



Sinhgad Institutes

Sinhgad Technical Education Society's®

NBN SINHGAD TECHNICAL INSTITUTES CAMPUS

Approved by AICTE, New Delhi, Recognized by Government of Maharashtra &
Affiliated to University of Pune (ID No. - PU/PN/Engg/432/2012)

S. No. 10/1, Ambegaon (Budruk), Off Sinhgad Road, Pune 411041

• Tel. : +91-20-24355042 / 46, +91-20-24610880/881 • Tele Fax : +91-20-24355042 • Website : www.sinhgad.edu
• Email : nbnssoe@sinhgad.edu / nbnssoms@sinhgad.edu / nbnssocs@sinhgad.edu

VISION

उत्तमपुरुषान् उत्तमाभियंतृन् भनमातुं कटीबध्दाः वयम् ।

We are committed to produce not only good engineers but good human beings, also.

MISSION

“Holistic development of students and teachers is what we believe in and work for. We strive to achieve this by imbibing a unique value system, transparent work culture, excellent academic and physical environment conducive to learning, creativity and technology transfer. Our mandate is to generate, preserve and share knowledge for developing a vibrant society”.



Sinhgad Institutes

Sinhgad Technical Education Society's®

NBN SINHGAD TECHNICAL INSTITUTES CAMPUS

Approved by AICTE, New Delhi, Recognized by Government of Maharashtra &
Affiliated to University of Pune (ID No. - PU/PN/Engg/432/2012)

S. No. 10/1, Ambegaon (Budruk), Off Sinhgad Road, Pune 411041

• Tel. : +91-20-24355042 / 46, +91-20-24610880/881 • Tele Fax : +91-20-24355042 • Website : www.sinhgad.edu
• Email : nbnssoe@sinhgad.edu / nbnssoms@sinhgad.edu / nbnssocs@sinhgad.edu

MBA Department

Programme Outcomes (POs)

At the end of the MBA programme the learner will possess the

1. Generic and Domain Knowledge - Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues.
2. Problem Solving & Innovation - Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques.
3. Critical Thinking - Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions.
4. Effective Communication - Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large .
5. Leadership and Team Work - Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders.
6. Global Orientation and Cross-Cultural Appreciation: Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
7. Entrepreneurship - Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
8. Environment and Sustainability - Ability to demonstrate knowledge of and need for sustainable development and assess the impact of managerial decisions and business priorities on the societal, economic and environmental aspects.
9. Social Responsiveness and Ethics - Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
10. LifeLong Learning – Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills.



Sinhgad Institutes

Sinhgad Technical Education Society's®

NBN SINHGAD TECHNICAL INSTITUTES CAMPUS

Approved by AICTE, New Delhi, Recognized by Government of Maharashtra &
Affiliated to University of Pune (ID No. - PU/PN/Engg/432/2012)

S. No. 10/1, Ambegaon (Budruk), Off Sinhgad Road, Pune 411041

• Tel. : +91-20-24355042 / 46, +91-20-24610880/881 • Tele Fax : +91-20-24355042 • Website : www.sinhgad.edu
• Email : nbnssoe@sinhgad.edu / nbnssoms@sinhgad.edu / nbnssocs@sinhgad.edu

MBA Department

Programme Educational Objectives (PEOs):

- PEO1: Graduates of the MBA program will successfully integrate core, cross-functional and inter-disciplinary aspects of management theories, models and frameworks with the real world practices and the sector specific nuances to provide solutions to real world business, policy and social issues in a dynamic and complex world.
- PEO2: Graduates of the MBA program will possess excellent communication skills, excel in cross-functional, multidisciplinary, multi-cultural teams, and have an appreciation for local, domestic and global contexts so as to manage continuity, change, risk, ambiguity and complexity.
- PEO3: Graduates of the MBA program will be appreciative of the significance of Indian ethos and values in managerial decision making and exhibit value centered leadership.
- PEO4: Graduates of the MBA program will be ready to engage in successful career pursuits covering a broad spectrum of areas in corporate, non-profit organizations, public policy, entrepreneurial ventures and engage in lifelong learning.
- PEO5: Graduates of the MBA program will be recognized in their chosen fields for their managerial competence, creativity & innovation, integrity & sensitivity to local and global issues of social relevance and earn the trust & respect of others as inspiring, effective and ethical leaders, managers, entrepreneurs, intrapreneurs and change agents.

ANNEXURE I

GENERIC CORE (GC) COURSES – 3 Credits Each			
50 Marks CCE, 50 Marks ESE			
Course No.	Course Code	Course	Semester
101	GC – 01	Managerial Accounting	I
102	GC – 02	Organizational Behaviour	I
103	GC – 03	Economic Analysis for Business Decisions	I
104	GC – 04	Business Research Methods	I
105	GC – 05	Basics of Marketing	I
106	GC – 06	Digital Business	I
201	GC – 07	Marketing Management	II
202	GC – 08	Financial Management	II
203	GC – 09	Human Resources Management	II
204	GC – 10	Operations & Supply Chain Management	II
301	GC – 11	Strategic Management	III
302	GC – 12	Decision Science	III
303	GC – 13	Summer Internship Project*	III
401	GC – 14	Enterprise Performance Management	IV
402	GC – 15	Indian Ethos & Business Ethics	IV

* Six Credits

GENERIC ELECTIVES UNIVERSITY LEVEL (GE – UL) COURSES – 2 Credits Each			
00 Marks CCE , 50 Marks ESE			
Course #	Course Code	Course	Semester
Any 3 courses to be selected from the following list in Semester I			
107	GE - UL - 01	Management Fundamentals	I
108	GE - UL - 02	Indian Economy	I
109	GE - UL - 03	Entrepreneurship Development	I
110	GE - UL - 04	Essentials of Psychology for Managers	I
111	GE - UL - 05	Legal Aspects of Business	I
112	GE - UL - 06	Demand Analysis & Forecasting	I
Any 3 courses to be selected from the following list in Semester II			
207	GE - UL - 07	Contemporary Frameworks in Management	II
208	GE - UL - 08	Geopolitics & World Economic Systems	II
209	GE - UL - 09	Start Up and New Venture Management	II
210	GE - UL - 10	Qualitative Research Methods	II
211	GE - UL - 11	Business, Government & Society	II
212	GE - UL - 12	Business Process Re-engineering	II
Any 3 courses to be selected from the following list in Semester III			
306	GE - UL - 13	International Business Economics	III
307	GE - UL - 14	International Business Environment	III
308	GE - UL - 15	Project Management	III
309	GE - UL - 16	Knowledge Management	III
310	GE - UL - 17	Corporate Governance	III
311	GE - UL - 18	Management of Non-profit organizations	III
Any 2 courses to be selected from the following list in Semester IV			
405	GE - UL - 19	Global Strategic Management	IV
406	GE - UL - 20	Technology Competition and Strategy	IV
407	GE - UL - 21	Cyber Laws	IV
408	GE - UL - 22	Corporate Social Responsibility & Sustainability	IV

GENERIC ELECTIVES INSTITUTE LEVEL (GE – IL) COURSES – 2 Credits Each			
50 Marks CCE , 00 Marks ESE			
Course No.	Course Code	Course	Semester
Maximum 3 courses to be selected from the following list in Semester I			
113	GE - IL - 01	Verbal Communication Lab	I
114	GE - IL - 02	Enterprise Analysis & Desk Research	I
115	GE - IL - 03	Selling & Negotiation Skills Lab	I
116	GE - IL - 04	MS Excel	I
117	GE - IL - 05	Business Systems & Procedures	I
118	GE – IL- 06	Managing Innovation	I
119	GE – IL- 07	Foreign Language – I	I
Maximum 1 course to be selected from the following list in Semester II			
213	GE – IL - 08	Written Analysis and Communication Lab	II
214	GE – IL - 09	Industry Analysis & Desk Research	II
215	GE – IL - 10	Entrepreneurship Lab	II
216	GE – IL - 11	SPSS	II
217	GE – IL - 12	Foreign Language – II	II

SUBJECT CORE (SC) COURSES: Specialization – Marketing Management (MKT)			
3 Credits Each, 50 Marks CCE, 50 Marks ESE			
Course No.	Course Code	Course	Semester
205 MKT	SC – MKT- 01	Marketing Research	II
206 MKT	SC – MKT- 02	Consumer Behaviour	II
304 MKT	SC – MKT- 03	Services Marketing	III
305 MKT	SC – MKT- 04	Sales & Distribution Management	III
403 MKT	SC – MKT- 05	Marketing 4.0	IV
404 MKT	SC – MKT- 06	Marketing Strategy	IV

SUBJECT ELECTIVE (SE - IL) COURSES: Specialization – Marketing Management (MKT)			
2 Credits Each, 50 Marks CCE, 00 Marks ESE			
Course No.	Course Code	Course	Semester
Maximum 2 courses to be selected from the following list in Semester II			
217 MKT	SE – IL - MKT- 01	Integrated Marketing Communications	II
218 MKT	SE – IL - MKT- 02	Product & Brand Management	II
219 MKT	SE – IL - MKT- 03	Personal Selling Lab	II
220 MKT	SE – IL - MKT- 04	Digital Marketing - I	II
221 MKT	SE – IL - MKT- 05	Marketing of Financial Services - I	II
222 MKT	SE – IL - MKT- 06	Marketing of Luxury Products	II
Maximum 3 courses to be selected from the following list in Semester III			
312 MKT	SE – IL - MKT- 07	Business to Business Marketing	III
313 MKT	SE – IL - MKT- 08	International Marketing	III
314 MKT	SE – IL - MKT- 09	Digital Marketing - II	III
315 MKT	SE – IL - MKT- 10	Marketing of Financial Services - II	III
316 MKT	SE – IL - MKT- 11	Marketing Analytics	III
317 MKT	SE – IL - MKT- 12	Marketing of High Technology Products	III
Maximum 2 courses to be selected from the following list in Semester IV			
409 MKT	SE – IL - MKT- 13	Customer Relationship Management	IV
410 MKT	SE – IL - MKT- 14	Rural & Agriculture Marketing	IV
411 MKT	SE – IL - MKT- 15	Tourism & Hospitality Marketing	IV
412 MKT	SE – IL - MKT- 16	Retail Marketing	IV
413 MKT	SE – IL - MKT- 17	Retailing Analytics	IV
414 MKT	SE – IL - MKT- 18	Marketing to Emerging Markets & Bottom of the Pyramid	IV

SUBJECT CORE (SC) COURSES: Specialization – Financial Management (FIN)			
3 Credits Each, 50 Marks CCE, 50 Marks ESE			
Course No.	Course Code	Course	Semester
205 FIN	SC – FIN - 01	Financial Markets and Banking Operations	II
206 FIN	SC – FIN - 02	Personal Financial Planning	II
304 FIN	SC – FIN - 03	Advanced Financial Management	III
305 FIN	SC – FIN - 04	International Finance	III
403 FIN	SC – FIN - 05	Financial Laws	IV
404 FIN	SC – FIN - 06	Current Trends & Cases in Finance	IV

SUBJECT ELECTIVE (SE - IL) COURSES: Specialization – Financial Management (FIN)			
2 Credits Each, 50 Marks CCE, 00 Marks ESE			
Course No.	Course Code	Course	Semester
Maximum 2 courses to be selected from the following list in Semester II			
217 FIN	SE – IL - FIN - 01	Securities Analysis & Portfolio Management	II
218 FIN	SE – IL - FIN - 02	Futures and Options	II
219 FIN	SE – IL - FIN - 03	Direct Taxation	II
220 FIN	SE – IL - FIN - 04	Financial Reporting	II
221 FIN	SE – IL - FIN - 05	Retail Credit Management- Lending & Recovery	II
222 FIN	SE – IL - FIN - 06	Banking Laws & Regulations	II
223 FIN	SE – IL - FIN - 07	Fundamentals of Life Insurance – Products and Underwriting	II
224 FIN	SE – IL - FIN - 08	General Insurance - Health and Vehicle	II
Maximum 3 courses to be selected from the following list in Semester III			
312 FIN	SE – IL - FIN - 09	Behavioural Finance	III
313 FIN	SE – IL - FIN - 10	Technical Analysis of Financial Markets	III
314 FIN	SE – IL - FIN - 11	Commodities Markets	III
315 FIN	SE – IL - FIN – 12	Indirect Taxation	III
316 FIN	SE – IL - FIN – 13	Corporate Financial Restructuring	III
317 FIN	SE – IL - FIN - 14	Financial Modeling	III
318 FIN	SE – IL - FIN – 15	Digital Banking	III
319 FIN	SE – IL - FIN – 16	Treasury Management	III
320 FIN	SE – IL - FIN – 17	Project Finance and Trade Finance	III
321 FIN	SE – IL - FIN – 18	Insurance Laws & Regulations	III
322 FIN	SE – IL - FIN – 19	Marine Insurance	III
323 FIN	SE – IL - FIN – 20	Fire Insurance	III
Maximum 2 courses to be selected from the following list in Semester IV			
409 FIN	SE – IL - FIN – 21	Fixed Income Securities	IV
410 FIN	SE – IL - FIN – 22	Business Valuation	IV
411 FIN	SE – IL - FIN – 23	Risk Management	IV
412 FIN	SE – IL - FIN – 24	Strategic Cost Management	IV
413 FIN	SE – IL - FIN – 25	Rural and Micro Finance	IV
414 FIN	SE – IL - FIN - 26	Reinsurance	IV
415 FIN	SE – IL - FIN – 27	Agricultural Insurance	IV

SUBJECT CORE (SC) COURSES: Specialization – Human Resource Management (HRM)			
3 Credits Each, 50 Marks CCE, 50 Marks ESE			
Course No.	Course Code	Course	Semester
205 HR	SC – HRM – 01	Competency Based Human Resource Management	II
206 HR	SC – HRM – 02	Employee Relations & Labour Legislation	II
304 HR	SC – HRM - 03	Strategic Human Resource Management	III
305 HR	SC – HRM - 04	HR Operations	III
403 HR	SC – HRM - 05	Organizational Diagnosis & Development	IV
404 HR	SC – HRM - 06	Current Trends & Cases in Human Resource Management	IV

SUBJECT ELECTIVE (SE - IL) COURSES: Specialization – Human Resource Management (HRM)			
2 Credits Each, 50 Marks CCE, 00 Marks ESE			
Course No.	Course Code	Course	Semester
Maximum 2 courses to be selected from the following list in Semester II			
217 HRM	SE – IL - HRM - 01	Labour Welfare	II
218 HRM	SE – IL - HRM - 02	Lab in Recruitment and Selection	II
219 HRM	SE – IL - HRM - 03	Learning and Development	II
220 HRM	SE – IL - HRM - 04	Public Relations & Corporate Communications	II
221 HRM	SE – IL - HRM - 05	HR Analytics	II
222 HRM	SE – IL - HRM - 06	Conflict and Negotiation Management	II
Maximum 3 courses to be selected from the following list in Semester III			
312 HR	SE – IL - HRM - 07	Talent Management	III
313 HR	SE – IL - HRM - 08	Psychometric Testing and Assessment	III
314 HR	SE – IL - HRM - 09	HR perspective in Mergers and Acquisition	III
315 HR	SE – IL - HRM - 10	International HR	III
316 HR	SE – IL - HRM - 11	Mentoring and Coaching	III
317 HR	SE – IL - HRM - 12	Compensation and Reward management	III
318 HR	SE – IL - HRM - 13	Performance Management System	III
319 HR	SE – IL - HRM - 14	Change Management & New Technologies in HRM	III
Maximum 2 courses to be selected from the following list in Semester IV			
409 HR	SE – IL - HRM - 15	Labour Legislation	IV
410 HR	SE – IL - HRM - 16	Designing HR Policies	IV
411 HR	SE – IL - HRM - 17	Labour Economics and Costing	IV
412 HR	SE – IL - HRM - 18	Best Practices in HRM	IV
413 HR	SE – IL - HRM - 19	Employee Engagement and Ownership	IV
414 HR	SE – IL - HRM – 20	Leadership and Succession Planning	IV
415 HR	SE – IL - HRM - 21	E - HRM	IV

SUBJECT CORE (SC) COURSES: Specialization – Operations & Supply Chain Management (OSCM)**3 Credits Each, 50 Marks CCE, 50 Marks ESE**

Course No.	Course Code	Course	Semester
205 OSCM	SC – OSCM - 01	Services Operations Management - I	II
206 OSCM	SC – OSCM - 02	Supply Chain Management	II
304 OSCM	SC – OSCM - 03	Services Operations Management - II	III
305 OSCM	SC – OSCM - 04	Logistics Management	III
403 OSCM	SC – OSCM - 05	E Supply Chains & Logistics	IV
404 OSCM	SC – OSCM - 06	Industry 4.0	IV

SUBJECT ELECTIVE (SE - IL) COURSES : Specialization – Operations & Supply Chain Management (OSCM)			
2 Credits Each, 50 Marks CCE, 00 Marks ESE			
Course No.	Course Code	Course	Semester
Maximum 2 courses to be selected from the following list in Semester II			
217 OSCM	SE – IL - OSCM - 01	Planning & Control of Operations	II
218 OSCM	SE – IL - OSCM - 02	Productivity Management	II
219 OSCM	SE – IL - OSCM - 03	Inventory Management	II
220 OSCM	SE – IL - OSCM - 04	Theory of Constraints	II
221 OSCM	SE – IL - OSCM - 05	Quality Management Standards	II
222 OSCM	SE – IL - OSCM - 06	Service Value Chain Management	II
Maximum 3 courses to be selected from the following list in Semester III			
312 OSCM	SE – IL - OSCM – 07	Manufacturing Resource Planning	III
313 OSCM	SE – IL - OSCM – 08	Sustainable Supply Chains	III
314 OSCM	SE – IL - OSCM – 09	Business Excellence	III
315 OSCM	SE – IL - OSCM – 10	Toyota Production System	III
316 OSCM	SE – IL - OSCM – 11	Operations and Services Strategy	III
317 OSCM	SE – IL - OSCM – 12	Six Sigma for Operations	III
318 OSCM	SE – IL - OSCM – 13	Industrial Internet of Things	III
Maximum 2 courses to be selected from the following list in Semester IV			
409 OSCM	SE – IL - OSCM – 14	Enterprise Resource Planning	IV
410 OSCM	SE – IL - OSCM – 15	World Class Manufacturing	IV
411 OSCM	SE – IL - OSCM – 16	Supply Chain Strategy	IV
412 OSCM	SE – IL – OSCM – 17	Financial Perspectives in Operations Management	IV
413 OSCM	SE – IL - OSCM – 18	Facilities Planning	IV
414 OSCM	SE – IL - OSCM – 19	Purchasing and Supplier Relationship Management	IV
415 OSCM	SE – IL - OSCM - 20	Strategic Supply Chain Management	IV

SUBJECT CORE (SC) COURSES: Specialization – Business Analytics (BA)			
3 Credits Each, 50 Marks CCE, 50 Marks ESE			
Course No.	Course Code	Course	Semester
205 BA	SC – BA - 01	Basic Business Analytics using R	II
206 BA	SC – BA - 02	Data Mining	II
304 BA	SC – BA - 03	Advanced Statistical Methods using R	III
305 BA	SC – BA - 04	Machine Learning & Cognitive intelligence using Python	III
403 BA	SC – BA - 05	Economics of Network Industries	IV
404 BA	SC – BA - 06	Artificial Intelligence in Business Applications	IV

SUBJECT ELECTIVE (SE - IL) COURSES: Specialization – Business Analytics (BA)			
2 Credits Each, 50 Marks CCE, 00 Marks ESE			
Course No.	Course Code	Course	Semester
Maximum 2 courses to be selected from the following list in Semester II			
217 BA	SE – IL - BA - 01	Marketing Analytics	II
218 BA	SE – IL - BA - 02	Retailing Analytics	II
219 BA	SE – IL - BA - 03	Workforce Analytics	II
220 BA	SE – IL - BA - 04	Tableau	II
221 BA	SE – IL - BA - 05	Data Warehousing Project Life Cycle Management	II
Maximum 3 courses to be selected from the following list in Semester III			
312 BA	SE – IL - BA – 06	Social Media, Web & Text Analytics	III
313 BA	SE – IL - BA – 07	Industrial Internet of Things	III
314 BA	SE – IL - BA – 08	Supply Chain Analytics	III
315 BA	SE – IL - BA – 09	Cognos Analytics	III
316 BA	SE – IL - BA – 10	Predictive Modelling using SPSS Modeler	III
317 BA	SE – IL - BA – 11	E commerce Analytics - I	III
Maximum 2 courses to be selected from the following list in Semester IV			
409 BA	SE – IL - BA - 13	E Commerce Analytics - II	IV
410 BA	SE – IL - BA - 14	Healthcare Analytics	IV
411 BA	SE – IL - BA – 15	Watson	IV
412 BA	SE – IL - BA – 16	Scala and Spark	IV

ANNEXURE II – COURSE WISE DETAILED SYLLABUS

Generic Core Courses (Compulsory) – Semester I & II		
Semester I		101 – Managerial Accounting
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO101.1	REMEMBERING	DESCRIBE the basic concepts related to Accounting, Financial Statements, Cost Accounting, Marginal Costing, Budgetary Control and Standard Costing
CO101.2	UNDERSTANDING	EXPLAIN in detail, all the theoretical concepts taught through the syllabus.
CO101.3	APPLYING	PERFORM all the necessary calculations through the relevant numerical problems.
CO101.4	ANALYSING	ANALYSE the situation and decide the key financial as well as non-financial elements involved in the situation.
CO101.5	EVALUATING	EVALUATE the financial impact of the decision.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

MBA Department

Course Articulation Matrix

Course Title: Managerial Accounting		SPPU Course Code: GC- 101														
Designation of Course: Core Subjects																
Class: MBA-I		Semester: I										AY: 2021-22				
Teaching Scheme : Theory 3 Lectures/ week																
Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test		Assignment / Tut		Prilim Exam		Online / Insem				Endsem				
Practical		TV						TV		OR		PR				
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03	
GC-101 CO1	1	1	1	2	1	-	2	-	1	-	-	-	1	1	2	
GC-101 CO2	-	1	2	-	2	1	-	2	2	2	-	-	2	1	-	
GC-101 CO3	2	2	1	1	-	-	1	-	-	1	-	-	-	2	1	
GC-101 CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-	
GC-101 CO5	-	1	-	1	-	-	-	-	-	1	-	-	1	-	1	
GC-101 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
GC- 101	1.33	1.25	1.33	1.33	1.33	1.50	1.50	1.50	1.50	1.33	0.00	0.00	1.33	1.33	1.33	

CO-PO mapping is done with correlation level 1, 2, 3 and –

2: Moderately (Medium)

3: Substantially (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester I		102 - Organizational Behaviour
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO102.1	REMEMBERING	DESCRIBE the major theories, concepts, terms, models, frameworks and research findings in the field of organizational behavior.
CO102.2	UNDERSTANDING	EXPLAIN the implications of organizational behavior from the perspectives of employees, managers, leaders and the organization.
CO102.3	APPLYING	MAKE USE OF the Theories, Models, Principles and Frameworks of organizational behavior in specific organizational settings.
CO102.4	ANALYSING	DECONSTRUCT the role of individual, groups, managers and leaders in influencing how people behave and in influencing organizational culture at large.
CO102.5	EVALUATING	FORMULATE approaches to reorient individual, team, managerial and leadership behaviour in order to achieve organizational goals.
CO102.6	CREATING	ELABORATE UPON the challenges in shaping organizational behavior, organizational culture and organizational change.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix

Course Title: Organizational Behaviour		SPPU Course Code: GC-102													
Designation of Course: Professional															
Class: MBA-I		Semester: I										AY: 2021-22			
Teaching Scheme: Theory 3 Lectures/ week															
Assessment Tool		Internal Assessment Tool								External Assessment Tool					
Theory		Unit Test		Assignment / Tutorial		Prilim Exam				Online / Insem			Endsem		
Practical / Tutorial		TV								TV		OR	PR		
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
GC-102 CO1	1	1	1	2	1	-	2	-	1	-	-	-	-	-	-
GC-102 CO2	-	1	1	-	2	1	-	2	1	2	-	-	2	1	-
GC-102 CO3	2	2	1	1	-	-	1	-	-	1	-	-	-	2	1
GC-102 CO4	1	-	-	-	1	2	-	1	-	-	-	-	1	1	1
GC-102 CO5	-	1	-	1	-	-	-	-	-	1	-	-	1	-	1
GC-102 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GC-102	1.33	1.25	1.00	1.33	1.33	1.50	1.50	1.50	1.00	1.33	0.00	0.00	1.33	1.33	1.00

CO- PO mapping is done with correlation level 1, 2, 3 and --

1: Slightly (low)

2: Moderately (Medium)

3: Substantially (High)

-- : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester I		103 – Economic Analysis for Business Decisions
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO103.1	REMEMBERING	DEFINE the key terms in micro-economics.
CO103.2	UNDERSTANDING	EXPLAIN the key terms in micro-economics, from a managerial perspective.
CO103.3	APPLYING	IDENTIFY the various issues in an economics context and DEMONSTRATE their significance from the perspective of business decision making.
CO103.4	ANALYSING	EXAMINE the inter-relationships between various facets of micro-economics from the perspective of a consumer, firm, industry, market, competition and business cycles.
CO103.5	EVALUATING	DEVELOP critical thinking based on principles of micro-economics for informed business decision making.
CO103.6	CREATING	ANTICIPATE how other firms in an industry and consumers will respond to economic decisions made by a business, and how to incorporate these responses into their own decisions.



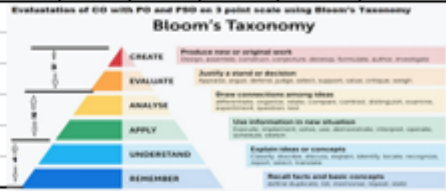
**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Economic Analysis for Business Decisions						SPPU Course Code: GC-103									
Designation of Course:	Core Subjects															
Class:	MBA-I						Semester: MBA-I AY: 2021-22									
Teaching Scheme:	Theory 3 Lectures/ week															
Assessment Tool	Internal Assessment Tool						External Assessment Tool									
Theory	Unit Test	Assignment / Tut	Prelim Exam	Online / Insem	Endsem											
Practical / Tutorial	TV			TV	OR	PR										
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03	
GC-103 CO1	1	1	1	2	1	-	2	-	1	-	-	-	1	1	2	
GC-103 CO2	-	1	2	-	2	1	-	2	2	2	-	-	2	1	-	
GC-103 CO3	2	2	1	1	-	-	1	-	-	1	-	-	-	2	1	
GC-103 CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-	
GC-103 CO5	-	1	-	1	-	-	-	-	-	1	-	-	1	-	1	
GC-103 CO6	-	1	1	1	2	1	-	2	1	1	-	-	1	-	1	
GC-103	1.33	1.20	1.25	1.25	1.50	1.33	1.50	1.67	1.33	1.25	0.00	0.00	1.25	1.33	1.25	

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)
- : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester I		104 - Business Research Methods
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO104.1	REMEMBERING	DEFINE various concepts & terms associated with scientific business research.
CO104.2	UNDERSTANDING	EXPLAIN the terms and concepts used in all aspects of scientific business research.
CO104.3	APPLYING	MAKE USE OF scientific principles of research to SOLVE contemporary business research problems.
CO104.4	ANALYSING	EXAMINE the various facets of a research problem and ILLUSTRATE the relevant aspects of the research process from a data driven decision perspective.
CO104.5	EVALUATING	JUDGE the suitability of alternative research designs, sampling designs, data collection instruments and data analysis options in the context of a given real-life business research problem from a data driven decision perspective.
CO104.6	CREATING	FORMULATE alternative research designs, sampling designs, data collection instruments, testable hypotheses, data analysis strategies and research reports to address real-life business research problems.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Business Research Methods					SPPU Course Code: GC-104									
Designation of Course:	Core Subjects														
Class:	MBA-I					Semester: I									
AY:						2021-22									
Teaching Scheme															
Assessment Tool		Internal Assessment Tool					External Assessment Tool								
Theory		Unit Test	Assignment / Tutorial	Prilim Exam		Online / Insem		Endsem							
Practical / Tutorial		TW				TW	OR	PR							
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
GC-104 CO1	1	1	1	2	1	-	1	1	1	-	-	-	1	1	1
GC-104 CO2	-	1	1	-	2	1	-	2	2	2	-	-	2	1	-
GC-104 CO3	2	2	1	1	1	-	2	-	-	1	-	-	-	2	1
GC-104 CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-
GC-104 CO5	-	1	-	1	-	-	-	-	-	1	-	-	1	-	1
GC-104 CO6	1	1	1	2	1	-	1	1	1	-	-	-	-	-	-
GC-104	1.25	1.20	1.00	1.50	1.20	1.50	1.33	1.25	1.33	1.33	0.00	0.00	1.33	1.33	1.00

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)
- : No corelation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester I		105 – Basics of Marketing
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO105.1	REMEMBERING	RECALL and REPRODUCE the various concepts, principles, frameworks and terms related to the function and role of marketing.
CO105.2	UNDERSTANDING	DEMONSTRATE the relevance of marketing management concepts and frameworks to a new or existing business across wide variety of sectors and ILLUSTRATE the role that marketing plays in the 'tool kit' of every organizational leader and manager.
CO105.3	APPLYING	APPLY marketing principles and theories to the demands of marketing function and practice in contemporary real world scenarios.
CO105.4	ANALYSING	EXAMINE and LIST marketing issues pertaining to segmentation, targeting and positioning, marketing environmental forces, consumer buying behavior, marketing mix and Product Life Cycle in the context of real world marketing offering (commodities, goods, services, e-products/ e-services).
CO105.5	EVALUATING	EXPLAIN the interrelationships between segmentation, targeting and positioning, marketing environment, consumer buying behavior, marketing mix and Product Life Cycle with real world examples.
CO105.6	CREATING	DISCUSS alternative approaches to segmentation, targeting and positioning, the marketing environment, consumer buying behavior, marketing mix and Product Life Cycle in the context of real world marketing offering (commodities, goods, services, e-products/ e-services.).



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix

Course Title: Basics of Marketing												SPPU Course Code: GC-105						
Designation of Course: Core Subjects																		
Class: MBA-I		Semester: I										AY: 2021-22						
Teaching Scheme																		
Assessment Tool		Internal Assessment Tool										External Assessment Tool						
Theory		Unit Test					Assignment / Tutorial					Prilim Exam		Online / Insem			Endsem	
Practical / Tutorial		TV										TV		OR		PR		
CO - PO Mapping																		
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03			
GC-105 CO1	1	1	1	2	1	-	1	-	1	-	-	-	1	1	2			
GC-105 CO2	-	1	2	-	2	1	-	2	2	2	-	-	2	1	-			
GC-105 CO3	2	2	1	1	-	-	2	-	-	1	-	-	-	2	1			
GC-105 CO4	1	-	-	-	1	2	-	2	-	-	-	-	-	-	-			
GC-105 CO5	-	1	-	1	-	-	-	-	-	1	-	-	1	-	1			
GC-105 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
GC-105	1.33	1.25	1.33	1.33	1.33	1.50	1.50	2.00	1.50	1.33	0.00	0.00	1.33	1.33	1.33			

CO- PO mapping is done with correlation level 1, 2, 3 and –
1: Slightly (low)
2: Moderately (Medium)
3: Substantionally (High)
– : No correlation between CO and PO



[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester I		106 – Digital Business
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO106.1	REMEMBERING	DESCRIBE the conceptual framework of e commerce, mobile commerce and social commerce.
CO106.2	UNDERSTANDING	SUMMARIZE the impact of information, mobile, social, digital, IOT and related technologies on society, markets & commerce.
CO106.3	APPLYING	ILLUSTRATE value creation & competitive advantage in a digital Business environment.
CO106.4	ANALYSING	EXAMINE the changing role of intermediaries, changing nature of supply chain and payment systems in the online and offline world.
CO106.5	EVALUATING	ELABORATE upon the various types of digital business models and OUTLINE their benefits and limitations.
CO106.6	CREATING	DISCUSS the various applications of Digital Business in the present day world.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:		Digital Business						SPPU Course Code: GC-106								
Designation of Course:		Core Subjects														
Class:		MBA-I						Semester: I								
Teaching Scheme								AY: 2021-22								
Assessment Tool		Internal Assessment Tool						External Assessment Tool								
Theory		Unit Test		Assignment / Tutorial		Prilim Exam		Online / Insem			Endsem					
Practical / Tutorial		TV						TV		OR		PR				
CO - PO Mapping																
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
GC-106	CO1	2	-	-	-	2	-	-	2	2	-	-	-	1	-	-
GC-106	CO2	-	1	1	-	-	2	-	-	-	1	-	-	-	2	2
GC-106	CO3	1	-	1	1	1	-	2	-	2	1	-	-	2	1	1
GC-106	CO4	1	2	2	-	-	1	1	-	-	-	-	-	-	-	1
GC-106	CO5	-			2	-	-	-	2	-	2	-	-	-	-	-
GC-106	CO6	-			-	-	-	-	-	-	-	-	-	-	-	-
GC-106		1.33	1.50	1.33	1.50	1.50	1.50	1.50	2.00	2.00	1.33	0.00	0.00	1.50	1.50	1.33

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantially (High)
 – : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester I		107 – Management Fundamentals
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO107.1	REMEMBERING	ENUMERATE various managerial competencies and approaches to management.
CO107.2	UNDERSTANDING	EXPLAIN the role and need of Planning, Organizing, Decision Making and Controlling.
CO107.3	APPLYING	MAKE USE OF the principles of goal setting and planning for simple as well as complex tasks and small projects.
CO107.4	ANALYSING	COMPARE and CONTRAST various organizational structures of variety of business and not-for-profit entities in a real world context.
CO107.5	EVALUATING	BUILD a list of the decision making criteria used by practicing managers, leaders and entrepreneurs in routine and non-routine decision making situations and EVALUATE and EXPLAIN the same.
CO107.6	CREATING	FORMULATE and DISCUSS a basic controlling model in a real life business, start-up and not-for-profit organizational context.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title: Management Fundamentals		SPPU Course Code: GE-UL-107													
Designation of Course: University Level															
Class: MBA-I		Semester: I			AY: 2021-22										
Teaching Scheme															
Assessment Tool		Internal Assessment Tool			External Assessment Tool										
Theory	Unit Test	Assignment / Tutorial	Prilim Exam	Online / Insem	Endsem										
Practical / Tutorial	TW			TW	OR	PR									
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
GE-UL-107 CO1	-	2	-	1	-	1	1	2	1	2			1	2	3
GE-UL-107 CO2	1	-	2	2	2	2	1		1	-			3	-	-
GE-UL-107 CO3	-	1	-	-	1	-	2	-	2	1			-	2	1
GE-UL-107 CO4	2	-	1	-	-	-	-	-	-				-	2	-
GE-UL-107 CO5	-	-	-	-	1	1	-	1	-	1			3	-	2
GE-UL-107 CO6	-	-	-	-	-	-	-	-	-	-			1	2	3
GE-UL-107	1.50	1.50	1.50	1.50	1.33	1.33	1.33	1.50	1.33	1.33	0.00	0.00	2.00	2.00	2.25

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantially (High)
- : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester I		109 – Entrepreneurship Development
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO109.1	REMEMBERING	DEFINE the key terms, LIST the Attributes and Characteristics of Entrepreneurs features and ENUMERATE the Factors influencing Entrepreneurship Growth.
CO109.2	UNDERSTANDING	DISCUSS various theories of entrepreneurship and the entrepreneurship development ecosystem in Indian context.
CO109.3	APPLYING	APPLY the theories of entrepreneurship and entrepreneurship development framework to analyze and identify entrepreneurial opportunities.
CO109.4	ANALYSING	DISCRIMINATE between potential options available for entrepreneur for embarking on establishing a Start Up
CO109.5	EVALUATING	EVALUATE the start up ecosystem and the entrepreneurial opportunities in light of requirements of a business plan.
CO109.6	CREATING	CREATE a business plan that captures entrepreneurs and variety of entrepreneur motivations, entrepreneur culture and sectoral opportunities and financing options.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:		Entrepreneurship Development										SPPU Course Code: GE-UL-109				
Designation of Course:		University Level														
Class:		MBA-I					Semester: I					AY: 2021-22				
Teaching Scheme																
Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test		Assignment / Tut			Prilim Exam			Online / Insem			Endsem			
Practical / Tutorial		TW								TW		OR		PR		
CO - PO Mapping																
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
GE-UL-109	CO1	-	1	2	-	2	1	-	2	2	2			2	1	-
GE-UL-109	CO2	2	2	1	1	-	-	1	-	-	1			-	2	1
GE-UL-109	CO3	1	-	-	-	1	2	-	1	-	-			-	-	-
GE-UL-109	CO4	-	1	-	1	-	-	2	2	1	1			1	-	1
GE-UL-109	CO5	-	1	-	2	-	-	1	-	-	-			1	1	-
GE-UL-109	CO6	1	1	2	1	-	2	-	1	-	-			2	1	-
GE-UL-109		1.33	1.20	1.67	1.25	1.50	1.67	1.33	1.50	1.50	1.33	0.00	0.00	1.50	1.25	1.00

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester I		112 – Demand Analysis and Forecasting
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO112.1	REMEMBERING	DESCRIBE the key terms associated with demand analysis, demand estimation and demand forecasting.
CO112.2	UNDERSTANDING	SUMMARIZE the use of demand forecasting in various functions of management.
CO112.3	APPLYING	IDENTIFY the pros and cons of various forecasting methods
CO112.4	ANALYSING	DECONSTRUCT a forecast into its various components
CO112.5	EVALUATING	BUILD a forecast for common products and services using time-series data.



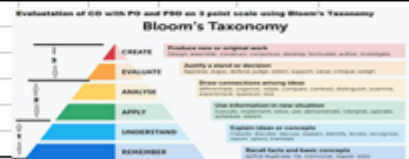
**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Demand Analysis & Forecasting										SPPU Course Code: GE-UL-112					
Designation of Course:	University Level															
Class:	MBA-I					Semester: I					AY: 2021-22					
Teaching Scheme																
Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test			Assignment / Tut			Prilim Exam				Online / Insem			Endsem	
Practical / Tutorial		TW										TW		OR		PR
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
GE-UL-112 CO1	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-	
GE-UL-112 CO2	-	1	-	1	-	-	-	-	1	1	-	-	1	-	1	
GE-UL-112 CO3	-	1	-	2	-	-	1	2	-	-	-	-	1	1	-	
GE-UL-112 CO4	1	1	2	1	-	2	2	1	-	-	-	-	2	1	-	
GE-UL-112 CO5	1	2	-	2	1	-	1	1	1	1	-	-	-	2	1	
GE-UL-112 CO6	2	1	1	-	-	1	-	-	1	-	-	-	1	-	-	
GE-UL-112	1.25	1.20	1.50	1.50	1.00	1.67	1.33	1.25	1.00	1.00	0.00	0.00	1.25	1.33	1.00	

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)
- : No correlation between CO and PO



[Signature]

Course coordinator

[Signature]

Programme Coordinator

[Signature]

Director

Semester I		113 - Verbal Communication Lab
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO113.1	REMEMBERING	RECOGNIZE the various elements of communication, channels of communication and barriers to effective communication.
CO113.2	UNDERSTANDING	EXPRESS themselves effectively in routine and special real world business interactions.
CO113.3	APPLYING	DEMONSTRATE appropriate use of body language.
CO113.4	ANALYSING	TAKE PART IN professional meetings, group discussions, telephonic calls, elementary interviews and public speaking activities.
CO113.5	EVALUATING	APPRAISE the pros and cons of sample recorded verbal communications in a business context.
CO113.6	CREATING	CREATE and DELIVER effective business presentations, using appropriate technology tools, for common business situations.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Verbal Communication Lab					SPPU Course Code:	GE-IL-113								
Designation of Course:	Institute Level														
Class:	MBA-I					Semester:	I								
AY:						AY:	2021-22								
Teaching Scheme															
Assessment Tool	Internal Assessment Tool					External Assessment Tool									
Theory	Unit Test	Assignment / Tut	Prilim Exam			Online / Insem	Endsem								
Practical / Tutorial	TW					TW	OR	PR							
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
GE-IL-113 CO1	1	1	2	1	-	2	2	2	-	-			2	1	-
GE-IL-113 CO2	1	2	-	2	1	-	2	1	1	1			-	2	1
GE-IL-113 CO3	2	1	1	-	-	1	-	-	1	1			1	-	-
GE-IL-113 CO4	-	-	-	1	2	-	1	-	-	1			-	1	2
GE-IL-113 CO5	1	-	1	-	-	-	-	2	1	-			1	-	-
GE-IL-113 CO6				2	0	1	0	0	1				1	2	
GE-IL-113	1.25	1.33	1.33	1.50	1.00	1.33	1.25	1.25	1.00	1.00	0.00	0.00	1.25	1.50	1.50

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2 : Moderately (Medium)

3 : Substantionally (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester I		114 - Enterprise Analysis - Desk Research
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO114.1	REMEMBERING	DESCRIBE the key historical, organizational, market related, financial, governance, leadership and social responsibility dimensions of a real world business organization.
CO114.2	UNDERSTANDING	SUMMARIZE the regional, national and global footprint of a real world business organization.
CO114.3	APPLYING	DEMONSTRATE the use of secondary – offline and online resources to profile a real world business organization.
CO114.4	ANALYSING	ANALYSE, using tables and charts, the trends in market standing and financial performance of a real world business organization over the last 5 years.
CO114.5	EVALUATING	COMPOSE a succinct summary of future plans of a real world business organization the company website, shareholders reports and other information available in the public domain.
CO114.6	CREATING	IMAGINE the key challenges and opportunities for a real world business organization in the immediate future (1 to 3 years).



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix																
Course Title:	Enterprise Analysis & Desk Research										SPPU Course Code: GE-IL-114					
Designation of Course:	Institute Level															
Class:	MBA-I					Semester: I					AY: 2021-22					
Teaching Scheme																
Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test		Assignment / Tut		Prilim Exam		Online / Insem					Endsem			
Practical / Tutorial		TV						TV		OR			PR			
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03	
GE-IL-114 CO1	1	-	-	1	2	-	2	1	2	-	-	-	1	3	-	
GE-IL-114 CO2	-	2	2	1	-	2	1	1	-	1	-	-	-	2	2	
GE-IL-114 CO3	2	-	1	1	-	1	2	2	1	1	-	-	2	3	3	
GE-IL-114 CO4	-	2	1	-	-	-	1	2	1	-	-	-	3	-	1	
GE-IL-114 CO5	-	-	2	2	-	-	-	1	-	2	-	-	-	-	-	
GE-IL-114 CO6	-	1	1	-	-	-	-	1	-	-	-	-	-	-	-	
GE-IL-114	1.50	1.67	1.40	1.25	2.00	1.50	1.50	1.33	1.33	1.33	0.00	0.00	2.00	2.67	2.00	

Evaluation of CO with PO and PS0 on a point scale using Bloom's Taxonomy

CO-PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)
2: Moderately (Medium)
3: Substantially (High)
– : No correlation between CO and PO

[Signature]

Course coordinator

[Signature]

Programme Coordinator

[Signature]

Director

Semester I		116 - MS Excel
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO116.1	REMEMBERING	SELECT appropriate menus and functions of MS Excel to Create, Format, Import, Merge, Save, Print Spreadsheets & Charts using business data.
CO116.2	UNDERSTANDING	SHOW how to do basic troubleshooting and fix mistakes most people make when working with spreadsheets.
CO116.3	APPLYING	USE various functions of MS Excel, Execute pivot table analysis, common (and powerful functions), and different types of lookups (vlookup, hlookup, and index/match).
CO116.4	ANALYSING	ILLUSTRATE the use of the most commonly used data-manipulation commands in MS Excel.
CO116.5	EVALUATING	DERIVE insights from multiple data sources in MS EXCEL and work with it to answer relevant business questions.
CO116.6	CREATING	CREATE standard Excel Templates for routine business data management and analysis activities.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	MS Excel										SPPU Course Code: GE-IL-116							
Designation of Course:	Institute Level																	
Class:	MBA-I					Semester: I					AY: 2021-22							
Teaching Scheme																		
Assessment Tool		Internal Assessment Tool										External Assessment Tool						
Theory		Unit Test		Assignment / Tutorial			Prilim Exam					Online / Insem		Endsem				
Practical / Tutorial		TW										TW		OR		PR		
CO - PO Mapping																		
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3			
GE-IL-116 CO1	1	1	1	2	1	-	1	2	1		-	-	1	1	2			
GE-IL-116 CO2	-	1	2	-	2	1	2	1		1	-	-	2	1	-			
GE-IL-116 CO3	2	2	1	1	-	-	1	2	-	1	-	-	-	2	1			
GE-IL-116 CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-			
GE-IL-116 CO5	-	1	-	1	-	-	-	-	1	1	-	-	1	-	1			
GE-IL-116 CO6	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-			
GE-IL-116	1.33	1.20	1.33	1.50	1.33	1.50	1.25	1.50	1.00	1.00	0.00	0.00	1.25	1.25	1.33			

CO- PO mapping is done with corelation level 1, 2, 3 and --

1: Slightly (low)

2 : Moderately (Medium)

3 : Substantionally (High)

-- : No corelation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester II		201 – Marketing Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO201.1	REMEMBERING	DESCRIBE the key terms associated with the 4 Ps of marketing.
CO201.2	UNDERSTANDING	COMPARE and CONTRAST various approaches to pricing for a real world marketing offering (commodities, goods, services, e-products/ e-services.)
CO201.3	APPLYING	DEMONSTRATE an understanding of various channel options for a real world marketing offering (commodities, goods, services, e-products/ e-services.)
CO201.4	ANALYSING	EXAMINE the product line of a real world marketing offering (commodities, goods, services, e-products/ e-services.)
CO201.5	EVALUATING	EXPLAIN the role of various communication mix elements for a real world marketing offering (commodities, goods, services, e-products/ e-services.)
CO201.6	CREATING	DESIGN a marketing plan for a real world marketing offering (commodities, goods, services, e-products/ e-services.)



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Marketing Management										SPPU Course Code: GC-201				
Designation of Course:	Core Subjects														
Class:	MBA-I					Semester: II					AY: 2021-22				
Teaching Scheme															
Assessment Tool		Internal Assessment Tool								External Assessment Tool					
Theory		Unit Test		Assignment / Tut		Prilim Exan		Online / Insem			Endsem				
Practical / Tutorial		TV						TV	OR	PR					
CO - PO Mapping															
CO / PO	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010	P011	P012	PS01	PS02	PS03
GC-201 CO1	-	1	1	-	2	1	-	1					2	1	-
GC-201 CO2	2	2	1	1	-	-	1	2	1	1	-	-	-	2	1
GC-201 CO3	1	-	-	-	1	2	2	2	-	1	-	-	-	-	-
GC-201 CO4	-	1	-	1	-	-	-	-	1	1	-	-	1	-	1
GC-201 CO5	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-
GC-201 CO6	2	2	1			2	1	-	1	-			-	-	-
GC-201	1.67	1.40	1.00	1.33	1.50	1.67	1.25	1.67	1.00	1.00	0.00	0.00	1.33	1.33	1.00

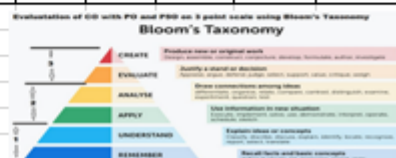
CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester II		202 – Financial Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO202.1	REMEMBERING	DESCRIBE the basic concepts related to Financial Management, Various techniques of Financial Statement Analysis, Working Capital, Capital Structure, Leverages and Capital Budgeting.
CO202.2	UNDERSTANDING	EXPLAIN in detail all theoretical concepts throughout the syllabus
CO202.3	APPLYING	PERFORM all the required calculations through relevant numerical problems.
CO202.4	ANALYSING	ANALYZE the situation and <ul style="list-style-type: none"> comment on financial position of the firm estimate working capital required decide ideal capital structure evaluate various project proposals
CO202.5	EVALUATING	EVALUATE impact of business decisions on Financial Statements, Working Capital, Capital Structure and Capital Budgeting of the firm

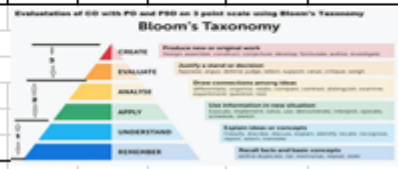


SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEOGAN (BK), PUNE - 41

Course Articulation Matrix

Course Title: Financial Management		SPPU Course Code: GC-202														
Designation of Course: Core Subjects																
Class: MBA-I		Semester: II										AY: 2021-22				
Teaching Scheme																
Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test		Assignment / Tut		Prilim Exam		Online / Insem				Endsem				
Practical / Tutorial		TW						TW				OR		PR		
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03	
GC-202 CO1	1	-	1	-	-	-	2	1	1	1	-	-	-	1	-	
GC-202 CO2	1	-	2	-	-	1	2	2	-	1	-	-	1	-	1	
GC-202 CO3	1	2	1	-	2	-	1	2	-	1	-	-	1	-	2	
GC-202 CO4	2	-	2	1	-	1	1	-	1	-	-	-	2	1	3	
GC-202 CO5	1	1	-	-	1	-	-	1	-	1	-	-	-	-	3	
GC-202 CO6	2	2	1	1	1	1	1	1	1	1	-	-	-	-	-	
GC-202	1.33	1.67	1.40	1.00	1.33	1.00	1.40	1.40	1.00	1.00	0.00	0.00	1.33	1.00	2.25	

CO- PO mapping is done with correlation level 1, 2, 3 and —
1: Slightly (low)
2: Moderately (Medium)
3: Substantionally (High)
— : No correlation between CO and PO



[Signature]
Course coordinator

[Signature]
Programe Coordinator

[Signature]
Director

Semester II		203 – Human Resource Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO203.1	REMEMBERING	DESCRIBE the role of Human Resource Function in an Organization.
CO203.2	REMEMBERING	ENUMERATE the emerging trends and practices in HRM.
CO203.3	UNDERSTANDING	ILLUSTRATE the different methods of HR Acquisition and retention.
CO203.4	APPLYING	DEMONSTRATE the use of different appraisal and training methods in an Organization.
CO203.5	ANALYSING	OUTLINE the compensation strategies of an organization
CO203.6	EVALUATING	INTERPRET the sample job descriptions and job specifications for contemporary entry level roles in real world organizations.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

5	Course Title:	Human Resources Management										SPPU Course Code: GC-203				
	Designation of Course:	Core Subjects														
	Class:	MBA-I					Semester: II					AY: 2021-22				
	Teaching Scheme															
	Assessment Tool	Internal Assessment Tool					External Assessment Tool									
	Theory	Unit Test	Assignment / Tut	Prelim Exam						Online / Insem	Endsem					
	Practical / Tutorial	TV								TV	OR	PR				
	CO - PO Mapping															
	CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
	GC-203 CO1	2	1	1	-	2	-	-	-	1	-	-	-	1	-	-
	GC-203 CO2	-	2	2	-	1	2	-	-	-	1	-	-	-	2	2
	GC-203 CO3	1	-	-	1	-	1	1	2	1	1	-	-	2	1	1
	GC-203 CO4	1	2	1	-	-	-	1	2	-	-	-	-	-	-	1
	GC-203 CO5	-	-	1	2	-	-	2	2	-	2	-	-	-	-	-
	GC-203 CO6	-	1	1	-	-	-	-	1	-	-	-	-	-	-	-
	GC-203	1.33	1.50	1.20	1.50	1.50	1.50	1.33	1.75	1.00	1.33	0.00	0.00	1.50	1.50	1.33

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)
- : No correlation between CO and PO



[Signature]
Course coordinator

[Signature]
Programe Coordinator

[Signature]
Director

Semester II		204 – Operations & Supply Chain Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO204.1	REMEMBERING	DEFINE basic terms and concepts related to Production, Operations, Services, Supply Chain and Quality Management.
CO204.2	UNDERSTANDING	EXPLAIN the process characteristics and their linkages with process-product matrix in a real world context.
CO204.3	APPLYING	DESCRIBE the various dimensions of production planning and control and their inter-linkages with forecasting.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Operations and supply chain Management										SPPU Course Code: GC-204						
Designation of Course:	Core Subjects																
Class:	MBA-I					Semester: II					AY: 2021-22						
Teaching Scheme																	
Assessment Tool		Internal Assessment Tool										External Assessment Tool					
Theory		Unit Test		Assignment / Tutorial			Prilim Exam					Online / Insem			Endsem		
Practical / Tutorial		TW										TW		OR		PR	
CO - PO Mapping																	
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03	
GC-204	CO1	2	-	2	-	1	-	-	-	1	-	-	-	1	-	2	
GC-204	CO2	-	2	-	-	1	2	2	3	-	1	-	-	-	1	1	
GC-204	CO3	2	-	2	1	-	-	1	-	1	2	-	-	2	-	-	
GC-204	CO4	-	1	-	-	-	-	2	1	-	-	-	-	-	2	-	
GC-204	CO5	1	-	1	2	-	1	-	1	-	2	-	-	-	-	1	
GC-204	CO6	-	3	-	-	-	-	-	1	-	-	-	-	-	-	-	
GC-204		1.67	2.00	1.67	1.50	1.00	1.50	1.67	1.50	1.00	1.67	0.00	0.00	1.50	1.50	1.33	

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)
- : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester II		208 - Geopolitics & World Economic Systems
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: At the end of this course, the learner shall be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO208.1	REMEMBERING	ENUMERATE the various elements of global economic system.
CO208.2	UNDERSTANDING	EXPLAIN the role of key trade organizations in the global economic system.
CO208.3	APPLYING	IDENTIFY the crucial elements of international trade laws.
CO208.4	ANALYSING	ANALYSE the forces that work for and against globalization.
CO208.5	EVALUATING	ASSESS the impact of the elements of the Global Economic System on the India Economy.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Geopolitics & World Economic Systems						SPPU Course Code: GE-UL-208									
Designation of Course:	University Level															
Class:	MBA-I			Semester: II			AY: 2021-22									
Teaching Scheme																
Assessment Tool		Internal Assessment Tool						External Assessment Tool								
Theory		Unit Test	Assignment / Tut	Prilim Exam			Online / Insem			Endsem						
Practical / Tutorial		TW					TW	OR		PR						
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03	
GE-UL-208 CO1	1	1	1	2	1	-	1	-	1	-	-	-	1	1	2	
GE-UL-208 CO2	-	1	2	-	2	1	3	1			-	-	2	1	-	
GE-UL-208 CO3	2	2	1	1	-	-	1	3	1	1	-	-	-	2	1	
GE-UL-208 CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-	
GE-UL-208 CO5	-	1	-	1	-	-	-	-	-	1	-	-	1	-	1	
GE-UL-208 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
GE-UL-208	1.33	1.25	1.33	1.33	1.33	1.50	1.67	1.67	1.00	1.00	0.00	0.00	1.33	1.33	1.33	

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)
- : No corelation between CO and PO



[Signature]
Course coordinator

[Signature]
Programme Coordinator

[Signature]
Director

Semester II		209 - Start Up and New Venture Management
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO209.1	REMEMBERING	DESCRIBE the strategic decisions involved in establishing a startup.
CO209.2	UNDERSTANDING	EXPLAIN the decision making matrix of entrepreneur in establishing a startup.
CO209.3	APPLYING	IDENTIFY the issues in developing a team to establish and grow a startup
CO209.4	ANALYSING	FORMULATE a go to market strategy for a startup.
CO209.5	EVALUATING	DESIGN a workable funding model for a proposed startup.
CO209.6	CREATING	DEVELOP a convincing business plan description to communicate value of the new venture to customers, investors and other stakeholders.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Start Up and New Venture Management					SPPU Course Code: GE-UL-209									
Designation of Course:	University Level														
Class:	MBA-I					Semester: II									
Teaching Scheme						AY: 2021-22									
Assessment Tool	Internal Assessment Tool					External Assessment Tool									
Theory	Unit Test	Assignment / Tut	Prilim Exam			Online / Insem		Endsem							
Practical / Tutorial	TV					TV	OR	PR							
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10			PS01	PS02	PS03
GE-UL-209 CO1	1	1	2	1	-	2	2	1	-	-	-	-	1	2	1
GE-UL-209 CO2	1	2	-	2	1	-	1	2	-	-	-	-	1	-	2
GE-UL-209 CO3	2	1	1	-	-	1	-	1	1	1	-	-	2	2	-
GE-UL-209 CO4	-	-	-	1	2	-	2	-	-	-	-	-	-	-	-
GE-UL-209 CO5	1	-	1	-	-	-	-	-	1	2	-	-	-	1	1
GE-UL-209 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GE-UL-209	1.25	1.33	1.33	1.33	1.50	1.50	1.67	1.33	1.00	1.50	0.00	0.00	1.33	1.67	1.33

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantially (High)

– : No corelation between CO and PO

Evaluation of CO with PO and PS0 on 3 point scale using Bloom's Taxonomy



Course coordinator

Programme Coordinator

Director

Semester II		210 – Qualitative Research Methods
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOME
CO210.1	REMEMBERING	ENUMERATE the key terms associated with Qualitative research approach.
CO210.2	UNDERSTANDING	COMPARE and CONTRAST Qualitative research approach with the Quantitative approach.
CO210.3	APPLYING	CONSTRUCT appropriate research and sampling designs for Qualitative research work in real world business and non-business contexts
CO210.4	ANALYSING	ILLUSTRATE the use of appropriate qualitative research methods in real world business and non-business contexts.
CO210.5	EVALUATING	EVALUATE the quality of Qualitative Research work
CO210.6	CREATING	COMBINE Qualitative and Quantitative research approaches in a real world research project.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																
Course Title:	Qualitative Research Methods										SPPU Course Code: GE-UL-210					
Designation of Course:	University Level															
Class:	MBA-I					Semester: II					AY: 2021-22					
Teaching Scheme																
Assessment Tool		Internal Assessment Tool							External Assessment Tool							
Theory		Unit Test		Assignment / Tut		Prilim Exam			Online / Insem				Endsem			
Practical / Tutorial		TV							TV		OR		PR			
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
GE-UL-210 CO1	2	1	-	2	-	1	-	1	1	1			1	2	1	
GE-UL-210 CO2	-	2	1	-	2	2	1	3	1	2			1	-	1	
GE-UL-210 CO3	1	-	-	1	-	-	2	1		-			2	1	-	
GE-UL-210 CO4	-	1	2	-	1	-	-	-	2	-			-		2	
GE-UL-210 CO5	1	-	-	-	-	-		-	-	1			-	1	2	
GE-UL-210 CO6	-	-	-	-	-	-	-	-	-	-			-	-	-	
GE-UL-210	1.33	1.33	1.50	1.50	1.50	1.50	1.50	1.67	1.33	1.33	0.00	0.00	1.33	1.33	1.50	

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No correlation between CO and PO



[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester II		215 – Entrepreneurship Lab
2 Credits	LTP: 0:3:1	Generic Elective – Institute Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO215.1	REMEMBERING	IDENTIFY a basket of potential business opportunities in the local, regional or national context.
CO215.2	UNDERSTANDING	COMPARE and CONTRAST the shortlisted business opportunities to SELECT the most suitable / promising opportunity.
CO215.3	APPLYING	DEVELOP a business model around the shortlisted business opportunity.
CO215.4	ANALYSING	FORMULATE the organization structure for the proposed start up
CO215.5	EVALUATING	EVALUATE the market potential and ESTIMATE the financing requirements for the initial 1 to 3 years after launch.
CO215.6	CREATING	CREATE a proposal for funding the start up.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Entrepreneurship Lab										SPPU Course Code: SE - IL-215							
Designation of Course:	Institute Level																	
Class:	MBA-I					Semester: II					AY: 2021-22							
Teaching Scheme																		
Assessment Tool		Internal Assessment Tool										External Assessment Tool						
Theory		Unit Test		Assignment / Tutorial			Prilim Exam					Online / Insem			Endsem			
Practical / Tutorial		TW										TW			OR		PR	
CO - PO Mapping																		
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03			
SE - IL-215 CO1	1	1	1	2	1	-	2	1	1	-	-	-	1	1	2			
SE - IL-215 CO2	-	1	2	-	2	1	-	1	1	1	-	-	2	1	-			
SE - IL-215 CO3	2	2	1	1	-	-	2	-	-	2	-	-	-	2	1			
SE - IL-215 CO4	1	-	-	-	1	2	-	3	-	-	-	-	-	-	-			
SE - IL-215 CO5	-	1	-	1	-	-	-	2	-	1	-	-	1	-	1			
SE - IL-215 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
SE - IL-215	1.33	1.25	1.33	1.33	1.33	1.50	2.00	1.75	1.00	1.33	0.00	0.00	1.33	1.33	1.33			

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantially (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester II		205MKT: Marketing Research
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO205MKT.1	REMEMBERING	IDENTIFY and DESCRIBE the key steps involved in the marketing research process.
CO205MKT.2	UNDERSTANDING	COMPARE and CONTRAST various research designs, data sources, data collection instruments, sampling methods and analytical tools and SUMMARIZE their strengths & weaknesses.
CO205MKT.3	APPLYING	DEMONSTRATE an understanding of the ethical framework that market research needs to operate within.
CO205MKT.4	ANALYSING	ANALYSE quantitative data and draw appropriate Inferences to address a real life marketing issue.
CO205MKT.5	EVALUATING	DESIGN a market research proposal for a real life marketing research problem and EVALUATE a market research proposal.
CO205MKT.6	CREATING	PLAN and UNDERTAKE qualitative or quantitative Market Research and demonstrate the ability to appropriately analyse data to resolve a real life marketing issue.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Marketing Research					SPPU Course Code:	SC- 205 MKT								
Designation of Course:	Core Subjects														
Class:	MBA-I					Semester:	II								
Teaching Scheme						AY:	2021-22								
Assessment Tool	Internal Assessment Tool					External Assessment Tool									
Theory	Unit Test	Assignment / Tut	Prilim Exam			Online / Insem	Endsem								
Practical / Tutorial	TV					TV	OR	PR							
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SC- 205 MKT CO1	2	1	-	2	-	1	-	1	1	1			1	2	1
SC- 205 MKT CO2	-	2	1	-	2	2	2	3	1	2			1	-	1
SC- 205 MKT CO3	1	-	-	1	-	-	1	2	2	-			2	1	-
SC- 205 MKT CO4	-	1	2	-	1	-	-	-	-	-			-	-	2
SC- 205 MKT CO5	1	-	-	-	-	-	1	-	-	1			-	1	2
SC- 205 MKT CO6	-	1	-	1	-	1	-	1	-	-			1	1	2
SC- 205 MKT	1.33	1.25	1.50	1.33	1.50	1.33	1.33	1.75	1.33	1.33	0.00	0.00	1.25	1.25	1.60

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantially (High)
- : No correlation between CO and PO



Course Articulation Matrix

[Signature]
Course coordinator

[Signature]
Programme Coordinator

[Signature]
Director

Semester II		206MKT: Consumer Behavior
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO206MKT.1	REMEMBERING	ENUMERATE social and psychological factors and their influence his/her behavior as a consumer.
CO206MKT.2	UNDERSTANDING	EXPLAIN fundamental concepts associated with consumer and organizational buying behavior.
CO206MKT.3	APPLYING	APPLY consumer behavior concepts to real world strategic marketing management decision making.
CO206MKT.4	ANALYSING	ANALYSE the dynamics of human behavior and the basic factors that influence the consumer's decision process.
CO206MKT.5	EVALUATING	EXPLAIN the consumer and organizational buying behavior process for a variety of products (goods/services).



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title: Consumer Behaviour		SPPU Course Code: SC -206 MKT																
Designation of Course: Core Subjects																		
Class: MBA-I		Semester: II										AY: 2021-22						
Teaching Scheme																		
Assessment Tool		Internal Assessment Tool										External Assessment Tool						
Theory		Unit Test		Assignment / Tut			Prilim Exan					Online / Insem		Endsem				
Practical / Tutorial		TV										TV		OR		PR		
CO - PO Mapping																		
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03		
SC -206 MKT	CO1	1	1	1	2	1	-	1	1	1	-	-	-	1	1	2		
SC -206 MKT	CO2	-	1	2	-	2	1	1	3	2	2	-	-	2	1	-		
SC -206 MKT	CO3	2	2	1	1	-	-	2	-	-	1	-	-	-	2	1		
SC -206 MKT	CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-		
SC -206 MKT	CO5	-	1	-	1	-	-	-	-	1	1	-	-	1	-	1		
SC -206 MKT	CO6	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-		
SC -206 MKT		1.33	1.20	1.33	1.50	1.33	1.50	1.25	1.67	1.33	1.33	0.00	0.00	1.25	1.25	1.33		

CO-PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No corelation between CO and PO



Course Articulation Matrix

[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester II		217MKT: Integrated Marketing Communications
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO217MKT.1	REMEMBERING	DESCRIBE the IMC mix and the IMC planning process.
CO217MKT.2	UNDERSTANDING	EXAMINE the role of integrated marketing communications in building brand identity, brand equity, and customer franchise.
CO217MKT.3	APPLYING	CONSTRUCT a marketing communications mix to achieve the communications and behavioural objectives of the IMC campaign plan.
CO217MKT.4	ANALYSING	ANALYZE and critically evaluate the communications effects and results of an IMC campaign to determine its success for a variety of brands.
CO217MKT.5	EVALUATING	DESIGN a sales promotion campaign and CHOOSE the avenues for Public Relations, Publicity and Corporate Advertising for a consumer and a business-to-business product.
CO217MKT.6	CREATING	DEVELOP an integrated cross-media strategy and creative message and concept to reach the target audience and deliver the brand promise through an IMC campaign for a variety of brands.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Integrated Marketing Communications					SPPU Course Code: SE -IL -MKT -									
Designation of Course:	Institute Level														
Class:	MBA-I					Semester: II									
Teaching Scheme						AY: 2021-22									
Assessment Tool	Internal Assessment Tool					External Assessment Tool									
Theory	Unit Test	Assignment / Tut	Prilim Exam			Online / Insem		Endsem							
Practical / Tutorial	TW					TW	OR	PR							
CO - PO Mapping															
CO / PO	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010	P011	P012	PS01	PS02	PS03
SE -IL -MKT -217 / CO1	1	1	2	1	-	2	1	1	-	-	-	-	2	1	-
SE -IL -MKT -217 / CO2	1	2	-	2	1	-	2	3	-	2	-	-	-	2	1
SE -IL -MKT -217 / CO3	2	1	1	-	-	1	-	-	1	1	-	-	1	-	-
SE -IL -MKT -217 / CO4	-	-	-	1	2	-	1	2	-	-	-	-	-	1	2
SE -IL -MKT -217 / CO5	1	-	1	-	-	-	-	1	1	1	-	-	1	-	-
SE -IL -MKT -217 / CO6	1	2	-	2	1	-	1	1	1	-	-	-	-	2	1
SE -IL -MKT -217	1.20	1.50	1.33	1.50	1.33	1.50	1.25	1.60	1.00	1.33	0.00	0.00	1.33	1.50	1.33

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No correlation between CO and PO

Evaluation of CO with PO and PSO on 3 point scale using Bloom's Taxonomy

Bloom's Taxonomy



Course coordinator

Programme Coordinator

Director

Semester II		218MKT: Product and Brand Management
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO218MKT.1	REMEMBERING	DEFINE the key concepts and DESCRIBE the elements of a product strategy.
CO218MKT.2	UNDERSTANDING	EXPLAIN the process and methods of brand management, including how to establish brand identity and build brand equity.
CO218MKT.3	APPLYING	IDENTIFY the Brand Marketing Strategies for Leaders, Challengers, Followers and Niche Strategies for real life consumer, business products and services operating in various markets and in the digital space.
CO218MKT.4	ANALYSING	EXAMINE the key brand concepts by articulating the context of and the rationale of application for real life consumer, business products and services operating in various markets and in the digital space.
CO218MKT.5	EVALUATING	FORMULATE effective branding strategies for real life consumer, business products and services operating in various markets and in the digital space.
CO218MKT.6	CREATING	COLLECT brand audit data using appropriate tools and PROPOSE strategic recommendations for Reinforcing / Revitalizing / Rejuvenating failed Brands for real life consumer, business products and services in various markets and in the digital space.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																
Course Title: Product & Brand Management										SPPU Course Code: SE - IL-MKT-218						
Designation of Course: Institute Level																
Class: MBA-I					Semester: II					AY: 2021-22						
Teaching Scheme																
Assessment Tool			Internal Assessment Tool							External Assessment Tool						
Theory			Unit Test			Assignment / Tut		Prilim Exam		Online / Insem				Endsem		
Practical / Tutorial			TW						TW				OR		PR	
CO - PO Mapping																
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SE - IL-MKT-218	CO1	1	1	1	2	1	-	-	-	1	-	-	-	1	1	2
SE - IL-MKT-218	CO2	-	1	2	-	2	1	2	1	1	1	-	-	2	1	-
SE - IL-MKT-218	CO3	2	2	1	1	-	-	1	3	-	1	-	-	-	2	1
SE - IL-MKT-218	CO4	1	-	-	-	1	2	1	1	-	-	-	-	-	-	-
SE - IL-MKT-218	CO5	-	1	-	1	-	-	2	-	-	1	-	-	1	-	1
SE - IL-MKT-218	CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
SE - IL-MKT-218		1.33	1.25	1.33	1.33	1.33	1.50	1.50	1.67	1.00	1.00	0.00	0.00	1.33	1.33	1.33

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantially (High)

–: No correlation between CO and PO

Evaluation of CO with PO and PSO on 3 point scale using Bloom's Taxonomy



[Signature]

Course coordinator

[Signature]

Programme Coordinator

[Signature]

Director

Semester II		205FIN: Financial Markets and Banking Operations
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO205FIN.1	REMEMBERING	RECALL the structure and components of Indian financial system through banking operations & Financial Markets.
CO205FIN.2	UNDERSTANDING	UNDERSTAND the concepts of financial markets, their working and importance.
CO205FIN.3	APPLYING	ILLUSTRATE the working and contribution of Banks and NBFCs to the Indian Economy.
CO205FIN.4	ANALYSING	ANALYZE the linkages in the Financial Markets.
CO205FIN.5	EVALUATING	EXPLAIN the various banking and accounting transactions.
CO205FIN.6	CREATING	DEVELOP necessary competencies expected of a finance professional.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title: Financial Markets and Banking Operations		SPPU Course Code: SC- 205 Fin													
Designation of Course: Core Subjects															
Class: MBA-I		Semester: II										AY: 2021-22			
Teaching Scheme															
Assessment Tool		Internal Assessment Tool										External Assessment Tool			
Theory		Unit Test		Assignment / Tutorial				Prilim Exam				Online / Insem		Endsem	
Practical / Tutorial		TW								TW		OR		PR	
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
SC- 205 Fin CO1	-	1	2	-	2	1	-	3	2	2	-	-	2	1	-
SC- 205 Fin CO2	1	2	1	1	-	-	1	-	-	1	1	-	-	2	1
SC- 205 Fin CO3	1	-	-	-	1	2	2	3	-	-	-	-	-	-	-
SC- 205 Fin CO4	-	1	-	1	-	-	-	1	1	1	-	-	1	-	1
SC- 205 Fin CO5	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-
SC- 205 Fin CO6	-														
SC- 205 Fin	1.00	1.25	1.50	1.33	1.50	1.50	1.33	2.33	1.50	1.33	1.00	0.00	1.33	1.33	1.00

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)
- : No corelation between CO and PO



[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester II		206FIN: Personal Financial Planning
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO206FIN.1	REMEMBERING	UNDERSTAND the need and aspects of personal financial planning
CO206FIN.2	UNDERSTANDING	Describe the investment options available to an individual
CO206FIN.3	APPLYING	IDENTIFY types of risk and means of managing it
CO206FIN.4	ANALYSING	DETERMINE the ways of personal tax planning
CO206FIN.5	EVALUATING	EXPLAIN retirement and estate planning for an individual and design a financial plan.
CO206FIN.6	CREATING	CREATE a financial plan for a variety of individuals.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEOGAN (BK), PUNE - 41

Course Articulation Matrix																	
6	Course Title:		Personal Financial Planning										SPPU Course Code: SC -206 Fin				
	Designation of Course:		Core Subjects														
	Class:		MBA-I					Semester: II					AY: 2021-22				
	Teaching Scheme																
	Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test		Assignment / Tut		Prilim Exam		Online / Insem		Endsem							
Practical / Tutorial		TV						TV		OR		PR					
CO - PO Mapping																	
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
SC -206 Fin CO1		1	1	1	2	1	-	1	-	1	-	-	-	-	-	-	
SC -206 Fin CO2		-	1	1	-	2	1	-	1	1	2	-	-	2	1	-	
SC -206 Fin CO3		2	2	1	1	-	-	3	-	-	1	-	-	-	2	1	
SC -206 Fin CO4		1	-	-	-	1	2	-	3	-	-	-	-	1	1	1	
SC -206 Fin CO5		-	1	-	1	-	-	2	2	-	1	-	-	1	-	1	
SC -206 Fin CO6		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
SC -206 Fin		1.33	1.25	1.00	1.33	1.33	1.50	2.00	2.00	1.00	1.33	0.00	0.00	1.33	1.33	1.00	

CO- PO mapping is done with correlation level 1, 2, 3 and --
1: Slightly (low)
2: Moderately (Medium)
3: Substantionally (High)
-- : No correlation between CO and PO

Course coordinator

Programe Coordinator

Director

Semester II		218FIN: Futures & Options
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO218FIN.1	REMEMBERING	DESCRIBE the basic concepts related to Derivatives, Types of Derivative products and Risk Management
CO218FIN.2	UNDERSTANDING	EXPLAIN in detail the terminology used in the Futures and Options segment of finance domain
CO218FIN.3	APPLYING	UNDERSTAND and DIFFERENTIATE between Options and Futures pricing and apply the understanding in the simulated virtual trading platform.
CO218FIN.4	ANALYSING	ANALYZE and offer optimum solutions in the cases of risk management through hedging with futures and options.
CO218FIN.5	EVALUATING	EVALUATE the various derivative strategies for their application in different situations.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEOGAN (BK), PUNE - 41

Course Articulation Matrix

Course Title:	Future and Options						SPPU Course Code: SE - IL-218 Fin									
Designation of Course:	Institute Level															
Class:	MBA-I						Semester: II									
Teaching Scheme						AY: 2021-22										
Assessment Tool			Internal Assessment Tool						External Assessment Tool							
Theory			Unit Test		Assignment / Tut		Prilim Exam		Online / Insem			Endsem				
Practical / Tutorial			TW						TW			OR		PR		
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
SE - IL-218 Fin CO1	1	1	1		-	-		2	1	1	-	-	1	1	1	
SE - IL-218 Fin CO2	1		1	1	2	1	1			1	-	-	2	-	-	
SE - IL-218 Fin CO3	1	2	2	-	2	1		1		1	-	-	-	2	-	
SE - IL-218 Fin CO4		1		2	2	2	1	2	1	2	-	-	-	-	2	
SE - IL-218 Fin CO5				1	1	2	2	1		2	-	-	-	-	-	
SE - IL-218 Fin CO6	-	-	-	-	-	-	-	-	-	-	-	-	2	2	-	
SE - IL-218 Fin	1.00	1.33	1.33	1.33	1.75	1.50	1.33	1.50	1.00	1.40	0.00	0.00	1.67	1.67	1.50	

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester II		219FIN: Direct Taxation
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO219FIN.1	REMEMBERING	UNDERSTAND various basic concepts/ terminologies related Direct Taxation
CO219FIN.2	UNDERSTANDING	EXPLAIN how tax planning can be done.
CO219FIN.3	UNDERSTANDING	ILLUSTRATE how online filling of various forms and returns can be done.
CO219FIN.4	APPLYING	CALCULATE Gross Total Income and Income Tax Liability of an individual assessee.
CO219FIN.5	ANALYSING	ANALYZE and DISCOVER intrinsic value of a security.
	EVALUATING	DESIGN/ DEVELOP / CREATE tax saving plan.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Direct Taxation						SPPU Course Code: SE - IL-Fin219									
Designation of Course:	Institute Level															
Class:	MBA-I			Semester: II			AY: 2021-22									
Teaching Scheme																
Assessment Tool			Internal Assessment Tool						External Assessment Tool							
Theory			Unit Test		Assignment / Tut		Prilim Exam		Online / Insem				Endsem			
Practical / Tutorial			TV						TV		OR		PR			
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03	
SE - IL-Fin219 CO1	1	1	1	2	1	-	2	2	1	-	-	-	1	1	2	
SE - IL-Fin219 CO2	-	1	2	-	2	1	-	1			-	-	2	1	-	
SE - IL-Fin219 CO3	2	2	1	1	-	-	1	-	-	1	-	-	-	2	1	
SE - IL-Fin219 CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-		
SE - IL-Fin219 CO5	-	1	-	1	-	-	-	-	1	1	-	-	1	-	1	
SE - IL-Fin219 CO6	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-	
SE - IL-Fin219	1.33	1.20	1.33	1.50	1.33	1.50	1.33	1.33	1.00	1.00	0.00	0.00	1.25	1.25	1.33	

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)
- : No corelation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester II		205HRM: Competency Based Human Resource Management System
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO205HRM.1	REMEMBERING	DEFINE the key terms related to performance management and competency development.
CO205HRM.2	UNDERSTANDING	EXPLAIN various models of competency development.
CO205HRM.3	APPLYING	PRACTICE competency mapping.
CO205HRM.4	ANALYSING	ANALYSE competencies required for present and potential future job roles at various levels and across variety of organizations.
CO205HRM.5	EVALUATING	DESIGN and MAP their own competency and plan better and appropriate career for themselves.
CO205HRM.6	CREATING	DEVELOP a customized competency model in accordance with the corporate requirements.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

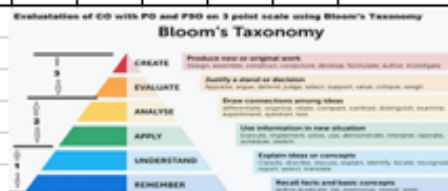
Course Articulation Matrix

Course Title:		Competency Based Human Resource Manag					SPPU Course Code: SC- 205 -HR								
Designation of Course:		Core Subjects													
Class:		MBA-I					Semester: II								
Teaching Scheme							AY: 2021-22								
Assessment Tool		Internal Assessment Tool					External Assessment Tool								
Theory		Unit Test	Assignment / Tut			Prilim Exam	Online / Insem		Endsem						
Practical / Tutorial		TW					TW	OR	PR						
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SC- 205 -HR CO1	2	2	1	1	2	1	1	2	2	3	-	-	2	2	3
SC- 205 -HR CO2	2	2	2	2	2	1	3	2	2	3	-	-	2	1	3
SC- 205 -HR CO3	2	3	3	1	2	1	3	1	1	3	-	-	1	2	3
SC- 205 -HR CO4	2	3	3	-	2	1	3	1	1	3	-	-	2	3	2
SC- 205 -HR CO5	2	3	3	1	3	2	3	2	2	3	-	-	2	3	3
SC- 205 -HR CO6	-												-	-	-
SC- 205 -HR	2.00	2.60	2.40	1.25	2.20	1.20	2.60	1.60	1.60	3.00	0.00	0.00	1.80	2.20	2.80

CO- PO mapping is done with correlation level 1, 2, 3 and -

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)

- : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester II		206HRM: Employee Relations and Labour Legislations
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO206HRM.1	REMEMBERING	SHOW awareness of important and critical issues in Employee Relations
CO206HRM.2	UNDERSTANDING	INTERPRET and relate legislations governing employee relations.
CO206HRM.3	APPLYING	DEMONSTRATE an understanding of legislations relating to working environment.
CO206HRM.4	ANALYSING	OUTLINE the role of government, society and trade union in ER.
CO206HRM.5	EVALUATING	EXPLAIN aspects of collective bargaining and grievance handling.
CO206HRM.6	CREATING	DISCUSS the relevant provisions of various Labour Legislations.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41

Course Articulation Matrix

Course Title:	Employee Relations and Labour Legislation:										SPPU Course Code: SC -206 HR													
Designation of Course:	Core Subjects																							
Class:	MBA-I										Semester: II													
Teaching Scheme											AY: 2021-22													
Assessment Tool	Internal Assessment Tool										External Assessment Tool													
Theory	Unit Test					Assignment / Tut					Prilim Exam					Online / Insem			Endsem					
Practical / Tutorial	TV															TV			OR			PR		
CO - PO Mapping																								
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3									
SC -206 HR CO1	-	1	-	2	-	-	1	1	-	2	-	-	1	1	-									
SC -206 HR CO2	1	1	2	1	-	2	3	1	2	-			2	1	-									
SC -206 HR CO3	1	2	-	2	1	-	2	3					-	2	1									
SC -206 HR CO4	2	1	1	-	-	1	-	-	1	-			1	-	-									
SC -206 HR CO5	-	-	-	1	2	-	1	2	-	1			-	1	2									
SC -206 HR CO6	2	1		1	2	-	1	1	1	2			-	-	-									
SC -206 HR	1.50	1.20	1.50	1.40	1.67	1.50	1.60	1.60	1.33	1.67	0.00	0.00	1.33	1.25	1.50									

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester II		217HRM: Labour Welfare
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO217HRM.1	REMEMBERING	ENUMERATE the key concepts of the subject matter.
CO217HRM.2	UNDERSTANDING	DESCRIBE the key aspects of the labour policy regulation in the country.
CO217HRM.3	APPLYING	IDENTIFY the applicability of various legislations to variety of real world organizations.
CO217HRM.4	ANALYSING	EXAMINE the traditional concept of labour welfare in the industry.
CO217HRM.5	EVALUATING	EXPLAIN the conditions of labour and their welfare and social security needs in the country.
CO217HRM.6	CREATING	ELABORATE upon the perspective of labour problems and remedial measures in the country.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEOGAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Labour Welfare										SPPU Course Code: SE – HR-217				
Designation of Course:	Core Subjects														
Class:	MBA-I					Semester: II					AY: 2021-22				
Teaching Scheme															
Assessment Tool		Internal Assessment Tool										External Assessment Tool			
Theory		Unit Test					Assignment / Tutorial / Prelim Exam					Online / Insem		Endsem	
Practical / Tutorial		TV										TV		OR PR	
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
SE - HR-217 CO1	1	-	-	-	1	2	-	1	-	2	-	-	-	-	-
SE - HR-217 CO2	-	1	-	1	-	-	-	2	1	1	-	-	1	-	1
SE - HR-217 CO3	-	1	-	2	-	-	1	-	2	-	-	-	1	1	-
SE - HR-217 CO4	1	1	2	1	-	2	-	1	-	-	-	-	2	1	-
SE - HR-217 CO5	1	2	-	2	1	-	-	-	-	-	-	-	-	2	1
SE - HR-217 CO6	2	3	2	2	2	-	1	1	1	2	-	-	1	-	1
SE – HR-217	1.25	1.60	2.00	1.60	1.33	2.00	1.00	1.25	1.33	1.67	0.00	0.00	1.25	1.33	1.00
Evaluation of CO with PO and PS0 on a 3 point scale using Bloom's Taxonomy															
<p>CO- PO mapping is done with correlation level 1, 2, 3 and –</p> <p>1: Slightly (low)</p> <p>2: Moderately (Medium)</p> <p>3: Substantionally (High)</p> <p>– : No correlation between CO and PO</p>															

[Signature]
Course coordinator

[Signature]
Programme Coordinator

[Signature]
Director

Semester II		218HRM: Lab in Recruitment and Selection
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO218HRM.1	REMEMBERING	DESCRIBE the key concepts such as Job Specification, Job description, Recruitment and Selection.

CO218HRM.2	UNDERSTANDING	COMPARE and CONTRAST various methods of Recruitment and Selection.
CO218HRM.3	APPLYING	DEVELOP Job Specifications and Job descriptions in a variety of context.
CO218HRM.4	ANALYSING	ANALYZE various Personality types.
CO218HRM.5	EVALUATING	EXPLAIN the profiling techniques used to test Personality, Aptitude, Competency.
CO218HRM.6	CREATING	COMPILE a list of questions for Recruitment and Selection interviews.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																		
Course Title:		Lab in Recruitment and Selection										SPPU Course Code: SE – IL-HR -218						
Designation of Course:		Institute Level																
Class:		MBA-I										Semester: II			AY: 2021-22			
Teaching Scheme																		
Assessment Tool		Internal Assessment Tool										External Assessment Tool						
Theory		Unit Test		Assignment / Tut			Prilim Exam					Online / Insem			Endsem			
Practical / Tutorial		TV										TV		OR		PR		
CO - PO Mapping																		
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03		
SE - IL-HR -218 CO1		1	1	1	2	1	-	0	2	1	2	-	-					
SE - IL-HR -218 CO2		-	1	1	-	2	1	2	0	1	2	-	-	2	1	-		
SE - IL-HR -218 CO3		2	2	1	1	-	-	1		2	1	-	-	-	2	1		
SE - IL-HR -218 CO4		1	-	-	-	1	2	2	3	2	2	-	-	1	1	1		
SE - IL-HR -218 CO5		-	1	-	1	-	-	-	2	-	1	-	-	1	-	1		
SE - IL-HR -218 CO6		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
SE – IL-HR -218		1.33	1.25	1.00	1.33	1.33	1.50	1.25	1.75	1.50	1.60	0.00	0.00	1.33	1.33	1.00		

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No correlation between CO and PO



[Signature]
Course coordinator

[Signature]
Programme Coordinator

[Signature]
Director

Semester III		301– Strategic Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO301.1	REMEMBERING	DESCRIBE the basic terms and concepts in Strategic Management.
CO301.2	UNDERSTANDING	EXPLAIN the various facets of Strategic Management in a real world context.
CO301.3	UNDERSTANDING	DESCRIBE the trade-offs within and across strategy formulation, implementation, appraisal.
CO301.4	APPLYING	INTEGRATE the aspects of various functional areas of management to develop a strategic perspective.
CO301.5	ANALYSING	EXPLAIN the nature of the problems and challenges confronted by the top management team and the approaches required to function effectively as strategists.
CO301.6	CREATING	DEVELOP the capability to view the firm in its totality in the context of its environment.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title: Strategic Management		SPPU Course Code: GC-301																	
Designation of Course: Core Subjects																			
Class: MBA-II		Semester: III										AY: 2021-22							
Teaching Scheme																			
Assessment Tool		Internal Assessment Tool						External Assessment Tool											
Theory		Unit Test		Assignment / Tut		Prilim Exam		Online / Insem			Endsem								
Practical / Tutorial		TV						TV			OR			PR					
CO - PO Mapping																			
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03			
GC-301 CO1		1	1	1	2	1	-	1	2	1	2	-	-	1	1	2			
GC-301 CO2		-	1	2	-	2	1	2			2	-	-	2	1	-			
GC-301 CO3		2	2	1	1	-	-	1	1	-	1	-	-	-	2	1			
GC-301 CO4		1	-	-	-	1	2		1	-	1	-	-	-	-				
GC-301 CO5		-	1	-	1	-	-	-	-	-	1	-	-	1	-	1			
GC-301 CO6		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
GC-301		1.33	1.25	1.33	1.33	1.33	1.50	1.33	1.33	1.00	1.40	0.00	0.00	1.33	1.33	1.33			

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantially (High)
 – : No correlation between CO and PO



[Signature]

Course coordinator

[Signature]

Programme Coordinator

[Signature]

Director

Semester III		302– Decision Science
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO302.1	REMEMBERING	DESCRIBE the concepts and models associated with Decision Science.
CO302.2	UNDERSTANDING	UNDERSTAND the different decision-making tools required to achieve optimisation in business processes.
CO302.3	UNDERSTANDING	APPLY appropriate decision-making approach and tools to be used in business environment.
CO302.4	APPLYING	ANALYSE real life situation with constraints and examine the problems using different decision-making tools
CO302.5	ANALYSING	EVALUATE the various facets of a business problem and develop problem solving ability
CO302.6	CREATING	DISCUSS & propose the various applications of decision tools in the present business scenario.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41

Course Articulation Matrix																	
Course Title:		Decision Science										SPPU Course Code: GC-302					
Designation of Course:		Core Subjects															
Class:		MBA_II					Semester: III					AY: 2021-22					
Teaching Scheme																	
Assessment Tool		Internal Assessment Tool										External Assessment Tool					
Theory		Unit Test		Assignment / Tut		Prilim Exan						Online / Insem		Endsem			
Practical / Tutorial		TV										TV		OR	PR		
CO - PO Mapping																	
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
GC-302 CO1			-	1	-	2	-	3	1	2	2	-	-	1	-	-	
GC-302 CO2		1	2	2	-	1	2	2	2	2	2	-	-	1	1	1	
GC-302 CO3			-	2	1	-	-	1	-	1	1	-	-		1	1	
GC-302 CO4		-	1	2	-	-	-	1	-	-	-	-	-		2		
GC-302 CO5		2		2	2	-	1	1	1	-	2	-	-	1		2	
GC-302 CO6		-	-	-	-	-	-	-	-	-	-	-	-			1	
GC-302		1.50	1.50	1.80	1.50	1.50	1.50	1.60	1.33	1.67	1.75	0.00	0.00	1.00	1.33	1.25	

CO- PO mapping is done with correlation level 1, 2, 3 and —
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 — : No correlation between CO and PO

[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester III		307– International Business Environment
2 Credits	LTP: 2:0:0	Generic Elective – University Level

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 307 .1	Remembering	Recall and Describe the key concepts of international Business Environment
CO 307 .2	Understanding	Understand the relevance of Multinational Corporations (MNCs) in global trade
CO 307 .3	Applying	Demonstrate the significance of FDI and FPI in respect of developing economy
CO 307 .4	Analysing	Analyze the issues related to Labor, Environmental and Global Value chain
CO 307 .5	Evaluating	Formulate and discuss the case related to various Agreements under WTO and contemporary global business environment.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	International Business Environment										SPPU Course Code: GE-UL-307				
Designation of Course:	Core Subjects														
Class:	MBA_II					Semester: III					AY: 2021-22				
Teaching Scheme															
Assessment Tool			Internal Assessment Tool							External Assessment Tool					
Theory			Unit Test		Assignment / Tutorial		Prilim Exam			Online / Insem			Endsem		
Practical / Tutorial			TW							TW		OR	PR		
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
GE-UL-307 CO1	2	-	1	-	2	-	3	1	-	1	-	-	-	-	-
GE-UL-307 CO2	-	2	2	-	-	2	1	3	2	2	-	-	3	2	3
GE-UL-307 CO3	2	-	2	1	-	-	-	2	-	2	-	-	-	2	1
GE-UL-307 CO4	-	2	2	-	-	-	2		2	2	-	-	3	2	
GE-UL-307 CO5	1		2	2	-	2				2	-	-	2		2
GE-UL-307 CO6	-	-	-	-	-	-	-		-	-	-	-	2		1
GE-UL-307	1.67	2.00	1.80	1.50	2.00	2.00	2.00	2.00	2.00	1.80	0.00	0.00	2.50	2.00	1.75

CO- PO mapping is done with corelation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No corelation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester III		308 – Project Management
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 308 .1	Remembering	DEFINE the key terms and concepts in project management.
CO 308 .2	Understanding	EXPLAIN the Importance of project management methodologies and tools at the distinct stages in the Project's life cycle

CO 308 .3	Applying	ILLUSTRATE the importance of PM in most industries and businesses
CO 308 .4	Analysing	EXAMINE the importance of Leadership specifically in heterogenous and virtual teams as well as governance and approaches to conflict resolutions
CO 308 .5	Evaluating	DESIGN dashboard, status report and index for Key Performance Indicators of project for the Management



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEOGAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Project Management										SPPU Course Code: SC- 305 FIN						
Designation of Course:	Core Subjects																
Class:	MBA_II					Semester: III					AY: 2021-22						
Teaching Scheme																	
Assessment Tool			Internal Assessment Tool										External Assessment Tool				
Theory			Unit Test		Assignment / Tut			Prilim Exam			Online / Insem			Endsem			
Practical / Tutorial			TW								TW		OR		PR		
CO - PO Mapping																	
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03		
SC- 305 FIN CO1	1	1	2	1	-	2	2	1	3	-	-	1	1	2	1		
SC- 305 FIN CO2	1	2	-	2	1	-	1	3	3	-	-	2	1	-	2		
SC- 305 FIN CO3	2	1	1	-	-	1	-	-	1	-	-	-	2	1	-		
SC- 305 FIN CO4	2	-	-	1	2	-	1	-	-	-	-	-	-	-	-		
SC- 305 FIN CO5	1	-	1	-	-	-	3	-	1	-	-	1	-	1	1		
SC- 305 FIN CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
SC- 305 FIN	1.40	1.33	1.33	1.33	1.50	1.50	1.75	2.00	2.00	0.00	0.00	1.33	1.33	1.33	1.33		

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester III		311–Management of Non-profit organizations
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO311.1	REMEMBERING	DESCRIBE the basic concepts and frameworks in the field of Non-Profit Sector & Non-Profit Organization.
CO311.2	UNDERSTANDING	EXPLAIN the characteristics of Non-Profit organizations, summarizing the factors affecting development of Non-Profit organization.

CO311.3	APPLYING	MAKE use of theoretical concepts, frameworks while registration process of Non-Profit Organization.
CO311.4	ANALYSING	EXAMINE the role of any public policies which helps NPO in decision making.
CO311.5	EVALUATING	EVALUATE the performance of Non- Profit organizations, the critical financial considerations of the Non - Profit organization.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:		Management of Non-profit organizations						SPPU Course Code:				GE-UL-311			
Designation of Course:		Core Subjects													
Class:		MBA_II						Semester:				III			
Teaching Scheme								AY:				2021-22			
Assessment Tool		Internal Assessment Tool						External Assessment Tool							
Theory		Unit Test		Assignment / Tut		Prelim Exam		Online / Insem		Endsem					
Practical / Tutorial		TW						TW		OR		PR			
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
GE-UL-311 CO1	1	1	1	2	1	-	1	2	1	-	-	-	1	1	2
GE-UL-311 CO2	-	1	2	-	2	1	-	1	2	2	-	-	2	1	-
GE-UL-311 CO3	2	2	1	1	-	-	1	-	2	1	-	-	-	2	1
GE-UL-311 CO4	1	-	-	-	1	2	4	2	-	-	-	-	-	-	-
GE-UL-311 CO5	-	1	-	1	-	-	-	-	-	1	-	-	1	-	1
GE-UL-311 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GE-UL-311	1.33	1.25	1.33	1.33	1.33	1.50	2.00	1.67	1.67	1.33	0.00	0.00	1.33	1.33	1.33

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No correlation between CO and PO



[Signature]

Course coordinator

[Signature]

Programme Coordinator

[Signature]

Director

Semester III		304 FIN- Advanced Financial Management
3 Credits	LTP: 2:1:1	Subject Core - SC - FIN - 03

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 304.1	REMEMBERING	DESCRIBE the basic concepts in financing, investing and profit distribution in a firm
CO 304.2	UNDERSTANDING	EXPLAIN theoretical concepts related to raising and use of funds and value of firm
CO 304.3	APPLYING	CALCULATE values for making capital structure, investment, liquidity and dividend decisions in the financial management of a firm
CO 304.4	ANALYSING	ANALYZE the options for making the right financial decisions of a firm
CO 304.5	EVALUATING	ASSESS the role of financial planning, risk analysis in investments, liquidity and credit management policy of the firm on shareholder value
CO304.6	CREATING	DESIGN an appropriate financial strategy using any one or multiple concepts/ techniques learned in this course.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Advanced Financial Management										SPPU Course Code: SC-304 FIN						
Designation of Course:	Core Subjects																
Class:	MBA_II					Semester: III					AY: 2021-22						
Teaching Scheme																	
Assessment Tool																	
	Internal Assessment Tool										External Assessment Tool						
Theory	Unit Test					Assignment / Tutorial					Prilim Exam		Online / Insem			Endsem	
Practical / Tutorial	TV										TV		OR		PR		
CO - PO Mapping																	
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3		
SC-304 FIN CO1	2	-	1	-	2	-	2	2	2	-	-	-	1	-	2		
SC-304 FIN CO2	-	2	2	-	-	2	-	2	-	1	-	-	-	1	1		
SC-304 FIN CO3	2	-	2	1	-	-	1	-	1	2	-	-	2	-	-		
SC-304 FIN CO4	-	2	2	-	-	-	2	-	-	-	2	-	-	2	-		
SC-304 FIN CO5	1	-	2	2	-	2	-	1	3	2	-	2	-	-	1		
SC-304 FIN CO6	-	3	3	-	-	-	-	1	-	-	-	-	-	-	-		
SC-304 FIN	1.67	2.33	2.00	1.50	2.00	2.00	1.67	1.50	2.00	1.67	2.00	2.00	1.50	1.50	1.33		

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantially (High)
- : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester III		305 FIN – International Finance
3 Credit	LTP : 2:1:1	Subject Core (SC) Course – International Finance

Course Outcomes: On successful completion of the course the learner will be able to

CO#	Cognitive Ability	Course Outcomes
CO305FIN.1	Remembering	Enumerate the key terms associated with International Finance.
CO305FIN.2	Understanding	Summarize the various the concepts related to regulators, financial markets, Financial Instruments, tax structures at international level.
CO305FIN.3	Applying	Illustrate the role of international monetary systems & intermediaries in Global financial market.
CO305FIN.4	Analyzing	Inspect the various parameters of global financial market and interpret best possible international investment opportunities.
CO305FIN.5	Evaluating	Determine the various strategies to start investment or business at the international level by considering various factors of international finance.
CO305FIN.6	Creating	Formulate the investment plan or business plan by adapting international finance environment.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title: International Finance		SPPU Course Code: SC- 305 FIN														
Designation of Course: Core Subjects																
Class: MBA_II		Semester: III										AY: 2021-22				
Teaching Scheme																
Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test		Assignment / Tut		Prilim Exam		Online / Insem					Endsem			
Practical / Tutorial		TW										TW		OR	PR	
CO - PO Mapping																
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
SC- 305 FIN	CO1	1	1	1	2	1	-	1	2	1	-	-	-	1	1	2
SC- 305 FIN	CO2	-	1	2	-	2	1	-	-	2	2	-	-	2	1	-
SC- 305 FIN	CO3	2	2	1	1	-	-	2	3	-	1	-	-	-	2	1
SC- 305 FIN	CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-
SC- 305 FIN	CO5	-	1	-	1	-	-	-	-	1	1	-	-	1	-	1
SC- 305 FIN	CO6	-	1	-	2	-	-	-	1	-	-	-	-	1	1	-
SC- 305 FIN		1.33	1.20	1.33	1.50	1.33	1.50	1.33	2.00	1.33	1.33	0.00	0.00	1.25	1.25	1.33
Evaluation of CO with PO and PS01 on 3 point scale using Bloom's Taxonomy Bloom's Taxonomy 																
CO- PO mapping is done with correlation level 1, 2, 3 and – 1: Slightly (low) 2: Moderately (Medium) 3: Substantially (High) – : No correlation between CO and PO																

[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester III		312 FIN – Behavioral Finance
2 Credit	LTP : 0:3:1	Subject Elective (SE) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	Cognitive Ability	Course Outcomes
CO312FIN.1	Remembering	Enumerate the key terms associate with behavior finance, investment in financial markets & Corporate finance.
CO312FIN.2	Understanding	Illustrate the various theories associated with behavior finance and parameters of investing in financial market.
CO312FIN.3	Applying	Identify persistent or systematic behavioural factors that influence investors and investment decisions.
CO312FIN.4	Analyzing	Analyse the various behavioural finance factors related to corporate & individual investors.
CO312FIN.5	Evaluating	Interpret various investment strategies of effective investment in the financial market on the basis of various theories and factors of behavioural finance.
CO312FIN.6	Creating	Plan the systematic approach of corporate and investors towards investment for stable growth on the basis of behavioural finance.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																	
Course Title:		Behavioural Finance										SPPU Course Code:				SE-IL -312	
Designation of Course:		Institute Level															
Class:		MBA_II					Semester: III					AY: 2021-22					
Teaching Scheme																	
Assessment Tool		Internal Assessment Tool						External Assessment Tool									
Theory		Unit Test		Assignment / Tut		Prilim Exan		Online / Insem				Endsem					
Practical / Tutorial		TW						TW		OR		PR					
CO - PO Mapping																	
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03		
SE-IL -312 CO1	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-		
SE-IL -312 CO2	-	1	-	1	-	-	3	3	1	1	-	-	1	-	1		
SE-IL -312 CO3	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-		
SE-IL -312 CO4	1	1	2	1	-	2	2	2	-	-			2	1	-		
SE-IL -312 CO5	1	2	-	2	1	-			1	1			-	2	1		
SE-IL -312 CO6	1	0	2	0	3	0	1	0	1	1							
SE-IL -312	1.00	1.00	2.00	1.20	1.67	1.33	1.75	1.50	1.00	1.00	0.00	0.00	1.33	1.33	1.00		

Evaluation of CO with PO and PS0 on a point scale using Bloom's Taxonomy

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No correlation between CO and PO

Course coordinator

Programe Coordinator

Director

SEMESTER III		315 FIN – Indirect Taxation
2 Credit	LTP : 1:1:1	Subject Elective (SE-IL) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	Cognitive Ability	Course Outcomes
CO315FIN.1	Remembering	Remembering the key concepts of Indirect Taxes in India Identifying and enumerating the various terms associated with GST and other indirect taxes.
CO315FIN.2	Understanding	Explain how GST works as an Uniform Tax Structure, Illustrate the GST framework of India, & describe the important concepts such as supply, dual taxation method, registration process, etc.
CO315FIN.3	Applying	Apply the theories and Principles and perform all calculation through numerical problems on valuation and calculation of taxes. Identify the time value of supply; determine the taxable person and tax levied on goods and services.
CO315FIN.4	Analysing	Illustrate the e filling process of GST Categorize the Goods and Services under GST and amount of tax to be paid using Dual tax concept.
CO315FIN.5	Evaluating	Evaluate Input Tax Credit Process, reversal, late filing and New Amendments; appraise various indirect taxes; Interpret the GST framework in India & verify the tax levied on Goods and Services.
CO315FIN.6	Creating	Elaborate all Provisions of GST and can correlate with filing of returns; virtual e filling can be done Estimate the GST, TDS, anticipate goods, services, tax payable person for the business.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix																	
Course Title:		Indirect Taxation										SPPU Course Code: SE-IL -315					
Designation of Course:		Institute Level															
Class:		MBA_II					Semester: III					AY: 2021-22					
Teaching Scheme																	
Assessment Tool		Internal Assessment Tool										External Assessment Tool					
Theory		Unit Test		Assignment / Tutorial			Prilim Exam					Online / Insem		Endsem			
Practical / Tutorial		TV										TV		OR	PR		
CO - PO Mapping																	
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03		
SE-IL -315 CO1	1	1	1	2	1	-	-	-	1	-	-	-	1	1	2		
SE-IL -315 CO2	-	1	2	-	2	3	-	2	2	2	-	-	2	1	-		
SE-IL -315 CO3	2	2	3	1	-	-	1	3	-	1	-	-	-	2	1		
SE-IL -315 CO4	1	-	-	-	1	2	2	1	-	-	-	-	-	-	-		
SE-IL -315 CO5	-	1	-	1	-	-	3	-	1	3	-	-	1	-	1		
SE-IL -315 CO6	0	0	2	0	0	0	0	0	0	2	-	-	-	-	-		
SE-IL -315	1.00	1.00	2.00	1.00	1.00	1.67	1.50	1.50	1.00	2.00	0.00	0.00	1.33	1.33	1.33		

CO- PO mapping is done with correlation level 1, 2, 3 and –
1: Slightly (low)
2: Moderately (Medium)
3: Substantially (High)
– : No correlation between CO and PO

[Signature]
Course coordinator

[Signature]
Programe Coordinator

[Signature]
Director

Semester III		320 FIN - Project Finance and Trade Finance
2 Credits	LTP: 1:2:0	Subject Elective (SE-IL) Course – Finance Specialization

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO320.1	REMEMBERING	DESCRIBE the concepts of Project Finance and Trade Finance.
CO320.2	UNDERSTANDING	SUMMARIZE the key aspects in context with Project Finance and Trade Finance.
CO320.3	APPLYING	IDENTIFY the applicability of Project Finance and Trade Finance in modern business era.
CO320.4	ANALYSING	EXAMINE the risks involved in Project Finance and Trade Finance.
CO320.5	EVALUATING	EVALUATE the proposal of securing finance by considering the capital structure and documentation involved.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																
Course Title:		Project Finance and Trade Finance										SPPU Course Code: SE-IL -320				
Designation of Course:		Institute Level														
Class:		MBA_II					Semester: III					AY: 2021-22				
Teaching Scheme																
Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test		Assignment / Tut		Prilim Exan						Online / Insem		Endsem		
Practical / Tutorial		TV										TV		OR	PR	
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03	
SE-IL -320 CO1	1	2	-	2	1	-	2	1	2	2			-	2	1	
SE-IL -320 CO2	2	1	1	-	-	1	-	-	1	-			1	-	-	
SE-IL -320 CO3	-	-	-	1	2	-	3	-	-	1			-	1	2	
SE-IL -320 CO4	1	-	1	-	-	-	-	1	1	-			1	-	-	
SE-IL -320 CO5	1	-	2	-	-	3	-	-	-	-			2	-	-	
SE-IL -320 CO6	-	1	-	-	-	-	1	-	-	-	-	-	1	-	1	
SE-IL -320	1.25	1.33	1.33	1.50	1.50	2.00	2.00	1.00	1.33	1.50	0.00	0.00	1.25	1.50	1.33	

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No corelation between CO and PO

[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester-III		304HRM-Strategic Human Resource Management
3 Credits	LTP: 2:1:1	Subject Core (SC) Course- Human Resource Management

Course Outcome: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO304HRM.1	REMEMBERING	REMEMBER the strategies adopted by HR and their implementation issues and challenges faced by the organization in national and international context.
CO304HRM.2	UNDERSTANDING	Ability to UNDERSTAND and ARTICULATE the basic concepts of SHRM and link the HR strategies to the organizational business strategies.
CO304HRM.3	APPLYING AND ANALYZING	Ability to ANALYZE HR as an investment to the company.
CO304HRM.4	EVALUATING	Ability to INTERPRET and EVALUATE the implementation of the HR strategies.
CO304HRM.5	CREATING	FORMULATE and provide realistic solutions to the industry by designing innovative strategies and logical decision making.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix															
Course Title:	Strategic Human Resource Management										SPPU Course Code:		SHRM-304 HR		
Designation of Course:	Core Subjects														
Class:	MBA_II					Semester: III					AY: 2021-22				
Teaching Scheme															
Assessment Tool				Internal Assessment Tool						External Assessment Tool					
Theory				Unit Test		Assignment / Tutorial		Prilim Exam		Online / Insem			Endsem		
Practical / Tutorial				TV						TV		OR		PR	
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
SHRM-304 HR CO1	0	1	0	0	0	1	2	0	0	0			1	-	1
SHRM-304 HR CO2	1	2	1	1	0	1	-	1	1	1			2	3	3
SHRM-304 HR CO3	2	2	2	2	2	2	3	2	2	2			1	-	-
SHRM-304 HR CO4	-	0	-	0	0	1	2	2	0	0			2	2	1
SHRM-304 HR CO5	0	1	0	1	3	-	0	-	1	1			-	-	-
SHRM-304 HR CO6	0	0	0	2	0	0	0	1	0	0			-	-	-
SHRM-304 HR	0.60	1.00	0.60	1.00	0.83	1.00	1.40	1.20	0.67	0.67	0.00	0.00	1.50	2.50	1.67

CO- PO mapping is done with correlation level 1, 2, 3 and -
1: Slightly (Low)
2: Moderately (Medium)
3: Substantially (High)
- : No correlation between CO and PO

[Signature]

Course coordinator

[Signature]

Programme Coordinator

[Signature]

Director

Semester III		305HRM : HR Operations
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	COGNITIVE ABILITIES	COURSE OBJECTIVES (CO'S)
CO315HRM.1	REMEMBERING	DESCRIBE structure of personnel department, its policies and maintenance of employee files & records
CO315HRM.2	UNDERSTANDING	LEARN drafting of communications for disciplinary actions
CO315HRM.3	APPLYING	DEMONSTRATE the knowledge and calculations of bonus, gratuity, PF, ESI etc.
CO315HRM.4	ANALYSING	EXPERIMENT to calculate the computation of Workmen compensation, Bonus and Gratuity as per relevant acts
CO315HRM.5	EVALUATING	CALCULATE computation of Workmen compensation, Bonus and Gratuity
CO315HRM.6	CREATING	FILE returns under various labour laws and prepare salary structure



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix

Course Title: HR Operations		SPPU Course Code: HRO-305-HR													
Designation of Course: Core Subjects															
Class: MBA_II		Semester: III										AY: 2021-22			
Teaching Scheme															
Assessment Tool		Internal Assessment Tool										External Assessment Tool			
Theory		Unit Test		Assignment / Tut		Prilim Exam		Online / Insem				Endsem			
Practical / Tutorial		TV						TV		OR		PR			
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
HRO-305-HR CO1		1	1	1	-	1	-	1	1	-	-	-	1	-	1
HRO-305-HR CO2	1		1	1	1	1	1	-	-	-	-	-	1	-	-
HRO-305-HR CO3	1	3	1	-	-	-	3	3	1	2	-	-	-	2	-
HRO-305-HR CO4	2	1	2	2	2	3	-	1			-	-	-	2	1
HRO-305-HR CO5	-	-		1	-	2	1	-	1	1	-	-	1	-	2
HRO-305-HR CO6	-	-	-	-	-	1	3	-		2	-	-	1	-	
HRO-305-HR	1.33	1.67	1.25	1.25	1.50	1.60	2.00	1.67	1.00	1.67	0.00	0.00	1.00	2.00	1.33

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester III		312HRM: Talent Management
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course - Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	COGNITIVE ABILITIES	COURSE OBJECTIVES (CO'S)
CO.312.1	REMEMBERING	DEFINE Talent Management and its significance
CO.312.2	UNDERSTANDING	UNDERSTANDING performance excellence through Talent Management
CO.312.3	APPLYING	APPLY Talent Management concepts in Human Resource Management
CO.312.4	ANALYSING	ANALYSING Talent Management practices in employee development and career enhancement
CO.312.5	EVALUATING	FORMULATE the Talent Management Strategies for any organisation.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix

Course Title:	Talent Management					SPPU Course Code: TM-312-HR									
Designation of Course:	Institute Level														
Class:	MBA_II					Semester: III					AY: 2021-22				
Teaching Scheme															
Assessment Tool		Internal Assessment Tool					External Assessment Tool								
Theory		Unit Test		Assignment / Tutorial		Prilim Exam			Online / Insem			Endsem			
Practical / Tutorial		TV							TV		OR		PR		
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
TM-312-HR CO1		1	1	1	-	1	-	0	-	-	-	-	1	-	1
TM-312-HR CO2	1		1	1	1	1	1	2	-	-	-	-	1	-	-
TM-312-HR CO3	1	3	1	-	-	-	2	2	1	2	-	-	-	2	-
TM-312-HR CO4	2	1	2	2	2	1	2	1			-	-	-	2	1
TM-312-HR CO5	-	-	-	1	-	2	1	-	1	1	-	-	1	-	2
TM-312-HR CO6	-	-	-	-	-	1	-	-	1	2	-	-	1	-	-
TM-312-HR	1.33	1.67	1.25	1.25	1.50	1.20	1.50	1.25	1.00	1.67	0.00	0.00	1.00	2.00	1.33

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No correlation between CO and PO



[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Sem- III		316 HRM: Mentoring and Coaching
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course-Human Resource Management

Course Outcomes: At the end of this course the learner shall be able to –

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO316HRM.1	Remembering	ENUMERATE various concepts of Mentoring and Coaching.
CO316HRM.2	Understanding	UNDERSTAND techniques of Mentoring and Coaching
CO316HRM.3	Applying	APPLY models of Mentoring and Coaching to real world scenarios
CO316HRM.4	Analyzing	ANALYSE issues in Mentoring and Coaching

CO316HRM.5	Evaluating & Creating	DEVELOP skills needed to become Mentor, Coach
------------	-----------------------	---



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Mentoring and Coaching										SPPU Course Code: MC-316-HR				
Designation of Course:	Institute Level														
Class:	MBA_II					Semester: III					AY: 2021-22				
Teaching Scheme															
Assessment Tool			Internal Assessment Tool							External Assessment Tool					
Theory			Unit Test		Assignment / Tut		Prilim Exam			Online / Insem			Endsem		
Practical / Tutorial			TV							TV		OR	PR		
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
MC-316-HR CO1		1	1	1	-	1	-		1	-	-	-	1	-	1
MC-316-HR CO2	1		1	1	1	1	1	2	-	1	-	-	1	-	-
MC-316-HR CO3		3	1	-	-	-	2	2	1	2	-	-	-	2	-
MC-316-HR CO4	2	1	2	2	2	1	-	1	2		-	-	-	2	1
MC-316-HR CO5	-	-		1	-	2	1	-		1	-	-	1	-	2
MC-316-HR CO6	-	-	-	-	-	1		-	2		-	-	1		
MC-316-HR	1.50	1.67	1.25	1.25	1.50	1.20	1.33	1.67	1.50	1.33	0.00	0.00	1.00	2.00	1.33
CO- PO mapping is done with correlation level 1, 2, 3 and – 1: Slightly (low) 2: Moderately (Medium) 3: Substantionally (High) – : No correlation between CO and PO															

[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester III		317 HRM : Compensation and Reward Management
2 Credits	LTP: 0:3:1	Subject Elective (SE) Course – Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	COGNITIVE ABILITIES	COURSE OBJECTIVES (CO'S)
CO317HRM.1	REMEMBERING	DESCRIBE concept of compensation and cost

CO317HRM.2	UNDERSTANDING	UNDERSTAND compensation and reward management process
CO317HRM.3	APPLYING	COMPARE issues related to compensation and survey of wages & salary administration in various industries
CO317HRM.4	ANALYSING	EXPERIMENT to calculate various types of monetary and profit sharing incentives
CO317HRM.5	EVALUATING	CALCULATE income tax as per the current slabs for the employees under different salary brackets
CO317HRM.6	CREATING	FORMULATE salary structure incorporating tax saving components.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																	
7	Course Title:	Compensation and Reward Management										SPPU Course Code: CRM-317-HR					
	Designation of Course:	Institute Level															
	Class:	MBA_II					Semester: III					AY: 2021-22					
	Teaching Scheme																
	Assessment Tool		Internal Assessment Tool										External Assessment Tool				
	Theory		Unit Test		Assignment / Tut		Prilim Exam			Online / Insem			Endsem				
	Practical / Tutorial		TW								TW	OR	PR				
	CO - PO Mapping																
	CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
	CRM-317-HR CO1	1	-	-	1	-	-	-	1	-	-	-	-	1	2	2	
	CRM-317-HR CO2	-	1	-	-	-	1	1	-	1	1	-	-	1	-	-	
	CRM-317-HR CO3	1	-	2	-	-	-	2	-	-	1	-	-	1	1	-	
	CRM-317-HR CO4	-	-	1	2	1	-	2	1	-	1	-	-	2	1	1	
	CRM-317-HR CO5	1	2	-	-	2	2	-	2	2	-	-	-	-	-	-	
	CRM-317-HR CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	CRM-317-HR	1.00	1.50	1.50	1.50	1.50	1.50	1.67	1.33	1.50	1.00	0.00	0.00	1.25	1.33	1.50	

CO- PO mapping is done with corelation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No corelation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester III	SC – MKT- 03	304 MKT : Services Marketing
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO304 MKT.1	REMEMBERING	RECALL the key concepts in services marketing
CO304 MKT.2	UNDERSTANDING	EXPLAIN the role of Extended Marketing Mix in Services
CO304 MKT.3	APPLYING	DEMONSTRATE the new Paradigm and Perspectives in Marketing of Services
CO304 MKT.4	ANALYSING	ANALYSE the significance of services marketing in the Indian and global economy
CO304 MKT.5	EVALUATING	EVALUATE Segmentation, Targeting & Positioning of Services in dynamic marketing environment
CO304 MKT.6	CREATING	DEVELOP marketing mix for various services offering



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																
Course Title:		Service Marketing										SPPU Course Code: SC-304 MKT				
Designation of Course:		Core Subjects														
Class:		MBA_II					Semester: III					AY: 2021-22				
Teaching Scheme																
Assessment Tool		Internal Assessment Tool							External Assessment Tool							
Theory		Unit Test		Assignment / Tutorial		Prilim Exam			Online / Insem				Endsem			
Practical / Tutorial		TV							TV		OR		PR			
CO - PO Mapping																
CO / PO		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SC-304 MKT	CO1	1	-	1	1	2	1	-	-	-	1	-	-	1	2	2
SC-304 MKT	CO2	-	1	-	-	1	-	1	1	1		-	-	2		3
SC-304 MKT	CO3	1	-	2	-	-	-	2	-	-	2	-	-	3	2	
SC-304 MKT	CO4	-	-	-	2	-	-	2	-	-	2	-	-	2	2	1
SC-304 MKT	CO5	1	2	-	-	2	2	2	2	-		-	-			
SC-304 MKT	CO6	-	-	-	-	-	-	-	-	-						
SC-304 MKT		1.00	1.50	1.50	1.50	1.67	1.50	1.75	1.50	1.00	1.67	0.00	0.00	2.00	2.00	2.00

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2 : Moderately (Medium)
 3 : Substantionally (High)
 – : No correlation between CO and PO

[Signature]

Course coordinator

[Signature]

Programe Coordinator

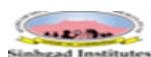
[Signature]

Director

Semester III	SC – MKT- 04	305 MKT : Sales & Distribution Management
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO305MKT.1	REMEMBERING	DESCRIBE the theoretical concepts related to Sales Management and Distribution Management Domain
CO305MKT.2	UNDERSTANDING	UNDERSTAND the concepts, techniques and approaches required for effective decision making in the areas of Sales and Distribution.
CO305MKT.3	APPLYING	APPLY the concepts related to sales and distribution management.
CO305MKT.4	ANALYSING	ANALYZE the real life scenarios of sales and distribution management.
CO305MKT.5	EVALUATING	EVALUATE the existing sales and distribution strategies and approaches.
CO305MKT.6	CREATING	DEVELOP generate and evaluate sales and distribution strategies.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAON (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Sales & Distribution Management				SPPU Course Code: SC-305 MKT			
Designation of Course:	Core Subjects							
Class:	REF!				Semester: III			
Teaching Scheme					AY: 2021-22			
Assessment Tool	Internal Assessment Tool				External Assessment Tool			
Theory	Unit Test	Assignment / Tut	Prilim Exam		Online / Insem	Endsem		
Practical / Tutorial	TV				TV	OR	PR	

CO - PO Mapping		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
SC-305 MKT	CO1	1		1	-	-	-	2	1	-	-	-	-	1	2	3
SC-305 MKT	CO2		1	2	-	1	-	3	-	1	1	-	-	2	1	3
SC-305 MKT	CO3	1	1	1	1	1	2	1	-	-	-	-	-	3	2	3
SC-305 MKT	CO4		2	3	-	2	-	-	-	-	1	-	-	2	3	2
SC-305 MKT	CO5	2		3	-	-	-	2	2	1	-	-	-		3	3
SC-305 MKT	CO6	-			-	-	-	-	-	-	-	-	-	-	-	-
SC-305 MKT		1.33	1.33	2.00	1.00	1.33	2.00	2.00	1.50	1.50	1.00	0.00	0.00	2.00	2.20	2.80

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantially (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester III	SE -IL -MKT- 08	313 MKT: International Marketing
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO313MKT.1	REMEMBERING	ENUMERATE various terms and key concepts associated with international marketing.
CO313MKT.2	UNDERSTANDING	EXPLAIN various key concepts used in all aspects of international marketing.
CO313MKT.3	APPLYING	APPLY all stages in international marketing management process.
CO313MKT.4	ANALYSING	EXAMINE various facets of international marketing environment and the relevant aspects of international marketing management process from a data driven decision perspective.
CO313MKT.5	EVALUATING	JUDGE suitability of alternative market segmentation bases, target market selection, market entry strategies, positioning strategies and international marketing mix strategies based on Assessment of international marketing environment.
CO313MKT.6	CREATING	DESIGN appropriate market segmentation, target market, market entry strategies, positioning strategies and international marketing mix strategies for business organizations.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																				
Course Title:		International Marketing										SPPU Course Code: SE-IL 313 MKT								
Designation of Course:		Institute Level																		
Class:		MBA_II					Semester: III					AY: 2021-22								
Teaching Scheme																				
Assessment Tool		Internal Assessment Tool										External Assessment Tool								
Theory		Unit Test					Assignment / Tut					Prilim Exan		Online / Insem			Endsem			
Practical / Tutorial		TV												TV			OR		PR	
CO - PO Mapping																				
CO / PO		P01	P02	P03	P04	P05	P06	P07	P08	P09	P010	P011	P012	PS01	PS02	PS03				
SE-IL 313 MKT CO1		1	-	1	1	2	-	-	2	1	2	-	-	1	2	2				
SE-IL 313 MKT CO2		-	1	-	-	-	1	1	-	1	2	-	-	2	-	3				
SE-IL 313 MKT CO3		1	-	2	-	-	-	-	1	1	-	-	-	3	2					
SE-IL 313 MKT CO4		-	-	-	2	1	-	-	-	1	2	-	-	2	2	1				
SE-IL 313 MKT CO5		1	2	-	-	2	2	-	0	1	0	-	-							
SE-IL 313 MKT CO6									0	2	2									
SE-IL 313 MKT		1.00	1.50	1.50	1.50	1.67	1.50	1.00	0.75	1.17	1.60	0.00	0.00	2.00	2.00	2.00				

CO- PO mapping is done with correlation level 1, 2, 3 and –
1: Slightly (low)
2: Moderately (Medium)
3: Substantially (High)
– : No correlation between CO and PO

[Signature]

Course coordinator

[Signature]

Programme Coordinator

[Signature]

Director

Semester III	SE -IL -MKT- 09	314 MKT: Digital Marketing II
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 314MKT.1	REMEMBERING	DEFINE the key terms and concepts related with digital marketing
CO 314MKT.2	UNDERSTANDING	EXPLAIN various tools of digital marketing.
CO 314MKT.3	APPLYING	MAKE USE OF various tools of digital marketing.
CO 314MKT.4	ANALYSING	CLASSIFY the different tools and techniques of digital Marketing with respect to SEO, SEM and SMM to increase the customer acquisition and retention.

CO 314MKT.5	EVALUATING	ASSESS the suitability of Digital Marketing Tools w.r.t. SEO, SEM and SMM to increase cost-effectiveness in specific marketing situations.
CO 314MKT.6	CREATING	DEVELOP appropriate digital marketing campaign.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Digital Marketing - II	SPPU Course Code:	SE-IL- 314 MKT
Designation of Course:	Institute Level		
Class:	MBA_II	Semester:	III
Teaching Scheme		AY:	2021-22
Assessment Tool	Internal Assessment Tool	External Assessment Tool	
Theory	Unit Test	Assignment / Tut	Prilim Exam
Practical / Tutorial	TV	OR	PR

CO / PO	Internal Assessment Tool										External Assessment Tool				
	P01	P02	P03	P04	P05	P06	P07	P08	P09	P10	P011	P012	PS01	PS02	PS03
SE-IL- 314 MKT CO1	1	2	1	1	-	-	-	2	1	2	1	2	1	2	2
SE-IL- 314 MKT CO2	1		1	2	2	1	1	-	1	2	2	1	2		3
SE-IL- 314 MKT CO3	-	1	1	1	-	2	-	1	1	-	-	1		2	
SE-IL- 314 MKT CO4	2	2	1	1	1	1	2	-	1	2	2	2	1	2	1
SE-IL- 314 MKT CO5	1	1	1	2	1	0		0	1	0	2	2	2		
SE-IL- 314 MKT CO6															
SE-IL- 314 MKT	1.33	1.50	1.00	1.40	1.33	1.00	1.50	1.00	1.00	1.50	1.75	1.60	1.50	2.00	2.00

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester III	SE -IL -MKT- 07	312 MKT: Business to Business Marketing
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO312 MKT.1	REMEMBERING	DEFINE the terms and concepts related to Business to Business marketing
CO312MKT.2	UNDERSTANDING	EXPLAIN the terms and concepts used in business to business marketing
CO312 MKT.3	APPLYING	IDENTIFY challenges and opportunities in Business-to-Business Marketing.
CO312 MKT.4	ANALYSING	FORMULATE segmentation, targeting and positioning, consumer buying behaviour and marketing mix in the context of Business to Business marketing
CO312MKT.5	EVALUATING	DESIGN marketing mix elements considering business-to-business sales and service situations.
CO312MKT.6	CREATING	DEVELOP marketing plan for business-to-business Marketing situations.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Business to Business Marketing	SPPU Course Code:	SE-IL-312 MKT
Designation of Course:	Institute Level		
Class:	MBA_II	Semester:	III
		AY:	2021-22

Teaching Scheme

Assessment Tool	Internal Assessment Tool				External Assessment Tool		
Theory	Unit Test	Assignment / Tut	Prilim Exam	Online / Insem	Endsem		
Practical / Tutorial	TW			TW	OR	PR	

CO - PO Mapping

CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SE-IL-312 MKT CO1	1	1	1	2	1	-	1	-	1	-	-	-	1	1	2
SE-IL-312 MKT CO2	-	1	2	-	2	1	-	1	2	2	-	-	2	1	-
SE-IL-312 MKT CO3	2	2	3	1	-	-	1	-	-	1	-	-	-	2	1
SE-IL-312 MKT CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-
SE-IL-312 MKT CO5	-	1	-	1	-	-	-	-	1	1	-	-	1	-	1
SE-IL-312 MKT CO6	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-
SE-IL-312 MKT	1.33	1.20	2.00	1.50	1.33	1.50	1.00	1.00	1.33	1.33	0.00	0.00	1.25	1.25	1.33

CO- PO mapping is done with corelation level 1, 2, 3 and –

1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No corelation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester IV		401 – Enterprise Performance Management
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO401.1	REMEMBERING	Enumerate the different parameters & facets of management control of an enterprise.
CO401.2	UNDERSTANDING	Illustrate the various techniques of enterprise performance management for varied sectors.
CO401.3	UNDERSTANDING	Determine the applicability of various tools and metrics as a performance evaluation & management tools.
CO401.4	APPLYING	Analyse the key financial & non-financial attributes to evaluate enterprise performance.
CO401.5	ANALYSING	Formulate the various parameters to evaluate enterprise performance effectively through implementation of strategy.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Enterprise Performance Management						SPPU Course Code: GC-401							
Designation of Course:	Core Subjects													
Class:	MBA_II						Semester: IV			AY: 2021-22				
Teaching Scheme														
Assessment Tool	Internal Assessment Tool						External Assessment Tool							
Theory	Unit Test	Assignment / Tut	Prilim Exam				Online / Insem			Endsem				
Practical / Tutorial	TV						TV	OR		PR				

CO / PO	Internal Assessment Tool												External Assessment Tool		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
GC-401 CO1	1			1	1	1							1	2	2
GC-401 CO2	1	1	1	2	1	-	1	-	1	-	-	-	1	1	2
GC-401 CO3	-	1	2	-	2	1	-	1	2	1	-	-	2	1	-
GC-401 CO4	2	2	1	1	-	-	1	-	-	1	-	-	-	2	1
GC-401 CO5	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-
GC-401 CO6															
GC-401	1.25	1.33	1.33	1.33	1.25	1.33	1.00	1.00	1.50	1.00	0.00	0.00	1.33	1.50	1.67

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No correlation between CO and PO



Course Articulation Matrix

 Course coordinator
  Programme Coordinator
  Director

Semester IV		402 – Indian Ethos & Business Ethics
3 Credits	LTP: 2:1:1	Compulsory Generic Core Course

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO402.1	REMEMBERING	DESCRIBE major theories, concepts, terms, models and framework of Indian ethos and business ethics. DISCOVER the contemporary Issues in Business Ethics
CO402.2	UNDERSTANDING	CLASSIFY and RECOGNIZE Karma, Karma Yoga and discover its relevance in business setting, ILLUSTRATE the business ethical decision rationale derived from Indian Heritage Scriptures.
CO402.3	UNDERSTANDING	APPLY Principles, Theories, Models and Framework of Indian ethos and business ethics in order to incorporate value system in work culture and work place.
CO402.4	APPLYING	DEVELOP and EXHIBIT analytical, problem solving skills, and work ethos by COMPREHENSION and PRACTICE of Indian ethos and value system
CO402.5	ANALYSING	IMPLEMENT, EVALUATE, and FACILITATE ethical business behavior and promote sustainable business ecology, improve profitability, foster business relation and employee productivity.
CO402.6	CREATING	ELABORATE Ethical dilemmas in different business areas of marketing, HRM and Finance and ADAPT dilemma resolution interventions by referring to certain norms, theories and models of Eastern Management.

1. Indian Ethos and Values : Its relevance at Workplace, Indian Ethos, Meaning, Features, Need, Evolution



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title: Global Strategic Management		SPPU Course Code: GC-UL-405													
Designation of Course: University Level															
Class: MBA_II		Semester: IV										AY: 2021-22			
Teaching Scheme															
Assessment Tool		Internal Assessment Tool										External Assessment Tool			
Theory		Unit Test		Assignment / Tutorial		Prilim Exam		Online / Insem				Endsem			
Practical / Tutorial		TW								TW		OR		PR	
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
GC-UL-405 CO1	1	1	1	1	-	1	-	1	-	-	-	-	1	-	1
GC-UL-405 CO2			1	1	1		1	-	-	-	-	-	1	-	-
GC-UL-405 CO3	1	3	1	-	-	-	1	1	2	2	-	-	-	2	-
GC-UL-405 CO4	2	1	2	2	2	1	-	1			-	-	-	2	1
GC-UL-405 CO5	-	-	-	1	-	2	1	-		1	-	-	1	-	2
GC-UL-405 CO6	-	-	-	-	-	1	-	-	1	2	-	-	1	-	
GC-UL-405	1.33	1.67	1.25	1.25	1.50	1.25	1.00	1.00	1.50	1.67	0.00	0.00	1.00	2.00	1.33
CO- PO mapping is done with correlation level 1, 2, 3 and –															
1: Slightly (low)															
2: Moderately (Medium)															
3: Substantionally (High)															
– : No correlation between CO and PO															

[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester IV		408 – Corporate Social Responsibility & Sustainability
2 Credits	LTP: 2:0:0	Generic Elective – University Level

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO408.1	Remembering	DESCRIBE What is CSR, Scope & Complexity, Companies Act 2013, when was CSR Initiated, Evolution, How CSR matters, Aims, objectives, Importance, Benefits of CSR, CSR in India, CSR In global Context, Implementation .
CO408.2	Understanding	EXPLAIN the implications of CSR from the perspectives of employees, managers, leaders, organization and the Community.
CO408.3	Applying	MAKE USE OF the Theories and Principles and Frameworks of CSR in specific organizational settings.
CO408.4	Analyzing	DECONSTRUCT The Role of Companies towards the society and its impact on the community.
CO408.5	Evaluating	FORMULATE The companies how they are practicing CSR activities, Auditing the committees & Board of Committees, CSR Annual Reports.
CO408.6	Creating	ELABORATE UPON the challenges of the Companies in shaping organizational culture and Development of the society.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

56 Course Articulation Matrix																		
Course Title:		Corporate Social Responsibility & Sustainal										SPPU Course Code: GC-UL-408						
Designation of Course:		University Level																
Class:		MBA_II					Semester: IV					AY: 2021-22						
Teaching Scheme																		
Assessment Tool		Internal Assessment Tool										External Assessment Tool						
Theory		Unit Test		Assignment / Tut			Prilim Exam					Online / Insem		Endsem				
Practical / Tutorial		TW										TW		OR		PR		
CO - PO Mapping																		
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03			
GC-UL-408 CO1	1	1	1	1	-	1	-	1	-	-	-	-	1	-	1			
GC-UL-408 CO2			1	1	1		1	-	-	-	-	-	1	-	-			
GC-UL-408 CO3	1	3	1	-	-	-	1	2	2	2	-	-	-	2	-			
GC-UL-408 CO4	2	1	2	2	2	1	-	1			-	-	-	2	1			
GC-UL-408 CO5	-	-		1	-	2	2	-		1	-	-	1	-	2			
GC-UL-408 CO6	-	-	-	-	-	1		-	1	2	-	-	1					
GC-UL-408	1.33	1.67	1.25	1.25	1.50	1.25	1.33	1.33	1.50	1.67	0.00	0.00	1.00	2.00	1.33			

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No correlation between CO and PO

Course coordinator

Programme Coordinator

Director

Semester IV		403 FIN: Financial Laws
3 Credit	LTP : 2:1:1	SUBJECT CORE (SC) COURSE: Specialization – Financial Management (FIN)

Outcomes: On successful completion of the course the learner will be able to:

CO#	Cognitive Ability	Course Outcomes
CO403 .1	Remembering	Define and Describe the basic concepts related to Financial Laws
CO403. 2	Understanding	Illustrate the implications of various laws, Explain concepts and details of various financial laws.
CO403. 3	Applying	Make use of contextual financial laws applicable to organisations.
CO403. 4	Analyzing	Infer the application of financial laws to organisations
CO403. 5	Evaluating	Appraise and perceive the benefits of applicable laws to the organisations.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
 NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
 NBN SINHGAD SCHOOL OF ENGINEERING, AMBEOGAN (BK), PUNE - 41

Course Articulation Matrix

Course Title:	Financial Laws					SPPU Course Code: SC- 403 -FIN									
Designation of Course:	Core Subjects														
Class:	MBA_II					Semester: IV									
Teaching Scheme															
Assessment Tool	Internal Assessment Tool					External Assessment Tool									
Theory	Unit Test	Assignment / Tut	Prelim Exam			Online / Insem		Endsem							
Practical / Tutorial	TW					TW	OR	PR							
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SC- 403 -FIN CO1	1	1	2	1	-	2	-	1	-	-			2	1	-
SC- 403 -FIN CO2	1	2	-	2	1	-	2	2	2	2			-	2	1
SC- 403 -FIN CO3	2	1	1	-	-	1	-	-	1	-			1	-	-
SC- 403 -FIN CO4	-	-	-	1	2	-	1	-	-	1			-	1	2
SC- 403 -FIN CO5	1	-	1	-	-	-	-	1	1	-			1	-	-
SC- 403 -FIN CO6	-	-											-	-	-
SC- 403 -FIN	1.25	1.33	1.33	1.33	1.50	1.50	1.50	1.33	1.33	1.50	0.00	0.00	1.33	1.33	1.50

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)
- : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester IV		404 FIN Current Trends & Cases in Finance
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404FIN.1	REMEMBERING	DESCRIBE the concepts related to emerging areas of Microfinance, Small finance banks, Payment Banks, Start-Ups, SHG and Digitization and analytics
CO404FIN.2	UNDERSTANDING	EXPLAIN in detail, all the theoretical concepts taught through the syllabus
CO404FIN.3	APPLYING	APPLY the various theories and models of financial management in the case.
CO404FIN.4	ANALYSING	ANALYSE the situation and decide the key financial as well as non-financial elements involved in the situation.
CO404FIN.5	EVALUATING	EVALUATE the financial impact of the alternative on the given case.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix																		
Course Title:		Current Trends & Cases in Finance										SPPU Course Code: SC- 404 -FIN						
Designation of Course:		Core Subjects																
Class:		MBA_II										Semester: IV		AY: 2021-22				
Teaching Scheme																		
Assessment Tool		Internal Assessment Tool										External Assessment Tool						
Theory		Unit Test					Assignment / Tut					Prilim Exam		Online / Insem			Endsem	
Practical / Tutorial		TV										TV		OR	PR			
CO - PO Mapping																		
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03			
SC- 404 -FIN CO1	1	1	1	2	1	-	2	-	1	-	-	-	1	1	2			
SC- 404 -FIN CO2	-	1	2	-	2	3	-	2	2	2	-	-	2	1	-			
SC- 404 -FIN CO3	2	2	3	1	-	-	1	-	-	1	-	-	-	2	1			
SC- 404 -FIN CO4	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-			
SC- 404 -FIN CO5	-	1	-	1	-	-	-	-	1	3	-	-	1	-	1			
SC- 404 -FIN CO6	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-			
SC- 404 -FIN	1.33	1.20	2.00	1.50	1.33	2.50	1.33	1.50	1.33	2.00	0.00	0.00	1.25	1.25	1.33			

CO- PO mapping is done with correlation level 1, 2, 3 and –

1: Slightly (low)
2: Moderately (Medium)
3: Substantially (High)
– : No correlation between CO and PO

[Signature]

Course coordinator

[Signature]

Programme Coordinator

[Signature]

Director

Semester IV		412 FIN–Strategic Cost Management
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO412FIN.1	REMEMBERING	Remember the basic concepts, tools and techniques of cost management in the contemporary business environment and how it has influenced cost management
CO412FIN.2	UNDERSTANDING	EXPLAIN in detail, all the theoretical concepts taught through the syllabus; differentiate between various costing techniques.
CO412FIN.3	APPLYING	ILLUSTRATE contemporary management techniques and how they are used in cost management to respond to the contemporary business environment.
CO412FIN.4	ANALYSING	ANALYSE the situation and decide the key cost factors / elements involved in the decision making
CO412FIN.5	EVALUATING	FORMULATE new models and techniques for managing the cost strategically in any business organization.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																		
Course Title:		Strategic Cost Management										SPPU Course Code: SE-IL-FIN-412						
Designation of Course:		Institute Level																
Class:		MBA_II					Semester: IV					AY: 2021-22						
Teaching Scheme																		
Assessment Tool		Internal Assessment Tool										External Assessment Tool						
Theory		Unit Test					Assignment / Tut					Prilim Exam		Online / Insem			Endsem	
Practical / Tutorial		TV										TV		OR		PR		
CO - PO Mapping																		
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3			
SE-IL-FIN-412 CO1	2	2	3	1	-	-	1	-	-	1	-	-	-	2	1			
SE-IL-FIN-412 CO2	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-			
SE-IL-FIN-412 CO3	-	1	-	1	-	-	-	-	1	3	-	-	1	-	1			
SE-IL-FIN-412 CO4	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-			
SE-IL-FIN-412 CO5	1	1	2	1	-	2	-	1	-	-	-	-	2	1	-			
SE-IL-FIN-412 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
SE-IL-FIN-412	1.33	1.25	2.50	1.25	1.00	2.00	1.00	1.00	1.00	2.00	0.00	0.00	1.33	1.33	1.00			

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantially (High)
 – : No correlation between CO and PO

[Signature]

Course coordinator

[Signature]

Programme Coordinator

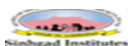
[Signature]

Director

SEM IV		413FIN -Rural & Micro Finance
2 Credits	LTP: 2:0:0	Subject Elective(SE) Course-Financial Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO413.1	REMEMBERING	DEFINE the key concepts of Microfinance and other terms associated with it.
CO413.2	UNDERSTANDING	EXPLAIN and UNDERSTAND the relevance of Microfinance and how its work towards rural development & growth.
CO413.3	APPLYING	IDENTIFY Micro Finance Models and their contribution towards, economic growth, poverty elimination, women empowerment and gender equality.
CO413.4	ANALYSING	ANALYZE the linkage between MFIs and Rural development
CO413.5	EVALUATING	EVALUATE the significance and funding Microfinance Institutions & Self-Help Group.
CO413.6	CREATING	FORMULATE and DISCUSS Cases related to MF (Models) & Rural development, Women Empowerment and Gender Equality.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Rural and Micro Finance				SPPU Course Code: SE-IL-FIN-413										
Designation of Course:	Institute Level														
Class:	MBA_II		Semester: IV		AY: 2021-22										
Teaching Scheme															
Assessment Tool	Internal Assessment Tool				External Assessment Tool										
Theory	Unit Test		Assignment / Tut		Prilim Exam		Online / Insem		Endsem						
Practical / Tutorial	TV				TV	OR		PR							
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SE-IL-FIN-413 CO1	1	2	3	1	-	-	1	-	-	1	-	-	-	2	1
SE-IL-FIN-413 CO2	1	-	-	-	1	2	-	1	-	-	-	-	-	-	-
SE-IL-FIN-413 CO3	-	1	-	1	-	-	-	-	1	3	-	-	1	-	1
SE-IL-FIN-413 CO4	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-
SE-IL-FIN-413 CO5	1	1	2	1	-	2	-	1	-	-	-	-	2	1	-
SE-IL-FIN-413 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
SE-IL-FIN-413	1.00	1.25	2.50	1.25	1.00	2.00	1.00	1.00	1.00	2.00	0.00	0.00	1.33	1.33	1.00

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 – : No correlation between CO and PO



[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester IV		403 HRM - Organizational Diagnosis & Development
Credits: 3	LTP: 2:1:1	Subject Core – Human Resource Management – 05

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404.1	REMEMBERING	DESCRIBE the major theories, concepts, terms, models tools and frameworks in the field of Organizational Diagnosis & Development.
CO404.2	UNDERSTANDING	UNDERSTAND concept of OD and 'intervention'.
CO404.3	APPLYING	MAKE USE of the Theories, Models, Principles and Frameworks of Organizational Diagnosis & Development in specific organizational settings.
CO404.4	ANALYSING	ANALYZE the external and internal environment with right tool of diagnosis and review the role of consultant in OD.
CO404.5	EVALUATING	IDENTIFY AND MAP an intervention to organisational need
CO404.6	CREATING	DESIGN the role of the consultant for an organisational issue



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

61 Course Articulation Matrix																
Course Title:		Organizational Diagnosis & Development										SPPU Course Code: SC- 403 -HR				
Designation of Course:		Core Subjects														
Class:		MBA_II					Semester: IV					AY: 2021-22				
Teaching Scheme																
Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test		Assignment / Tut			Prilim Exan					Online / Insem		Endsem		
Practical / Tutorial		TW											TW	OR	PR	
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03	
SC- 403 -HR CO1	1	2	1	1	2	1	1		0	0	-	-	2	1	1	
SC- 403 -HR CO2		1				1		2	2	3	-	-	2	1	1	
SC- 403 -HR CO3	2	1	3	1	2		1	1	1		-	-	1	1	3	
SC- 403 -HR CO4	0		3	-	2	1	-	1	1	3	-	-	2	3	2	
SC- 403 -HR CO5	1	1	3	1	3		1	1	2	3	-	-	2	3	3	
SC- 403 -HR CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
SC- 403 -HR	1.00	1.25	2.50	1.00	2.25	1.00	1.00	1.25	1.20	2.25	0.00	0.00	1.80	1.80	2.00	

CO- PO mapping is done with corelation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)

– : No corelation between CO and PO



Course coordinator

Programme Coordinator

Director

Semester – IV		404 HRM: Current Trends & Cases in Human Resource Management
3 Credits	LTP: 2:1:1	Subject Core (SC) Course –Human Resource Management

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404HRM.1	REMEMBERING	DESCRIBE the conceptual framework of Digital Disruptions and its impact on the current HR Trends.
CO404HRM.2	UNDERSTANDING	SUMMARIZE the impact of Current HR trends on HR Functions
CO404HRM.3	APPLYING	ILLUSTRATE value creation & competitive advantage of Technology on current HR Trends
CO404HRM.4	ANALYSING	EXAMINE the changing role of HR Priorities
CO404HRM.5	EVALUATING	ELABORATE upon the various types of current HR Trends
CO404HRM.6	CREATING	APPLY the existing Tech tools to real time HRM Challenges and offer Solutions.



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix																	
Course Title:		Current Trends & Cases in Human Resource										SPPU Course Code: SC- 404 -HR					
Designation of Course:		Core Subjects															
Class:		MBA_II					Semester:					0 AY: 2021-22					
Teaching Scheme																	
Assessment Tool		Internal Assessment Tool										External Assessment Tool					
Theory		Unit Test		Assignment / Tut		Prilim Exan		Online / Insem					Endsem				
Practical / Tutorial		TV						TV					OR		PR		
CO - PO Mapping																	
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03		
SC- 404 -HR CO1	1	2	1	1	2	1	1		0	0	-	-	2	1	1		
SC- 404 -HR CO2		1	2	0	2	1		2	2	3	-	-	2	1	1		
SC- 404 -HR CO3	2	1		1	2			1	1		-	-	1	1	3		
SC- 404 -HR CO4	0			-	2	1	2	1	1	3	-	-	2	3	2		
SC- 404 -HR CO5	1	1	3	1	3			1	1	2	3	-	2	3	3		
SC- 404 -HR CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
SC- 404 -HR	1.00	1.25	2.00	0.75	2.20	1.00	1.33	1.25	1.20	2.25	0.00	0.00	1.80	1.80	2.00		

CO- PO mapping is done with corelation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantially (High)
 – : No corelation between CO and PO



[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester IV		410HRM : Designing HR Policies
2 Credits	LTP: 2:1:1	Subject Elective (SE) Course - Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	COGNITIVE ABILITIES	COURSE OBJECTIVES (CO'S)
CO.410HRM.1	REMEMBERING	IDENTIFY important points to be incorporated in HR Manual
CO.410HRM.2	UNDERSTANDING	UNDERSTAND policy requirement for Recruitment & Selection process
CO.410HRM.3	APPLYING	PREPARE policies on employee benefits for an organization of your choice
CO.410HRM.4	ANALYSING	ILLUSTRATE steps involved in better employee relations & grievance handling
CO.410HRM.5	CREATING	CONSTRUCT various HR policies for an organization of your choice



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGAOAN (BK), PUNE - 41

Course Articulation Matrix															
Course Title:		Designing HR Policies								SPPU Course Code: SE-IL-HR-410					
Designation of Course:		Institute Level													
Class:		MBA_II				Semester: IV				AY: 2021-22					
Teaching Scheme															
Assessment Tool		Internal Assessment Tool								External Assessment Tool					
Theory		Unit Test		Assignment / Tut		Prelim Exam		Online / Insem				Endsem			
Practical / Tutorial		TV								TV		OR		PR	
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SE-IL-HR-410 CO1	0	1	0	0	0	1	2	0	1	-			1	-	1
SE-IL-HR-410 CO2	1	2	1	1	0	1	1	2	2	2			2	3	3
SE-IL-HR-410 CO3	2	2	2	2	2	2	1	2	2	0			1	-	-
SE-IL-HR-410 CO4	-	0	-	0	0	1		1	0	3			2	2	1
SE-IL-HR-410 CO5	2	1	0	1	3	-	1	-	1	2			-	-	-
SE-IL-HR-410 CO6	0	0	0	2	0	0	-	0	0	2			-	-	-
SE-IL-HR-410	1.00	1.00	0.60	1.00	0.83	1.00	1.25	1.00	1.00	1.80	0.00	0.00	1.50	2.50	1.67
CO- PO mapping is done with correlation level 1, 2, 3 and -															
1: Slightly (low)															
2: Moderately (Medium)															
3: Substantially (High)															
- : No correlation between CO and PO															

[Signature]

Course coordinator

[Signature]

Programme Coordinator

[Signature]

Director

Semester IV		412HRM : Best Practices In HRM
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course - Human Resource Management

Course Outcomes: On successful completion of the course the learner will be able to:

CO#	COGNITIVE ABILITIES	COURSE OBJECTIVES (CO'S)
CO.412HRM.1	REMEMBERING	DEFINE dynamic approach towards Human Resource activities and practices.
CO.412HRM.2	UNDERSTANDING	EXPLAIN theoretical framework for best practices.
CO.412HRM.3	APPLYING	IDENTIFY & CLASSIFY the practices according to the industry and sub sectors of the industry.
CO.412HRM.4	ANALYSING & EVALUATING	COMPARE and DETERMINE various skill sets required at Human Resource Section.
CO.412HRM.5	CREATING	PLAN a survey of various industry and DEVELOP a trend analysis of Human Resource Best Practices.

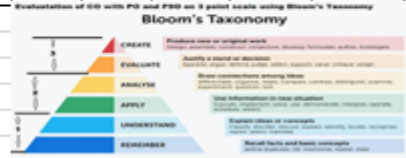


**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Best Practices in HRM										SPPU Course Code: SE-IL-HR-412							
Designation of Course:	Institute Level																	
Class:	0					Semester: IV					AY: 2021-22							
Teaching Scheme																		
Assessment Tool		Internal Assessment Tool										External Assessment Tool						
Theory		Unit Test	Assignment / Tut	Prilim Exam											Online / Insem		Endsem	
Practical / Tutorial		TV												TV	OR	PR		
CO - PO Mapping																		
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03			
SE-IL-HR-412 CO1	-	1	-	2	-	-	1	-	-	-	-	-	1	1	-			
SE-IL-HR-412 CO2	1	1	2	1	-	2	-	1	-	-	-	-	2	1	-			
SE-IL-HR-412 CO3	1	2	-	2	1	-	2	2	2	2			-	2	1			
SE-IL-HR-412 CO4	2	1	1	-	-	1	-	-	1	-			1	-	-			
SE-IL-HR-412 CO5	-	-	-	1	2	-	1	-	-	1			-	1	2			
SE-IL-HR-412 CO6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
SE-IL-HR-412	1.33	1.25	1.50	1.50	1.50	1.50	1.33	1.50	1.50	1.50	0.00	0.00	1.33	1.25	1.50			

CO- PO mapping is done with correlation level 1, 2, 3 and –
 1: Slightly (low)
 2: Moderately (Medium)
 3: Substantionally (High)
 –: No corelation between CO and PO



[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester IV	SC – MKT- 05	403 MKT: Marketing 4.0
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO403MKT.1	REMEMBERING	DESCRIBE the various concepts associated with Marketing 4.0
CO403MKT.2	UNDERSTANDING	EXPLAIN the importance of 5A's in Marketing 4.0.
CO403MKT.3	APPLYING	DEMONSTRATE the application of concepts of digital marketing, new productivity metrics, Human centric marketing, Omni channel marketing to the real world of digital economy
CO403MKT.4	ANALYSING	DISTINGUISH between traditional and digital marketing practices in given real world context to be the effective marketers.
CO403MKT.5	EVALUATING	ASSESS how Technology & connectivity has changed human life and business in the context of real-world commodities, products & services.
CO403MKT.6	CREATING	DEVELOP strategies to create WOW! Moments with customer engagement



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix																
Course Title:		Marketing 4.0										SPPU Course Code: SC- 403 -MKT				
Designation of Course:		Core Subjects														
Class:		MBA_II					Semester: IV					AY: 2021-22				
Teaching Scheme																
Assessment Tool		Internal Assessment Tool										External Assessment Tool				
Theory		Unit Test		Assignment / Tut		Prilim Exam		Online / Insem		Endsem						
Practical / Tutorial		TV						TV		OR		PR				
CO - PO Mapping																
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
SC- 403 -MKT CO1	1	2	1	2	1	1	2	1	2	0	-	-	2	1	1	
SC- 403 -MKT CO2		1	2	0	2	1	1		1	3	-	-	2	1	1	
SC- 403 -MKT CO3	2	1	3	1	2		1	2	1		-	-	1	1	3	
SC- 403 -MKT CO4	0		3	1	0	1		0		3	-	-	2	3	2	
SC- 403 -MKT CO5	1	1	3	1	1		1	1	1	3	-	-	2	3	3	
SC- 403 -MKT CO6	-	-	-	-	0	-	-	-	-	-	-	-	-	-	-	
SC- 403 -MKT	1.00	1.25	2.40	1.00	1.00	1.00	1.25	1.00	1.25	2.25	0.00	0.00	1.80	1.80	2.00	
CO- PO mapping is done with correlation level 1, 2, 3 and –																
1: Slightly (low)																
2: Moderately (Medium)																
3: Substantionally (High)																
– : No correlation between CO and PO																

[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester IV	SC – MKT- 06	404 MKT: Marketing Strategy
3 Credits	LTP: 2:1:1	Subject Core (SC) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO404MKT.1	REMEMBERING	DISCOVER perspectives of market strategy.
CO404MKT.2	UNDERSTANDING	UNDERSTAND the intricacies of competitive marketing situations and ways to handle each situation.
CO404MKT.3	APPLYING	BUILD a market strategy through integrating concepts like product life cycle, adoption, and segmentation, branding, pricing, distribution, and market communication.

CO404MKT.4	ANALYSING	ANALYSE a company's current situation through applying internal and external analyses.
CO404MKT.5	EVALUATING	EXPLAIN alternative ways to measure the outcome of market strategies.
CO404MKT.6	CREATING	CREATE Corporate Advantage by exploring how the scope of firms is influenced by resources that are shared across products.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix

Course Title:	Marketing Strategy								SPPU Course Code:			SC- 404 -MKT			
Designation of Course:	Core Subjects														
Class:	MBA_II				Semester: IV				AY: 2021-22						
Teaching Scheme															
Assessment Tool		Internal Assessment Tool								External Assessment Tool					
Theory		Unit Test		Assignment / Tut		Prilim Exam		Online / Insem			Endsem				
Practical / Tutorial		TV						TV			OR		PR		
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PS01	PS02	PS03
SC- 404 -MKT CO1	1	2	1	1	1	1	1		0	0	-	-	2	1	1
SC- 404 -MKT CO2		1	2	0	2	1	2	2	2	3	-	-	2	1	1
SC- 404 -MKT CO3	2	1	2	1	2			1	1		-	-	1	1	3
SC- 404 -MKT CO4	0		0	-	0	1	1	1	1	3	-	-	2	3	2
SC- 404 -MKT CO5	1	1	1	1	1			2	2	3	-	-	2	3	3
SC- 404 -MKT CO6	-	-	0	-	0	-	-	-	-	-	-	-	-	-	-
SC- 404 -MKT	1.00	1.25	1.00	0.75	1.00	1.00	1.33	1.50	1.20	2.25	0.00	0.00	1.80	1.80	2.00

CO- PO mapping is done with correlation level 1, 2, 3 and –


1: Slightly (low)

2: Moderately (Medium)

3: Substantionally (High)

– : No correlation between CO and PO




Course coordinator


Programme Coordinator


Director

Semester IV	(SE – IL - MKT- 13)	409 MKT-Customer Relationship Management
2 Credits	LTP: 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course, the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 409MKT.1	REMEMBERING	DEFINE and DESCRIBE basic concepts and theories related to CRM.
CO 409MKT.2	UNDERSTANDING	UNDERSTAND and EXPLAIN key concepts and theories associated with CRM.
CO 409MKT.3	APPLYING	APPLY and ILLUSTRATE principles, theories and models of CRM in B2B and B2C markets.
CO 409MKT.4	ANALYZING	CLASSIFY Customer acquisition and retention strategies and ANALYZE Customer database in CRM.
CO 409MKT.5	EVALUATING	EVALUATE suitability and effectiveness of CRM strategies in specific marketing situation.
CO 409MKT.6	CREATING	DEVELOP CRM strategies/plans for various B2B and B2C markets.



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

Course Articulation Matrix

Course Title:	Customer Relationship Management					SPPU Course Code: SE-IL-MKT-409									
Designation of Course:	Institute Level														
Class:	MBA_II					Semester: IV									
Teaching Scheme						AY: 2021-22									
Assessment Tool	Internal Assessment Tool					External Assessment Tool									
Theory	Unit Test	Assignment / Tut	Prelim Exam			Online / Insem		Endsem							
Practical / Tutorial	TV					TV	OR	PR							
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SE-IL-MKT-409 CO1	0	1	0	0	0	1	2	0	0	-			1	-	1
SE-IL-MKT-409 CO2	1	2	1	1	0	1	-	2	2	2			2	3	3
SE-IL-MKT-409 CO3	2	2	2	2	2	2	2	2	2	0			1	-	-
SE-IL-MKT-409 CO4	-	0	-	0	0	1	2	1	2	1			2	2	1
SE-IL-MKT-409 CO5	0	1	0	1	3	-	0	-	-	2			-	-	-
SE-IL-MKT-409 CO6	0	0	0	2	0	0	0	0	0	2			-	-	-
SE-IL-MKT-409	0.60	1.00	0.60	1.00	0.83	1.00	1.20	1.00	1.20	1.40	0.00	0.00	1.50	2.50	1.67

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantially (High)

– : No correlation between CO and PO



[Signature]

Course coordinator

[Signature]

Programe Coordinator

[Signature]

Director

Semester IV	(SE-IL-MKT-16)	412 MKT – Retail Marketing
2 Credits	LTP - 1:1:1	Subject Elective (SE) Course – Marketing Management

Course Outcomes: On successful completion of the course the learner will be able to

CO#	COGNITIVE ABILITIES	COURSE OUTCOMES
CO 412 MKT.1	REMEMBERING	DEFINE various concepts associated with retail marketing
CO412 MKT.2	UNDERSTANDING	EXPLAIN the terms and concepts used in Retail Marketing
CO412 MKT.3	APPLYING	ILLUSTRATE value creation & competitive advantage in Retail Marketing.
CO412 MKT.4	ANALYSING	ANALYSE the contemporary issues affecting Retail marketing decisions
CO412 MKT.5	EVALUATING	EVALUATE the effectiveness of Retail marketing mix used by different Retail formats
CO412 MKT.6	CREATING	FORMULATE effective retail marketing strategy



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

Course Articulation Matrix

Course Title:	Retail Marketing				SPPU Course Code: SE-IL-MKT-412										
Designation of Course:	Institute Level														
Class:	MBA_II		Semester: IV		AY: 2021-22										
Teaching Scheme															
Assessment Tool	Internal Assessment Tool				External Assessment Tool										
Theory	Unit Test	Assignment / Tut	Prelim Exam		Online / Insem		Endsem								
Practical / Tutorial	TV				TV	OR	PR								
CO - PO Mapping															
CO / PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
SE-IL-MKT-412 CO1	1	1	1	1	0	1	1	0	0	-			1	-	1
SE-IL-MKT-412 CO2	1	2	1	1	1	1	-	2	2	2			2	3	3
SE-IL-MKT-412 CO3	2	2	2	2	2	2	2	2	1	0			1	-	-
SE-IL-MKT-412 CO4	-	0	-	0	0	1	3	1	2	2			2	2	1
SE-IL-MKT-412 CO5	0	1	0	1	1	-	0	1	-	2			-	-	-
SE-IL-MKT-412 CO6	0	0	0	2	0	0	0	0	0	2			1	1	1
SE-IL-MKT-412	0.80	1.00	0.80	1.17	0.67	1.00	1.20	1.00	1.00	1.60	0.00	0.00	1.40	2.00	1.50

CO- PO mapping is done with correlation level 1, 2, 3 and –

- 1: Slightly (low)
- 2: Moderately (Medium)
- 3: Substantionally (High)

– : No correlation between CO and PO



Course coordinator

Programme Coordinator

Director

46	MC-316-HR	1.50	1.67	1.25	1.25	1.50	1.20	1.33	1.67	1.50	1.33	0.00	0.00	1.00	2.00	1.33
47	CRM-317-HR	1.00	1.50	1.50	1.50	1.50	1.50	1.67	1.33	1.50	1.00	0.00	0.00	1.25	1.33	1.50
48	SC-304 MKT	1.00	1.50	1.50	1.50	1.67	1.50	1.75	1.50	1.00	1.67	0.00	0.00	2.00	2.00	2.00
49	SC-305 MKT	1.33	1.33	2.00	1.00	1.33	2.00	2.00	1.50	1.50	1.00	0.00	0.00	2.00	2.20	2.80
50	SE-IL 313 MKT	1.00	1.50	1.50	1.50	1.67	1.50	1.00	0.75	1.17	1.60	0.00	0.00	2.00	2.00	2.00
51	SE-IL- 314 MKT	1.33	1.50	1.00	1.40	1.33	1.00	1.50	1.00	1.00	1.50	1.75	1.60	1.50	2.00	2.00
52	SE-IL-312 MKT	1.33	1.20	2.00	1.50	1.33	1.50	1.00	1.00	1.33	1.33	0.00	0.00	1.25	1.25	1.33
53	GC-401	1.25	1.33	1.33	1.33	1.25	1.33	1.00	1.00	1.50	1.00	0.00	0.00	1.33	1.50	1.67
54	GC-402	1.33	1.67	1.25	1.25	1.50	1.20	1.33	1.33	2.00	1.67	0.00	0.00	1.00	2.00	1.33
55	GC-UL-405	1.33	1.67	1.25	1.25	1.50	1.25	1.00	1.00	1.50	1.67	0.00	0.00	1.00	2.00	1.33
56	GC-UL-408	1.33	1.67	1.25	1.25	1.50	1.25	1.33	1.33	1.50	1.67	0.00	0.00	1.00	2.00	1.33
57	SC- 403 -FIN	1.25	1.33	1.33	1.33	1.50	1.50	1.50	1.33	1.33	1.50	0.00	0.00	1.33	1.33	1.50
58	SC- 404 -FIN	1.33	1.20	2.00	1.50	1.33	2.50	1.33	1.50	1.33	2.00	0.00	0.00	1.25	1.25	1.33
59	SE-IL-FIN-412	1.33	1.25	2.50	1.25	1.00	2.00	1.00	1.00	1.00	2.00	0.00	0.00	1.33	1.33	1.00
60	SE-IL-FIN-413	1.00	1.25	2.50	1.25	1.00	2.00	1.00	1.00	1.00	2.00	0.00	0.00	1.33	1.33	1.00
61	SC- 403 -HR	1.00	1.25	2.50	1.00	2.25	1.00	1.00	1.25	1.20	2.25	0.00	0.00	1.80	1.80	2.00
62	SC- 404 -HR	1.00	1.25	2.00	0.75	2.20	1.00	1.33	1.25	1.20	2.25	0.00	0.00	1.80	1.80	2.00
63	SE-IL-HR-410	1.00	1.00	0.60	1.00	0.83	1.00	1.25	1.00	1.00	1.80	0.00	0.00	1.50	2.50	1.67
64	SE-IL-HR-412	1.33	1.25	1.50	1.50	1.50	1.50	1.33	1.50	1.50	1.50	0.00	0.00	1.33	1.25	1.50
65	SC- 403 -MKT	1.00	1.25	2.40	1.00	1.00	1.00	1.25	1.00	1.25	2.25	0.00	0.00	1.80	1.80	2.00
66	SC- 404 -MKT	1.00	1.25	1.00	0.75	1.00	1.00	1.33	1.50	1.20	2.25	0.00	0.00	1.80	1.80	2.00
67	SE-IL-MKT-409	0.60	1.00	0.60	1.00	0.83	1.00	1.20	1.00	1.20	1.40	0.00	0.00	1.50	2.50	1.67
68	SE-IL-MKT-412	0.80	1.00	0.80	1.17	0.67	1.00	1.20	1.00	1.00	1.60	0.00	0.00	1.40	2.00	1.50
Average PO		1.31	1.39	1.40	1.37	1.42	1.49	1.48	1.52	1.28	1.35	1.58	1.64	1.39	1.53	1.42
% Average		43.51	46.31	46.79	45.52	47.29	49.77	49.24	50.59	42.53	44.84	52.78	54.81	46.26	51.13	47.26



Course coordinator



Programme Coordinator



Director



Sinhgad Institutes

SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

MBA Department

CO ATTAINMENT

Academic Year: 2021-22

15	GC-203	3.00	3.00	3.00	3.00	3.00	3.00	3.00
16	GC-204	3.00	3.00	3.00	3.00	3.00	3.00	3.00
17	GE-UL-208	2.60	2.60	2.60	2.60	1.60	2.10	2.35
18	GE-UL-209	2.60	2.60	2.60	2.60	1.60	2.10	2.35
19	GE-UL-210	2.60	2.60	2.60	2.60	1.60	2.10	2.35
20	SE - IL-215	2.60	2.60	2.60	2.60	2.40	2.60	2.57
21	SC- 205 MKT	3.00	2.60	2.60	2.60	2.40	2.60	2.63
22	SC -206 MKT	3.00	2.60	2.60	2.60	2.40	2.60	2.63
23	SE -IL -MKT -217	3.00	2.60	2.60	2.60	2.40	2.60	2.63
24	SE - IL-MKT-218	3.00	2.60	2.60	2.60	2.40	2.60	2.63
25	SC- 205 Fin	3.00	2.60	2.60	2.60	2.40	2.60	2.63
26	SC -206 Fin	3.00	2.60	2.60	2.60	2.40	2.60	2.63
27	SE - IL-218 Fin	3.00	2.60	2.60	2.60	2.40	2.60	2.63
28	SE - IL-Fin219	3.00	2.60	2.60	2.60	2.40	2.60	2.63
29	SC- 205 -HR	3.00	2.60	2.60	2.60	2.40	2.60	2.63
30	SC -206 HR	3.00	2.60	2.60	2.60	2.40	2.60	2.63



Sinhgad Institutes

SINHGAD TECHNICAL EDUCATION SOCIETY'S

NBN SINHGAD TECHNICAL INSTITUTES CAMPUS

NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

MBA Department

CO ATTAINMENT

Academic Year: 2021-22

61	SC- 403 -HR	1.80	1.80	1.80	1.80	1.80	1.80	1.80
62	SC- 404 -HR	3.00	3.00	3.00	3.00	3.00	3.00	3.00
63	SE-IL-HR-410	3.00	3.00	3.00	3.00	3.00	3.00	3.00
64	SE-IL-HR-412	3.00	3.00	3.00	3.00	3.00	3.00	3.00
65	SC- 403 -MKT	3.00	3.00	3.00	3.00	3.00	3.00	3.00
66	SC- 404 -MKT	3.00	3.00	3.00	3.00	3.00	3.00	3.00
67	SE-IL-MKT-409	3.00	3.00	3.00	3.00	3.00	3.00	3.00
68	SE-IL-MKT-412	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Average		2.93	2.85	2.85	2.85	2.76	2.79	

Course coordinator

Programme Coordinator

Director

PO and PSO Attainment

Calculating PO attainment for direct method

The PO attainment is calculated by using the predefined CO/PO matrix and value of Final CO attainment for the subject

The PO attainment is calculated by using the formula

PO attainment = Avg. of CO's of a PO / 3 X Final CO attainment for subject

For Example, if you want to calculate the PO attainment value for PO1 below table

PO attainment for PO1 = (Avg. of CO's for PO1 / 3) X 2.97

PO attainment for PO1 = **2.97**



SINHGAD TECHNICAL EDUCATION SOCIETY'S

NBN SINHGAD TECHNICAL INSTITUTES CAMPUS

NBN Sinhgad School of Engineering, Ambegaon, Pune -41.

Sinhgad Institutes

MBA Department

PO ATTAINMENT

Academic Year:2021-22

Direct PO Attainment

Sr. No.	Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
1	GC- 101	1.33	1.25	1.33	1.33	1.33	1.50	1.50	1.50	1.50	1.33	1.33	1.33	1.33
2	GC-102	1.33	1.25	1.00	1.33	1.33	1.50	1.50	1.50	1.00	1.33	1.33	1.33	1.00
3	GC-103	1.33	1.20	1.25	1.25	1.50	1.33	1.50	1.67	1.33	1.25	1.25	1.33	1.25
4	GC-104	1.25	1.20	1.00	1.50	1.20	1.50	1.33	1.25	1.33	1.33	1.33	1.33	1.00
5	GC-105	1.33	1.25	1.33	1.33	1.33	1.50	1.50	2.00	1.50	1.33	1.33	1.33	1.33
6	GC-106	1.33	1.50	1.33	1.50	1.50	1.50	1.50	2.00	2.00	1.33	1.50	1.50	1.33
7	GE-UL-107	1.50	1.50	1.50	1.50	1.33	1.33	1.33	1.50	1.33	1.33	2.00	2.00	2.25
8	GE-UL-109	1.33	1.20	1.67	1.25	1.50	1.67	1.33	1.50	1.50	1.33	1.50	1.25	1.00
9	GE-UL-112	1.25	1.20	1.50	1.50	1.00	1.67	1.33	1.25	1.00	1.00	1.25	1.33	1.00
10	GE-IL-113	1.25	1.33	1.33	1.50	1.00	1.33	1.25	1.25	1.00	1.00	1.25	1.50	1.50
11	GE-IL-114	1.50	1.67	1.40	1.25	2.00	1.50	1.50	1.33	1.33	1.33	2.00	2.67	2.00
12	GE-IL-116	1.33	1.20	1.33	1.50	1.33	1.50	1.25	1.50	1.00	1.00	1.25	1.25	1.33
13	GC-201	1.67	1.40	1.00	1.33	1.50	1.67	1.25	1.67	1.00	1.00	1.33	1.33	1.00
14	GC-202	1.33	1.67	1.40	1.00	1.33	1.00	1.40	1.40	1.00	1.00	1.33	1.00	2.25
15	GC-203	1.33	1.50	1.20	1.50	1.50	1.50	1.33	1.75	1.00	1.33	1.50	1.50	1.33
16	GC-204	1.67	2.00	1.67	1.50	1.00	1.50	1.67	1.50	1.00	1.67	1.50	1.50	1.33



SINHGAD TECHNICAL EDUCATION SOCIETY'S

NBN SINHGAD TECHNICAL INSTITUTES CAMPUS

NBN Sinhgad School of Engineering, Ambegaon, Pune -41.

Sinhgad Institutes

MBA Department

PO ATTAINMENT

Academic Year:2021-22

17	GE-UL-208	1.33	1.25	1.33	1.33	1.33	1.50	1.67	1.67	1.00	1.00	1.33	1.33	1.33
18	GE-UL-209	1.25	1.33	1.33	1.33	1.50	1.50	1.67	1.33	1.00	1.50	1.33	1.67	1.33
19	GE-UL-210	1.33	1.33	1.50	1.50	1.50	1.50	1.50	1.67	1.33	1.33	1.33	1.33	1.50
20	SE - IL-215	1.33	1.25	1.33	1.33	1.33	1.50	2.00	1.75	1.00	1.33	1.33	1.33	1.33
21	SC- 205 MKT	1.33	1.25	1.50	1.33	1.50	1.33	1.33	1.75	1.33	1.33	1.25	1.25	1.60
22	SC -206 MKT	1.33	1.20	1.33	1.50	1.33	1.50	1.25	1.67	1.33	1.33	1.25	1.25	1.33
23	SE -IL -MKT -217	1.20	1.50	1.33	1.50	1.33	1.50	1.25	1.60	1.00	1.33	1.33	1.50	1.33
24	SE - IL-MKT-218	1.33	1.25	1.33	1.33	1.33	1.50	1.50	1.67	1.00	1.00	1.33	1.33	1.33
25	SC- 205 Fin	1.00	1.25	1.50	1.33	1.50	1.50	1.33	2.33	1.50	1.33	1.33	1.33	1.00
26	SC -206 Fin	1.33	1.25	1.00	1.33	1.33	1.50	2.00	2.00	1.00	1.33	1.33	1.33	1.00
27	SE - IL-218 Fin	1.00	1.33	1.33	1.33	1.75	1.50	1.33	1.50	1.00	1.40	1.67	1.67	1.50
28	SE - IL-Fin219	1.33	1.20	1.33	1.50	1.33	1.50	1.33	1.33	1.00	1.00	1.25	1.25	1.33
29	SC- 205 -HR	1.33	1.25	1.33	1.33	1.33	1.50	1.33	2.00	1.00	1.00	1.33	1.33	1.33
30	SC -206 HR	1.50	1.20	1.50	1.40	1.67	1.50	1.60	1.60	1.33	1.67	1.33	1.25	1.50
31	SE – HR-217	1.25	1.60	2.00	1.60	1.33	2.00	1.00	1.25	1.33	1.67	1.25	1.33	1.00
32	SE – IL-HR -218	1.33	1.25	1.00	1.33	1.33	1.50	1.25	1.75	1.50	1.60	1.33	1.33	1.00
33	GC-301	1.33	1.25	1.33	1.33	1.33	1.50	1.33	1.33	1.00	1.40	1.33	1.33	1.33
34	GC-302	1.50	1.50	1.80	1.50	1.50	1.50	1.60	1.33	1.67	1.75	1.00	1.33	1.25
35	GE-UL-307	1.67	2.00	1.80	1.50	2.00	2.00	2.00	2.00	2.00	1.80	2.50	2.00	1.75
36	GE-UL-308	1.40	1.33	1.33	1.33	1.50	1.50	1.75	2.00	2.00	0.00	1.33	1.33	1.33
37	GE-UL-311	1.33	1.25	1.33	1.33	1.33	1.50	2.00	1.67	1.67	1.33	1.33	1.33	1.33
38	SC-304 FIN	1.67	2.33	2.00	1.50	2.00	2.00	1.67	1.50	2.00	1.67	1.50	1.50	1.33
39	SC- 305 FIN	1.33	1.20	1.33	1.50	1.33	1.50	1.33	2.00	1.33	1.33	1.25	1.25	1.33
40	SE-IL -312	1.00	1.00	2.00	1.20	1.67	1.33	1.75	1.50	1.00	1.00	1.33	1.33	1.00



SINHGAD TECHNICAL EDUCATION SOCIETY'S

NBN SINHGAD TECHNICAL INSTITUTES CAMPUS

NBN Sinhgad School of Engineering, Ambegaon, Pune -41.

Sinhgad Institutes

MBA Department

PO ATTAINMENT

Academic Year:2021-22

41	SE-IL -315	1.00	1.00	2.00	1.00	1.00	1.67	1.50	1.50	1.00	2.00	1.33	1.33	1.33
42	SE-IL -320	1.25	1.33	1.33	1.50	1.50	2.00	2.00	1.00	1.33	1.50	1.25	1.50	1.33
43	SHRM-304 HR	0.60	1.00	0.60	1.00	0.83	1.00	1.40	1.20	0.67	0.67	1.50	2.50	1.67
44	HRO-305-HR	1.33	1.67	1.25	1.25	1.50	1.60	2.00	1.67	1.00	1.67	1.00	2.00	1.33
45	TM-312-HR	1.33	1.67	1.25	1.25	1.50	1.20	1.50	1.25	1.00	1.67	1.00	2.00	1.33
46	MC-316-HR	1.50	1.67	1.25	1.25	1.50	1.20	1.33	1.67	1.50	1.33	1.00	2.00	1.33
47	CRM-317-HR	1.00	1.50	1.50	1.50	1.50	1.50	1.67	1.33	1.50	1.00	1.25	1.33	1.50
48	SC-304 MKT	1.00	1.50	1.50	1.50	1.67	1.50	1.75	1.50	1.00	1.67	2.00	2.00	2.00
49	SC-305 MKT	1.33	1.33	2.00	1.00	1.33	2.00	2.00	1.50	1.50	1.00	2.00	2.20	2.80
50	SE-IL 313 MKT	1.00	1.50	1.50	1.50	1.67	1.50	1.00	0.75	1.17	1.60	2.00	2.00	2.00
51	SE-IL- 314 MKT	1.33	1.50	1.00	1.40	1.33	1.00	1.50	1.00	1.00	1.50	1.50	2.00	2.00
52	SE-IL-312 MKT	1.33	1.20	2.00	1.50	1.33	1.50	1.00	1.00	1.33	1.33	1.25	1.25	1.33
53	GC-401	1.25	1.33	1.33	1.33	1.25	1.33	1.00	1.00	1.50	1.00	1.33	1.50	1.67
54	GC-402	1.33	1.67	1.25	1.25	1.50	1.20	1.33	1.33	2.00	1.67	1.00	2.00	1.33
55	GC-UL-405	1.33	1.67	1.25	1.25	1.50	1.25	1.00	1.00	1.50	1.67	1.00	2.00	1.33



Sinhgad Institutes

SINHGAD TECHNICAL EDUCATION SOCIETY'S

NBN SINHGAD TECHNICAL INSTITUTES CAMPUS

NBN Sinhgad School of Engineering, Ambegaon, Pune -41.

MBA Department

PO ATTAINMENT

Academic Year:2021-22

56	GC-UL-408	1.33	1.67	1.25	1.25	1.50	1.25	1.33	1.33	1.50	1.67	1.00	2.00	1.33
57	SC- 403 -FIN	1.25	1.33	1.33	1.33	1.50	1.50	1.50	1.33	1.33	1.50	1.33	1.33	1.50
58	SC- 404 -FIN	1.33	1.20	2.00	1.50	1.33	2.50	1.33	1.50	1.33	2.00	1.25	1.25	1.33
59	SE-IL-FIN-412	1.33	1.25	2.50	1.25	1.00	2.00	1.00	1.00	1.00	2.00	1.33	1.33	1.00
60	SE-IL-FIN-413	1.00	1.25	2.50	1.25	1.00	2.00	1.00	1.00	1.00	2.00	1.33	1.33	1.00
61	SC- 403 -HR	1.00	1.25	2.50	1.00	2.25	1.00	1.00	1.25	1.20	2.25	1.80	1.80	2.00
62	SC- 404 -HR	1.00	1.25	2.00	0.75	2.20	1.00	1.33	1.25	1.20	2.25	1.80	1.80	2.00
63	SE-IL-HR-410	1.00	1.00	0.60	1.00	0.83	1.00	1.25	1.00	1.00	1.80	1.50	2.50	1.67
64	SE-IL-HR-412	1.33	1.25	1.50	1.50	1.50	1.50	1.33	1.50	1.50	1.50	1.33	1.25	1.50
65	SC- 403 -MKT	1.00	1.25	2.40	1.00	1.00	1.00	1.25	1.00	1.25	2.25	1.80	1.80	2.00
66	SC- 404 -MKT	1.00	1.25	1.00	0.75	1.00	1.00	1.33	1.50	1.20	2.25	1.80	1.80	2.00
67	SE-IL-MKT-409	0.60	1.00	0.60	1.00	0.83	1.00	1.20	1.00	1.20	1.40	1.50	2.50	1.67
68	SE-IL-MKT-412	0.80	1.00	0.80	1.17	0.67	1.00	1.20	1.00	1.00	1.60	1.40	2.00	1.50
DPOA	0	1.31	1.39	1.40	1.37	1.42	1.49	1.48	1.52	1.28	1.35	1.39	1.53	1.42



Sinhgad Institutes

SINHGAD TECHNICAL EDUCATION SOCIETY'S

NBN SINHGAD TECHNICAL INSTITUTES CAMPUS

NBN Sinhgad School of Engineering, Ambegaon, Pune -41.

MBA Department

PO ATTAINMENT

Academic Year:2021-22

Indirect PO Atainment

Sr. No	Survy	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PSO1	PSO2	PSO3
1	Student	2.63	2.55	2.61	2.59	2.61	2.51	2.62	2.62	2.62	2.64	4.20	4.31	4.30
2	Parent	2.61	NIL	NIL	NIL	NIL	2.51	NIL	NIL	NIL	NIL	4.25	4.15	4.10
3	Teacher	2.81	2.76	NIL	2.76	2.54	2.74	NIL	NIL	2.74	NIL	4.60	4.61	4.62
4	Alumina	Nil	Nil	Nil	2.81	2.81	2.84	Nil	Nil	Nil	Nil	4.40	4.40	4.30
5	Employer	2.78	2.04	2.04	2.04	Nil	2.46	Nil	Nil	Nil	Nil	4.23	4.23	4.21
IPOA	Average	2.71	2.45	2.33	2.55	2.65	2.61	2.62	2.62	2.68	2.64	4.34	4.34	4.31
	Direct PO Atainment	1.31	1.39	1.40	1.37	1.42	1.49	1.48	1.52	1.28	1.35	1.39	1.53	1.42
	Indirect PO Atainment	2.71	2.45	2.33	2.55	2.65	2.61	2.62	2.62	2.68	2.64	4.34	4.34	4.31
	A. 80% of Direct PO	1.04	1.11	1.12	1.09	1.14	1.19	1.18	1.21	1.02	1.08	1.11	1.23	1.13
	B.20% of In Direct PO	0.54	0.49	0.47	0.51	0.53	0.52	0.52	0.52	0.54	0.53	0.87	0.87	0.86
	PO Atainment (A+B)	1.59	1.60	1.59	1.60	1.67	1.72	1.71	1.74	1.56	1.60	1.98	2.10	2.00
	Target PO	1.31	1.39	1.40	1.37	1.42	1.49	1.48	1.52	1.28	1.35	1.39	1.53	1.42
	Achieved PO	1.59	1.60	1.59	1.60	1.67	1.72	1.71	1.74	1.56	1.60	1.98	2.10	2.00
	Action Reured	N	N	N	N	N	N	N	N	N	N	N	N	N

Course coordinator

Programme Coordinator

Director



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

MBA Department

POs & PSOs Attainment Levels and Actions for improvement

Academic Year: 2021-22

POs	Target Level	Attainment Level	Observations
PO1:	Engineering knowledge: Apply knowledge of mathematics, science and engineering to analyze, design and evaluate mechanical components & systems using state -of-the-art IT tools.		
PO1	1.31	1.59	Target achieved
Action	No Action required		
POs	Target Level	Attainment Level	Observations
PO2:	Problem analysis: Analyze problems of mechanical engineering including thermal, manufacturing and industrial systems to formulate design requirements		
PO2	1.39	1.60	Target achieved
Action	No Action required		



Sinhgad Institutes

SINHGAD TECHNICAL EDUCATION SOCIETY'S
 NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
 NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

MBA Department

POs & PSOs Attainment Levels and Actions for improvement

Academic Year: 2021-22

POs	Target Level	Attainment Level	Observations
PO3:	Design/development of solutions: Design, implement, and evaluate mechanical systems and processes considering public health, safety, cultural, societal and environmental issues.		
PO3	1.40	1.59	Target achieved
Action	No Action required		
POs	Target Level	Attainment Level	Observations
PO4:	Conduct investigations of complex problems: Use research-based knowledge and research methods including design of experiments, analysis and interpretation of data, and synthesis of the information to provide valid conclusions.		
PO4	1.37	1.60	Target achieved
Action	No Action required		



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

MBA Department

POs & PSOs Attainment Levels and Actions for improvement

Academic Year: 2021-22

POs	Target Level	Attainment Level	Observations
PO5:	Modern tool usage: Create, select, and apply appropriate techniques, resources, and modern engineering and IT tools including prediction and modeling to complex engineering activities with an Understanding of the limitations.		
PO5	1.42	1.67	Target achieved
Action	No Action required		
POs	Target Level	Attainment Level	Observations
PO6:	The engineer and society: Apply reasoning informed by the contextual knowledge to assess societal, health, safety, legal and cultural issues and the consequent responsibilities relevant to the Professional engineering practice.		
PO6	1.49	1.72	Target achieved
Action	No action required		



SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

MBA Department

POs & PSOs Attainment Levels and Actions for improvement

Academic Year: **2021-22**

POs	Target Level	Attainment Level	Observations
PO7:	Environment and sustainability: Understand the impact of the professional engineering solutions in societal and environmental contexts, and demonstrate the knowledge of, and need for sustainable development.		
PO7	1.48	1.71	Target achieved
Action	No Action required		
POs	Target Level	Attainment Level	Observations
PO8:	Ethics: Apply ethical principles and commit to professional ethics and responsibilities and norms of the engineering practice.		
PO8	1.52	1.74	Target achieved
Action	No action required		



Sinhgad Institutes

SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41

MBA Department

POs & PSOs Attainment Levels and Actions for improvement

Academic Year: 2021-22

POs	Target Level	Attainment Level	Observations
PO9:	Individual and team work: Function effectively as an individual, and as a member or leader in diverse teams, and in multidisciplinary settings.		
PO9	1.28	1.56	Target achieved
Action	No Action required		
POs	Target Level	Attainment Level	Observations
PO10:	Communication: Communicate effectively on complex engineering activities with the engineering community and with society at large, such as, being able to comprehend and write effective reports and design documentation, make effective presentations, and give and receive clear instructions.		
PO10	1.35	1.60	Target achieved
Action	No action required		



**SINHGAD TECHNICAL EDUCATION SOCIETY'S
NBN SINHGAD TECHNICAL INSTITUTES CAMPUS
NBN SINHGAD SCHOOL OF ENGINEERING, AMBEGOAN (BK), PUNE - 41**

MBA Department

POs & PSOs Attainment Levels and Actions for improvement

Academic Year: 2021-22

PSOs	Target Level	Attainment Level	Observations
PSO1:	Graduate will apply their knowledge in the domain of mechanical and multi-disciplinary engineering fields to solve real life problems in industries utilizing advanced technology		
PSO1	1.39	1.98	
Action	No Action required		
PSOs	Target Level	Attainment Level	Observations
PSO2:	Graduate will implement their technical skills to solve social and environmental issues.		
PSO2	1.53	2.10	
Action	No Action required		
PSOs	Target Level	Attainment Level	Observations
PSO3:	Graduate will apply their knowledge and leadership qualities to identify entrepreneurial opportunities		
PSO3	1.42	2.00	
Action	No Action required		

Course coordinator

Programme Coordinator

Director