


Rayat Shikshan Sanstha's
Karmaveer Bhaurao Patil College, Vashi
(Autonomous College)
Department of Bachelors of Management Studies (BMS)


PROGRAMME OUTCOMES:

Students will able to:

1. **Disciplinary Knowledge:** Built conceptual foundation and application skills in the area of accountancy, finance, management, research Marketing, Human Resource Management, Business and Corporate Law, economics, Finance, Accounting, Management, Tax, Investment, Insurance, and Banking seeking youth fit for Employment.
2. **Communication Skills:** Communicate Long Standing Unsolved problems in commerce; and to show the importance of commerce in Socio- Economic Development.
3. **Critical Thinking:** Apply the analytical and decision-making skills to various problems appearing in different branches of Commerce and Business.
4. **Problem Solving:** Detect the problem originating in the diverse management areas such as Finance, Marketing, Human Resource, and Taxation; examine the problem, analyse and synthesize data and derive inferences to comprehend solutions to the problems.
5. **Research related Skills:** Identify, formulate and analyse socio-economic and environmental problems to arrive at substantiated conclusions for sustainable development using the fundamental principles of various branches of Commerce and Business.
6. **Digital literacy:** Use various technical ICT tools for exploring, analysing and using the information for business purposes for global competency.
7. **Analytical reasoning:** Develop disciplinary knowledge and tactical depth-ness, with a broader skill set and encourage them to seek out resolute, innovative solutions for dynamic business.
8. **Moral & Ethical Awareness:** Ascertain Unethical Behaviour, falsification, and manipulation of information in business and managing self and various social systems.
9. **Lifelong Learning:** Demonstrate knowledge and understanding of management principles and apply these to one's own profession / career. Capability to work independently in diverse projects and ensure detailed study of various facets Commerce and Business.
10. **Leadership & Teamwork:** Work effectively with groups and individuals and take lead in implementation of plans in various fields of commerce and its allied sectors.
11. **Environment and Sustainability:** Understand the impact of the professional accounting solutions in societal and environmental contexts, and demonstrate the knowledge of and need for sustainable development.


BOS Chairman


Programme
Co-ordinator


I/C PRINCIPAL
KARMAVEER BHAURAO PATIL COLLEGE
VASHI, NAVI MUMBAI - 400 703.


**Rayat Shikshan Sanstha's
Karmaveer Bhaurao Patil College, Vashi
(Autonomous College)
Department of Bachelors of Management Studies (BMS)**


Programme Specific Outcomes:

On completion of this course students will be able to:

1. Discover knowledge and skills about management practices which facilitate them to become effective professionals.
2. Solve problems critically, logically, creatively and analytically based on sound facts and ideas.
3. Communicate effectively across a range of contexts and audiences.
4. Develop a positive attitude towards lifelong learning and research.


BOS Chairman


Programme
Co-ordinator


I/C PRINCIPAL
KARMAVEER BHAURAO PATIL COLLEGE
VASHI, NAVI MUMBAI - 400 703.

Course Title: Principles of Management

Course Code: UGBMS101

Class: **FYBMS Semester I**

Course Outcomes

Students will be able to:

The Learner will be able to:-

1. Explain the levels and the functions of management. [1]*
2. Understand the meaning, features and importance of management. [2]*
3. Determine how the managerial tasks of planning, organizing, and controlling can be executed in a variety of circumstances. [3]*
4. Analyze the process of management's four functions planning, organizing, leading & controlling [4]*
5. Evaluate the context for taking managerial actions of planning, organizing and controlling. [5]*
6. Integrate management principles into management practices. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Business Law

Course Code: UGBMS102

Class: **FYBMS Semester I**

Course Outcomes

The Learner will be able to:-

1. Define meaning, essentials and types of Contract.[1]*
2. Understand meaning and rules of communication of acceptance. [2]*
3. Collect modes of discharge of contract and remedies for breach of contract. [3]*
4. Analyze consumer redressal mechanism. [4]*
5. Compare & contrast between promissory notes and bills of exchange and cheque and bills of exchange. [5]*
6. Compose an application article for the given set of rules.[6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Business Statistics

Course Code: UGBMS103

Class: FYBMS SEMESTER I

Course Outcomes

The Learner will be able to:-

1. Define Functions and its importance [1]*
2. Understand concept of frequency distribution [2]*
3. Calculate mean, median and mode for grouped as well as ungrouped data. [3]*
4. Estimate trend using moving average method and least square method [4]*
5. Find index number by using different methods and cost of living index number. [5]*
6. Construct the equation of regression line by method of least squares [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

D. Bhoale

Course Co-ordinator:

Course Title: Introduction to Financial Accounts

Course Code: UGBMS104

Class: FYBMS SEMESTER I

Course Outcomes

The Learner will be able to:-

1. Remember the concept of Accounting Cycle. [1]*
2. Understand the needs and Importance of Accounting [2]*
3. Calculate depreciation of various years. [3]*
4. Identify the Income, Expenditure, Assets Liabilities [4]*
5. Evaluate the International Financial Reporting Standards [5]*
6. Prepare financial Statement. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sonam

Course Co-ordinator:

Course Title: Foundation of Human Skills

Course Code: UGBMS105

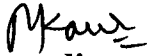
Class: FYBMS SEMESTER I

Course Outcomes

The Learner will be able to:-

1. Recall the States of Group Development (1)*
2. Describe the types of thinking styles. (2)*
3. Develop to respond to conflicts (3)*
4. Differentiate Intelligence and Emotional Intelligence. (4)*
5. Determine the Causes of Political Behavior (5)*
6. Combine the Learning of motivation theories (6)*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Business Communication-I

Course Code: UGBMS106

Class: FYBMS SEMESTER I

Course Outcomes

The Learner will be able to:-

1. Define surrogate advertising. [1]*
2. Understand the impact of technological advancements on communications.[2]*
3. Prepare a strategy cohesion and coherence self editing. [3]*
4. Analyse different parts, structure and layouts of business letter writing. [4]*
5. Evaluate tenses and subject verb agreement. [5]*
6. Design emergence of Communication as a key concepts in the Corporate World. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Foundation Course-I

Course Code: UGBMS107

Class: **FYBMS SEMESTER I**

Course Outcomes

The Learner will be able to:-

1. Describe the meaning of multicultural diversity of Indian Society. [1]*
2. Summarize the remedies of constitutional safeguards. [2]*
3. Prepare a flow chart of the basic structure of the Constitution. [3]*
4. Analyse demographic composition of Indian Society. [4]*
5. Evaluate religion variations according to rural, urban and tribal. [5]*
6. Forecast the consequences of social class. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

SEMESTER II

Course Title: Principles of Marketing

Course Code: UGBMS201

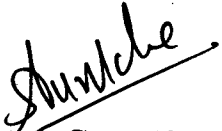
Class: **FYBMS SEMESTER II**

Course Outcomes

The learner will be able to -

1. Define Marketing and explain its features. [1]*
2. Understand the scope and importance of marketing in the competitive world. [2]*
3. Illustrate the 4P's of marketing mix. [3]*
4. Analyse the factors influencing the consumer behavior for better application of marketing tools. [4]*
5. Determine the bases of market segments and target customers. [5]*
6. Design a marketing mix for a new product. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Industrial law

Course Code: UGBMS202

Class: **FYBMS SEMESTER II**

Course Outcomes

The learner will be able to -

1. Describe the process of registration of Trade union. [1]*
2. Understand meaning of Trade union and Trade dispute. [2]*
3. Determine amount of gratuity. [3]*
4. Analyze obligations and rights of employer & employee [4]*
5. Distinguish between available and allocable surplus. [5]*
6. Compose an application article for the given set of rules. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Business Mathematics

Course Code: UGBMS203

Class : **FYBMS SEMESTER II**

Course Outcomes

The learner will be able to-

1. Describe Future and Present value of various annuities based on the information given. [1]*
2. Explain properties and results of Determinants. [2]*
3. Solve problems using Newton forward formula and Newton backward formula [3]*
4. Calculate total revenue, average revenue, total cost and average cost. [4]*
5. Find Equated Monthly Installments using flat interest rate and reducing balance method. [5]*
6. Solve system of linear equations using Cramer's rule [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]:Evaluating, [6]: Creating**

D. Bhasale

Course Co-ordinator:

Course Title: Business Economics -I

Course Code: UGBMS204

Class: **FYBMS SEMESTER II**

Course Outcomes

The learner will be able to -

1. Define the basic concept in microeconomic theory. [1]*
2. Explain basic economic relations-functional relations, total average and marginal relations [2]*
3. Calculate price income and cross elasticity. [3]*
4. Calculate total revenue, average revenue, total cost, marginal cost and average cost. [4]*
5. Asses key attributes of oligopoly collusive and non-collusive oligopoly market. [5]*
6. Develop case studies on how pricing methods are used in the business world. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]:Evaluating, [6]: Creating**

Sachal

Course Co-ordinator:

Course Title: Business Environment

Course Code: UGBMS205

Class: **FYBMS SEMESTER II**

Course Outcomes

The learner will be able to -

1. Analyze Globalization its meaning, features, nature and stages of Globalization,. [1]*
2. Distinguish between Macro and Micro Environment. [2]*
3. Explain the LPG model [3]*
4. Analyze the sunrise sector of Indian economy and the challenges of Indian Economy [4]*
5. Evaluate characteristics, nature and the scope of business and business environment [5]*
6. Genralise internal and the external environmental factors of the macro environment. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sanam

Course Co-ordinator:

Course Title: Business Communication - II

Course Code: UGBMS206

Class: **FYBMS SEMESTER II**

Course Outcomes

The learner will be able to -

1. Describe the structure and layouts of business letter writing [1]*
2. Understand the principles of effective Email Writing. [2]*
3. Determine Public Relations and Internal Measures of Public Relations. [3]*
4. Analyse the Visual Aids and PowerPoint Presentation. [4]*
5. Evaluate business ethics and media [5]*
6. Creating Feasibility Reports and Investigative Reports. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Snehal

Course Co-ordinator:

Course Title: Foundation Course-II

Course Code: UGBMS207

Class: FYBMS SEMESTER II

Course Outcomes

The learner will be able to -

1. Define the concept of Human Rights. [1]*
2. Understand the concept of Sustainable Development. [2]*
3. Apply the policy of “lean and mean” on the employability in the organization. [3]*
4. Analyse the concept of liberalization, privatization and globalization. [4]*
5. Evaluate Universal declaration of Human Rights. [5]*
6. Create coping mechanisms for managing individual stress [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:



BOS Chairman



Principal

I/C PRINCIPAL

**KARMAVEER BHAURAO PATIL COLLEGE
VASHI, NAVI MUMBAI - 400 703.**

Elective Marketing:

Course Title: Consumer Behaviour

Course Code: UGBMS301M

Class: SYBMS SEMESTER III

Course Outcomes

The learner will be able to -

1. State the Features and Importance of Consumer Behaviour. (1)
2. Describe the Profiling the consumer and understanding their needs. (2)
3. Apply Application of Consumer Behaviour knowledge in Marketing (3)
4. Determine the Consumer Decision Making Process (4)
5. Assess the factors affecting each stage and Need recognition. (5)
6. Assess the Factors affecting the need of the family, family life cycle stage and size. (6)

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sonam

Course Co-ordinator:

Course Title: Advertising

Course Code: UGBMS302M

Class: SYBMS SEMESTER III

Course Outcomes

The learner will be able to-

1. State the Advertising Planning process. (1)*
2. Explain the Role of Advertising in PLC (2)*
3. Determine the Element of Promotion (3)*
4. Classify the types of Advertising. (4)*
5. Assess the Selection criteria for Advertising Agencies (5)*
6. Prepare Creative strategy and media strategy (6)*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sonam

Course Co-ordinator:

Elective Human Resource:

Course Title: Recruitment and Selection

Course Code: UGBMS301H

Class: SYBMS SEMESTER III

Course Outcomes

The learner will be able to -

1. Define Recruitment & Selection. [1]*
2. Understand the internal and external sources of recruitment. [2]*
3. Collect information on job description and job specification of different job positions. [3]*
4. Analyze, integrate and assess the core staffing activities of different industries. [4]*
5. Distinguish between traditional & modern techniques of recruitment. [5]*
6. Prepare own curriculum vitae. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]:Evaluating, [6]: Creating**

Shukla

Course Co-ordinator:

Course Title: Motivation and Leadership

Course Code: UGBMS302H

Class: SYBMS SEMESTER III

Course Outcomes

The learner will be able to -

1. Illustrate Theories of motivation.[1]*
2. Understand basic concepts of motivation [2]*
3. Apply concept of motivation. [3]*
4. Analyze different concepts and theories of motivation.[4]*
5. Evaluate motivation strategies for employees. [5]*
6. Design motivation tools. [6]

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]:Evaluating, [6]: Creating**

Maul

Course Co-ordinator:

Compulsory Subjects:

Course Title: IT in Business Management-I

Course Code: UGBMS303

Class: **SYBMS SEMESTER III**

Course Outcomes

The learner will be able to -

1. Define Various types of Hacking. [1] *
2. Describe various Web browser. [2] *
3. Apply formulas in excel, including the use of built in functions, relatives and absolute references. [3] *
4. Distinguish between Relatives, Mixed and Absolute references in MS Excel. [4] *
5. Solve What- if – Analysis Problem with the help of MS Excel. [5] *
6. Create Slide presentation that includes text, graphics, animation and transitions. [6]

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]:Evaluating, [6]: Creating**

thunt

Course Co-ordinator:

Course Title: Foundation Course (Environmental Management) – III

Course Code: UGBMS304

Class: **SYBMS SEMESTER III**

Course Outcomes

The learner will be able to -

1. Describe the Environmental clearance for establishing. [1]*
2. Understand the Non-Conventional energy sources. [2]*
3. Collect the types, causes and remedies (land, air, water and others) [3]*
4. Analyse Waste management projects for profits. [4]*
5. Evaluate the business projects for greener future. [5]*
6. Creating the Biogeochemical cycles [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]:Evaluating, [6]: Creating**

Sonam

Course Co-ordinator:

Course Title: Business Planning and Entrepreneurial Management

Course Code: UGBMS305

Class: **SYBMS SEMESTER III**

Course Outcomes

The learner will be able to-

1. Describe the qualities and characteristics of an entrepreneur. [1]*
2. Understand the role and importance of entrepreneurship for economic development. [2]*
3. Collect information on institutional support to an entrepreneur. [3]*
4. Analyse the factors stimulating the growth of entrepreneurship. [4]*
5. Evaluate the key factors needed to develop a successful business. [5]*
6. Design a business plan by considering all dimensions of business. [6]*

*Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating

Shunck

Course Co-ordinator:

Course Title: Strategic Management

Course Code: UGBMS306

Class: **SYBMS SEMESTER III**

Course Outcomes

The learner will be able to-

1. Describe the concept of strategy & strategic management.[1]*
2. Understand the process of strategic management.[2]*
3. Apply the strategic management process.[3]*
4. Analyse the models of strategic management. [4]*
5. Summarize the components of the business environment. [5]*
6. Prepare SWOT analysis of an organisation.[6]*

*Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating

Snaha

Course co-ordinator:

Course Title: Accounting for Managerial decisions

Course Code: UGBMS307

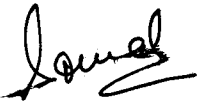
Class: SYBMS SEMESTER III

Course Outcomes

The learner will be able to -

1. Describe the concept & components of the Managerial Accounting system.[1]*
2. Understand and study the main disclosures required for preparation of financial statements of a company. [2]*
3. To solve, compare & contrast between ratios of different companies to draw comparative conclusions. [3]*
4. Analyse and interpret corporate financial statements with the help of Comparative, Common Size, Trend& Ratio Analysis concepts.[4]*
5. Summarise the components of an operating cycle.[5]*
6. Prepare Cash flow statements of a company.[6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

SEMESTER IV

Elective Finance:

Course Title: Auditing

Course Code: UGBMS401F

Class: SYBMS SEMESTER IV

Course Outcomes

The learner will be able to -

1. Define basic concepts of Auditing [1]*
2. Understand concept of Audit Programme. [2]*
3. Apply Methods of Audit Work. [3]*
4. Analyse different concept of Auditing Techniques. [4]*
5. Evaluate Audit of Assets book debts. [5]*
6. Create Audit Working Papers. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title : Strategic Cost Management

Course Code : UGBMS402F

Class : SYBMS SEMESTER IV

Course Outcomes

The learner will be able to -

1. Understand the concept of Strategic Cost Management.[1]*
2. Explain the Advantages and Limitations of Activity Based.[2]*
3. Calculate the variances.[3]*
4. Analyses the Value Analysis & Value Engineering, Wastage Control etc.[4]*
5. Compare the Cost Audit & the Management Audit.[5]*
6. Solve the sums on Activity Based Costing.[6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Elective Marketing:

Course Title: Integrated Marketing Communication

Course Code: UGBMS401M

Class: SYBMS SEMESTER IV

Course Outcomes

The learner will be able to -

1. Define communication process [1]*
2. Discuss problems in setting objectives of IMC program.[2]*
3. Apply concept of promotion in IMC [3].
4. Analyze reasons for growth of sales promotion. [4].
5. Evaluate effectiveness of direct marketing, Public relations & Personal Selling in IMC [5].
6. Design Questionnaire by using various Tools of IMC.[6]

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

M. S. S.

Course Co-ordinator:

Course Title : Rural Marketing

Course Code : UGBMS402M

Class : SYBMS SEMESTER IV

Course Outcomes

The learner will be able to -

1. State the different concepts and Problems of rural market [1]*
2. Understand the Demography and Economic Factors. [2]*
3. Applying the Consumption Pattern. [3]*
4. Analyse Consumer Behaviour and Social factors [4]*
5. Evaluate Distribution Strategies for Rural Consumers. [5]*
6. Create rural demand and Consumption Pattern.[6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sneha

Course Co-ordinator:

Elective Human Resource:

Course Title: Human Resource Planning and Information System

Course Code: UGBMS401H

Class: SYBMS SEMESTER IV

Course Outcomes

The learner will be able to-

1. Define the concepts job analysis, job design, job redesign. [1]*
2. Understand the process of HRP management [2]*
3. Understand mechanism of HRIS [3]*
4. Analyze security issues in HRIS. [4]*
5. Evaluate different activities for HRP [5]*
6. Create process of HRP during the process of recruitment [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sneha

Course Co-ordinator:

Course Title: Training & Development in HRM

Course Code: UGBMS402H

Class: SYBMS SEMESTER IV

Course Outcomes

The learner will be able to -

1. Define the concept of training in detail. [1]*
2. Understand the process of training. [2]*
3. Determine the Performance measurements– Appraisals, pitfalls & ethics of appraisal. [3]*
4. Analyse the counseling techniques with reference to development of employees, society and organization [4]*
5. Evaluate Knowledge Management Program. [5]*
6. Design Implementation of training program. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Mauli

Course Co-ordinator:

Compulsory Subjects:

Course Title: IT in Business Management – II

Course Code: UGBMS403

Class: SYBMS SEMESTER IV

Course Outcomes

The learner will be able to-

1. Describe Various types of Hacking.[1]*
2. Explain E- Business Risk management Issues. [2] *
3. Apply formulas in excel, including the use of built in functions, relatives and absolute references.[3] *
4. Distinguish between Relatives, Mixed and Absolute references in MS Excel. [4] *
5. Solve What- if – Analysis Problem with the help of MS Excel.[5] *
6. Create New Email Id. [6] *

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Foundation Course (Ethics and Governance)

Course Code: UGBMS404


Class: SYBMS SEMESTER IV

Course Outcomes

The learner will be able to-

1. Define types of Ethics. [1]*
2. Discuss Business Ethics.[2]*
3. Use different concepts of Ethics.[3]*
4. Analyse reasons to follow workplace Ethics... [4].
5. Recommend Ethics in Advertising & Marketing [5].
6. Prepare guidelines to promote workplace Ethics. [6].

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course co-ordinator:

Course Title: Business Economics-II

Course Code: UGBMS405

Class: SYBMS SEMESTER IV

Course Outcomes

The learner will be able to-

1. Recognize the difference between real and nominal economic data [1]*
2. Discuss macroeconomics meaning, scope and importance. [2]*
3. Use graphs in common economic applications. [3]*
4. Analyzing the effect of these factors on market dynamics. [4]*
5. Assess the role of domestic and international institutions and norms in shaping economics.[5]*
6. Generate current database concerning career opportunities for undergraduate majors and undergraduate options in economics. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Snehal

Course Co-ordinator:

Course Title: Business Research Methods

Course Code: UGBMS406

Class: SYBMS SEMESTER IV

Course Outcomes

The learner will be able to -

1. State the characteristics of Good research. (1)*
2. Compare and contrast between Qualitative and Quantitative research. (2)*
3. Construct the Hypothesis based on research (3)*
4. Classify the method of collection of primary data. (4)*
5. Decide the type of research (5)*
6. Design Questionnaire (6)*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]:Evaluating, [6]: Creating**

Manish

Course Co-ordinator:

Course Title: Production and Total Quality Management

Course Code: UGBMS407

Class: **SYBMS SEMESTER IV**

Course Outcomes

The learner will be able to -

1. Describe product development and various classification and product design. [1]
2. Understand importance and objectives of materials management.[2]*
3. Prepare a flow chart of Six sigma and goals of six sigma enablers. [3]*
4. Analyse the product and service quality dimensions. [4]*
5. Evaluate the objectivity and confidentiality of research. (5)
6. Design components and various objectives of production management. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sneha

Course Co-ordinator

Sneha

BOS Chairman

Princip

Principal

I/C PRINCIPAL

**KARMAVEER BHAURAO PATIL COLLEGE
VASHI, NAVI MUMBAI - 400 703.**

Elective Finance:

Course Title: Investment Analysis & Portfolio Mgmt

Course Code: UGBMS501F

Class: TYBMS SEMESTER V

Course Outcomes

The learner will be able to -

1. Remember the factors of Investment. [1]*
2. Understand the concept of Dow Theory. [2]*
3. Apply Strategies of Portfolio Management. [3]*
4. Calculate yield to maturity. [4]*
5. Distinguish between Fundamental Analysis V/s Technical Analysis. [5]*
6. Facilitate Price Chart, Line Chart, Bar Chart, Japanese Candle stick Chart. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title : Commodity and derivatives Market

Course Code : UGBMS502F

Class : TYBMS SEMESTER V

Course Outcomes

The learner will be able to-

1. Remember the history and origin of Commodities Market and Derivatives Market. (1)*
2. Understand the terminologies related to Commodities and Derivatives market. (2)*
3. Apply the Elements of a Derivative Contract. (3)*
4. Analyses the Trading in Derivatives Market. (4)*
5. Evaluate the Current Volumes of Derivative Trade in India. (5)*
6. Prepare the Structure of Commodities Market in India. (6)*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Wealth Management

Course Code: UGBMS503F

Class: **TYBMS SEMESTER V**

Course Outcomes

The learner will be able to-

1. Define on code of ethics of wealth manager. [1]*
2. Understand the relevance and importance of Insurance in wealth management. (2)*
3. Solve practical problems on Tax and Estate Planning. [3]*
4. Illustrate calculation on Human Life Value by using Belth Method. [4]*
5. Evaluate on Pension schemes and Annuities. [5]*
6. Prepare pre and post retirement strategies. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sonam

Course Co-ordinator:

Course Title: Course Title: Risk Management

Course Code: UGBMS504F

Class: **TYBMS SEMESTER V**

Course Outcomes

The learner will be able to-

1. Describe the concept of Risk Avoidance.[1]*
2. Understand the range of Stakeholders [2]*
3. Apply Nature of risk assurance, reports and challenges of risks. [3]*
4. Analyze difference between Risk Management v/s ERM. [4]*
5. Evaluate comprehensively risk governance and assurance with special reference to the insurance sector. (5)*
6. Design Risk Management & Risk Measures. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Bhenu

Course Co-ordinator:

Elective Marketing:

Course Title: Course Title: Service Marketing

Course Code: UGBMS501M

Class: TYBMS SEMESTER V

Course Outcomes

The learner will be able to-

1. Define services. [1]*
2. Understand distinctive features of services and key elements in services marketing. [2]*
3. Collect facts and information on recent trends in marketing of services. [3]*
4. Analyse the GAP model of service quality for managing service gaps to add value to the customer's perception of a service. [4]*
5. Evaluate the role of services in modern economy. [5]*
6. Plan service marketing mix. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Shruti

Course Co-ordinator:

Course Title: Course Title: E-commerce and Digital Marketing

Course Code: UGBMS502M

Class: TYBMS SEMESTER V

Course Outcomes

The learner will be able to-

1. Define Meaning, Nature of E-commerce and Categories of E-commerce. [1]*
2. Understand the concepts like E-Business, Data Warehouse, Customer Relationship Management, Supply Chain Management, Enterprise Resource Planning. [2]*
3. Determine factors responsible for growth of E-Commerce. [3]*
4. Analyse the Different phases of launching an E-Business [4]*
5. Evaluate different electronic payment systems. [5]*
6. Create websites, web designing [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Shruti

Course Co-ordinator:

Course Title: Course Title: Sales and Distribution Management


Course Code: UGBMS503M

Class: TYBMS SEMESTER V

Course Outcomes

1. Define Sales & Sales Management. [1]
2. Describe role of Distribution Management [2]*
3. Apply concept of theories of selling to enhance skills.[3]*
4. Analyse market and methods of sales forecasting.[4]*
5. Evaluate factors of Sales Quotas.[5]*
6. Design Questionnaire on Distribution Satisfaction Survey.[6]

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Course Co-ordinator: 

Course Title: Course Title: Customer Relationship Management

Course Code: UGBMS504M

Class: TYBMS SEMESTER V

Course Outcomes

The learner will be able to-

1. Define the concepts like Cross-Selling and Up-Selling.[1]*
2. Understand Customers: Customer Value, Customer Care [2]*
3. Illustrate Service Level Agreements [3]*
4. Analyse Online Analytical Processing (OLAP) [4]*
5. Evaluate trends in CRM. [5]*
6. Create websites, web designing [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Course Co-ordinator: 

Elective Human Resource:

Course Title: Course Title: Finance for HR professional and compensation management

Course Code: UGBMS501H

Class: **TYBMS SEMESTER V**

Course Outcomes

The learner will be able to-

1. Define the Legal Framework of Compensation in India [1]*
2. Understand the Technology and Incentives prerequisites. [2]*
3. Apply Compensation Tools of Job based and Skill based [3]*
4. Analyse the Factors contributing to Wage Differentials [4]*
5. Evaluate the Employee Compensation Act [5]*
6. Creating Elements of a Good Wage Plan. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sneha

Course Co-ordinator:

Course Title: Course Title: Strategic Human Resource Management and HR Policies

Course Code: UGBMS502H

Class: **TYBMS SEMESTER V**

Course Outcomes

The learner will be able to-

1. Identify relevant metrics in strategic human resource management. [1]*
2. Describe contemporary approaches to HR evaluation- balance score card, HR score card approach, steps in creating an HR scorecard, HR audit, benchmarking, and process of benchmarking, business excellence model. [2]*
3. Illustrate evolution, objectives, and barriers, to SHRM. [3]*
4. Differentiate between different types of HR Policies.[4]*
5. Distinguish between SHRM & Traditional HRM.[5]*
6. Designing incentives and reward systems. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sneha

Course Co-ordinator:

Course Title: Course Title: Performance Management and Career Planning

Course Code: UGBMS503H

Class: TYBMS SEMESTER V

Course Outcomes

The learner will be able to-

1. Define components of Performance Management [1]*
2. Describe Performance Managing & Monitoring [2]*
3. Relate concept of High Performance Teams. [3]*
4. Analyse implications of Ethics in Performance Management [4]*
5. Evaluate under performers & approaches to manage it.[5]*
6. Create a method for Performance Appraisal. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

M. Kaur
Course Co-ordinator:

Course Title: Course Title: Industrial Relations

Course Code: UGBMS504H

Class: TYBMS SEMESTER V

Course Outcomes

The learner will be able to-

1. Define the concept of Industrial Relation [1]*
2. Understand the characteristics of IR. [2]*
3. Apply principles of good industrial relations.[3]*
4. Analyse the causes of industrial disputes.[4]*
5. Justify the perquisites of collective bargaining.[5]*
6. Design the concept of collective bargaining. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

B. Shan
Course Co-ordinator:

SEMESTER V

Compulsory Subjects:

Course Title: Logistic and supply chain management

Course Code: UGBMS505

Class: TYBMS SEMESTER V

Course Outcomes

The learner will be able to -

1. Recall the Logistical Performance Cycle (1)*
2. Compare between Logistics and Supply Chain Management (2)*
3. Explain Techniques of Inventory Management (3)
4. Determine Objectives of Logistical Network Analysis (4)
5. Determine the Factors affecting Materials Handling Equipments (5)
6. Develop the Packaging Design (6)

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Corporate Communication and Public Relations

Course Code: UGBMS506

Class: TYBMS SEMESTER V

Course Outcomes

The learner will be able to -

1. Identify need and relevance of Corporate Communication. [1]*
2. Understand meaning and scope of Corporate Communication. [2]*
3. Examine advantages of Good corporate reputation. [3]*
4. Analyze essentials of Public relation.[4]*
5. Evaluate reasons of emerging International PR. [5]*
6. Develop content for corporate blog and plan for E-Internal Communication. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

SEMESTER VI

Compulsory Subject:

Course Title: Operation Research

Course Code: UGBMS605

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to -

1. Define Operation Research. Characteristics, Areas of Applications, Limitations of Operation Research. [1]*
2. Understand formulation of Linear Programming Problems. [2]*
3. Solve Linear Programming Problems graphically [3]*
4. Explain difference between CPM and PERT. [4]*
5. Find optimum solution by using Simplex method. [5]*
6. Construct a Network Diagram [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

D. Bhole

Course Co-ordinator:

Elective Marketing:

Course Title: Course Title: Brand Management

Course Code: UGBMS601M

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to-

1. Define Brand & Brand Management. [1]
2. Describe Brand Positioning. [2]*
3. Apply concept of strategies in Branding. [3]*
4. Analyse personalizing, Experiential, One-to-one & Permission marketing. [4]*
5. Evaluate various Brand Elements. [5]*
6. Build Brand through brand building blocks. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

M. Kaur

Course Co-ordinator:

Course Title: Course Title: Retail Management

Course Code: UGBMS602M

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to-

1. List the factors influencing retail management (1)
2. Discuss the Types, E-tailing (2)
3. Examine the Need for FDI in Indian Retail Scenario (3)
4. Differentiate the Green Retailing and Airport Retailing (4)
5. Determine the Functions of HRM in Retail (5)
6. Develop Retail Strategy. (6)

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Pawar.

Course Co-ordinator:

Course Title: Course Title: International Marketing

Course Code: UGBMS603M

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to-

1. Define meaning, definition and need of International Marketing. [1]*
2. Understand the concept of International Trade and Barriers to Trade. [2]*
3. Apply the ways of entering into the International Marketing like Franchising, Contract Manufacturing, etc., [3]*
4. Differentiation between Domestic and international Marketing. [4]*
5. Evaluate International economic institution, economic integration, political instability, political intervention, etc, [5]*
6. Design the distinction between various environmental factors like economic, political, technological, and cultural environment. [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Phadnis.

Course Co-ordinator:

Course Title: Course Title: Media Planning and Management

Course Code: UGBMS604M

Class: **TYBMS SEMESTER VI**

Course Outcomes

The learner will be able to-

1. Identify the Objectives of Media Planning (1)
2. Describe the challenges of media planning (2)
3. Apply Criteria in Media Buying (3)
4. Classify the Buying Process (4)
5. Decide the Scheduling Patterns (5)
6. Develop the Art of Media Buying (6)

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Elective Human Resource:

Course Title: Course Title: HRM in Global perspective

Course Code: UGBMS601H

Class: **TYBMS SEMESTER VI**

Course Outcomes

The learner will be able to-

1. Define the concepts International Recruitment and Selection, International Compensation.[1]*
2. Understand the concepts like PCNs and TCNs [2]*
3. Determine Emerging Trends in IHRM.[3]*
4. Analyse Challenges faced by Repatriates. [4]*
5. Evaluate Factors in Selection of Expatriate.[5]*
6. Design Criterion used for Performance Appraisal of International Employees [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**



Course Co-ordinator:

Course Title: Course Title: Organisational Development

Course Code: UGBMS602H

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to-

1. Define meaning, objective , importance and features of OD.[1]*
2. Describe relevance of OD for managers and participation of top management in OD.[2]*
3. Develop approaches of organizational effectiveness. [3]*
4. Analyze steps in OD intervention.[4]*
5. Compare traditional and modern techniques of OD interventions.[5]*
6. Design a plan for organizational change [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Shinde.

Course Co-ordinator:

Course Title: Course Title: HRM in Service sector management

Course Code: UGBMS603H

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to-

1. Define the concept of Human Element in Service Sector.[1]*
2. Understand the concept and growing importance of HRM in service sector.[2]*
3. Apply Interviewing Techniques in organization [3]*
4. Analyse Issues Faced by Front Line Employees [4]*
5. Evaluate Advantages of Delivering Services through Agents and Brokers.[5]*
6. Design new ideas of project to use their specific skill and knowledge (6)*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Mau.

Course Co-ordinator:

Course Title: Course Title: Human Resource Accounting & Audit

Course Code: UGBMS604H

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to-

1. Recall capitalized earning concept. [1]*
2. Understand HR Audit as intervention. [2]*
3. Apply principles of effective HR Auditing. [3]*
4. Analyse areas covered under HR Audit. [4]*
5. Evaluate HR Accounting Practices in India. [5]*
6. Design the process of HR Audit. [6] *

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Snehal

Course Co-ordinator:

Elective Finance:

Course Title: Course Title: International Finance

Course Code: UGBMS601F

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to-

1. State the Goals of International Finance (1)
2. Illustrate the Balance of Payment (2)
3. Solve Forward Quotation (3)
4. Compare FERA and FEMA (4)
5. Evaluate Interest Rate Arbitrage (5)
6. Discover the factors affecting Exchange Rate (6)

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Sonam

Course Co-ordinator:

Course Title: Course Title: Innovative Financial Services

Course Code: UGBMS602F

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to-

1. Describe term Factoring its types, cost advantages and disadvantages.[1]*
2. Discuss theoretical base of Financial Services Functions, Constituents, Growth and problems.[2]*
3. Explain Housing Finance Industry. [3]*
4. Compare Factoring and Forfeiting. [4]*
5. Distinguish between Factoring and Bill Discounting in receivable Management. [5]*
6. Create diagramme to elaborate Credit rating agencies in India.[6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Jkhalre.

Course Co-ordinator:

Course Title: Course Title: Project Management

Course Code: UGBMS603F

Class: TYBMS SEMESTER VI

Course Outcomes

The learner will be able to-

1. State market analysis, demand forecasting and project mix analysis.(1)*
2. Compare and contrast between market analysis and technical analysis (2)*
3. Apply various information tools E-commerce in project management. (3)
4. Analyses Capacity planning, developing effective procedural documentation. [4]*
5. Estimate projects in response to issues that arise internally and externally. (5)*
6. Design new ideas of project to use their specific skill and knowledge. (6)*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**

Co

Course Co-ordinator:

Course Title: Strategic Financial Management

Course Code: UGBMS604F

Class: TYBMS SEMESTER VI

Course Outcomes:

The learner will be able to-

1. Define the concept of Auditing. [1]*
2. Understand the concept of XBRL [2]*
3. Calculate Adjusted cut off rate by [3]*

a. Certainty Equivalent Method,

c. Sensitivity Technique,

d. Probability Technique,

e. Standard Deviation Method,

f. Co-efficient of Variation Method,


4. Compare the dividend according to Modigliani and Miller's Approach, Walter Model, Gordon Model [4]*

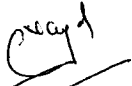
5. Evaluate the Practices of Corporate Governance in India [5]*

6. Construct the decision tree [6]*

***Note: [1]: Remembering, [2]: Understanding, [3]: Applying [4]: Analysing, [5]: Evaluating, [6]: Creating**


Course Co-ordinator


Programme
Co-ordinator


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