

Amrutvahini College of Engineering, Sangamner
(Autonomous)

Department of MBA

Course Outcomes for MBA-1 year

(Semester 1st and Sem 2nd)

MBA 2025 pattern (Autonomous)

Semester: I		R25-MBA-PCC-101	Accounting for Business Decisions
Credits: 3		Total Marks: 100 (50 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES	
101.1	Remembering	Define and explain fundamental concepts of Financial Accounting, Accounting Standards, Financial Statements, Cost Accounting, Marginal Costing, Budgetary Control, and Standard Costing.	
101.2	Understanding	Demonstrate a clear understanding of all theoretical concepts covered in the syllabus.	
101.3	Applying	Perform all the necessary calculations through the relevant numerical problems.	
101.4	Analysing	Assess financial situations to identify key financial and non-financial factors influencing decision-making.	
101.5	Evaluating	Critically evaluate the financial implications of business decisions.	
101.6	Creating	Prepare financial statements for a sole proprietorship, develop cost sheets, and design budgets.	

Semester: I	R25-MBA-PCC-102	Business Economics
Credits: 3	Total Marks: 100 (50 FA + 50 SA)	Programme Core Course - Compulsory
CO	Cognitive abilities	Course outcomes
102.1	Remembering	Define the key terms of economics.
102.2	Understanding	Explain the key concepts in economics, from a managerial perspective.
102.3	Applying	Identify the various issues in an economics context and Highlight their significance from the perspective of business decision making.
102.4	Analysing	Examine the inter-relationships between various facets of economics from the perspective of a consumer, firm, industry, market, competition and business cycles
102.5	Evaluating	Evaluate critical thinking based on principles of economics for informed business decision making.
102.6	Creating	Elaborate 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.

Semester: I	R25-MBA-PCC-103	Organizational Behaviour and Development
Credits: 3	Total Marks: 100 (50 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES
103.1	Remembering	Describe the fundamental concepts of the organizational behaviour.
103.2	Understanding	Understand theories and model of organizational Individual to examine their effects on individual behaviour and development.
103.3	Applying	Apply Theories, Models, Principles and Frameworks of organizational behavior in specific organizational settings.
103.4	Analysing	Analyze human behavioural problems like conflict, low motivational levels, politics, attitudinal issues etc. and develop solutions to these problems
103.5	Evaluating	Create the model of Organization Behaviour to manage Team Dynamics, conflict and change management, Stress Management
103.6	Creating	Develop strategies for challenges faced during shaping organizational behavior, organizational culture

Semester: I	R25-MBA-PCC-104	Principles of Marketing
Credits: 3	Total Marks: 100 (50 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES
104.1	Remembering	Recall and reproduce the various concepts, principles, frameworks and terms related to the function and role of marketing
104.2	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
104.3	Applying	Apply marketing principles and theories to the demands of marketing function and practice in contemporary real-world scenarios.
104.4	Analysing	Examine and list marketing issues pertaining to segmentation, targeting and positioning, consumer buying behavior, marketing mix in the context of real-world marketing offering.
104.5	Evaluating	Explain the interrelationships between segmentation, targeting and positioning, marketing environment, consumer buying behavior, marketing mix and Product Life Cycle with real world examples.
104.6	Creating	Discuss alternative approaches to segmentation, targeting and positioning and Product Life Cycle in the context of real-world marketing offering.

Semester: I	R25-MBA-PCC-105	Indian Knowledge Systems
Credits: 2	Total Marks: 50 (00 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES
105.1	Remembering	Recall key teachings and themes from the Bhagavad Gita and identify major events and principles from the life of Swami Vivekanand and Chhatrapati Shivaji Maharaj.
105.2	Understanding	Explain the significance of values, ethics, and spirituality in leadership and organizational culture as taught in the Bhagavad Gita, understanding self-awareness by Swami Vivekananda and Chhatrapati Shivaji Maharaj's leadership qualities.
105.3	Applying	Apply concepts of self-awareness, self-management, and emotional intelligence from the Bhagavad Gita to real-world leadership challenges.
105.4	Analysing	Compare Indian Knowledge Systems (IKS) with Western Management Theories (WMT) in terms of leadership styles, decision-making, and ethical frameworks.
105.5	Evaluating	Evaluate the influence of family and community in Indian business practices.
105.6	Creating	Develop strategic leadership models incorporating principles from the Bhagavad Gita, Swami Vivekanand's and Chhatrapati Shivaji Maharaj's governance to address modern organizational challenges.

Semester: I		R25-MBA-PCC-106	Foundations of Entrepreneurship
Credits: 2		Total Marks:50 (00 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES	
106.1	Remembering	Define the key terms, List the Attributes and Characteristics of Entrepreneurs features and Enumerate the Factors influencing Entrepreneurship Growth.	
106.2	Understanding	Discuss various theories of entrepreneurship and the entrepreneurship development ecosystem in Indian context.	
106.3	Applying	Apply the principles of entrepreneurship and entrepreneurship framework to analyze and identify entrepreneurial opportunities.	
106.4	Analyzing	Discriminate between potential options available for entrepreneur for embarking on establishing a Start Up.	
106.5	Evaluating	Evaluate the start-up ecosystem and the entrepreneurial opportunities in light of requirements of a business plan.	
106.6	Creating	Create a business plan that captures entrepreneurs and variety of entrepreneur motivations, entrepreneur culture and sectorial opportunities and financing options.	

Semester: I		R25-MBA-RSM-107	Business Research Methods
Credits: 3		Total Marks: 100 (50 FA + 50 SA)	Research Methodology course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES	
107.1	Remembering	Enumerate and define various concepts and terms associated with business research.	
107.2	Understanding	Explain the various types of measurement scales and attitude scaling techniques and their application in the context of business research.	
107.3	Applying	Design a variety of data collection instruments for business research issues and apply the principles of sampling to contemporary business research Problems.	
107.4	Analyzing	Analyse and graphically present data and derive actionable inferences from the same from a decision making perspective.	
107.5	Evaluating	Construct different types of testable hypotheses and interpret the statistical test outcomes. Formulate alternative research designs for a real-life business research problem	
107.6	Creating	Formulate alternative research designs for a real-life business research problem and discuss the pros and cons of each design.	

Semester: I	R25-MBA-PEC-108	Business Computer Skills
Credits: 2	Total Marks: 50 (50 FA + 00 SA)	Programme Elective Course
CO	Cognitive abilities	COURSE OUTCOMES
108.1	Remembering	Select appropriate menus and functions of office word and Excel using business data.
108.2	Understanding	Explaining the purpose of Excel functions and their impact on calculations
108.3	Applying	Utilize the basic features of these tools to create business documents, presentations, and spreadsheets
108.4	Analyzing	Examine the interrelationships between different tools and their applications in business scenarios.
108.5	Evaluating	Critically assessing different Excel solutions and making informed decisions based on analysis.
108.6	Creating	Develop an original dashboard for a specific business scenario.

Semester: I		R25-MBA-PEC-109	Management Fundamentals
Credits: 2		Total Marks: 50 (50 FA + 00 SA)	Programme Elective Course
CO	COGNITIVE ABILITIES	COURSE OUTCOMES	
109.1	Remembering	Enumerate various managerial competencies and approaches to management.	
109.2	Understanding	Explain the role and need of Planning, Organizing, Decision Making and Controlling.	
109.3	Applying	Make use of the principles of goal setting and planning for simple as well as complex tasks and small projects.	
109.4	Analysing	Compare and Contrast various organizational structures of variety of business and not-for-profit entities in a real world.	
109.5	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 the same.	
109.6	Creating	Formulate and Discuss a basic controlling model in a real life business, start up and not-for-profit organizational context.	

Semester: I		R25-MBA-PEC-110	Rural and Agri-business Management
Credits: 2		Total Marks: 50 (50 FA + 00 SA)	Programme Elective Course
CO	COGNITIVE ABILITIES	COURSE OUTCOMES	
110.1	Remembering	Recall and Describe the key concepts of Rural Economy and Market	
110.2	Understanding	Understand the relevance of Rural Infrastructure in development	
110.3	Applying	Demonstrate the significance of rural markets in respect of developing economy	
110.4	Analysing	Analyze the issues related to rural infrastructure and Markets	
110.5	Evaluating	Formulate and discuss the case related to various opportunities and growth of rural produce.	
110.6	Creating	Design innovative business models, value chain strategies, and entrepreneurial solutions for sustainable growth in rural and agri-business sectors.	

Semester: I		R25-MBA-PEC-111	Personality Development
Credits: 2		Total Marks: 50 (50 FA + 00 SA)	Programme Elective Course
CO	Cognitive abilities	Course outcomes	
111.1	Remembering	Identify key components of personality and factors influencing its development.	
111.2	Understanding	Explain the role of personality traits, communication, and emotional intelligence in professional success.	
111.3	Applying	Apply communication techniques, grooming standards, and business etiquette in workplace scenarios.	
111.4	Analyzing	Analyze interpersonal relationships and teamwork dynamics using emotional and social intelligence frameworks.	
111.5	Evaluating	Evaluate personal strengths and areas for development through self-assessment tools and feedback.	
111.6	Creating	Design a personal development plan incorporating time management, stress management, and goal setting strategies.	

Semester: II		R25-MBA-PCC-201	201- Marketing Management
Credits: 3		Total Marks: 100 (50 FA + 50 SA)	Programme Core Course - Compulsory
CO	Cognitive abilities	Course outcomes	
201.1	Remembering	Describe the key terms associated with the 4 Ps, extended 3 P's and 7 P's of marketing and Marketing Planning and Control for a real world marketing offering	
201.2	Understanding	Demonstrate the relevance of marketing mix concepts and Planning and Control frameworks for a real-world marketing offering	
201.3	Applying	Apply marketing Mix and Planning and Control decisions for a real world marketing offering	
201.4	Analysing	Examine marketing issues pertaining to Marketing Mix and Marketing Plan in the context of real-world marketing offering	
201.5	Evaluating	Explain the interrelationships between various elements of Marketing mix and Planning and Control in the context of real-world marketing offering	
201.6	Creating	Design a Marketing Mix and Marketing Plan for a real-world marketing offering	

Semester: II		R25-MBA-PCC-202	202- Financial Management
Credits: 3		Total Marks: 100 (50 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES	
202.1	Remembering	Define and explain fundamental concepts of Financial Management, including Financial Statement Analysis, Working Capital, Capital Structure, Leverages, and Capital Budgeting.	
202.2	Understanding	Demonstrate a clear understanding of theoretical financial concepts across the syllabus.	
202.3	Applying	Solve numerical problems related to financial calculations using appropriate methods and techniques.	
202.4	Analysing	Assess financial scenarios to interpret a firm's financial position, estimate working capital needs, determine an optimal capital structure, and analyze project proposals.	
202.5	Evaluating	Critically evaluate the impact of financial decisions on a firm's financial statements, working capital, capital structure, and investment choices.	
202.6	Creating	Develop financial statements, perform ratio-based comparative analysis (year-wise and industry-wise), and formulate capital budgeting proposals.	

Semester: II	R25-MBA-PCC-203	Human Capital Planning and Development
Credits: 3	Total Marks: 100 (50 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES
203.1	Remembering	Define the role of Human Resource/Capital Functions in an Organization
203.2	Understanding	Discuss the emerging-future trends and practices in HCM, HRD and various issues
203.3	Applying	Utilize the different methods of HRM in an organization
203.4	Analysing	Analyze changing role of human capital management in different situation.
203.5	Evaluating	Evaluating emerging trends, technology and future trends for strategic HCM Excellence.
203.6	Creating	Design the HR manual, Training Program and compensation policy for the employee in an organization

Semester: II	R25-MBA-PCC-204	Operations and Supply Chain Management
Credits: 3	Total Marks: 100 (50 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES
204.1	Remembering	Define basic terms and concepts related to Production and Supply Chain Management.
204.2	Understanding	Explain the process characteristics and their linkages with process-product matrix in a real-world context.
204.3	Applying	Describe the various dimensions of production planning and control and their inter-linkages with forecasting.
204.4	Analysing	Study Inventory systems and make use of various inventory classification methods.
204.5	Evaluating	Outline a typical Production system for a product and illustrate the linkages with quality and supply chain Issues in a real-world context.
204.6	Creating	Elaborate upon the use of different quality tools in manufacturing like quality circles in decision-making Process.

Semester: II	R25-MBA-PCC-205	Decision Science
Credits: 3	Total Marks: 100 (50 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES
205.1	Remembering	Describe the concepts and models associated with Decision Science.
205.2	Understanding	Understand the different decision-making tools required to achieve optimization in business processes.
205.3	Applying	Analyze real life situation with constraints and examine the problems using different decision-making tools
205.4	Analyzing	Evaluate the various facets of a business problem and develop problem solving ability
205.5	Evaluating	Discuss and propose the various applications of decision tools in the present business scenario
205.6	Creating	Discuss & propose the various applications of decision tools in the present business scenario

Semester: II		R25-MBA-PCC-206	New Venture Management
Credits: 2		Total Marks:50 (00 FA + 50 SA)	Programme Core Course - Compulsory
CO	COGNITIVE ABILITIES	COURSE OUTCOMES	
206.1	Remembering	Describe key strategic decisions involved in launching a startup.	
206.2	Understanding	Explain the entrepreneurial decision-making matrix for initiating a startup venture.	
206.3	Applying	Identify challenges and strategies in building and managing an effective startup team.	
206.4	Analyzing	Formulate an effective go-to-market strategy tailored for a new startup.	
206.5	Evaluating	Design a viable funding strategy aligned with the financial needs of a proposed startup.	
206.6	Creating	Develop a comprehensive business plan that articulates the value proposition to customers, investors, and stakeholders.	

Semester: II		R25-MBA-RSM-207	Desk Research
Credits: 3		Total Marks: 100 (50 FA + 50 SA)	Project Course- Compulsory
CO	Cognitive abilities	Course outcomes	
207.1	Remembering	Describe the key historical, organizational, market related, financial, governance, leadership and social responsibility dimensions of a real-world business organization and the relevant industry.	
207.2	Understanding	Summarize the regional, national and global footprint of a real-world business organization and the relevant industry.	
207.3	Applying	Demonstrate an understanding of the regulatory forces acting on a real-world business organization and the relevant industry.	
207.4	Analysing	Compare and Contrast, using tables and charts, the market and financial performance of a real-world business organization and the players in an industry.	
207.5	Evaluating	Compose a succinct summary of future plans of a real-world business organization and the relevant industry the company website, shareholders reports and other information available in the public domain.	
207.6	Creating	Imagine the key challenges and opportunities for a real-world business organization and the relevant industry in the immediate future.	

Semester: II		R25-MBA-PEC-208	Business Laws
Credits: 2		Total Marks: 50 (50 FA + 00 SA)	Programme Elective Course
CO	COGNITIVE ABILITIES	COURSE OUTCOMES	
208.1	Remembering	Define the key terms involved in various Business-related Acts and Business Environments.	
208.2	Understanding	Summarize the key legal provisions of each Act.	
208.3	Applying	Illustrate the use of the Acts in common business situations.	
208.4	Analysing	Classify different redressal agencies depending upon various factors in Local and International markets.	
208.5	Evaluating	Develop critical thinking by making judgments related to use of various provisions of the Acts in business situations.	
208.6	Creating	Design legal solutions by using various provisions such as Mediation, Conciliation and Arbitration.	

Semester: II		R25-MBA-PEC-209	Business Communication
Credits: 2		Total Marks: 50 (50 FA + 00 SA)	Programme Elective Course
CO	Cognitive abilities	COURSE OUTCOMES	
209.1	Remembering	Recognize the various elements of communication, channels of communication and barriers to effective communication.	
209.2	Understanding	Express themselves effectively in routine and special real world business interactions.	
209.3	Applying	Demonstrate appropriate use of body language	
209.4	Analysing	Take part in professional meetings, group discussions, telephonic calls, elementary interviews and public speaking activities.	
209.5	Evaluating	Appraise the pros and cons of sample recorded verbal communications in a business context.	
209.6	Creating	Create and deliver effective business presentations, using appropriate technology tools, for common business situations.	

Semester: II	R25-MBA-PEC-210	Business Environment
Credits: 2	Total Marks: 50 (50 FA + 00 SA)	Programme Elective Course
CO	COGNITIVE ABILITIES	COURSE OUTCOMES
210.1	Remembering	Describe the economic roles of government in the Indian context
210.2	Understanding	Explain the macroeconomic crises around the world
210.3	Applying	Illustrate the interlinkages between economic growth , poverty and inequality
210.4	Analyzing	Examine the rationale, success and failures of Public Private Partnerships in the Indian context
210.5	Evaluating	Assess the forces for and against Globalization and the socio-economic impact of Globalization.
210.6	Creating	Develop strategic responses and managerial approaches that enable businesses to adapt to and thrive in dynamic environments.

Semester: II	R25-MBA-PEC-211	Holistic Career Management
Credits: 2	Total Marks: 50 (50 FA + 00 SA)	Programme Elective Course
CO	COGNITIVE ABILITIES	COURSE OUTCOMES
211.1	Remembering	Define and know the need for self-management.
211.2	Understanding	Outline the inter-linkage of yoga and positive psychology.
211.3	Applying	Apply the various ways of attaining well-being for self and career management.
211.4	Analyzing	Analyze the interventions of Managing Self and Career.
211.5	Evaluating	Prioritize the intervention for managing career and life.
211.6	Creating	Adapt the holistic career management approach through self-management, yoga, positive psychology.