MHETRE ANJALI RAJSHEKHAR	9	YES	9	YES	8	YES	57	YES
37	DHAMANKAR TANISHA ATUL	8	YES	7	YES	7	YES	39	YES
38	SARKALE SRUSHTI ASHRUDAS	9	YES	9	YES	8	YES	62	YES
39	GAD AAKANKSHA KESHAVPRASAD	10	YES	10	YES	9	YES	59	YES
40	GHODAKE PRAJAKTA SUNIL	8	YES	8	YES	0	NO	29	YES
41	BHOSALE SWATI SAMBHAJI	7	YES	7	YES	6	YES	28	YES
42	NIMBALKAR TANUJA BRAMHADEV	9	YES	8	YES	8	YES	59	YES
43	NALAWADE NEHA HANUMANT	9	YES	8	YES	8	YES	57	YES
44	INAMDAR MUSKAN RASHID	8	YES	8	YES	8	YES	39	YES
45	MANE RUPALI SANJAY	7	YES	7	YES	7	YES	53	YES
46	KULKARNI TANAYA VIVEK	8	YES	8	YES	7	YES	29	YES
47	KADAM DNYANESHWARI SURYAKANT	7	YES	7	YES	6	YES	28	YES
48	KAMBLE ASHWINI VIJAY	8	YES	7	YES	7	YES	41	YES
49	PADWAL RAJESHWARI SANTOSH	9	YES	9	YES	8	YES	64	YES
50	MANGADE SAMRUDDHI BHARAT	8	YES	8	YES	8	YES	31	YES
51	AVGHADE SIMRAN DATTA	7	YES	7	YES	6	YES	55	YES
52	CHAVAN JAYASHREE VIJAY	9	YES	9	YES	9	YES	64	YES
53	KAMLEKAR SAKSHI SATISH	9	YES	8	YES	8	YES	52	YES
54	PRASADE ANANDI SHASHIKANT	9	YES	8	YES	8	YES	64	YES

1	Tool No. 1 Presentation YES=50 NO=1 NA=3 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 50/54	0.92

2	TOOL NO. 2 ORAL YES=50 NO=1 NA=3 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 50/54	0.92
3	TOOL NO.3 ASSIGNMENTS YES=49 NO=2 NA=3 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 49/54	0.90

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
$0.92+0.92+0.90/3=0.91$		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 0.91		
LEVEL OF ATTAINMENT IS 3		
TOOL NO.4 EXTERNAL		
YES=50 NO=1 NA=3		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
50/54		
	0.92	
	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	$\frac{9}{3}$ = 3	$\frac{9}{3}$ =3	$\frac{4}{3}$ =1.33	$\frac{9}{3}$ = 3	$\frac{9}{3}$ = 3	$\frac{6}{3}$ =2

PO Attainment

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

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

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

$$\text{PO3 } (2.25 \times 3) / 3 = 1.33$$

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

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

$$\text{PO6 } (2.75 \times 3) / 3 = 2$$

$$\text{Average PO attainment} = 2.555$$

FYBBA Sem 1

BUSINESS COMMUNICATION SKILLS

2021-22

Course Code: 102

Teachers Name: Asst. Prof. 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

Learning Outcomes		Teaching Learning Strategies	Tools
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 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	Oral presentations by students for self-learning.	Assignments Orals 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 it's 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
4 Analysis of different Media of Communication	Different media of communication Fax communication, voice mail, email, tele- conferencing, communication through social media, Facebook, Twitter etc.	Students learn the various media of communication, modern media of communication, and use of social media in communication

Table 1

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	-

Sr. 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	
								20			
1	Aakanksha Gad	9	Yes	9	Yes	10	Yes	18	Yes	83	Yes
2	Aditi Roman	10	Yes	8	Yes	8	Yes	17	Yes	90	Yes
3	Namrata Atugade	10	Yes	9	Yes	9	Yes	18	Yes	92	Yes
4	Simran Avaghade	6	Yes	8	Yes	7	Yes	15	Yes	79	Yes
5	Swati Bhosale	6	Yes	7	Yes	7	Yes	17	Yes	77	Yes
6	Sakshi Bhusal	10	Yes	8	Yes	8	Yes	19	Yes	88	Yes
7	Jayshree Chavan	10	Yes	9	Yes	9	Yes	18	Yes	87	Yes
8	Chaitali Darekar	6	Yes	9	Yes	8	Yes	16	Yes	78	Yes
9	Apurva Dargude	6	Yes	7	Yes	7	Yes	15	Yes	64	Yes
10	Tanisha Dhamankar	9	Yes	7	Yes	7	Yes	17	Yes	73	Yes
11	Dnyaneshwari Gade	10	Yes	8	Yes	8	Yes	17	Yes	90	Yes
12	Pratiksha Gaikwad	6	Yes	8	Yes	8	Yes	16	Yes	64	Yes
13	Gayatri Parage	6	Yes	8	Yes	7	Yes	17	Yes	77	Yes
14	Prajakta Ghodke	6	Yes	5	Yes	6	Yes	10	Yes	66	Yes

15	Pranali Gholap	6	Yes	7	Yes	7	Yes	16	Yes	80	Yes
16	Muskan Inamdar	6	Yes	8	Yes	8	Yes	16	Yes	67	Yes
17	Pranali Joshi	10	Yes	8	Yes	8	Yes	19	Yes	75	Yes
18	Dnyaneshwari Kadam	6	Yes	7	Yes	7	Yes	12	Yes	55	Yes
19	Sakshi Kamlekar	10	Yes	9	Yes	9	Yes	19	Yes	92	Yes
20	Ashwini Kemble	6	Yes	8	Yes	8	Yes	15	Yes	78	Yes
21	Shraddha Kharat	6	Yes	8	Yes	8	Yes	16	Yes	78	Yes
22	Falguni Khatri	10	Yes	10	Yes	9	Yes	19	Yes	82	Yes
23	Minal Kuchekar	10	Yes	8	Yes	7	Yes	16	Yes	82	Yes
24	Tanaya Kulkarni	10	Yes	9	Yes	9	Yes	16	Yes	83	Yes
25	Neha Lonkar	10	Yes	9	Yes	9	Yes	19	Yes	90	Yes
26	Manasi Bhilare	6	Yes	7	Yes	7	Yes	15	Yes	72	Yes
27	Rupali Mane	10	Yes	6	Yes	6	Yes	17	Yes	81	Yes
28	Samruddhi Mangade	9	Yes	6	Yes	6	Yes	17	Yes	82	Yes
29	Sahana Mankar	8	Yes	7	Yes	8	Yes	16	Yes	NA	Yes
30	Anjali Mhetre	8	Yes	9	Yes	8	Yes	17	Yes	77	Yes
31	Neha Nalawade	7	Yes	8	Yes	8	Yes	14	Yes	80	Yes
32	Tanuja Nimbalkar	6	Yes	9	Yes	9	Yes	16	Yes	84	Yes
33	Rajeshwari Padwal	10	Yes	9	Yes	8	Yes	17	Yes	91	Yes
34	Vaishnavi Pangale	7	Yes	9	Yes	9	Yes	16	Yes	87	Yes
35	Siri Sanwe	8	Yes	8	Yes	8	Yes	18	Yes	NA	NA
36	Srushti Pathare	10	Yes	10	Yes	9	Yes	19	Yes	91	Yes
37	Manasi Patole	6	Yes	7	Yes	9	Yes	16	Yes	75	Yes
38	Prachi Pawar	6	Yes	5	Yes	7	Yes	15	Yes	75	Yes
39	Ashlesha Pokale	10	Yes	6	Yes	7	Yes	17	Yes	75	Yes
40	Anandi Prasade	7	Yes	8	Yes	7	Yes	17	Yes	80	Yes
41	Riya Thaware	6	Yes	9	Yes	9	Yes	16	Yes	82	Yes
42	Sakshi Hadge	6	Yes	7	Yes	8	Yes	16	Yes	79	Yes

43	Akshata Salotgi	10	Yes	8	Yes	9	Yes	18	Yes	84	Yes
44	Trupti Sambar	10	Yes	8	Yes	8	Yes	19	Yes	84	Yes
45	Samruddhi Kardekar	6	Yes	9	Yes	9	Yes	17	Yes	80	Yes
46	Srushti Sarkale	6	Yes	9	Yes	9	Yes	15	Yes	85	Yes
47	Mrudula Shirole	7	Yes	8	Yes	7	Yes	12	Yes	58	Yes
48	Shrutika Yerfule	7	Yes	8	Yes	8	Yes	17	Yes	75	Yes
49	Shubhashree More	10	Yes	8	Yes	9	Yes	19	Yes	85	Yes
50	Diya Soni	10	Yes	8	Yes	9	Yes	19	Yes	91	Yes
51	Tanaya Surve	6	Yes	8	Yes	8	Yes	14	Yes	84	Yes
52	Vaibhavi Salunkhe	10	Yes	8	Yes	8	Yes	15	Yes	84	Yes
53	Hrutuja Waikar	10	Yes	8	Yes	9	Yes	18	Yes	89	Yes

Tool No 1 Assignment	
Yes=53 No=00 NA=02	
Total No of Yes/Total No of Students	
53/53	
1	
Tool No 2 Orals	
Yes=53 No=00 NA=00	
Yes=53 No=00 NA=00	
Total No of Yes/Total No of Students	
53/53	
1	
Tool No 3 Presentation	
Yes=53 No=00 NA=00	
Total No of Yes/Total No of Students	
53/53	
1	
Tool No 4 Project	
Yes=53 No=00 NA=00	
Total No of Yes/Total No of Students	
53/53	
1	
Tool No 5 Final Exam	

Yes=53 No=00 NA=2	
Total No of Yes/Total No of students	
51/53	
0.96	
Internal Average Assessment =Assignment +Oral +Presentation +Project +Final exam =1+1+1+1+0.96 =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	

Dr Rupali Sheth
Business Accounting
Course code-103
FY BBA 2021-2022

Programme Outcome-

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 behavior, 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.

Programme Specific Outcome (PSO)-

PSO 1: Introduction to Basic concepts of Accounting.

PSO 2: Develop depth knowledge about classification of Accounts.

PSO 3: Impart knowledge about Recording of Journal entries.

PSO 4: Make them familiar with Preparation of Final Accounts.

Course Outcome-

CO1: To develop right understanding regarding role and importance of monetary and financial transactions in business.

CO2: To cultivate right approach towards classifications of different transactions and their implications.

CO3: TO develop proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L

Name of topic	Content	Skills	Method
1. Financial Accounting	Definition and Scope, objectives, Accounting concepts,	and how accounting concept can be implemented & in business	PPT Assignment
	principles and conventions. Classification of accounts	Computation ability in business ability to distinguished between	
		various accounting concepts and practices	
2. Accounting	Problems on	To understand how to record different financial transactions	Assignment
Transactions and	Voucher system; Accounting Process, Journals, Ledger,	and their financial implications	on problem
Final Accounts	Cash Book , subsidiary books , Trial Balance preparation of	Ability to write different accounting tractions and prepare basic	
	Final Accounts of Sole Proprietorship(Trading and Profit &	financial tractions	
	Loss Account and Balance Sheet)		
3. .Bank Reconciliation	Meaning, importance and preparation of Bank	To understand the kind of accounting relationship between	Problems and PPT
	Reconciliation Statement	customer and bank	
		Ability to write necessary set of entries in books of accounts and in	
		cash book and compare them with bank statement to understand	
		their implications and effect	
4. Computerized Accounting	Role of computers and Financial application, Accounting	Ability to understand growing importance of software	Tally Package introduction and assignment
	Software packages	and to know how to use software and to write books of accounts	

		Ability to use software like tally for writing of accounts	
--	--	--	--

Roll_no	Member	Assignment	40=>pass	PPT	40=>pass	Oral	40=>pass	Total out of 30	Total out of 70	40=>pass
1	VAIBHAVI GANESH SALUNKE	9	Yes	10	Yes	8	Yes	27	70	Yes
2	KUCHEKAR MINAL VIJAY	9	Yes	9	Yes	9	Yes	27	56	Yes
3	SAKSHI AMOL HADGE	10	Yes	9	Yes	8	Yes	27	64	Yes
4	DAREKAR CHAITALI RAJENDRA	8	Yes	9	Yes	8	Yes	25	56	Yes
5	DNYANESHWARI YOGESH GADE	9	Yes	9	Yes	9	Yes	27	69	Yes
6	SONI DIYA RAJKUMAR	8	Yes	9	Yes	9	Yes	26	67	Yes
7	BHUSAL SAKSHI ANIL	8	Yes	8	Yes	9	Yes	25	63	Yes
8	SURVE TANAYA MANGESH	10	Yes	10	Yes	9	Yes	29	69	Yes
9	KHATRI FALGUNE JITENDRAKUMAR	10	Yes	10	Yes	10	Yes	30	64	Yes
10	SHRUTIKA BALAJI YERFULE	7	Yes	7	Yes	7	Yes	21	59	Yes
11	PATOLE MANSI MAHADEV	10	Yes	10	Yes	9	Yes	29	62	Yes
12	POKALE ASHLESHA VIKAS	8	Yes	8	Yes	8	Yes	24	60	Yes
14	SAMRUDDHI RAJU KARDEKAR	7	Yes	7	Yes	8	Yes	22	57	Yes
15	DARGUDE APURVA GANESH	7	Yes	7	Yes	7	Yes	21	36	Yes
16	SALOTAGI AKSHATA MAHADEV	10	Yes	10	Yes	10	Yes	30	60	Yes
17	RIYA RAKESH THAWARE	8	Yes	10	Yes	8	Yes	26	66	Yes
18	GHOLAP PRANALI HEMANT	8	Yes	8	Yes	9	Yes	25	53	Yes
19	LONKAR NEHA NILESH	10	Yes	9	Yes	8	Yes	27	60	Yes
20	KHARAT SHRADDHA BALKRISHNA	8	Yes	8	Yes	9	Yes	25	64	Yes
21	ATUGADE NAMRATA NETAJI	10	Yes	10	Yes	9	Yes	29	66	Yes
22	MANASI RAMESH BHILARE	AA	NO	7	Yes	6	Yes	13	60	Yes
23	WAIKAR HRUTUJA GIRISH	9	Yes	10	Yes	9	Yes	28	70	Yes
24	PAWAR PRACHI DILIP	6	Yes	7	Yes	7	Yes	20	50	Yes
25	JOSHI PRANALI JANARDAN	9	Yes	9	Yes	9	Yes	27	42	Yes
26	ADITI SOMNATH ROMAN	8	Yes	9	Yes	8	Yes	25	62	Yes
27	SHUBHASHREE SANTOSH MORE	10	Yes	10	Yes	10	Yes	30	55	Yes

29	SHIROLE MRUDULA MILIND	6	Yes	7	Yes	7	Yes	20	35	Yes
30	SAMBAR TRUPTI RAKESH	7	Yes	7	Yes	8	Yes	22	50	Yes
31	PANGALE VAISHNAVI EKNATH	9	Yes	10	Yes	9	Yes	28	60	Yes
32	GAIKWAD PRATIKSHA PRAFULLA	9	Yes	9	Yes	9	Yes	27	55	Yes
33	GAYATRI BAJIRAO PARAGE	7	Yes	8	Yes	6	Yes	21	60	Yes
35	PATHARE SRUSHTI BHANUDAS	10	Yes	10	Yes	10	Yes	30	70	Yes
36	MHETRE ANJALI RAJSHEKHAR	8	Yes	9	Yes	9	Yes	26	59	Yes
37	DHAMANKAR TANISHA ATUL	4	Yes	8	Yes	8	Yes	20	57	Yes
38	SARKALE SRUSHTI ASHRUDAS	9	Yes	9	Yes	8	Yes	26	63	Yes
39	AAKANKSHA KESHAVPRASAD GAD	AA	No	8	Yes	8	Yes	27	55	Yes
40	GHODAKE PRAJAKTA SUNIL	7	Yes	7	Yes	8	Yes	16	67	Yes
41	BHOSALE SWATI SAMBHAJI	10	Yes	10	Yes	9	Yes	22	57	Yes
42	NIMBALKAR TANUJA BRAMHADEV	10	Yes	10	Yes	9	Yes	29	48	Yes
43	NALAWADE NEHA HANUMANT	10	Yes	10	Yes	9	Yes	29	59	Yes
44	INAMDAR MUSKAN RASHID	7	Yes	8	Yes	7	Yes	22	48	Yes
45	MANE RUPALI SANJAY	7	Yes	8	Yes	7	Yes	22	50	Yes
46	KULKARNI TANAYA VIVEK	10	Yes	9	Yes	9	Yes	28	28	Yes
47	KADAM DYANESHWARI SURYAKANT	7	Yes	8	Yes	7	Yes	22	29	Yes
48	KEMBLE ASHWINI VIJAY	9	Yes	9	Yes	8	Yes	26	56	Yes
49	PADWAL RAJESHWARI SANTOSH	8	Yes	9	Yes	8	Yes	25	62	Yes
50	MANGADE SAMRUDDHI BHARAT	8	Yes	8	Yes	8	Yes	24	59	Yes
51	AVGHADE SIMRAN DATTA	7	Yes	7	Yes	7	Yes	21	55	Yes
53	CHAVAN JAYASHREE VIJAY	9	Yes	8	Yes	9	Yes	26	69	Yes
54	KAMLEKAR SAKSHI SATISH	9	Yes	9	Yes	9	Yes	27	57	Yes
55	PRASADE ANANDI SHASHIKANT	8	Yes	8	Yes	8	Yes	24	52	Yes

1	Total number of Yes/ Total Number of students	Total Number of Students 44	
	Oral	Yes 44	44/44= 1.00
2	PPT	Yes 44	44/44= 1.00
3	Assignment	Yes 42	42/44=0.95
4	Internal Average Assessment Oral+Assignment+Presentation	$1+1+.95/3$	0.98
5	External Assessment	44/44	1
	0 to 0.40		1
	0.41 to .60		2
	0.60 to to 1.00		3

Average attainment value is 0.99 =attainment level =3

External Average Attainment

average attainment value is 1.00= attainment level =3

Table 1	Course Outcome
CO103.1	CO1:To develop right understanding regarding role and importance of monetary and financial transactions in business
CO103.2	CO2:To cultivate right approach towards classifications of different transactions and their implications
CO103.3	CO3: TO develop proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L

Table 2	PO1	Po2	PO3	PO4	PO5	PO6
CO103.1	3	2	2	3	3	3
CO103.2	3	2	2	3	3	3
CO103.3	3	2	2	3	3	3
	9/3=3	6/3=2	6/3=2	9/3=3	9/3=3	9/3=3

Essentials of E-Commerce

Course code-601

Subject teacher-Gauri Shinde

TYBBA SEM.6

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.

Unit No	Unit Title	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.	<ul style="list-style-type: none">• To understand the concept and role of E-Commerce business with context to India.• To understand the concept of various business models used in ECommerce.

		<p>1.4- Modern Procurement in E-Commerce - E-Procurement – Introduction, E-Commerce and Technological tools</p> <p>1.5- E-Distribution – Introduction, Features, Scope and Advantages. Architectural Models in B2B</p> <p>1.6- E-Commerce and Infrastructure – Electronic Data Interchange, Internet, Intranet, Extranet, Backend Informatics System Integration etc.</p>	<ul style="list-style-type: none"> • To understand the role of IT infrastructure in the development of E-Commerce in India.
2	E-Money and EPayment Systems	<p>2.1 - E-Money – FIAT Currency, E-Money classification, Advantages of E-Money. Digital Currencies, Crypto Currencies -Introduction, Digital Disruption in E-Money Market.</p> <p>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.</p> <p>2.3 - Unified Payment Interfaces (UPI) and Mobile Wallets Role of modern digital payment systems and Challenges faced in Indian Retail Sector.</p>	<ul style="list-style-type: none"> • To understand the concept of digital currencies. • To understand various modern digital payment systems used in Ecommerce.
3	Role of E Marketing	<p>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.</p> <p>3.2 - Use of Artificial Intelligence and Augmented Reality – Programmatic Advertising, Chatbots, Conversational marketing, Home assistants, Messaging apps, Personalized marketing, Website Designing.</p> <p>3.3 - Visual Search – Social Media Stories, Google lens, Blogs, Use of user-generated content, Privacy Marketing, Semantic Keyword search, Neuro-marketing.</p>	<ul style="list-style-type: none"> • To understand various tools and techniques used in ECommerce. • The role of modern tools used in E-marketing.
4	Cyber Security and Technology	<p>4.1 - Cyberwarfare - Automotive hacking, Cloud services vulnerability, Mobile Hacking. Data Privacy as a discipline, Insider threats, Phishing, ATM frauds.</p> <p>4.2- Cyber Crimes – Financial Frauds, Defamation, Copyrights, Spying of Trade Secrets, Infringement of IT property, Digital Signature.</p> <p>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.</p> <p>4.4 - Information Technology Act -2000: Role, Need and Importance, Software development and legal issues, Shrink-wrap contracts.</p>	<ul style="list-style-type: none"> • To understand the concept of cyber warfare and crimes that took place in cyberspace. • To understand the role of IT Act -2000 with the Indian context

Sr. No.	NAME	Tool No. 1 ORAL	Target	Tool No.2 PRESENTATION	Target	Tool No. 3 ASSIGNMENT	Target	External	Target
1	GUNDKA RATNA SHRINIVAS	7	Yes	9	Yes	8	Yes	46	Yes
2	KACHI RUTUJA SHRIKANT	8	Yes	9	Yes	8	Yes	54	Yes
3	JANGID POOJA RAMNIWAS	9	Yes	9	Yes	8	Yes	37	Yes
4	SATBHAI MADHURA JAYANT	7	Yes	9	Yes	7	Yes	50	Yes
5	KHARAT DHANASHREE PRAKASH	6	Yes	8	Yes	7	Yes	44	Yes
6	BAGADE PRACHI VILAS	7	Yes	9	Yes	8	Yes	42	Yes
7	YANPURE YUKTA PRAKASH	6	Yes	7	Yes	7	Yes	55	Yes
8	PATIL MANASI RAHUL	7	Yes	8	Yes	8	Yes	35	Yes
9	SHINDE PALLAVI KALYAN	9	Yes	9	Yes	8	Yes	52	Yes
10	INGAWALE MANSI BAJRANG	6	Yes	7	Yes	9	Yes	46	Yes
11	PARHAD MRUNAL PRAKASH	7	Yes	7	Yes	7	Yes	42	Yes
12	VAISHNAV PRIYANKA RADHESHAM	8	Yes	7	Yes	9	Yes	50	Yes
13	KORDE PRATIKSHA ARVIND	8	Yes	9	Yes	8	Yes	38	Yes
14	AVGHADE RUTUJA DATTA	8	Yes	9	Yes	8	Yes	50	Yes
15	BHANDARE AISHWARYA SANTOSH	7	Yes	9	Yes	9	Yes	38	Yes
16	CHAUDHARI AISHWARYA KALYANI	NA	NA	NA	Yes	NA	Yes	NA	Yes
17	KATKAM NIKITA SANTOSH	7	Yes	8	Yes	8	Yes	55	Yes
18	HINGANE GAURI SUDHIR	8	Yes	9	Yes	7	Yes	49	Yes
19	IRMAL SNEHA VINOD	6	Yes	8	Yes		No	42	Yes
20	MARATKAR VAISHNAVI VILAS	8	Yes	9	Yes	7	Yes	52	Yes

21	SATHE ADITI SUNIL	6	Yes	6	Yes	8	Yes	40	Yes
22	PARDESHI AISHWARYA KRUSHNA	7	Yes	7	Yes	7	Yes	42	Yes
23	POLEKAR PRAJAKTA PRAKASH	6	Yes	7	Yes	7	Yes	42	Yes
24	NAIK SHRAVANI AMOL	7	Yes	9	Yes	7	Yes	35	Yes
25	PAWAR SHRUTI ASHOK	7	Yes	7	Yes	7	Yes	50	Yes
26	WALEKAR ESHA JITENDRA	6	Yes	8	Yes	8	Yes	49	Yes
27	BANKAR RADHIKA RAJAN	4	Yes	4	Yes	4	Yes	36	Yes
28	GAIKWAD RUTIKA VIJAY	8	Yes	9	Yes	8	Yes	51	Yes
29	KUBADE ISHA SANTOSH	6	Yes	7	Yes	9	Yes	50	Yes
30	KHEDEKAR SIDDHI NAGESH	6	Yes	9	Yes	10	Yes	60	Yes
31	SORTE SHRUTIKA RAJAN	5	Yes	6	Yes	8	Yes	38	Yes
32	KHEDEKAR DEVYANI PANDIT	7	Yes	7	Yes		No	43	Yes
33	SHIRSATH SUDESHNA PRAMOD	8	Yes	7	Yes	9	Yes	48	Yes
34	SHENDAGE SHARADA BALASAHEB	7	Yes	7	Yes	7	Yes	50	Yes
35	VACHANE SHREYA RAJESH	8	Yes	9	Yes	7	Yes	53	Yes
36	PRADHAN KIRAN PRALHAD	6	Yes	6	Yes	8	Yes	34	Yes
37	BENDGE PRACHI SADASHIV	6	Yes	8	Yes	10	Yes	48	Yes
38	SNEHA VEERBHADRA BHARATI	8	Yes	9	Yes	7	Yes	NA	NA
39	BARATHE SHRUTI KAILAS	6	Yes	6	Yes	5	Yes	44	Yes
40	KAJALE RUTUJA SATISH	7	Yes	9	Yes	7	Yes	46	Yes
41	SAWANT VAISHNAVI CHANDRAKANT	6	Yes	6	Yes	5	Yes	32	Yes
42	KURME ISHA VINAYAK	6	Yes	9	Yes	8	Yes	41	Yes

43	MORE RUTUJA RAJESH	NA	NA	NA	NA	NA	NA	NA	NA
44	CHAVAN BHAKTI VISHWAS	6	Yes	7	Yes	5	Yes	38	Yes
45	DHUMAL POOJA ANIL	6	Yes	7	Yes	5	Yes	37	Yes
46	ADSUL SAYALI DILIP	7	Yes	8	Yes		No	42	Yes
47	WADKAR GAURI BALASAHEB	6	Yes	7	Yes	7	Yes	42	Yes
48	TAKAWALE AKSHADA BABASAHEB	7	Yes	9	Yes	8	Yes	42	Yes
49	JADHAV SWEJAL RAJESH	6	Yes	7	Yes	7	Yes	33	Yes
50	JAGDALE SAMRUDDHI ANIL	8	Yes	7	Yes	8	Yes	42	Yes

1	Tool No. 1 oral YES=48 NO=0 NA=2 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 48/50 0.96
2	TOOL NO. 2 presentation YES=49 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 49/50 0.98
3	TOOL NO.3 ASSIGNMENTS YES=46 NO=3 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 46/50 0.92

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
$0.96+0.98+0.92/3=0.95$		
	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=48 NO=0 NA=2		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
48/50		
	0.96	
	0 TO 0.40	1

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 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.

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 X 3)/3= 3

PO6 (2.75 X 3)/3= 1

Average PO attainment=2

Business Project Management
Course Code- 603
Subject teacher-Gauri Shinde
TYBBA SEM 6

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	Unit Title	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"> • To understand the role & importance of Management in Business Projects. • To develop the skills of managing Business Projects.

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"> • To develop conceptual clarity in Planning & Implementation of Business Projects. • To develop the quest of taking calculated risks towards Managing the Business Projects
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"> • To provide an understanding of the tools & techniques necessary to effectively manage & control the projects in businesses. • To understand the relevance of a technique-based project management system in the success of business projects.
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"> • To develop the basic understanding behind Business Project Issues & strategies for its addressal. • To develop a mindset of calculation-based business projects to minimise the chances of its failure.

Sr. No.	NAME	TOOL NO. 1 ORAL	Target	TOOL NO. 2 PRESENTATION	Target	TOOL NO. 3 ASSIGNMENT	Target	External	Target
1	GUNDKA RATNA SHRINIVAS	9	Yes	10	Yes	10	Yes	46	Yes
2	KACHI RUTUJA SHRIKANT	9	Yes	10	Yes	9	Yes	44	Yes
3	JANGID POOJA RAMNIWAS	8	Yes	9	Yes	9	Yes	28	Yes
4	SATBHAI MADHURA JAYANT	7	Yes	7	Yes	8	Yes	57	Yes
5	KHARAT DHANASHREE PRAKASH	9	Yes	10	Yes	10	Yes	38	Yes
6	BAGADE PRACHI VILAS	8	Yes	8	Yes	9	Yes	23	No
7	YANPURE YUKTA PRAKASH	7	Yes	7	Yes	7	Yes	33	Yes
8	PATIL MANASI RAHUL	8	Yes	8	Yes	8	Yes	44	Yes
9	SHINDE PALLAVI KALYAN	7	Yes	7	Yes	7	Yes	56	Yes

10	INGAWALE MANSI BAJRANG	8	Yes	10	Yes	9	Yes	38	Yes
11	PARHAD MRUNAL PRAKASH	7	Yes	7	Yes	8	Yes	45	Yes
12	VAISHNAV PRIYANKA RADHESHAM	9	Yes	9	Yes	9	Yes	36	Yes
13	KORDE PRATIKSHA ARVIND	8	Yes	7	Yes	8	Yes	28	Yes
14	AVGHADE RUTUJA DATTA	7	Yes	8	Yes	8	Yes	43	Yes
15	BHANDARE AISHWARYA SANTOSH	8	Yes	8	Yes	8	Yes	38	Yes
16	CHAUDHARI AISHWARYA KALYANI	NA	NA	NA	NA	NA	NA	NA	NA
17	KATKAM NIKITA SANTOSH	8	Yes	8	Yes	8	Yes	58	Yes
18	HINGANE GAURI SUDHIR	8	Yes	9	Yes	9	Yes	49	Yes
19	IRMAL SNEHA VINOD	8	Yes	9	Yes	9	Yes	38	Yes
20	MARATKAR VAISHNAVI VILAS	7	Yes	8	Yes	8	Yes	52	Yes
21	SATHE ADITI SUNIL	7	Yes	8	Yes	8	Yes	29	Yes
22	PARDESHI AISHWARYA KRUSHNA	7	Yes	7	Yes	6	Yes	40	Yes
23	POLEKAR PRAJAKTA PRAKASH	7	Yes	7	Yes	6	Yes	37	Yes
24	NAIK SHRAVANI AMOL	7	Yes	7	Yes	8	Yes	44	Yes
25	PAWAR SHRUTI ASHOK	7	Yes	7	Yes	8	Yes	40	Yes
26	WALEKAR ESHA JITENDRA	8	Yes	8	Yes	8	Yes	37	Yes
27	BANKAR RADHIKA RAJAN	7	Yes	8	Yes	7	Yes	18	No
28	GAIKWAD RUTIKA VIJAY	8	Yes	8	Yes	9	Yes	52	Yes
29	KUBADE ISHA SANTOSH	8	Yes	9	Yes	8	Yes	47	Yes
30	KHEDEKAR SIDDHI NAGESH	9	Yes	10	Yes	10	Yes	56	Yes
31	SORTE SHRUTIKA RAJAN	8	Yes	8	Yes	8	Yes	25	No
32	KHEDEKAR DEVYANI PANDIT	7	Yes	8	Yes	7	Yes	30	Yes

33	SHIRSATH SUDESHNA PRAMOD	7	Yes	8	Yes	9	Yes	33	Yes
34	SHENDAGE SHARADA BALASAHEB	8	Yes	8	Yes	7	Yes	45	Yes
35	VACHANE SHREYA RAJESH	7	Yes	8	Yes	9	Yes	50	Yes
36	PRADHAN KIRAN PRALHAD	7	Yes	7	Yes	8	Yes	37	Yes
37	BENDGE PRACHI SADASHIV	7	Yes	8	Yes	8	Yes	49	Yes
38	SNEHA VEERBHADRA BHARATI	NA	NA	NA	NA	NA	NA	NA	NA
39	BARATHE SHRUTI KAILAS	7	Yes	7	Yes	8	Yes	38	Yes
40	KAJALE RUTUJA SATISH	7	Yes	8	Yes	7	Yes	47	Yes
41	SAWANT VAISHNAVI CHANDRAKANT	7	Yes	8	Yes	7	Yes	33	Yes
42	KURME ISHA VINAYAK	8	Yes	8	Yes	8	Yes	46	Yes
43	MORE RUTUJA RAJESH	NA	NA	NA	NA	NA	NA	NA	NA
44	CHAVAN BHAKTI VISHWAS	8	Yes	7	Yes	7	Yes	32	Yes
45	DHUMAL POOJA ANIL	7	Yes	8	Yes	8	Yes	36	Yes
46	ADSUL SAYALI DILIP	7	Yes	8	Yes	7	Yes	32	Yes
47	WADKAR GAURI BALASAHEB	7	Yes	8	Yes	8	Yes	38	Yes
48	TAKAWALE AKSHADA BABASAHEB	8	Yes	8	Yes	7	Yes	43	Yes
49	JADHAV SWEJAL RAJESH	NA	NA	NA	NA	NA	NA	NA	NA
50	JAGDALE SAMRUDDHI ANIL	8	Yes	8	Yes	9	Yes	46	Yes

1	Tool No. 1 oral YES=46 NO=0 NA=4 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 46/50	0.92

2	TOOL NO. 2 presentation YES=46 NO=0 NA=4 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 46/50	0.92
3	TOOL NO.3 ASSIGNMNETS YES=46 NO=0 NA=4 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 46/50	0.92

INTERNAL AVERAGE ASSIGNMENT=PRESENTATION+ORAL+ASSIGNMENT/3		
$0.92+0.92+0.92/3=0.92$		
	0 TO 0.40	1
	0.41 TO 0.60	2
	0.61 TO 1.00	3
AVERAGE ATTAINMENT VALUE IS 0.92		
LEVEL OF ATTAINMENT IS 3		
TOOL NO.4 EXTERNAL		
YES=43 NO=3 NA=4		
TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS		
43/50		
	0.86	
	0 TO 0.40	1

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 6

MANAGEMENT OF INNOVATION AND SUSTAINABILITY

2021-22

Course Code: 614

Teachers Name: Asst. Prof. 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

Learning Outcomes		Teaching Learning Strategies	Tools
CO 401.1	learn the basics of Entrepreneurship and entrepreneurial development which will help them to provide the vision for their Start-up	Interactive Session PPT Lecture method	Assignments Orals Presentations
CO 401.2	develop interest and positive approach towards entrepreneurship and new start-ups.	Brain Storming sessions for generation of innovative ideas. Theory lectures for conceptual understanding	Assignments Orals Presentations
CO 401.3	to collect relevant data and analyse it and interpret it	Use of PPT for better understanding of how to collect data and its analysis	Assignments Orals Presentations
CO 401.4	understand key aspects of success and failure of businesses.	Lecture method Oral presentations by students for self-learning.	Assignments Orals Presentations

COURSE SPECIFIC OUTCOME (CSO 401)

Unit No	Contents	Specific Outcomes
1 Management of Innovation Sustainability: An Introduction	Introduction-Defining innovation, Approaches to innovation, Differences between invention and innovation, Product innovation and process Technological innovation, commercial or organizational Innovation, Indicators Characteristics of innovation in different sectors, Sustainable innovation, Defining Sustainability Innovation, Sustainability as Key Driver of Innovation, Innovation for Sustainable Development	Students learn and clearly understand the concept of Innovation • Understand the relation between Innovation and Sustainability • the Highlights of Changing views of innovation over time • how to focus on Sustainable development and its long-term benefit • Students can Practically understand the concepts of Innovation and Sustainability
2 Managing Innovation with Firms& Strategies and Concepts for Innovation	Organisation and Innovation- The dilemma of Innovation Management, Organisational characteristics that facilitate the innovation process Organisation structure and Innovation, the role of Individual in the Innovation Process, IT System and their Impact on Innovations, the innovation imperative: Why innovate	Helps students to learn, understand and develop to Identify the factors organisations have to manage to achieve success in Innovation • to Identify the activities performed by key individuals in the management of Innovation. To highlight Strategies for innovation and its implementation • Understand Management of Innovation in a practical sense
3 Service Innovation and Sustainability Innovation in Business	The Growth in Service- Different Types of Services, Characteristics of service and how they differ from product, Classification of Service innovation, Service innovation and the consumer Energy and Materials: New Challenges in the First Decade of the Twenty-first Century, Defining Sustainability Innovation	Helps students understand the scope and complexity of the challenges that have recently spurred sustainability innovation concerning energy and materials. • Gain insight into the fundamental drivers creating opportunities for entrepreneurs and new ventures in the sustainability innovation arena. • Begin to apply the basic ideas and concepts of sustainable design.
4 Management of sustainable development	Economic aspects of sustainable development, Socio-political aspects of sustainable development, Ecologic aspects of sustainable development, Green organisations	Gives students a better understanding of several aspects of sustainable development • They are able to explain their viewpoints and decisions, work in groups and accept and take into account criticism and comments.

Table 1

Course Outcome	Course outcome
CO 401.1	To understand the concepts of Innovation and Sustainability in a practical sense
CO 401.2	To better know the significance of organisational sustainable development and the economic implications of sustainable development.
CO 401.3	To learn about the most common errors made when handling sustainable growth.
Co 401.4	To understand the concept of Sustainability Innovation. Understand socio-political aspects of sustainable development – social responsibility aspect.

Table 2

CO	PO1	PO2	PO3	PO4	PO5
CO 401.1	2	2	1	2	-
CO 401.2	1	2	1	1	-
CO 401.3	1	2	1	1	-
CO401.4	1	1	1	2	-
CO 401	5	7	4	6	-

Sr. NO.	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
		Assignment		Presentation		Orals		Final Exam	
1	Adsul Sayali	08	Yes	06	Yes	06	Yes	48	Yes
2	Avaghade Rutuja	08	Yes	09	Yes	08	Yes	64	Yes
3	Bagade Prachi	09	Yes	08	Yes	09	Yes	58	Yes
4	Bankar Radhika	09	Yes	07	Yes	07	Yes	40	Yes
5	Bhandare Aishwarya	08	Yes	07	Yes	07	Yes	50	Yes
6	Ingawale Manasi	09	Yes	09	Yes	09	Yes	57	Yes
7	Irmal Snehal	08	Yes	08	Yes	09	Yes	50	Yes
8	Jadhav Swejal	04	Yes	04	Yes	04	Yes	40	Yes
9	Jagdale Samruddhi	08	Yes	09	Yes	09	Yes	59	Yes
10	Kachi Rutuja	08	Yes	09	Yes	09	Yes	66	Yes
11	Kajale Rutuja	08	Yes	09	Yes	09	Yes	55	Yes
12	Khedekar Siddhi	08	Yes	09	Yes	10	Yes	79	Yes
13	Kubade Isha	08	Yes	09	Yes	08	Yes	59	Yes
14	Kurme Isha	08	Yes	06	Yes	06	Yes	49	Yes
15	Pardeshi Aishwarya	04	Yes	04	Yes	04	Yes	41	Yes
16	Parhad Mrunal	07	Yes	05	Yes	05	Yes	56	Yes
17	Patil Manasi	08	Yes	08	Yes	07	Yes	45	Yes
18	Pawar Shruti	04	Yes	04	Yes	04	Yes	52	Yes
19	Polekar Prajakta	04	Yes	04	Yes	04	Yes	47	Yes
20	Pradhan Kiran	05	Yes	05	Yes	05	Yes	40	Yes
21	Sawant Vaishnavi	04	Yes	04	Yes	04	Yes	44	Yes
22	Shirsath Sudeshna	08	Yes	08	Yes	08	Yes	53	Yes
23	Naik Shravani	07	Yes	05	Yes	05	Yes	50	Yes
24	Barathe Shruti	04	Yes	04	Yes	04	Yes	49	Yes
25	Vaishnav Priyanka	08	Yes	09	Yes	09	Yes	55	Yes
26	Walekar Esha	09	Yes	08	Yes	08	Yes	64	Yes

27	Chavan Bhakti	06	Yes	06	Yes	06	Yes	40	Yes
28	Dhumal Pooja	08	Yes	07	Yes	07	Yes	48	Yes
29	Gaikwad Rutika	07	Yes	07	Yes	07	Yes	58	Yes
30	Gundka Ratna	09	Yes	09	Yes	09	Yes	69	Yes
31	Hingane Gauri	08	Yes	05	Yes	05	Yes	61	Yes
32	Jangid Pooja	09	Yes	08	Yes	08	Yes	43	Yes
33	Kharat Dhanashree	08	Yes	09	Yes	09	Yes	64	Yes
34	Khedekar Devyani	06	Yes	08	Yes	08	Yes	54	Yes
35	Korde Pratiksha	05	Yes	05	Yes	05	Yes	43	Yes
36	Maratkar Vaishnavi	08	Yes	06	Yes	05	Yes	65	Yes
37	Katkam Nikita	04	Yes	04	Yes	04	Yes	70	Yes
38	Bendge Prachi	08	Yes	08	Yes	09	Yes	72	Yes
39	Satbhai Madhura	06	Yes	08	Yes	08	Yes	74	Yes
40	Sathe Aditi	07	Yes	08	Yes	10	Yes	47	Yes
41	Shendage Sharada	05	Yes	05	Yes	05	Yes	56	Yes
42	Shinde Pallavi	09	Yes	05	Yes	06	Yes	63	Yes
43	Vachane Shreya	06	Yes	09	Yes	09	Yes	59	Yes
44	Sneha Athani	06	Yes	06	Yes	07	Yes	NA	NA
45	Sorte Shrutika	05	Yes	07	Yes	06	Yes	44	Yes
46	Takawale Akshada	04	Yes	04	Yes	04	Yes	52	Yes
47	Wadkar Gauri	05	Yes	05	Yes	05	Yes	50	Yes
48	Yanpure Yukta	09	Yes	07	Yes	07	Yes	55	Yes

Tool No 1 Assignment

Yes=48 No=00 NA=00

Total No of Yes/Total
No of Students

48/48

1

Tool No 2 Orals

Yes=48 No=00 NA=00

Total No of Yes/Total
No of Students

48/48

1

Tool No 3 Presentation

Yes=48 No=00 NA=00

Total No of Yes/Total
No of Students

48/48

1

Tool No 4 Final Exam

Yes=48 No=00 NA=01

Total No of Yes/Total
No of Students

47/48
0.97

Internal Average
Assessment=
Assignment+ Oral+
Presentation+ Final
 $1+1+1+0.97$
 $=3.97/4 = 1$

1
2
3

Internal Average
attainment value is 1=
Attainment Value 3

External Average
attainment value is 1 =
Attainment Value 3

SYBBA Sem 4
ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT
2021-22
Course Code: 401

Teachers Name: Asst. Prof. 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

Learning Outcomes		Teaching Learning Strategies	Tools
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"> • Meaning, Definition, Evolution. • Types of Entrepreneurs, Qualities and Functions of Entrepreneur. • Factors influencing Entrepreneurship: Psychological, Social, Economic and Environmental factors. • Role of Entrepreneur in growth and development of the small business. • Problem of Unemployment and Importance of wealth creation. 	<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 & commerce and their interrelationship in today's environment.</p> <ul style="list-style-type: none"> • Opportunity Search: • Divergent Thinking Mode: Meaning Objectives <ul style="list-style-type: none"> • Tools and Techniques: Environmental scanning for business opportunity Identification. • Opportunity Selection: • Convergent Thinking Mode: Meaning, Objectives, Tools and Techniques: Market Survey 	<p>Helps students to learn, understand and develop Divergent and Convergent thinking abilities.</p>
3 Management of MSMEs and Sick Enterprises:	<p>Meaning, Objectives and Functions of MSMEs Challenges of MSMEs, Preventing Sickness in Enterprises – Specific Management Problems; Industrial Sickness in India – Symptoms, process and Rehabilitation of Sick Units. - Financial Assistance for Small • Enterprise: Institutional:</p> <ul style="list-style-type: none"> • 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). 	<p>Helps students understand the concept of MSME and its challenges.</p> <ul style="list-style-type: none"> • Creates awareness about financial assistance of various institutions • Learn about fund raising for small businesses. • Gains knowledge about self-employment schemes.
4 Study of Women- founded Start- ups in India and	<ul style="list-style-type: none"> • Upasana Taku, Anisha Singh, Sabina Chopra. • Azim H. Premji, Ratan Tata, DR. Shiva Nadar. 	<p>Helps student Understand key factors for success & failure, and Skills to be developed like problem Solving Ability</p>

Entrepreneurs' biography		<ul style="list-style-type: none"> • Qualities/Skills can be learnt from these business leaders to become successful.
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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	3	3	3	2	-
CO 401.2	1	3	2	1	-
CO 401.3	0	3	1	1	-
CO 401.4	1	2	1	3	-
CO 401	5	11	7	7	-

SYBBA Sem 4									
Entrepreneurship And Small Business Management									
Course code: 411									
2021-22									
Sr. No.	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
		Assignment		Presentation		Orals			
		10	Target>40	10	Target>40	10	Target>40	70	Target>40
1	Aishwarya Marne	09	Yes	09	Yes	10	Yes	73	Yes
2	Badadhe Pritee	08	YES	08	Yes	07	Yes	71	Yes
3	Bagul Bhagyashree	08	YES	07	Yes	07	Yes	64	Yes
4	Bagwan Alija	08	YES	08	Yes	10	Yes	62	Yes
5	Barve Devakee	06	YES	08	Yes	09	Yes	57	Yes
6	Bhalerao Tanmayee	08	YES	07	Yes	08	Yes	68	Yes
7	Dakshata Sagvekar	08	YES	07	Yes	10	Yes	57	Yes
8	Dalbhanjan Sakshi	06	YES	08	Yes	08	Yes	74	Yes
9	Deolankar Isha	09	YES	08	Yes	07	Yes	72	Yes
10	Dhage Kusum	08	YES	09	Yes	09	Yes	77	Yes
11	Divate Vaishnavi	08	YES	09	Yes	10	Yes	85	Yes
12	Ghadage Kirti	08	YES	07	Yes	08	Yes	81	Yes
13	Ghule Siddhi	09	YES	09	Yes	09	Yes	83	Yes
14	Ghumare Manasi	06	YES	08	Yes	07	Yes	62	Yes
15	Gurav Neha	08	YES	08	Yes	07	Yes	81	Yes
16	Gurav Sakshi	08	YES	07	Yes	08	Yes	67	Yes
17	Jadhav Tanvi	08	YES	09	Yes	07	Yes	74	Yes
18	Jarande Gayatri	04	YES	04	Yes	04	Yes	50	Yes
19	Kardas Ruchita	08	YES	09	Yes	09	Yes	48	Yes
20	Koli Pallavi	08	YES	07	Yes	08	Yes	58	Yes
21	Lokare Vaishnavi	09	YES	07	Yes	07	Yes	52	Yes
22	Maratkar Aishwarya	08	YES	07	Yes	07	Yes	68	Yes
23	Mayuri Vaidya	08	YES	07	Yes	09	Yes	77	Yes
24	More Mrunali	09	YES	07	Yes	07	Yes	51	Yes
25	More Shraddha	09	YES	09	Yes	09	Yes	69	Yes
26	Nachan Akanksha	08	YES	08	Yes	07	Yes	73	Yes
27	Naik Amruta	08	YES	08	Yes	09	Yes	63	Yes
28	Nivangune Prajakta	08	YES	09	Yes	10	Yes	88	Yes
29	Pallavi Ghadshi	08	YES	08	Yes	10	Yes	81	Yes

30	Pardeshi Rushalee	08	YES	09	Yes	08	Yes	56	Yes
31	Petkar Rutuja	08	YES	07	Yes	07	Yes	54	Yes
32	Pratiksha Shivtare	08	YES	08	Yes	07	Yes	70	Yes
33	Priyanka Shinde	08	YES	09	Yes	09	Yes	54	Yes
34	Riddhi Ubhe	09	YES	09	Yes	08	Yes	78	Yes
35	Salunke Sanskruti	08	YES	09	Yes	09	Yes	74	Yes
36	Sarawade Pradnya	08	YES	08	Yes	08	Yes	71	Yes
37	Shelvante Sanika	08	YES	07	Yes	08	Yes	72	Yes
38	Shendkar Ashwini	06	YES	07	Yes	06	Yes	50	Yes
39	Shinde Avantika	06	YES	09	Yes	08	Yes	66	Yes
40	Shinde Samiksha	06	YES	08	Yes	08	Yes	52	Yes
41	Srushti Maral	08	YES	08	Yes	07	Yes	59	Yes
42	Tiwari Archana	06	YES	07	Yes	07	Yes	43	Yes
43	Hrutika Kadam	06	YES	08	Yes	08	Yes	65	Yes

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

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

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

4 Tool No 4 Final Exam
 Yes=42 No=00
 NA=01
 Total No of Yes/Total No of Students
 42/43
 0.97

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

0 To 0.4 0	1
0.4 1 To 0.6 0	2
0.6 1 To 1	3

Internal Average attainment value is
 1= Attainment Value
 3

External Average attainment value
 is 0.97= Attainment Value 3

Production and Operation Management

Course code-301

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.

Unit No	Unit Title	Contents	Purpose & Skills to be develop
1	Introduction	<ul style="list-style-type: none">• Introduction to Production and Operation Management – Meaning, Nature, Scope,• Objectives, Importance, Functions of Production and Operation Management,• Variety of business, Methods of manufacturing, Plant layout, Service layout,• Safety considerations and environmental aspects	<ul style="list-style-type: none">• To understand the basic concept oProduction and Operation Management andvarious methods of manufacturing.• To understand the different layout and safetyconsiderations used for productionmanagement.

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

Sr. No.	NAME	Tool No. 1 ORAL	Target	Tool No. 2 PRESENTATION	Target	Tool No. 3 ASSIGNMENT	Target	External	Target
1	MORE SHRADDHA HITENDRA	7	Yes	8	Yes	9	28	44	Yes
2	PETKAR RUTUJA RAJENDRA	7	Yes	8	Yes	9	Yes	46	Yes
3	GURAV SAKSHI DHANANJAY	7	Yes	8	Yes	9	Yes	52	Yes
4	GHULE SIDDHI SANDEEP	9	Yes	10	Yes	10	Yes	64	Yes
5	MORE MRUNALI SURESH	7	Yes	9	Yes	9	Yes	53	Yes
6	KOLI PALLAVI RAGHUNATH	9	Yes	9	Yes	8	Yes	45	Yes
7	BADADHE PRITEE BALPATIL	9	Yes	9	Yes	9	Yes	55	Yes
8	SHINDE PRIYANKA NAMDEO	6	Yes	8	Yes	8	Yes	42	Yes

9	NACHAN AKANKSHA ANIL	9	Yes	10	Yes	9	Yes	55	Yes
10	SAGVEKAR DAKSHATA SANTOSH	9	Yes	9	Yes	9	Yes	42	Yes
11	NIVANGUNE PRAJAKTA KISAN	9	Yes	10	Yes	10	Yes	80	Yes
12	GHADAGE KIRTI RAVINDRA	9	Yes	9	Yes	9	Yes	73	Yes
13	SHENDKAR ASHWINI NITIN	7	Yes	8	Yes	9	Yes	54	Yes
14	GHUMARE MANASI DILIP	7	Yes	8	Yes	8	Yes	40	Yes
15	BARVE DEVAKEE MAHENDRA	6	Yes	8	Yes	7	Yes	41	Yes
16	DEOLANKAR ISHA NITIN	7	Yes	8	Yes	8	Yes	63	Yes
17	BAGWAN ALIJA MAJID	7	Yes	9	Yes	8	Yes	52	Yes
18	LOKARE VAISHNAVI MAHADEV	7	Yes	8	Yes	8	Yes	52	Yes
19	DALBHANJAN SAKSHI PRASHANT	8	Yes	8	Yes	8	Yes	53	Yes
20	SHIVTARE PRATIKSHA DILIP	6	Yes	7	Yes	8	Yes	52	Yes
21	JARANDE GAYATRI NITIN	7	Yes	7	Yes	7	Yes	49	Yes
22	DHAGE KUSUM GULAB	8	Yes	8	Yes	10	Yes	64	Yes
23	SALUNKE SANSKRUTI YOGESH	9	Yes	9	Yes	9	Yes	58	Yes
24	UBHE RIDDHI GULAB	8	Yes	9	Yes	9	Yes	79	Yes
25	SHINDE SAMIKSHA GANESH	7	Yes	7	Yes	8	Yes	50	Yes
26	MARANE AISHWARYA PRAVIN	9	Yes	10	Yes	10	Yes	59	Yes
27	SHELVANTE SANIKA SACHIN	8	Yes	7	Yes	8	Yes	51	Yes
28	BHALERAO TANMAYEE NITIN	7	Yes	8	Yes	8	Yes	55	Yes
29	GHADASHI PALLAVI PANDURANG	9	Yes	9	Yes	9	Yes	76	Yes
30	JADHAV TANVI SANJAY	8	Yes	8	Yes	8	Yes	60	Yes

31	KARDAS RUCHITA SHRINIVAS	7	Yes	8	Yes	8	Yes	40	Yes
32	GURAV NEHA NILESH	8	Yes	8	Yes	8	Yes	63	Yes
33	VAIDYA MAYURI SANDIP	6	Yes	8	Yes	8	Yes	48	Yes
34	NAIK AMRUTA MAHADEO	8	Yes	9	Yes	8	Yes	62	Yes
A	SARWADE PRADNYA DASHRATH	9	Yes	9	Yes	9	Yes	83	Yes
36	TIWARI ARCHANA BHAWANIPRASAD	7	Yes	7	Yes	7	Yes	36	Yes
37	MARAL SHRUSHTI RAJENDRA	7	Yes	7	Yes	8	Yes	42	Yes
38	BAGUL BHAGYASHRI PRAVIN	9	Yes	9	Yes	9	Yes	47	Yes
39	PARDESHI RUSHALEE TARACHAND	8	Yes	9	Yes	8	Yes	54	Yes
40	KADAM HRUTIKA SHARAD	7	Yes	8	Yes	8	Yes	44	Yes
41	MARATKAR AISHWARYA VILAS	7	Yes	8	Yes	8	Yes	62	Yes
42	DIVATE VAISHNAVI DNYANESHWAR	9	Yes	10	Yes	9	Yes	89	Yes
43	SHINDE AVANTIKA ATUL	8	Yes	7	Yes	8	Yes	55	Yes

1	Tool No. 1 ORAL YES=43 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/43	1
2	TOOL NO. 2 PRESENTATION YES=43 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/43	1
3	TOOL NO.3 ASSIGNMNETS YES=43 NO=0 NA=0 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 43/43	

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

SYBBA Sem 4

INTERNATIONAL BUSINESS MANAGEMENT

2021-22

Course Code: 404

Teachers Name: Asst. Prof. 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

Learning Outcomes		Teaching Learning Strategies	Tools
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	Interactive session PPT Self-learning through reading and oral presentation.	Assignments Orals Presentations

	its role. Understand the Regional Integration and Regional groups' concept in international trade.		
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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	Helps student • Understand the functions of International Organizations. • Understand the opportunities and risks for India with respect to financial globalization.

	<p>Sourcing – Introduction, Concept, Challenges</p> <p>Advantages (Indian Context) •</p> <p>Composition and Direction of India’s Foreign Trade since 2000. •</p> <p>Case Studies in International Business with reference to Indian Economy on – International Marketing, Finance, Human Resource Management, Strategic Management, Ethics in International Business</p>	Understand the world economy and factors affecting it.
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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 2										
International Business Management -Course code 414										
2021-22										
Se at No	Sr. NO.	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4	
			Assignme nt	Target	Presentat ion	Target	Orals	Final		
			10	Target >40	10	Target >40	10	Target >40	100	Target >40
	1	Aishwarya Marne	09	Yes	09	Yes	08	Yes	67	Yes
	2	Badadhe Pritee	08	YES	08	Yes	08	Yes	56	Yes
	3	Bagul Bhagyashree	08	YES	08	Yes	08	Yes	52	Yes
	4	Bagwan Alija	08	YES	08	Yes	08	Yes	52	Yes

5	Barve Devakee	06	YES	08	Yes	08	Yes	44	Yes
6	Bhalerao Tanmayee	08	YES	08	Yes	09	Yes	56	Yes
7	Dakshata Sagvekar	08	YES	08	Yes	07	Yes	44	Yes
8	Dalbhanjan Sakshi	06	YES	08	Yes	08	Yes	57	Yes
9	Deolankar Isha	09	YES	08	Yes	09	Yes	48	Yes
10	Dhage Kusum	08	YES	09	Yes	10	Yes	68	Yes
11	Divate Vaishnavi	08	YES	09	Yes	10	Yes	90	Yes
12	Ghadage Kirti	08	YES	08	Yes	07	Yes	78	Yes
13	Ghule Siddhi	09	YES	09	Yes	09	Yes	82	Yes
14	Ghumare Manasi	06	YES	07	Yes	07	Yes	48	Yes
15	Gurav Neha	08	YES	08	Yes	07	Yes	81	Yes
16	Gurav Sakshi	08	YES	08	Yes	07	Yes	51	Yes
17	Jadhav Tanvi	08	YES	08	Yes	09	Yes	58	Yes
18	Jarande Gayatri	04	YES	04	Yes	04	Yes	44	Yes
19	Kardas Ruchita	08	YES	08	Yes	08	Yes	43	Yes
20	Koli Pallavi	08	YES	07	Yes	06	Yes	40	Yes
21	Lokare Vaishnavi	08	YES	08	Yes	08	Yes	51	Yes
22	Maratkar Aishwarya	08	YES	08	Yes	08	Yes	60	Yes
23	Mayuri Vaidya	08	YES	07	Yes	07	Yes	49	Yes
24	More Mrunali	08	YES	07	Yes	07	Yes	45	Yes
25	More Shraddha	09	YES	09	Yes	09	Yes	47	Yes
26	Nachan Akanksha	08	YES	08	Yes	10	Yes	55	Yes
27	Naik Amruta	08	YES	09	Yes	10	Yes	56	Yes
28	Nivangune Prajakta	09	YES	09	Yes	10	Yes	93	Yes
29	Pallavi Ghadshi	08	YES	08	Yes	09	Yes	77	Yes
30	Pardeshi Rushalee	08	YES	09	Yes	09	Yes	54	Yes
31	Petkar Rutuja	08	YES	07	Yes	06	Yes	44	Yes
32	Pratiksha Shिवtare	08	YES	08	Yes	09	Yes	53	Yes
33	Priyanka Shinde	08	YES	09	Yes	09	Yes	51	Yes
34	Riddhi Ubhe	09	YES	09	Yes	09	Yes	64	Yes
35	Salunke Sanskruti	08	YES	07	Yes	08	Yes	52	Yes
36	Sarawade Pradnya	08	YES	08	Yes	08	Yes	70	Yes
37	Shelvante Sanika	08	YES	08	Yes	07	Yes	52	Yes
38	Shendkar Ashwini	08	YES	07	Yes	07	Yes	51	Yes
39	Shinde Avantika	06	YES	09	Yes	09	Yes	63	Yes
40	Shinde Samiksha	06	YES	08	Yes	09	Yes	47	Yes
41	Srushti Maral	08	YES	07	Yes	07	Yes	50	Yes
42	Tiwari Archana	06	YES	07	Yes	07	Yes	45	Yes
43	Hrutika Kadam	06	YES	05	Yes	07	Yes	57	Yes

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

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

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

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

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

Human Resource Management Functions & Practices
Course code- C405
Subject teacher-Gauri Shinde
SYBBA

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 acquire comprehensive Knowledge of Human Resource Management Functions & Practices.
2. To explain the methods of Performance Appraisal, Training, Executive Development and Employee Compensation.
3. To acquire knowledge about various HR practices adopted by the organization.

Unit No	Unit Title	Contents	Purpose & Skills to be develop
1	Introduction to HRM Functions, Performance Appraisal, Training and Executive Development	<ul style="list-style-type: none"> • Introduction to HRM Functions, • Performance Appraisal: Meaning, Definition, Purpose, Approaches, Process, Methods Traditional and Modern Methods. Errors. Job Evaluation V/S Performance Appraisal. • Promotion, Demotion, Transfer and Separation. 	<ul style="list-style-type: none"> • To understand and explain the Concepts of Performance Appraisal, Training and Executive Development. • To make use of Methods Performance Appraisal, Training and Executive Development for overall development of the Organisation.

		<ul style="list-style-type: none"> • Training- Meaning, Definition, Purpose, Areas, Importance, Process, Methods; E-Training • Executive Development - Meaning, Definition, Objectives, Process and methods, E-Development, Difference between Training and Executive Development. 	
2	Employee Compensation and Other Functions of HRM	<ul style="list-style-type: none"> • Employee Compensation: Meaning, Definition, Objectives, Employee Compensation Administration, Determinants of Employee Compensation, Methods, Fringe Benefits. • Other Functions of HRM: Personnel Research, Human Resource Accounting (HRA), Strategic Human Resource Management 	To understand and explain the Concepts of Employee Compensation and other functions of HRM. 6. To make students understand how Employee Compensation and other Functions of HRM play a vital role in the Organisation.
3	Introduction to HRM Practices, Workers Participation in Management	<ul style="list-style-type: none"> • Introduction to HRM Practices, • Workers Participation in Management: Definitions, objectives, Importance, • Forms, • Workers participation in Management practices in India 	<ul style="list-style-type: none"> • To develop an understanding about how Workers Participation is an important aspect in an organization and various forms of WPM.
4	Organisational Development	<ul style="list-style-type: none"> • Organisational Development: Concept and objectives of OD - Organisational development programme, organizational Development process power politics and ethics in OD – • Organizational learning organizational Development Interventions. 	<ul style="list-style-type: none"> • To develop an understanding among the students regarding OD Programme and its interventions.

Sr. No.	NAME	Tool No. 1 ORAL	Target	Tool No. 2 PRESENTATION	Target	Tool No. 3 ASSIGNMENT	Target	external	Target
1	PETKAR RUTUJA RAJENDRA	8	Yes	8	Yes	8	18	20	Yes
2	GHULE SIDDHI SANDEEP	9	Yes	9	Yes	10	Yes	35	Yes
3	MORE MRUNALI SURESH	7	Yes	7	Yes	7	Yes	13	No
4	NIVANGUNE PRAJAKTA KISAN	9	Yes	10	Yes	9	Yes	36	Yes
5	GHADAGE KIRTI RAVINDRA	8	Yes	9	Yes	10	Yes	33	Yes
6	DEOLANKAR ISHA NITIN	9	Yes	9	Yes	10	Yes	33	Yes

7	LOKARE VAISHNAVI MAHADEV	7	Yes	8	Yes	9	Yes	21	Yes
8	DALBHANJAN SAKSHI PRASHANT	7	Yes	8	Yes	9	Yes	27	Yes
9	DHAGE KUSUM GULAB	9	Yes	9	Yes	10	Yes	33	Yes
10	UBHE RIDDHI GULAB	9	Yes	10	Yes	10	Yes	35	Yes
11	MARANE AISHWARYA PRAVIN	9	Yes	10	Yes	10	Yes	29	Yes
12	BHALERAO TANMAYEE NITIN	9	Yes	9	Yes	9	Yes	20	Yes
13	GHADASHI PALLAVI PANDURANG	9	Yes	10	Yes	10	Yes	30	Yes
14	JADHAV TANVI SANJAY	7	Yes	8	Yes	8	Yes	28	Yes
15	NAIK AMRUTA MAHADEO	7	Yes	8	Yes	8	Yes	26	Yes
16	SARWADE PRADNYA DASHRATH	9	Yes	10	Yes	9	Yes	29	Yes
17	TIWARI ARCHANA BHAWANIPRASAD	7	Yes	7	Yes	7	Yes	11	No
18	MARATKAR AISHWARYA VILAS	NA	NA	NA	NA	NA	NA	NA	NA
19	DIVATE VAISHNAVI DNYANESHWAR	8	Yes	8	Yes	7	Yes	36	Yes
20	SHINDE AVANTIKA ATUL	8	Yes	8	Yes	8	Yes	25	Yes

1	Tool No. 1 ORAL YES=19 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 19/20	0.95

2	TOOL NO. 2 PRESENTATION YES=19 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 19/20	0.95
3	TOOL NO.3 ASSIGNMMENTS YES=19 NO=0 NA=1 TOTAL NO. OF YES/ TOTAL NO. OF STUDENTS 19/20	0.95

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

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	To understand the significance of different forms of business organizations their types,

		Firms and private company, Joint Stock Company, virtual business organizations, boundary less organizations, OPC (One Person company)	function, merits and 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.

Sr.. No.	NAME OF STUDENTS	Tool 1 PRESENTATION	TARGET	Tool2 ORAL	TARGET	Tool3 ASSIGNMENT	TARGET	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 Sakshi Prashant	8	Yes	8	Yes	9	Yes	17	Yes	40	Yes

13	Koli Pallvi Raghnath	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 Pradnaya 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 Sanskriti 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 ASSIGNMMENTS 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
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 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	1	1	3	3	2
CO 2	3	1	1	3	3	1
CO 3	3	1	1	3	3	1
CO 243	9/3 = 3	3/3 =1	3/3 =1	9/3 = 3	9/3 = 3	4/3 =1.33

PO Attainment

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

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

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

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

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

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

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

Average PO attainment=2.05

FYBBA Sem 1

PRINCIPLES OF MARKETING

2021-22

Course Code: 212

Teachers Name: Asst. Prof. 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

Learning Outcomes		Teaching Learning Strategies	Tools
CO 401.1	understand Marketing concepts, objectives, functions of marketing and challenges in the international market.	Interactive Session Lecture method	Assignments Orals Presentations
CO 401.2	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 401.3	identify the Seven P's of Marketing or Marketing Mix and understand its importance.	PPT and Lecture method	Assignments Orals Presentations
CO 401.4	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 401)

Unit No	Contents	Specific Outcomes
1 Concepts and functions of marketing	Marketing concepts, its objectives, importance and functions of marketing Various Approaches of marketing Challenges and opportunity of marketing manager in international market	Helps students understand the basic concept of Marketing Management Ability to learn how marketing functions in a 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 401.1	To understand the concept of marketing, its objective, and challenges in the international market
CO 401.2	To study the internal and external factors affecting the marketing environment. To study market segmentation and its importance in marketing
CO 401.3	To understand the meaning and importance of Marketing Mix, its components and its scope in marketing
Co 401.4	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	-

Sr. N O.	Name of the Student	Tool No 1		Tool No 2		Tool No 3		Tool No 4		Tool No 5	
		Assignment		Presentation		Orals		Project		Final Exam	
								20			
1	Aakanksha Gad	10	Yes	09	Yes	10	Yes	18	Yes	86	Yes
2	Aditi Roman	09	Yes	08	Yes	09	Yes	17	Yes	54	Yes
3	Namrata Atugade	08	Yes	08	Yes	09	Yes	18	Yes	65	Yes
4	Simran Avaghade	09	Yes	07	Yes	07	Yes	15	Yes	52	Yes
5	Swati Bhosale	09	Yes	07	Yes	07	Yes	17	Yes	51	Yes
6	Sakshi Bhusal	08	Yes	08	Yes	09	Yes	19	Yes	83	Yes
7	Jayshree Chavan	09	Yes	09	Yes	08	Yes	18	Yes	85	Yes
8	Chaitali Darekar	09	Yes	07	Yes	08	Yes	16	Yes	56	Yes
9	Apurva Dargude	09	Yes	08	Yes	06	Yes	15	Yes	51	Yes
10	Tanisha Dhamankar	09	Yes	08	Yes	08	Yes	17	Yes	62	Yes

11	Dnyaneshwari Gade	09	Yes	08	Yes	08	Yes	17	Yes	77	Yes
12	Pratiksha Gaikwad	09	Yes	07	Yes	06	Yes	16	Yes	50	Yes
13	Gayatri Parage	10	Yes	08	Yes	08	Yes	17	Yes	54	Yes
14	Prajakta Ghodke	08	Yes	06	Yes	06	Yes	10	Yes	34	Yes
15	Pranali Gholap	08	Yes	07	Yes	07	Yes	16	Yes	50	Yes
16	Muskan Inamdar	09	Yes	07	Yes	06	Yes	16	Yes	50	Yes
17	Pranali Joshi	09	Yes	07	Yes	06	Yes	19	Yes	56	Yes
18	Dnyaneshwari Kadam	09	Yes	08	Yes	08	Yes	12	Yes	53	Yes
19	Sakshi Kamlekar	09	Yes	06	Yes	05	Yes	19	Yes	53	Yes
20	Ashwini Kemble	09	Yes	07	Yes	08	Yes	15	Yes	52	Yes
21	Shraddha Kharat	09	Yes	08	Yes	08	Yes	16	Yes	65	Yes
22	Falguni Khatri	10	Yes	08	Yes	09	Yes	19	Yes	62	Yes
23	Minal Kuchekar	09	Yes	07	Yes	07	Yes	16	Yes	65	Yes
24	Tanaya Kulkarni	09	Yes	08	Yes	08	Yes	16	Yes	51	Yes
25	Neha Lonkar	09	Yes	09	Yes	09	Yes	19	Yes	44	Yes
26	Manasi Bhilare	08	Yes	06	Yes	05	Yes	15	Yes	35	Yes
27	Rupali Mane	08	Yes	06	Yes	05	Yes	17	Yes	48	Yes
28	Samruddhi Mangade	08	Yes	07	Yes	06	Yes	17	Yes	49	Yes
29	Sahana Mankar	06	Yes	05	Yes	05	Yes	16	Yes	NA	Yes
30	Anjali Mhetre	09	Yes	08	Yes	08	Yes	17	Yes	80	Yes
31	Neha Nalawade	09	Yes	07	Yes	08	Yes	14	Yes	52	Yes
32	Tanuja Nimbalkar	08	Yes	08	Yes	09	Yes	16	Yes	85	Yes
33	Rajeshwari Padwal	09	Yes	09	Yes	09	Yes	17	Yes	86	Yes
34	Vaishnavi Pangale	09	Yes	07	Yes	08	Yes	16	Yes	75	Yes
35	Siri Sanwe	06	Yes	06	Yes	05	Yes	18	Yes	NA	NA
36	Srushti Pathare	09	Yes	09	Yes	10	Yes	19	Yes	87	Yes
37	Manasi Patole	08	Yes	07	Yes	06	Yes	16	Yes	49	Yes
38	Prachi Pawar	08	Yes	07	Yes	05	Yes	15	Yes	43	Yes
39	Ashlesha Pokale	09	Yes	09	Yes	08	Yes	17	Yes	67	Yes
40	Anandi Prasade	09	Yes	09	Yes	10	Yes	17	Yes	85	Yes
41	Riya Thaware	10	Yes	08	Yes	07	Yes	16	Yes	70	Yes
42	Sakshi Hadge	09	Yes	07	Yes	07	Yes	16	Yes	52	Yes
43	Akshata Salotgi	09	Yes	09	Yes	08	Yes	18	Yes	62	Yes
44	Trupti Sambar	08	Yes	06	Yes	06	Yes	19	Yes	49	Yes
45	Samruddhi Kardekar	08	Yes	08	Yes	10	Yes	17	Yes	64	Yes

46	Srushti Sarkale	09	Yes	08	Yes	09	Yes	15	Yes	64	Yes
47	Mrudula Shirole	09	Yes	07	Yes	05	Yes	12	Yes	49	Yes
48	Shrutika Yerfule	09	Yes	08	Yes	06	Yes	17	Yes	52	Yes
49	Shubhashree More	09	Yes	07	Yes	06	Yes	19	Yes	68	Yes
50	Diya Soni	09	Yes	07	Yes	07	Yes	19	Yes	51	Yes
51	Tanaya Surve	09	Yes	08	Yes	08	Yes	14	Yes	64	Yes
52	Vaibhavi Salunkhe	09	Yes	07	Yes	07	Yes	15	Yes	48	Yes
53	Hrutuja Waikar	09	Yes	09	Yes	10	Yes	18	Yes	81	Yes

1 Tool No 1 Assignment
Yes=53 No=00 NA=00
Total No of Yes/Total No of Students
53/53
1

2 Tool No 2 Orals
Yes=53 No=00 NA=00
Total No of Yes/Total No of Students
53/53
1

3 Tool No 3 Presentation
Yes=53 No=00 NA=00
Total No of Yes/Total No of Students
53/53
1

4 Tool No 4 Project
Yes=53 No=00 NA=00
Total No of Yes/Total No of Students
53/53
1

5 Tool No 5 Final Exam
Y=53 No=00 NA=2
Total No of Yes/Total No of students
51/53
0.96

Internal Average Assessment
=Assignment +Oral+
Presentation +Proj +Final =
 $1+1+1+0.96/4$
=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 is 3

External Average attainment Value
is 1= Attainment Value=3

Dr Rupali Sheth
Basics of Cost Accounting 2021- 2022
Course code-204

Programe Outcome-

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 behavior, 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.

Course Outcome-

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.

Member	Assignment	40=>	PPT	40=>	Oral	40=>	Total out of 30	Total out of 70	40=>
VAIBHAVI GANESH SALUNKE	9	Yes	9	Yes	9	Yes	27	20	No
KUCHEKAR MINAL VIJAY	9	Yes	8	Yes	8	Yes	25	25	No
SAKSHI AMOL HADGE	8	Yes	9	Yes	8	Yes	25	22	No
DAREKAR CHAITALI RAJENDRA	9	Yes	9	Yes	10	Yes	28	28	YES
DNYANESHWARI YOGESH GADE	10	Yes	10	Yes	10	Yes	30	33	YES
SONI DIYA RAJKUMAR	9	Yes	9	Yes	9	Yes	27	17	No
BHUSAL SAKSHI ANIL	9	Yes	9	Yes	10	Yes	28	49	YES
SURVE TANAYA MANGESH	8	Yes	8	Yes	9	Yes	25	20	No
KHATRI FALGUNE JITENDRAKUMAR	9	Yes	8	Yes	10	Yes	27	34	YES

SHRUTIKA BALAJI YERFULE	9	Yes	9	Yes	7	Yes	25	22	No
PATOLE MANSI MAHADEV	7	Yes	7	Yes	8	Yes	22	7	No
POKALE ASHLESHA VIKAS	10	Yes	10	Yes	9	Yes	29	29	YES
SAMRUDDHI RAJU KARDEKAR	8	Yes	8	Yes	8	Yes	26	24	No
DARGUDE APURVA GANESH	9	Yes	9	Yes	10	Yes	28	12	No
SALOTAGI AKSHATA MAHADEV	9	Yes	9	Yes	10	Yes	28	29	YES
RIYA RAKESH THAWARE	9	Yes	9	Yes	8	Yes	26	33	YES
GHOLAP PRANALI HEMANT	7	Yes	8	Yes	7	Yes	22	24	No
LONKAR NEHA NILESH	10	Yes	10	Yes	9	Yes	29	25	No
KHARAT SHRADDHA BALKRISHNA	10	Yes	10	Yes	9	Yes	29	28	YES
ATUGADE NAMRATA NETAJI	9	Yes	9	Yes	9	Yes	27	28	YES
MANASI RAMESH BHILARE	8	Yes	8	Yes	7	Yes	23	17	No
WAIKAR HRUTUJA GIRISH	10	Yes	9	Yes	10	Yes	29	29	YES
PAWAR PRACHI DILIP	9	Yes	9	Yes	9	Yes	27	7	No
JOSHI PRANALI JANARDAN	9	Yes	9	Yes	9	Yes	27	28	YES
ADITI SOMNATH ROMAN	0	Yes	10	Yes	10	Yes	20	48	YES
SHUBHASHREE SANTOSH MORE	9	Yes	9	Yes	9	Yes	27	35	YES
SHIROLE MRUDULA MILIND	AA	Yes	9	Yes	9	Yes	18	22	No
SAMBAR TRUPTI RAKESH	9	Yes	9	Yes	9	Yes	27	29	YES
PANGALE VAISHNAVI EKNATH	7	Yes	8	Yes	8	Yes	23	32	No
GAIKWAD PRATIKSHA PRAFULLA	9	Yes	9	Yes	9	Yes	27	2	No
GAYATRI BAJIRAO PARAGE	8	Yes	8	Yes	9	Yes	25	3	No
PATHARE SRUSHTI BHANUDAS	10	Yes	8	Yes	9	Yes	27	44	YES
MHETRE ANJALI RAJSHEKHAR	8	Yes	7	Yes	7	Yes	22	22	No
DHAMANKAR TANISHA ATUL	7	Yes	7	Yes	8	Yes	22	23	No
SARKALE SRUSHTI ASHRUDAS	9	Yes	9	Yes	8	Yes	26	35	YES

AAKANKSHA KESHAVPRASAD GAD	10	Yes	10	Yes	10	Yes	30	45	YES
GHODAKE PRAJAKTA SUNIL	8	Yes	8	Yes	8	Yes	24	23	No
BHOSALE SWATI SAMBHAJI	8	Yes	6	Yes	7	Yes	21	28	YES
NIMBALKAR TANUJA BRAMHADEV	9	Yes	9	Yes	8	Yes	26	26	YES
NALAWADE NEHA HANUMANT	10	Yes	7	Yes	10	Yes	27	15	No
INAMDAR MUSKAN RASHID	9	Yes	8	Yes	9	Yes	26	17	No
MANE RUPALI SANJAY	9	Yes	8	Yes	7	Yes	24	20	No
KULKARNI TANAYA VIVEK	8	Yes	8	Yes	8	Yes	24	16	No
KADAM DYANESHWARI SURYAKANT	10	Yes	9	Yes	10	Yes	29	22	No
KEMBLE ASHWINI VIJAY	9	Yes	9	Yes	9	Yes	27	20	No
PADWAL RAJESHWARI SANTOSH	10	Yes	9	Yes	10	Yes	29	35	YES
MANGADE SAMRUDDHI BHARAT	9	Yes	8	Yes	8	Yes	25	28	YES
AVGHADDE SIMRAN DATTA	8	Yes	9	Yes	8	Yes	25	23	No
CHAVAN JAYASHREE VIJAY	10	Yes	9	Yes	9	Yes	28	28	YES
KAMLEKAR SAKSHI SATISH	8	Yes	9	Yes	9	Yes	26	24	No
PRASADE ANANDI SHASHIKANT	8	Yes	8	Yes	8	Yes	24	35	YES

Total number of Yes/ Total Number of students

Total Number of Students 44

Oral Yes 44 44/44= 1.00

PPT Yes 44 44/44= 1.00

Assignment Yes 42 43/44=0.98

Internal Average Assessment

Oral+Assignment+Presentation 1+1+.98/3 0.99

External Assessment

22/44 0.5

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 .50 = attainment level =2

Table 1	
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

Table 2						
	PO1	PO2	PO3	PO4	PO5	PO6
CO204.1	2	2	2	2	0	2
CO204.2	2	2	2	2	0	2
CO204.3	2	2	3	2	0	1
CO204.4	2	2	3	2	0	1
	8/4=2	8/4=2	10/4=2.5	8/4=2	0/4=0	6/4=1.5

Huzurpaga Mahila Vanijya Mahavidyalaya

BBA 2021-22

FYBBA Semester II (CBCS) Pattern 2019

Business Statistics

Course code 205

Credit 3

Teacher Name: Vijeta Rashinkar

Program Outcome (POs)

After successfully completing BBA Programme students will be able to:

PO1	1. To Gain fundamental knowledge of Management, Business, Finance, HR etc. to provide innovative solutions to problems in business.
PO2	1. To inculcate entrepreneurial skills in students and to encourage them to start their own business.
PO3	1. To develop leadership qualities, team behavior, communication skills, management skills in students.
	1. To cultivate in students, the virtues of management professionals to effectively contribute to the needs of society. 2.
PO4	To make students proficient in theoretical as well as practical subjects
PO5	1. To make them able to integrate latest technology and methodology and apply it efficiently.

**Course Outcomes: (CO
401)**

Learning Outcomes	Teaching learning strategies /Activities	Assessment tasks/tools
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Students will be able CO205.1 Understand the Mathematics in various business situations,	Lecture method,	Assignment Test PPT
Co205.2. Learn the basics of Profit and loss .	Lecture method	Assignment Test PPT
CO205.3 Learning the business maths like calculation of SI and CI.Annuity.	Lecture method ,	Assignment Test PPT
CO205.4 basic concepts of matrix and determinant. Calculation of minors and cofactors .finding inverse.	Lecture method ,	Assignment Test PPT
CO205.5 Basic knowledge of Linear Programming Problems.	Lecture method	Assignment Test PPT

Course Specific Outcomes:

Unit	Course Cs-401 FY.BBA Course	Specific Outcomes: CSO
1	.. Introducti1.1 Raw data, variable, discrete variable, continuous variable, constant, attribute with illustration. 1.2 Classification- Concept and definition of classification, objectives of classification, types of classification. 1.3 Frequency Distribution- Discrete and Continuous frequency distribution, Cumulative frequency and Cumulative frequency distribution. 1.4 Graphs & Diagram- Histogram, Ogive curve, Pie-Diagram, Bar Diagram, Multiple bar Diagram, and	To learn objectives of classification.
2	Concept and meaning of Measure of Central Tendency, Objectives of Measure of Central Tendency, Requirements of good Measure of Central Tendency. 2.2 Types of Measure of Central Tendency, Arithmetic Mean (A.M), Median, Mode for discrete and Continuous frequency distribution, Merits & Demerits of A.M., Median , Mode, Numerical Problem. 2.3 Determination of Mode and Median graphically. 2.4 Empirical relation between mean, median and mode. 2.5. Combined Mean 2.6. Numerical Problems.	Understand the concept and meaning of central tendency
3	3.1 Concept and meaning of Measure of dispersion, Requirements of good Measure of dispersion. 3.2 Types of Measure of Dispersion- Absolute & Relative Measure dispersion (Range, Standard Deviation (S.D.), Variance, Quartile Deviation, Coefficient of Range, Coefficient of Quartile Deviation, and Coefficient of Variation (C.V). 3.4. Combined Standard Deviation 3.5 Numerical Problems	Dispersion of the Data around the central value.
4	. Concept and meaning of Correlation, Types of correlation. 4.2. Methods to study Correlation:- Scatter Diagram, Karl Pearson correlation coefficient, Spearman Rank Correlation Coefficient (with Repeated Ranks) 4.3 Numerical Problems on	Helpful in research concept of Correlation and regression.

	Correlation 4.4 Regression- Concept and meaning of regression, lines of regression equation of Y on X and X on Y. 4.5 Regression coefficients, properties of regression coefficients, 4.6 Numerical problems on Regression	
5	5.1 Concept and meaning of Index Number, Notations 5.2 Construction of Price Index Number, Problems in the construction of Index Number, Cost of Living Index Number (CLI), Family Budget Index Number 5.3 Uses of Index Number 5.4. Numerical Problems.	Economic barometres. Help to understand the Economic condition.

Table1

Course Outcome	Course Outcome
CO 205.1	Introduction to Statistics and Frequency Distribution
CO 205.2	Concept and meaning of measures of Central tendency
CO 205.3	Concept and meaning of Measures of Dispersion
CO 205.4	Concepts and meaning of Correlation.
CO 205.5	Concept and meaning of Dispersion.

Table 2

CO	PO1	PO2	PO3	PO4	PO5
CO 205.1	3	-	-	2	1
CO 205.2	3	-	-	2	1
CO 205.3	3	-	-	2	1
CO 205.4	3	-	-	2	1
CO 205.5	3	-	-	2	1

Sr. no	Name of Student	As		Or		PP		Total	Ext		
		si	target >=4	als	target >=4	T	target >=4		ernal	target >=28	
1	SALUNKE VAIBHAVI GANESH KUCHEKAR	9	yes	5	Yes	6	Yes	20	Yes	20	No
2	MINAL VIJAY HADGE SAKSHI	9	yes	6	Yes	6	Yes	21	Yes	19	No
3	AMOL	9	yes	5	Yes	6	Yes	20	Yes	20	No

	DAREKAR CHAITRALI										
4	RAJENDRA GADE	10	yes	5	Yes	6	Yes	21	Yes	19	No
	DNYANESHW										
5	ARI YOGESH SONI DIYA	10	yes	10	Yes	7	Yes	27	Yes	31	Yes
6	RAJKUMAR BHUSAL	9	yes	5	Yes	6	Yes	20	Yes	20	No
7	SAKSHI ANIL SURVE TANAYA	10	yes	8	Yes	7	Yes	25	Yes	35	Yes
8	MANGESH KHATRI FALGUNE JITENDRAKU	8	yes	7	Yes	6	Yes	21	Yes	28	Yes
9	MAR YERFULE SHRUTIKA	9	yes	6	Yes	5	Yes	20	Yes	2	No
10	BALAJI PATOLE MANSI	8	yes	4	Yes	7	Yes	19	Yes	AB	NA
11	MAHADEV POKALE ASHLESHA	10	yes	6	Yes	6	Yes	22	Yes	11	No
12	VIKAS PASUPULATI	10	yes	5	Yes	6	Yes	21	Yes	5	No
13	SIRI SANWE KARDEKAR SAMRUDDHI	AB	NA	Ab	NA	Ab	NA	Ab	NA	Ab	NA
14	RAJU DARGUDE APURVA	8	yes	5	Yes	7	Yes	20	Yes	33	Yes
15	GANESH SALOTAGI AKSHATA	8	yes	6	Yes	6	Yes	20	Yes	20	No
16	MAHADEV THAWARE	9	yes	7	Yes	6	Yes	22	Yes	18	No
17	RIYA RAKESH GHOLAP PRANALI	10	yes	6	Yes	5	Yes	21	Yes	19	No
18	HEMANT LONKAR	9	yes	6	Yes	6	Yes	21	Yes	8	No
19	NEHA NILESH KHARAT SHRADDHA	9	yes	6	Yes	6	Yes	21	Yes	19	No
20	BALKRISHNA ATUGADE NAMRATA	9	yes	4	Yes	6	Yes	19	Yes	21	No
21	NETAJI	6	yes	4	Yes	9	Yes	19	Yes	21	No

	BHILARE										
	MANASI										
22	RAMESH	6	yes	4	Yes	9	Yes	19	Yes	6	No
	WAIKAR										
	RUTUJA										
23	GIRISH	10	yes	8	Yes	7	Yes	25	Yes	28	Yes
	PAWAR										
24	PRACHI DILIP	8	yes	4	Yes	6	Yes	18	Yes	7	No
	JOSHI										
	PRANALI										
25	JANARDHAN	5	yes	8	Yes	5	Yes	18	Yes	22	No
	ROMAN										
	ADITI										
26	SOMNATH	6	yes	4	Yes	9	Yes	19	Yes	21	No
	MORE										
	SHUBHASHR										
27	EE SANTOSH	9	yes	6	Yes	6	Yes	21	Yes	20	No
	MANKAR										
	SAHANA										
28	ADESH		NA		NA		NA	Ab	NA	Ab	NA
	SHIROLE										
	MRUDULA										
29	MILIND	6	yes	4	Yes	5	Yes	15	Yes	2	No
	SAMBAR										
	TRUPTI										
30	RAKESH	8	yes	6	Yes	6	Yes	20	Yes	20	No
	PANGALE										
	VAISHNAVI										
31	EKNATH	8	yes	6	Yes	6	Yes	20	Yes	10	No
	GAIKWAD										
	PRATIKSHA										
32	PRAFULLA	5	yes	6	Yes	7	Yes	18	Yes	6	No
	PARAGE										
	GAYATRI										
33	BAJIRAO	7	yes	7	Yes	5	Yes	19	Yes	9	No
	DHAMDHARE										
	SAKSHI										
34	RAVINDRA	Ab	NA	Ab	NA	Ab	NA	Ab	NA	Ab	NA
	PATHARE										
	SRUSHTI										
35	BHANUDAS	10	yes	8	Yes	6	Yes	24	Yes	39	Yes
	MHETRE										
	ANJALI										
36	RAJSHEKHAR	5	yes	5	Yes	6	Yes	16	Yes	22	No
	DHAMANKA										
	R TANISHA										
37	ATUL	8	yes	5	Yes	7	Yes	20	Yes	2	No
	SARKALE										
	SRUSHTI										
38	ASHRUDAS	9	yes	5	Yes	6	Yes	20	Yes	20	No

	GAD AAKANKSHA KESHAVPRAS										
39	AD GHODAKE PRAJAKTA	9	yes	7	Yes	7	Yes	23	Yes	52	Yes
40	SUNIL BHOSALE SWATI	8	yes	6	Yes	6	Yes	20	Yes	1	No
41	SAMBHAJI NIMBALKAR TANUJA	6	yes	4	Yes	9	Yes	19	Yes	4	No
42	BRAMHADEV NALAWADE NEHA	10	yes	7	Yes	7	Yes	24	Yes	29	Yes
43	HANUMANT INAMDAR MUSKAN	7	yes	5	Yes	6	Yes	18	Yes	22	No
44	RASHID MANE RUPALI	9	yes	5	Yes	5	Yes	19	Yes	5	No
45	SANJAY KULKARNI TANAYA	9	yes	5	Yes	5	Yes	19	Yes	10	No
46	VIVEK KADAM DNYANESHWARI	10	yes	6	Yes	5	Yes	21	Yes	9	No
47	SURYAKANT KAMBLE ASHWINI	8	yes	6	Yes	6	Yes	20	Yes	1	No
48	VIJAY PADWAL RAJESHWARI	8	yes	4	Yes	6	Yes	18	Yes	21	No
49	SANTOSH MANGADE SAMRUDDHI	10	yes	8	Yes	6	Yes	24	Yes	31	Yes
50	BHARAT AVGHADE SIMRAN	9	yes	5	Yes	6	Yes	20	Yes	6	No
51	DATTA CHAVAN JAYASHREE	6	yes	5	Yes	4	Yes	15	Yes	22	No
52	VIJAY KAMLEKAR SAKSHI	6	yes	4	Yes	10	Yes	20	Yes	34	Yes
53	SATISH PRASADE ANANDI	10	yes	5	Yes	5	Yes	20	Yes	28	Yes
54	SHASHIKANT	8	yes	5	Yes	7	Yes	20	Yes	33	Yes

JARANDE
GAYATRI

55 NITIN 10 yes 5 Yes 5 Yes 20 Yes 41 Yes

Tool 1 ASSIGNMENT

Yes=52, No= 00, NA=03

Total no Yes/Total no of Students

$$52/55=0.9454$$

Tool 2 ORALS

Yes=52, No=00, NA=03

Total no of Yes/Total no of Students

$$52/55=0.9454$$

Tool 3 PPT

Yes=52, No=00, NA=03

Total no of Yes/Total no of Students

$$52/55=0.9454$$

Tool 4 Final Exam

Yes=13, No=38 NA=04

Total no of Yes/Total no of Students

$$13/55=0.2363$$

Internal Average Assesment= Presentation+ Assignment +Orals

$$(0.9454+0.9454+0.9454)/3=2.8362/3=0.9454$$

0 To 0.40	1
0.41 To 0.60	2
0.61 To 1.00	3

AVERAGE ATTAINMENT VALUE IS=0.9454=ATTAINMENT LEVEL=3

EXTERNAL ATTAINMENT

AVERAGE ATTAINMENT VALUE 0.2363 =ATTAINMENT LEVEL=1

