



Since 1994

Marathwada MitraMandal's
INSTITUTE OF MANAGEMENT EDUCATION RESEARCH AND TRAINING
(IMERT), Pune

S. No. 18, Plot No. 5/3, CT5 No. 205, Behind Vandevi Temple, Karvenagar,
Pune – 411052



Evaluation of CO-PO Attainment.



Course Details

Subject Title	Supply Chain Management	Subject Code	206 OSCM
Teaching Faculty	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the key concepts of Supply Chain Management and the –driving forces in contemporary Supply Chain Management.
CO 2	Understanding	EXPLAIN the structure of modern-day supply chains.
CO 3	Applying	IDENTIFY the various flows in real world supply chains.
CO 4	Analysing	COMPARE and CONTRAST push and pull strategies in Supply Chain Management.
CO 5	Evaluating	EXPLAIN the key Operational Aspects in Supply Chain Management.
CO 6	Creating	DISCUSS the relationship between Customer Value and Supply Chain Management.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A03	G01		
CIE Details	Online Exam	Written Home Assignment	Term End Examination		

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	10	10	10			30
CO2	Understanding	10	10	10			30
CO3	Applying		20	10			30
CO4	Analysing	20		10			30
CO5	Evaluating	20		10			30
Total		60	40	50			150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	3									
CO2		3				2				
CO3		2				2				
CO4	1							2		
CO5			2			2				

Student Count & Target Details

Total Number of Students	13
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Prof. Amruta Kshirsagar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Supply Chain Management	Subject Code	206 OSCM
Faculty Name	Prof. Amruta Kshirsagr	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	12	12	13	12	12	13
% Students	92%	92%	100%	92%	92%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	7
% Students	54%
CO Attainment Level	1

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	2
CO-2	Understanding	2
CO-3	Applying	2
CO-4	Analyzing	2
CO-5	Evaluating	2

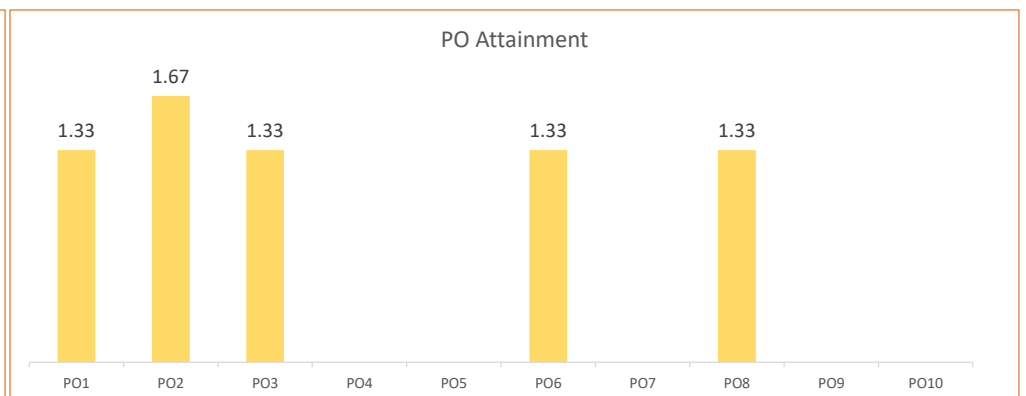
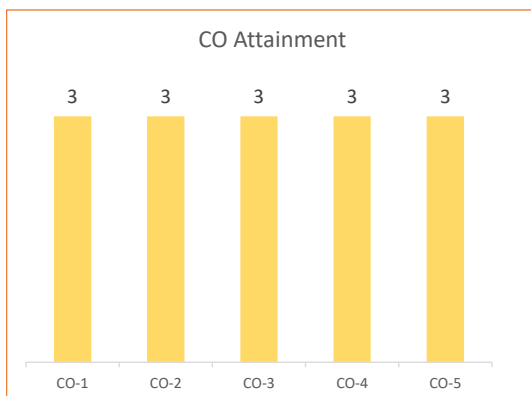
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	3.00									
CO-2		3.00				2.00				
CO-3		2.00				2.00				
CO-4	1.00									
CO-5			2.00			2.00		2.00		

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2		2.00				1.33				
CO-3		1.33				1.33				
CO-4	0.67									
CO-5			1.33			1.33		1.33		
Average PO	1.33	1.67	1.33			1.33		1.33		

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Industry Analysis and Desk Research	Subject Code	GE-IL-09
Teaching Faculty	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the key characteristics of the players in an industry.
CO 2	Understanding	SUMMARIZE the management ethos and philosophy of the players in the industry.
CO 3	Applying	DEMONSTRATE an understanding of the regulatory forces acting on the industry.
CO 4	Analysing	COMPARE and CONTRAST, using tables and charts, the market and financial performance of the players in an industry.
CO 5	Evaluating	ASSESS the impact of recent developments on the industry and its key players.
CO6	Creating	PREDICT the future trajectory of the evolution of the industry in the immediate future (1 to 3 years).

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A03	B04		
CIE Details	Online Exam	Written Home Assignment	Presentations		

Course Outcome wise CIE Distribution

Student Count & Target Details

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	20		10			30
CO2	Understanding	20		10			30
CO3	Applying		10	20			30
CO4	Analysing		10	20			30
CO5	Evaluating		10	20			30
Total		40	30	80			150

Total Number of Students	205
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1					1			1		
CO2	3					1				
CO3			2						3	
CO4		3					2			
CO5				3						3

Prof. Amruta Kshirsagar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Industry Analysis and Desk Research	Subject Code	GE – IL - 09
Faculty Name	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	119	119	102	102	102	205
% Students	58%	58%	50%	50%	50%	
CO Attainment Level	1	1	0	0	0	

CO External	CO-Avg
Number of Students (CO Attained)	205
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall		
Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	2
CO-2	Understanding	2
CO-3	Applying	1.5
CO-4	Analyzing	1.5
CO-5	Evaluating	1.5

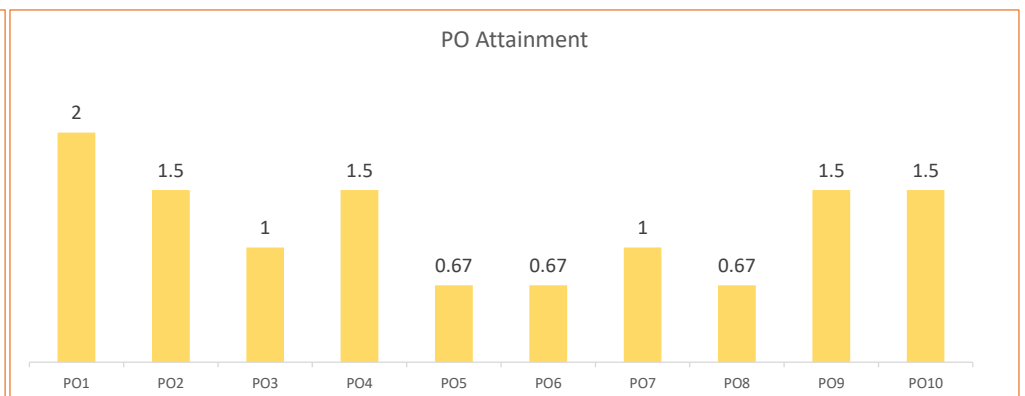
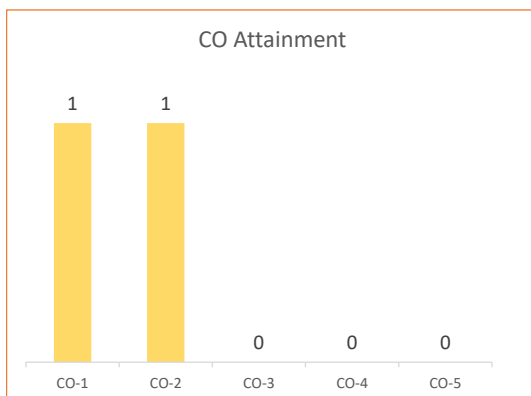
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1					1.00			1.00		
CO-2	3.00					1.00				
CO-3			2.00						3.00	
CO-4		3.00					2.00			
CO-5				3.00						3.00

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1					0.67			0.67		
CO-2	2.00					0.67				
CO-3			1.00						1.50	
CO-4		1.50					1.00			
CO-5				1.50						1.50
Average PO	2	1.5	1	1.5	0.67	0.67	1	0.67	1.5	1.5

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Marketing Management	Subject Code	201
Teaching Faculty	Dr. Vinod Mohite	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	SELECT appropriate menus and functions of MS Excel to Create, Format, Import, Merge, Save, Print Spreadsheets & Charts using business data.
CO 2	Understanding	SHOW how to do basic troubleshooting and fix mistakes most people make when working with spreadsheets.
CO 3	Applying	USE various functions of MS Excel, Execute pivot table analysis, common (and powerful functions), and different types of lookups
CO 4	Analysing	ILLUSTRATE the use of the most commonly used data-manipulation commands in MS Excel.
CO 5	Evaluating / Creating	DERIVE insights from multiple data sources in MS EXCEL and work with it to answer relevant business questions. / CREATE standard Excel Templates for routine business data management and analysis activities.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	A03	F01	B04	G01	
CIE Details	Written Home Assignment	Online Exam	Presentations	Internal Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	10		10	10		30
CO2	Understanding	10	10		10		30
CO3	Applying		10	10	10		30
CO4	Analysing	10		10	10		30
CO5	Evaluating		10	10	10		30
Total							150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2				1					
CO2		3								
CO3				2						
CO4	1		2							
CO5										

Student Count & Target Details

Total Number of Students	68
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Dr. Vinod Mohite	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Marketing Mangement	Subject Code	201
Faculty Name	Dr.Vinod Mohite	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	66	67	64	66	64	68
% Students	97%	99%	94%	97%	94%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	64
% Students	94%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

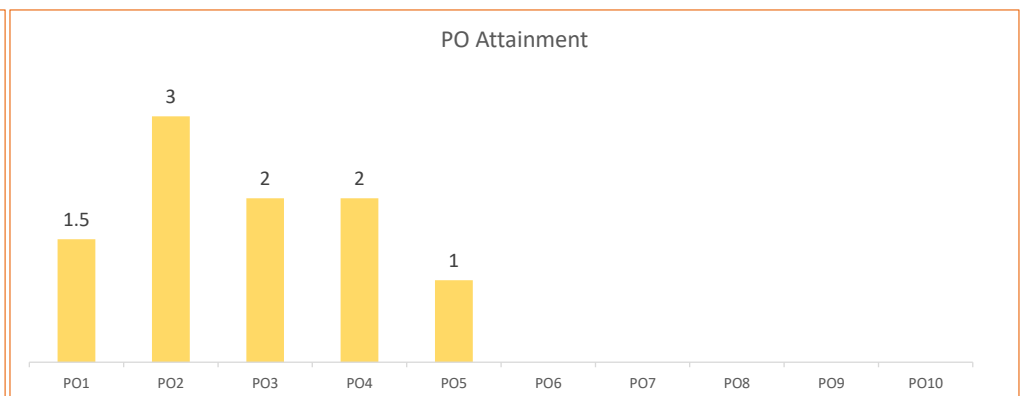
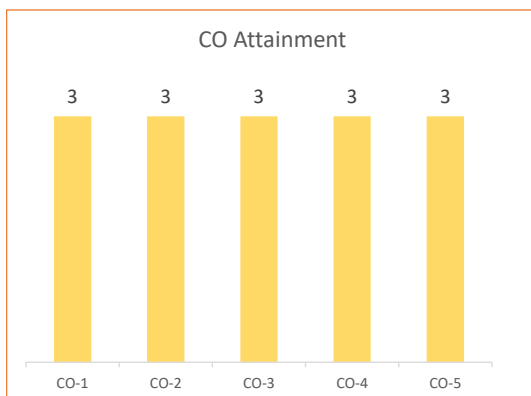
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00				1.00					
CO-2		3.00								
CO-3				2.00						
CO-4	1.00									
CO-5			2.00							

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00				1.00					
CO-2		3.00								
CO-3				2.00						
CO-4	1.00									
CO-5			2.00							
Average PO	1.5	3	2	2	1					

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Decision Science	Subject Code	GC-12
Teaching Faculty	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the concepts and models associated with Decision Science.
CO 2	Understanding	UNDERSTAND the different decision-making tools required to achieve optimisation in business processes.
CO 3	Understanding	APPLY appropriate decision-making approach and tools to be used in business environment.
CO 4	Applying	ANALYSE real life situation with constraints and examine the problems using different decision-making tools
CO 5	Analysing	EVALUATE the various facets of a business problem and develop problem solving ability.
CO 6	Creating	DISCUSS & propose the various applications of decision tools in the present business scenario.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A03	B03	G01	
CIE Details	Online Exam	Written Home Assignment	Situational Analysis	Term End Examination	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	20			10		30
CO2	Understanding	20			10		30
CO3	Applying		10	10	10		30
CO4	Analysing		10	10	10		30
CO5	Evaluating		10	10	10		30
Total		40	30	30	50		150

Student Count & Target Details

Total Number of Students	192
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1					1			1		
CO2	3					1				
CO3			2						3	
CO4		3					2			
CO5				3						3

Prof. Amruta Kshirsagar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Decision Science	Subject Code	GC -12
Faculty Name	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	176	176	192	192	192	192
% Students	92%	92%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	98
% Students	51%
CO Attainment Level	1

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	2
CO-2	Understanding	2
CO-3	Applying	2
CO-4	Analyzing	2
CO-5	Evaluating	2

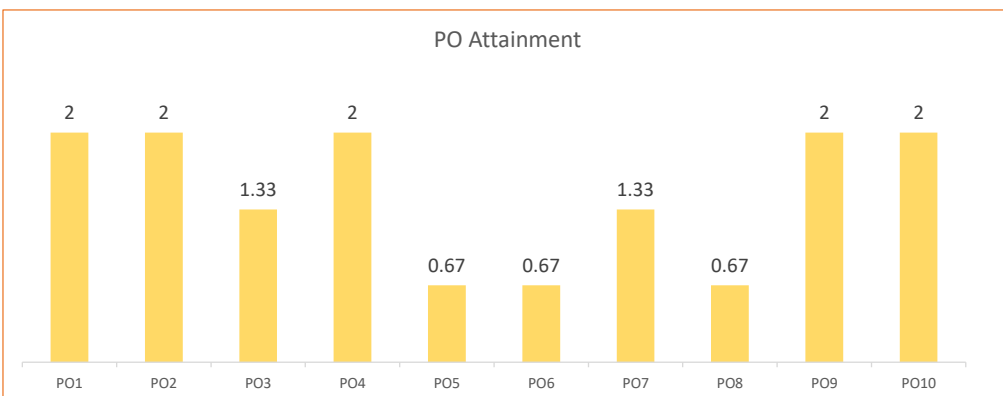
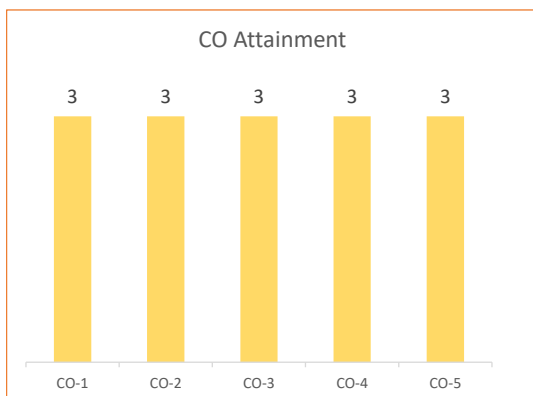
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1					1.00			1.00		
CO-2	3.00					1.00				
CO-3			2.00						3.00	
CO-4		3.00					2.00			
CO-5				3.00						3.00

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1					0.67			0.67		
CO-2	2.00					0.67				
CO-3			1.33						2.00	
CO-4		2.00					1.33			
CO-5				2.00						2.00
Average PO	2	2	1.33	2	0.67	0.67	1.33	0.67	2	2

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Lab in Recruitment and Selection	Subject Code	218
Teaching Faculty	Prof. Aparna Shastri	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the key concepts such as Job Specification, Job description, Recruitment and Selection.
CO 2	Understanding	COMPARE and CONTRAST various methods of Recruitment and Selection.
CO 3	Applying	DEVELOP Job Specifications and Job descriptions in a variety of context.
CO 4	Analysing	ANALYZE various Personality types.
CO 5	Evaluating	EXPLAIN the profiling techniques used to test Personality, Aptitude, Competency.
CO 6	Creating	COMPILE a list of questions for Recruitment and Selection interviews.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	A03	F01	B03	G01	
CIE Details	Assignment	OPT	Situation Analysis	Term End Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability					Total
		A03	F01	B03	G01	
CO1	Remembering	10	10		10	30
CO2	Understanding	10	10		10	30
CO3	Applying	10	10		10	30
CO4	Analysing	10		10	10	30
CO5	Evaluating			20	10	30
Total		40	30	30	50	150

Student Count & Target Details

Total Number of Students	34
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2					1				
CO2		3								
CO3				2						
CO4	1									
CO5			2							

Prof. Aparna Shastri	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Lab in Recruitment and Selection	Subject Code	SE IL - HRM - 218
Faculty Name	Prof. Aparna Shastri	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	34	34	34	34	34	43
% Students	79%	79%	79%	79%	79%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	34
% Students	79%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

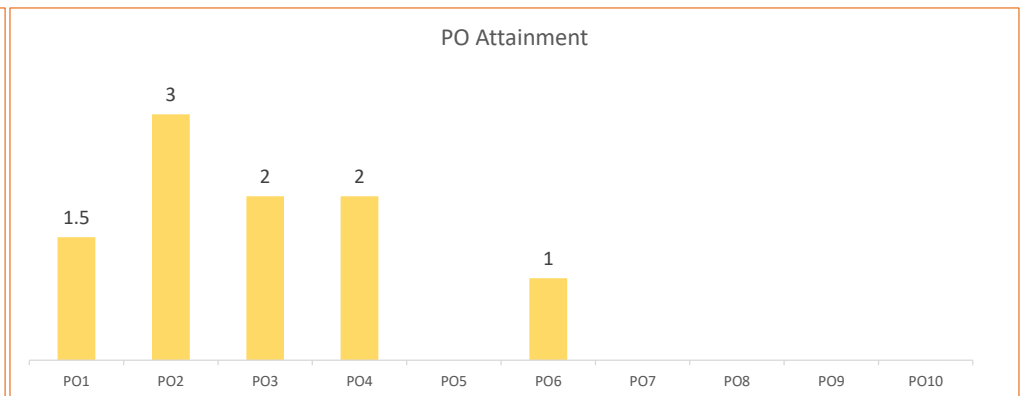
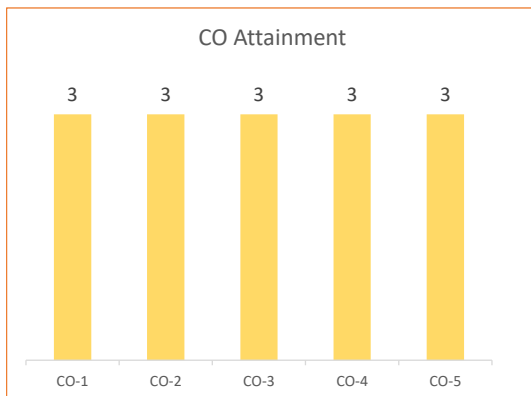
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00					1.00				
CO-2		3.00								
CO-3				2.00						
CO-4	1.00									
CO-5			2.00							

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00					1.00				
CO-2		3.00								
CO-3				2.00						
CO-4	1.00									
CO-5			2.00							
Average PO	1.5	3	2	2		1				

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Security Analysis and Portfolio Management	Subject Code	SE-IL-FIN-01
Teaching Faculty	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	REMEMBER various concepts of investments, Bonds.
CO 2	Understanding	EXPLAIN various theories of Investment Analysis and Portfolio Management.
CO 3	Applying	CALCULATE risk and return on investment using various concepts covered in the syllabus.
CO 4	Analysing	ANALYZE and DISCOVER intrinsic value of a security.
CO 5	Evaluating	DESIGN/ CREATE optimal portfolio.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A03	G01		
CIE Details	Online Exam	Written Home Assignment	Term End Examination		

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	20		10			30
CO2	Understanding	20		10			30
CO3	Applying		20	10			30
CO4	Analysing		20	10			30
CO5	Evaluating		20	10			30
Total		40	60	50			150

Student Count & Target Details

Total Number of Students	103
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1										
CO2	3					1				
CO3			2							
CO4		3					2			
CO5				3					3	3

Prof. Amruta Kshirsagar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Security Analysis and Portfolio Management	Subject Code	SE-IL-FIN-01
Faculty Name	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	85	85	84	84	84	103
% Students	83%	83%	82%	82%	82%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	103
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

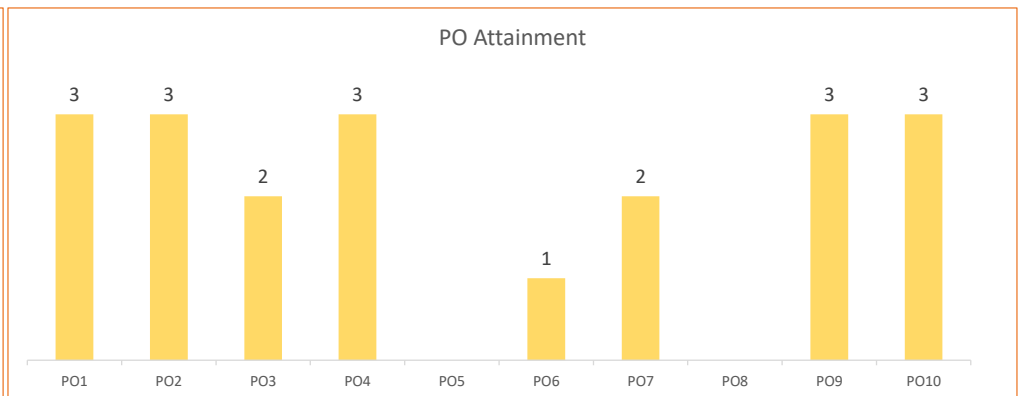
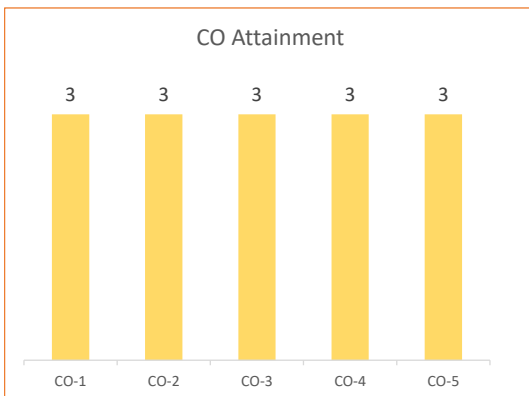
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1										
CO-2	3.00					1.00				
CO-3			2.00							
CO-4		3.00					2.00			
CO-5				3.00					3.00	3.00

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1										
CO-2	3.00					1.00				
CO-3			2.00							
CO-4		3.00					2.00			
CO-5				3.00					3.00	3.00
Average PO	3	3	2	3		1	2		3	3

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Digital Banking	Subject Code	SE-IL-FIN-15
Teaching Faculty	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	Remember the concepts, terminologies, frameworks, tools and techniques of Financial modeling
CO 2	Understanding	UNDERSTAND the applications and use of MS Excel in financial modeling and its different techniques
CO 3	Applying	DEVELOP, APPLY and actually use core functionality of MS Excel in decision framework to solve managerial problems
CO 4	Analysing	ANALYSE different financial models in order to eliminate substantial risk of poor spreadsheet coding
CO 5	Evaluating	FORMULATE an idea and acceptable solutions to solve different problems in the area of financial management
CO6	Creating	BUILD financial models by making appropriate assumptions on financial factors relevant to the situation.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A03	B04	G01	
CIE Details	Online Exam	Written Home Assignment	Presentations	Situational Analysis	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	20			10		30
CO2	Understanding	20			10		30
CO3	Applying		10	10	10		30
CO4	Analysing		10	10	10		30
CO5	Evaluating		10	10	10		30
Total		40	30	30	50		150

Student Count & Target Details

Total Number of Students	91
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1					1					
CO2	3					1				
CO3			2							
CO4		3					2			
CO5				3					2	3

Prof. Amruta Kshirsagar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Digital Banking	Subject Code	SE-IL-FIN-15
Faculty Name	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	85	85	88	88	88	91
% Students	93%	93%	97%	97%	97%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	91
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

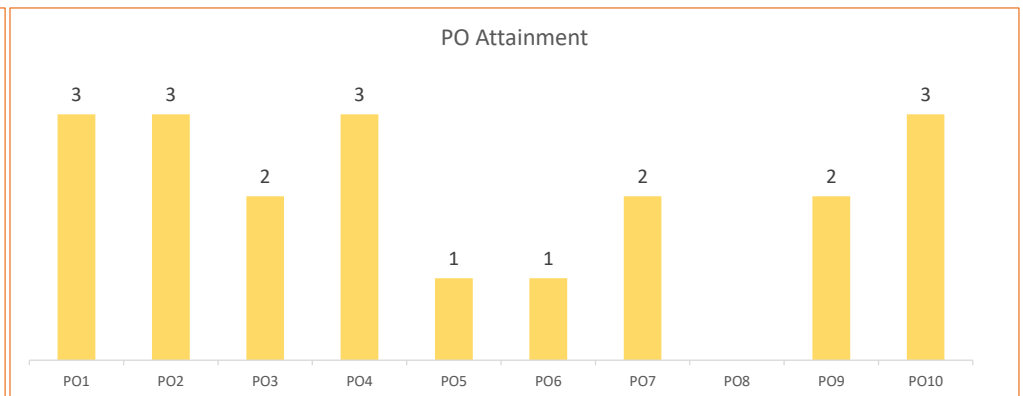
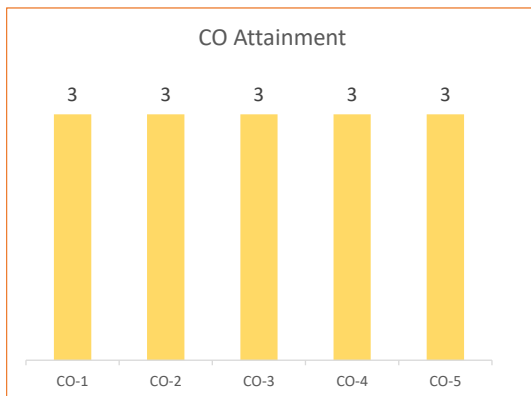
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1					1.00					
CO-2	3.00					1.00				
CO-3			2.00							
CO-4		3.00					2.00			
CO-5				3.00					2.00	3.00

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1					1.00					
CO-2	3.00					1.00				
CO-3			2.00							
CO-4		3.00					2.00			
CO-5				3.00					2.00	3.00
Average PO	3	3	2	3	1	1	2		2	3

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Marketing to Emerging Markets and Bottom of Pyramid	Subject Code	414 MKT
Teaching Faculty	Prof Praful Sarangdhar	Academic Year	22-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the various practices and perspectives, concepts and characteristics of emerging Markets and BOP markets, its size & composition.
CO 2	Understanding	EXPLAIN Characteristics, challenges and opportunities of Emerging Markets, BOP markets and need of segmentation of BOP markets.
CO 3	Applying	APPLY principles, BOP Protocol and Criticism of Marketing to BOP, to develop marketing decision-making skills for products and services in BOP markets.
CO 4	Analysing	COMPARE AND CONTRAST between emerging markets, developed markets and BOP markets
CO 5	Evaluating / Creating	EVALUATE Demographic & economic scenario and Comparative Advantage of emerging market countries and next 11.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	A03	B04	F01	G01	
CIE Details	Written Assignment	Presentation	Online Test	Internal Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering			20	10		30
CO2	Understanding			20	10		30
CO3	Applying	10	10		10		30
CO4	Analysing	10	10		10		30
CO5	Evaluating	10	10		10		30
Total		30	30	40	50		150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	1									
CO2	1									
CO3			1							
CO4										2
CO5										

Student Count & Target Details

Total Number of Students	
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Prof Praful Sarangdhar Faculty	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Marketing to Emerging Markets and Bottom of Pyramid	Subject Code	414 MKT
Faculty Name	Prof Praful Sarangdhar	Academic Year	22-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	76	76	80	80	80	80
% Students	95%	95%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	80
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

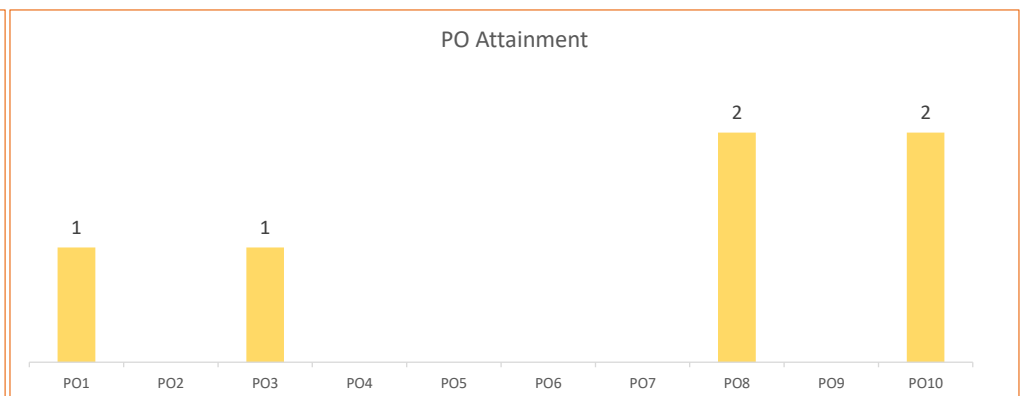
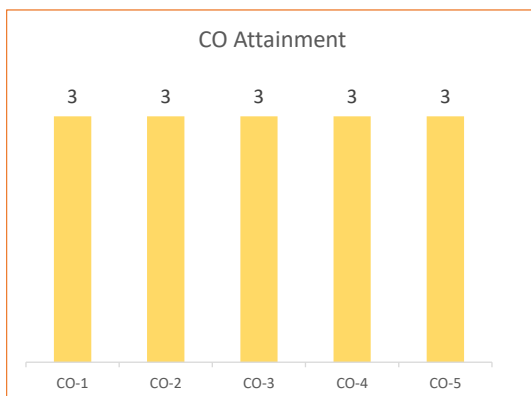
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	1.00									
CO-2	1.00									
CO-3			1.00							
CO-4										2.00
CO-5								2.00		

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	1.00									
CO-2	1.00									
CO-3			1.00							
CO-4										2.00
CO-5								2.00		
Average PO	1		1					2		2

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Insurance Laws and Regulations	Subject Code	SE-IL-FIN-18
Teaching Faculty	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	RELATE to terminologies used in Insurance Law
CO 2	Understanding	EXPLAIN the role of insurance law in overall development of the country through risk management and insurance coverage.
CO 3	Applying	IDENTIFY risk management plans , strategies and techniques in Life and General Insurance.
CO 4	Analysing	APPRAISE Regulatory Framework of Insurance Business in India & Corporate Governance Practices for Insurance Companies.
CO 5	Evaluating	ASSESS the insurance policies in the light of risk valuation.
CO 6	Creating	DESIGN the Insurance Policy (Life/General) on a hypothetical situation & calculating the annuity for a specified life insurance product

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A03	B04	G01	
CIE Details	Online Exam	Written Home Assignment	Presentations	Term End Examination	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	20			10		30
CO2	Understanding	20			10		30
CO3	Applying		10	10	10		30
CO4	Analysing		10	10	10		30
CO5	Evaluating		10	10	10		30
Total		40	30	30	50		150

Student Count & Target Details

Total Number of Students	91
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	3									
CO2									2	
CO3	1									
CO4						1				
CO5		3	2	2						3

Prof. Amruta Kshirsagar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Indurance Laws and Regulations	Subject Code	SE-IL-FIN-18
Faculty Name	Prof. Amruta Kshirsagar	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	89	89	87	87	87	91
% Students	98%	98%	96%	96%	96%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	91
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

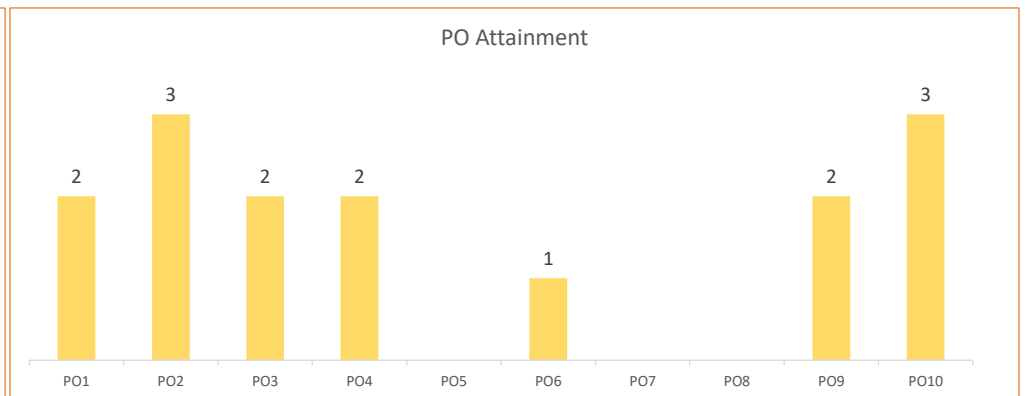
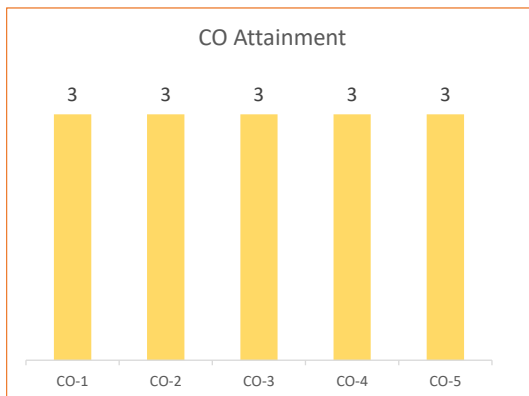
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	3.00									
CO-2									2.00	
CO-3	1.00									
CO-4						1.00				
CO-5		3.00	2.00	2.00						3.00

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	3.00									
CO-2									2.00	
CO-3	1.00									
CO-4						1.00				
CO-5		3.00	2.00	2.00						3.00
Average PO	2	3	2	2		1			2	3

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Strategic Human Resource Management	Subject Code	304 HR
Teaching Faculty	Prof. Aparna Shastri	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the conceptual framework of Digital Disruptions and its impact on the current HR Trends.
CO 2	Understanding	SUMMARIZE the impact of Current HR trends on HR Functions.
CO 3	Applying	ILLUSTRATE value creation & competitive advantage of Technology on current HR Trends.
CO 4	Analysing	EXAMINE the changing role of HR Priorities.
CO 5	Evaluating	ELABORATE upon the various types of current HR Trends.
CO 6	Creating	APPLY the existing Tech tools to real time HRM Challenges and offer Solutions.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	B01	F01	A03	G01	
CIE Details	Case study	OPT	Assignment	Term End Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	B01	F01	A03	G01	Total
CO1	Remembering		20		10	30
CO2	Understanding		20		10	30
CO3	Applying	10		10	10	30
CO4	Analysing	10		10	10	30
CO5	Evaluating	10		10	10	30
Total		30	40	30	50	150

Student Count & Target Details

Total Number of Students	39
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1						1		1		
CO2	2									
CO3			2							
CO4	1									
CO5		1		1	1					

Prof. Aparna Shastri	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Strategic Human Resource Management	Subject Code	304 HR
Faculty Name	Prof. Aparna Shastri	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	39	39	39	39	39	39
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	37
% Students	95%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

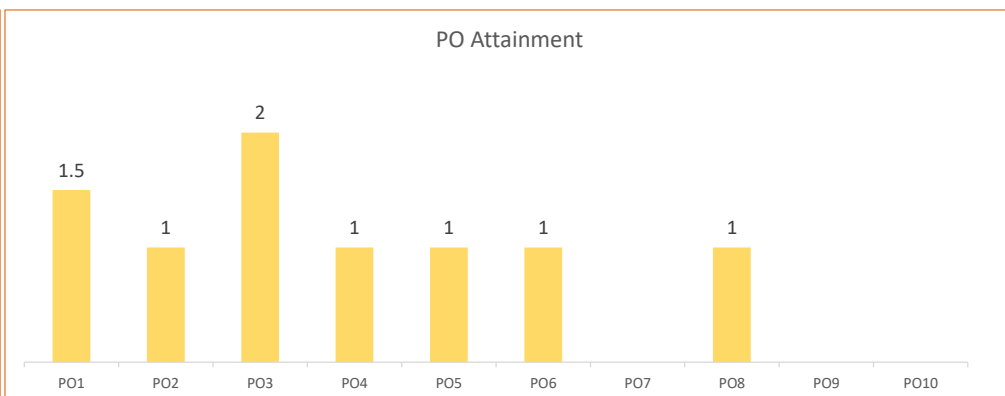
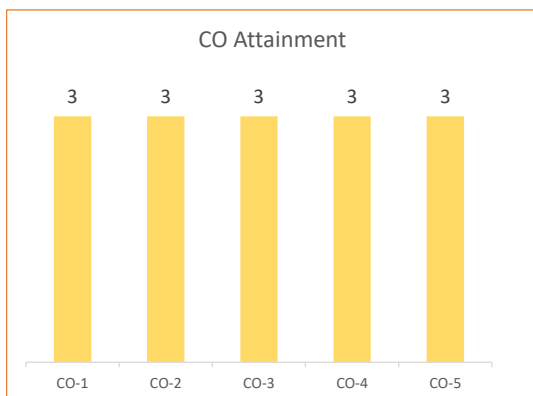
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1						1.00		1.00		
CO-2	2.00									
CO-3			2.00							
CO-4	1.00									
CO-5		1.00		1.00	1.00					

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1						1.00		1.00		
CO-2	2.00									
CO-3			2.00							
CO-4	1.00									
CO-5		1.00		1.00	1.00					
Average PO	1.5	1	2	1	1	1		1		

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Talent Management	Subject Code	312 SE
Teaching Faculty	Prof. Aparna Shastri	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DEFINE Talent Management and its significance
CO 2	Understanding	UNDERSTANDING performance excellence through Talent Management
CO 3	Applying	APPLY Talent Management concepts in Human Resource Management
CO 4	Analysing	ANALYSING Talent Management practices in employee development and career enhancement
CO 5	Evaluating	FORMULATE the Talent Management Strategies for any organisation.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A03	G01		
CIE Details	OPT	Assignment	Term End Exam		

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	G01	F01	B01			Total
CO1	Remembering	10	20		10		30
CO2	Understanding	10	20		10		30
CO3	Applying	10	10	10	10		30
CO4	Analysing	10		20	10		30
CO5	Evaluating	10		20	10		30
Total		50	50	50			150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2									
CO2					2					
CO3		1	1							
CO4			2							
CO5		1	1							

Student Count & Target Details

Total Number of Students	47
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Prof. Aparna Shastri

Dr. Jitendra Bhandari
(HOD)Dr. Shubhangee Ramaswamy
(I/C Director)

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Course Outcomes & Program Outcomes

Subject Title	Talent Management	Subject Code	312 HR
Faculty Name	Prof. Aparna Shastri	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	42	42	47	47	47	47
% Students	89%	89%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	47
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

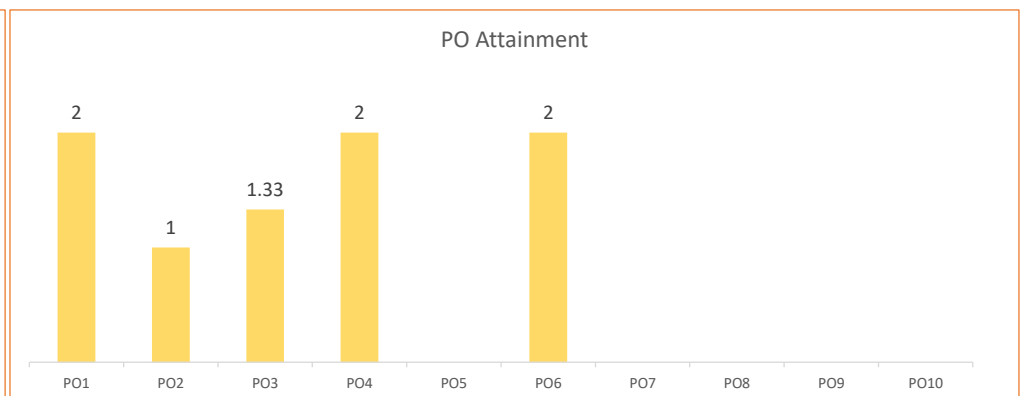
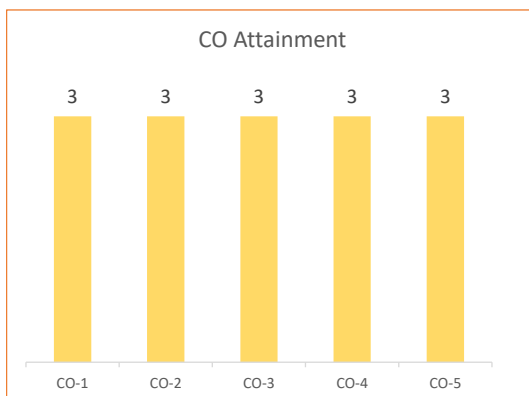
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2						2.00				
CO-3		1.00	1.00	2.00						
CO-4			2.00							
CO-5		1.00	1.00							

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2						2.00				
CO-3		1.00	1.00	2.00						
CO-4			2.00							
CO-5		1.00	1.00							
Average PO	2	1	1.33	2		2				

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Entrepreneurship Development	Subject Code	109
Teaching Faculty	Prof Praful Sarangdhar	Academic Year	2022-23

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DEFINE the key terms, LIST the Attributes and Characteristics of Entrepreneurs features and ENUMERATE the Factors influencing Entrepreneurship G
CO 2	Understanding	DISCUSS various theories of entrepreneurship and the entrepreneurship development ecosystem in Indian context.
CO 3	Applying	APPLY the theories of entrepreneurship and entrepreneurship development framework to analyze and identify entrepreneurial opportunities.
CO 4	Analysing	DISCRIMINATE between potential options available for entrepreneur for embarking on establishing a Start Up
CO 5	Evaluating	EVALUATE the start up ecosystem and the entrepreneurial opportunities in light of requirements of a business plan.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	A03	B04	F01	G01	
CIE Details	Written Home Assignment	Presentation	Online Test	Internal Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	20			10		30
CO2	Understanding			20	10		30
CO3	Applying	10		10	10		30
CO4	Analysing		20		10		30
CO5	Evaluating		10	10	10		30
Total		30	30	40	50		150

Student Count & Target Details

Total Number of Students	
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1						1	2			
CO2		2								
CO3		1					1			
CO4					2					
CO5									1	

Prof Praful Sarangdhar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Entrepreneurship Development	Subject Code	109
Faculty Name	Praful Sarangdhar	Academic Year	2022-23

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	68	68	68	68	68	68
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	66
% Students	97%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

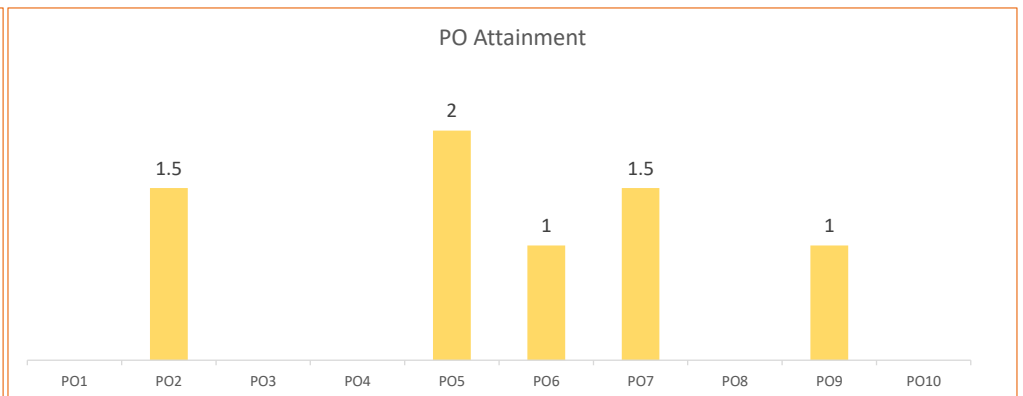
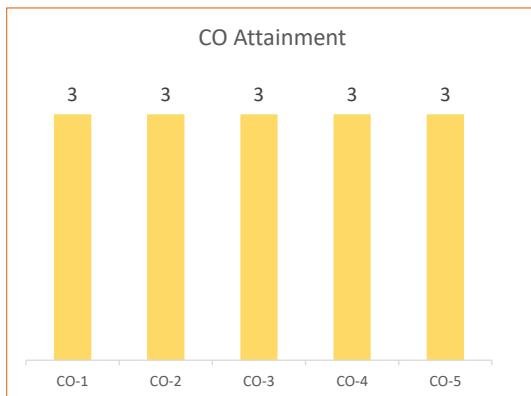
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1						1.00	2.00			
CO-2		2.00								
CO-3		1.00					1.00			
CO-4					2.00					
CO-5									1.00	

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1						1.00	2.00			
CO-2		2.00								
CO-3		1.00					1.00			
CO-4					2.00					
CO-5									1.00	
Average PO		1.5			2	1	1.5		1	

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Verbal Communication Lab	Subject Code	113
Teaching Faculty	Vivek Dighe	Academic Year	2022-2023

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	RECOGNIZE the various elements of communication, channels of communication and barriers to effective communication.
CO 2	Understanding	EXPRESS themselves effectively in routine and special real world business interactions.
CO 3	Applying	DEMONSTRATE appropriate use of body language
CO 4	Analysing	TAKE PART IN professional meetings, group discussions, telephonic calls, elementary interviews and public speaking activities.
CO 5	Evaluating	APPRAISE the pros and cons of sample recorded verbal communications in a business context.
CO 6	Creating	CREATE and DELIVER effective business presentations, using appropriate technology tools, for common business situations.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	A03	B04	A04	G01	
CIE Details	Online Exam	Presentation	Role Play	Home assignment	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	10		10	10		30
CO2	Understanding	10		10	10		30
CO3	Applying	10		10	10		30
CO4	Analysing		20		10		30
CO5	Evaluating		20		10		30
Total		30	40	30	50		150

Student Count & Target Details

Total Number of Students	64
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1				3						
CO2										1
CO3	1		1				1			
CO4		2								
CO5	1				1			1		

Vivek Dighe	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Verbal Communication Lab	Subject Code	113
Faculty Name	Vivek Dighe	Academic Year	2022-2023

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	63	63	63	63	63	64
% Students	98%	98%	98%	98%	98%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	63
% Students	98%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

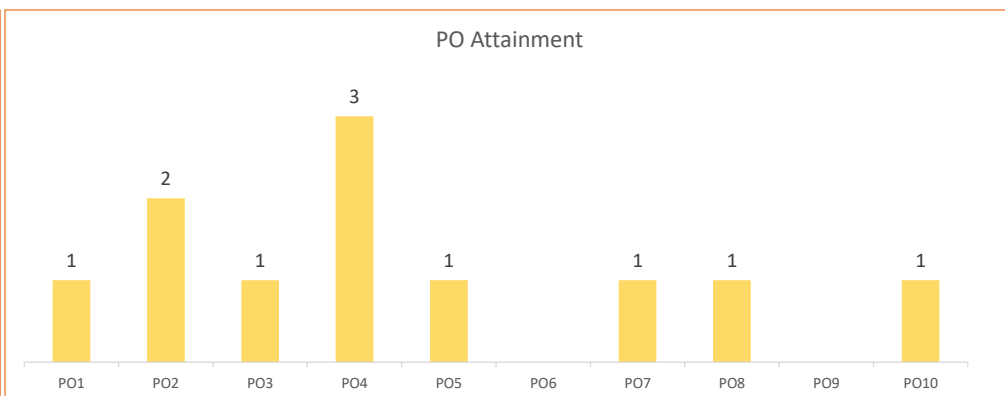
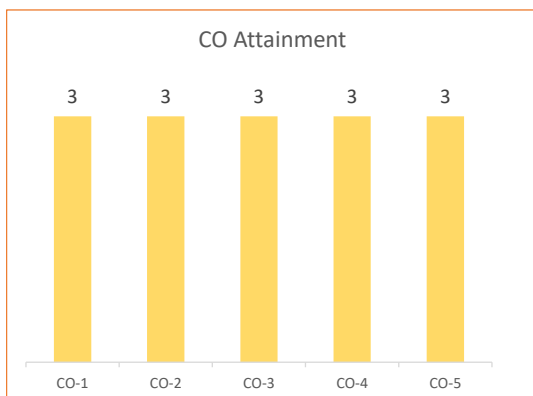
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1				3.00						
CO-2										1.00
CO-3	1.00		1.00				1.00			
CO-4		2.00								
CO-5	1.00				1.00			1.00		

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1				3.00						
CO-2										1.00
CO-3	1.00		1.00				1.00			
CO-4		2.00								
CO-5	1.00				1.00			1.00		
Average PO	1	2	1	3	1		1	1		1

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	403HR- OD&D	Subject Code	403-HR
Teaching Faculty	Mr. Vivekanand Gaikwad	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the major theories, concepts, terms, models tools and frameworks in the field of Organizational Diagnosis & Development.
CO 2	Understanding	UNDERSTAND concept of OD and 'intervention'.
CO 3	Applying	MAKE USE of the Theories, Models, Principles and Frameworks of Organizational Diagnosis & Development in specific organizational settings.
CO 4	Analysing	ANALYZE the external and internal environment with right tool of diagnosis and review the role of consultant in OD.
CO 5	Evaluating / Creating	IDENTIFY AND MAP an intervention to organizational need

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	G001	F001	B001	A001	
CIE Details	Internal Exam	OPT	Case Study	Class Test	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	10	20				30
CO2	Understanding	10			20		30
CO3	Applying	10	10		10		30
CO4	Analysing	10		20			30
CO5	Evaluating	10		20			30
Total		50	30	40	30		150

PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	3				2					
CO2		2				2				2
CO3			2				2		2	
CO4				2				1		
CO5										

Student Count & Target Details

Total Number of Students	21
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO -

Prof. Vivekanand Gaikwad	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	403HR- OD&D	Subject Code	403HR
Faculty Name	Mr. Vivekanand Gaikwad	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	21	21	21	19	21	21
% Students	100%	100%	100%	90%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	2
% Students	10%
CO Attainment Level	0

CO Attainment Level - Overall		
Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	1.5
CO-2	Understanding	1.5
CO-3	Applying	1.5
CO-4	Analyzing	1.5
CO-5	Evaluating	1.5

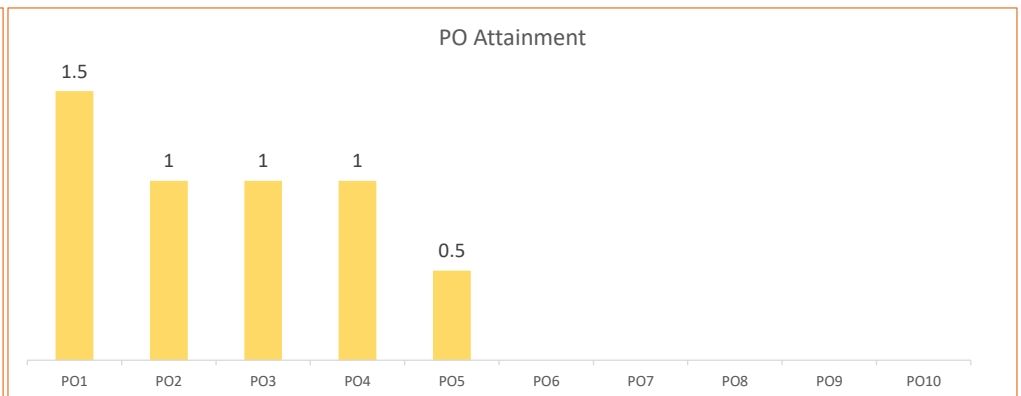
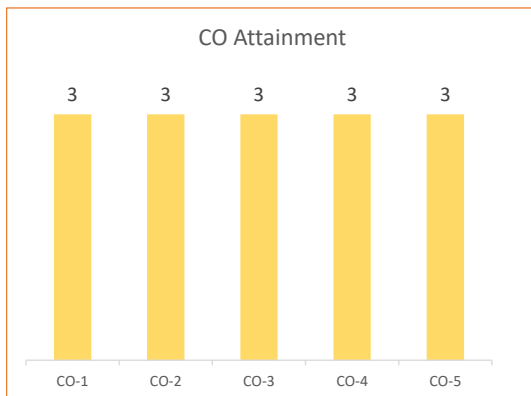
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	3.00									
CO-2		2.00								
CO-3			2.00							
CO-4				2.00						
CO-5					1.00					

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	1.50									
CO-2		1.00								
CO-3			1.00							
CO-4				1.00						
CO-5					0.50					
Average PO	1.5	1	1	1	0.5					

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*



**Course Details**

Subject Title	Business to Business Marketing	Subject Code	312 MKT
Teaching Faculty	Prof Praful Sarangdhar	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DEFINE the terms and concepts related to Business to Business marketing
CO 2	Understanding	EXPLAIN the terms and concepts used in business to business marketing
CO 3	Applying	IDENTIFY challenges and opportunities in Business-to-Business Marketing.
CO 4	Analysing	Formulate segmentation, targeting and positioning, consumer buying behaviour and marketing mix in the context
CO 5	Evaluating	DESIGN marketing mix elements considering business-to-business sales and service situations.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	A02	A03	F01	G01	
CIE Details	Open Book Test	Written Assignment	Online Test	Internal Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering			20	10		30
CO2	Understanding			20	10		30
CO3	Applying	10	10		10		30
CO4	Analysing	10	10		10		30
CO5	Evaluating	10	10		10		30
Total		30	30	40	50		150

Student Count & Target Details

Total Number of Students	
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	1									
CO2	1									
CO3			2				1			
CO4						2				
CO5										2

Prof Praful Sarangdhar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Business to Business Marketing	Subject Code	312 MKT
Faculty Name	Prof Praful Sarangdhar	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	41	41	41	41	41	41
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	41
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall		
Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

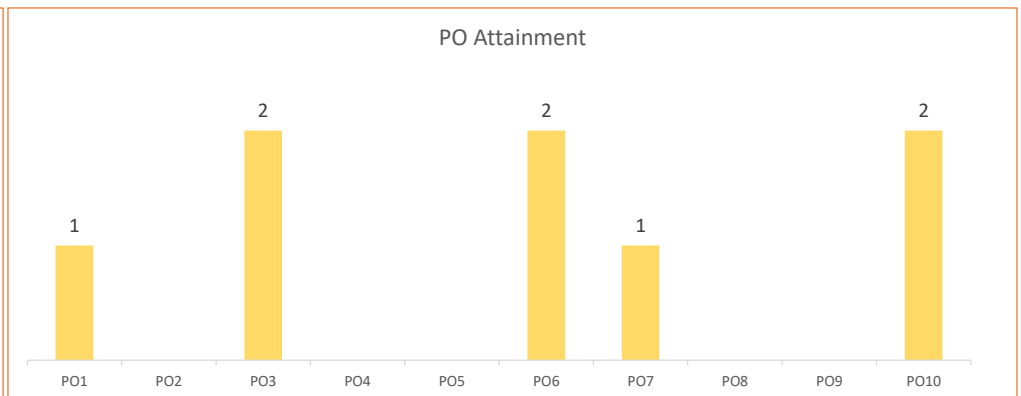
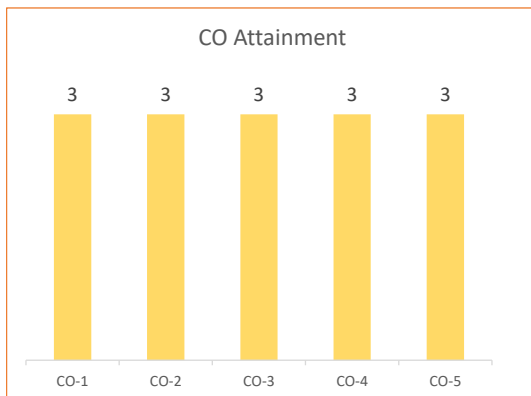
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	1.00									
CO-2	1.00									
CO-3			2.00				1.00			
CO-4						2.00				
CO-5										2.00

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	1.00									
CO-2	1.00									
CO-3			2.00				1.00			
CO-4						2.00				
CO-5										2.00
Average PO	1		2			2	1			2

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Lab in Recruitment and Selection	Subject Code	218
Teaching Faculty	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the key concepts such as Job Specification, Job description, Recruitment and Selection.
CO 2	Understanding	COMPARE and CONTRAST various methods of Recruitment and Selection.
CO 3	Applying	DEVELOP Job Specifications and Job descriptions in a variety of context.
CO 4	Analysing	ANALYZE various Personality types.
CO 5	Evaluating	EXPLAIN the profiling techniques used to test Personality, Aptitude, Competency.
CO 6	Creating	COMPILE a list of questions for Recruitment and Selection interviews.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	A03	F01	B03	G01	
CIE Details	Assignment	OPT	Situation Analysis	Term end Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability						Total
		A03	F01	B03	G01		
CO1	Remembering	10	10		10		30
CO2	Understanding	10	10		10		30
CO3	Applying	10	10		10		30
CO4	Analysing		10	10	10		30
CO5	Evaluating			20	10		30
Total		30	40	30	50		150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2									
CO2		3								
CO3				2						
CO4	1									
CO5			2		1					

Student Count & Target Details

Total Number of Students	39
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Prof. Aparna Shastri	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Lab in Recruitment and Selection	Subject Code	218 SE
Faculty Name	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	39	39	39	39	39	39
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	39
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

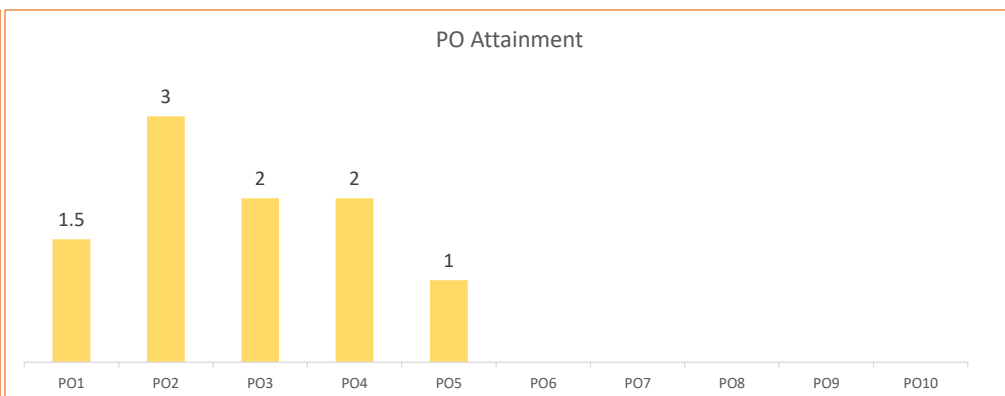
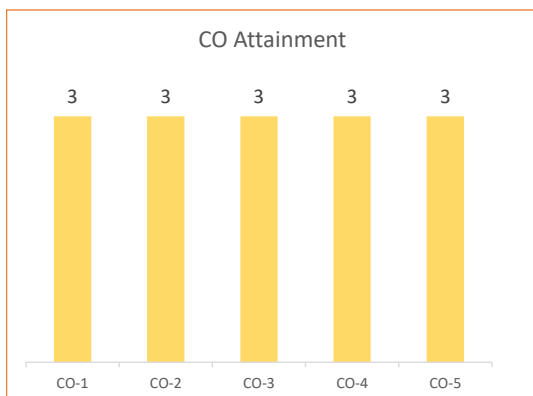
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2		3.00								
CO-3				2.00						
CO-4	1.00									
CO-5			2.00		1.00					

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2		3.00								
CO-3				2.00						
CO-4	1.00									
CO-5			2.00		1.00					
Average PO	1.5	3	2	2	1					

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Marketing 4.0	Subject Code	304
Teaching Faculty	Dr. Vinod Mohite	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	SELECT appropriate menus and functions of MS Excel to Create, Format, Import, Merge, Save, Print Spreadsheets & Charts using business data.
CO 2	Understanding	SHOW how to do basic troubleshooting and fix mistakes most people make when working with spreadsheets.
CO 3	Applying	USE various functions of MS Excel, Execute pivot table analysis, common (and powerful functions), and different types of lookups
CO 4	Analysing	ILLUSTRATE the use of the most commonly used data-manipulation commands in MS Excel.
CO 5	Evaluating / Creating	DERIVE insights from multiple data sources in MS EXCEL and work with it to answer relevant business questions. / CREATE standard Excel Templates for routine business data management and analysis activities.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	B04	D07	F01	G01	
CIE Details	Case Study	Creating and Presenting Poster	Online Exam	Internal Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	10		10	10		30
CO2	Understanding	20			10		30
CO3	Applying		10		10		30
CO4	Analysing	10	10	10	10		30
CO5	Evaluating		10	10	10		30
Total		40	30	30	50		150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2									
CO2		3			3					
CO3				2						
CO4	1									
CO5			2							

Student Count & Target Details

Total Number of Students	38
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Dr. Vinod Mohite	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Marketing 4.0	Subject Code	MKT 304
Faculty Name	Dr.Vinod Mohite	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	38	38	38	38	38	38
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	30
% Students	79%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

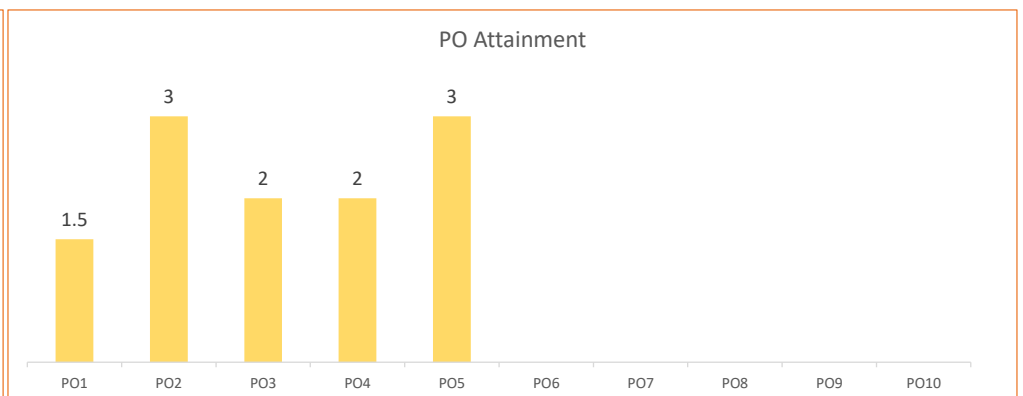
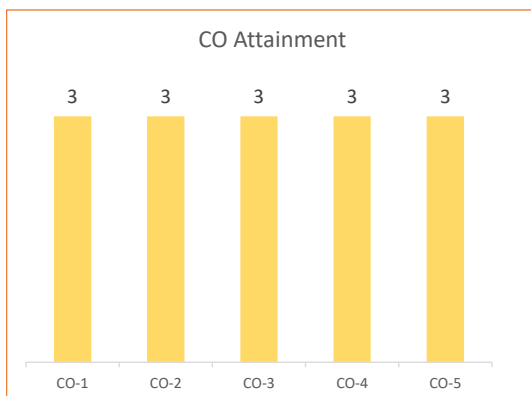
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2		3.00			3.00					
CO-3				2.00						
CO-4	1.00									
CO-5			2.00							

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2		3.00			3.00					
CO-3				2.00						
CO-4	1.00									
CO-5			2.00							
Average PO	1.5	3	2	2	3					

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Digital Business	Subject Code	106
Teaching Faculty	Dr. Vinod Mohite	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	SELECT appropriate menus and functions of MS Excel to Create, Format, Import, Merge, Save, Print Spreadsheets & Charts using business data.
CO 2	Understanding	SHOW how to do basic troubleshooting and fix mistakes most people make when working with spreadsheets.
CO 3	Applying	USE various functions of MS Excel, Execute pivot table analysis, common (and powerful functions), and different types of lookups
CO 4	Analysing	ILLUSTRATE the use of the most commonly used data-manipulation commands in MS Excel.
CO 5	Evaluating / Creating	DERIVE insights from multiple data sources in MS EXCEL and work with it to answer relevant business questions. / CREATE standard Excel Templates for routine business data management and analysis activities.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	A01	B04	F06	G01	
CIE Details	Class Test	Presentations	Creating Webpage	Internal Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	10		10	10		30
CO2	Understanding	10	10		10		30
CO3	Applying		10	10	10		30
CO4	Analysing	10		10	10		30
CO5	Evaluating			10	10		30
Total		30	30	40	50		150

Student Count & Target Details

Total Number of Students	193
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2				2					
CO2		3								
CO3				2						
CO4	1									
CO5			2							

Dr. Vinod Mohite	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Digital business	Subject Code	GC 06 106
Faculty Name	Dr. Vinod Mohite	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	193	193	193	193	193	193
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	189
% Students	98%
CO Attainment Level	3

CO Attainment Level - Overall		
Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

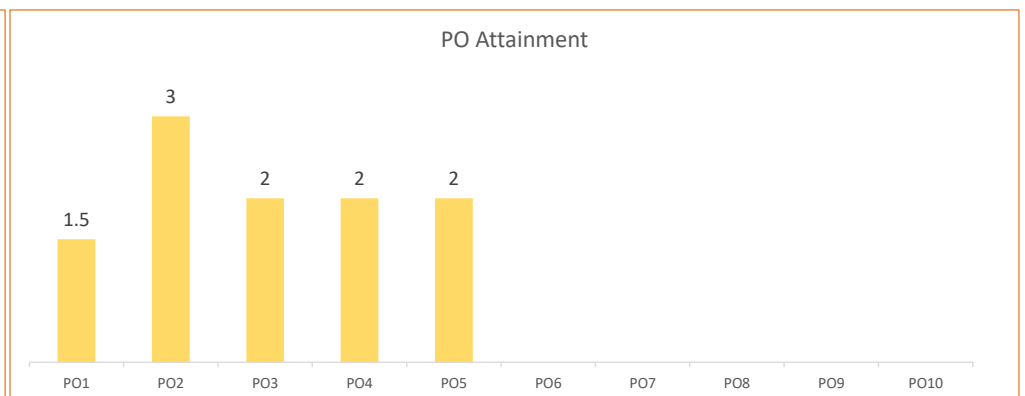
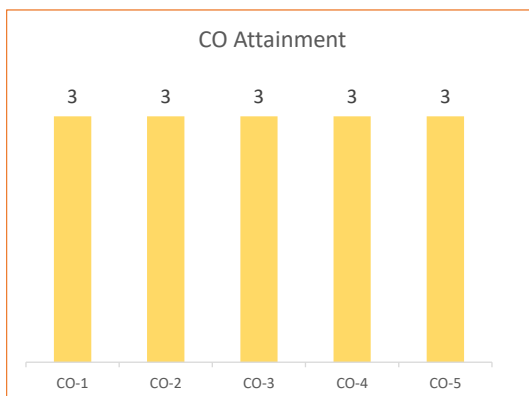
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00				2.00					
CO-2		3.00								
CO-3				2.00						
CO-4	1.00									
CO-5			2.00							

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00				2.00					
CO-2		3.00								
CO-3				2.00						
CO-4	1.00									
CO-5			2.00							
Average PO	1.5	3	2	2	2					

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Digital Marketing	Subject Code	314
Teaching Faculty	Dr. Vinod Mohite	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	SELECT appropriate menus and functions of MS Excel to Create, Format, Import, Merge, Save, Print Spreadsheets & Charts using business data.
CO 2	Understanding	SHOW how to do basic troubleshooting and fix mistakes most people make when working with spreadsheets.
CO 3	Applying	USE various functions of MS Excel, Execute pivot table analysis, common (and powerful functions), and different types of lookups
CO 4	Analysing	ILLUSTRATE the use of the most commonly used data-manipulation commands in MS Excel.
CO 5	Evaluating / Creating	DERIVE insights from multiple data sources in MS EXCEL and work with it to answer relevant business questions. / CREATE standard Excel Templates for routine business data management and analysis activities.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	B04	D05	G01	
CIE Details	Written Home Assignment	Presentations	Creating Brochures	Internal Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	10		10	10		30
CO2	Understanding	10		10	10		30
CO3	Applying	10		10	10		30
CO4	Analysing		20		10		30
CO5	Evaluating		20		10		30
Total		30	40	30	50		150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2					1				
CO2		3			2					
CO3			1	2	1					
CO4	1									
CO5			2							

Student Count & Target Details

Total Number of Students	41
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Dr. Vinod Mohite	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Digital Marketing	Subject Code	314
Faculty Name	Dr. Vinod Mohite	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	41	41	41	41	41	41
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	41
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

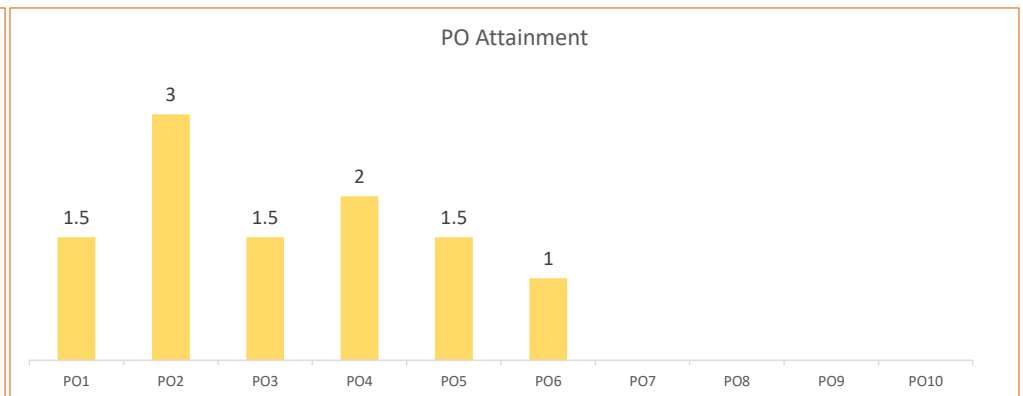
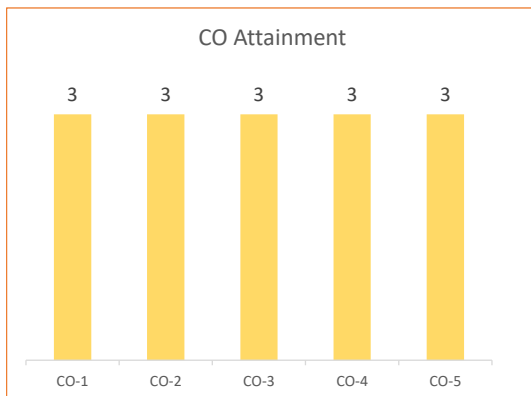
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00					1.00				
CO-2		3.00			2.00					
CO-3			1.00	2.00	1.00					
CO-4	1.00									
CO-5			2.00							

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00					1.00				
CO-2		3.00			2.00					
CO-3			1.00	2.00	1.00					
CO-4	1.00									
CO-5			2.00							
Average PO	1.5	3	1.5	2	1.5	1				

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Sales and Distribution Management	Subject Code	305 MKT
Teaching Faculty	Prof Praful Sarangdhar	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the theoretical concepts related to Sales Management and Distribution Management Domain
CO 2	Understanding	Understand the concepts, techniques and approaches required for effective decision making in the areas of Sales and Distribution.
CO 3	Applying	APPLY the concepts related to sales and distribution management.
CO 4	Analysing	ANALYZE the real life scenarios of sales and distribution management.
CO 5	Evaluating / Creating	EVALUATE the existing sales and distribution strategies and approaches.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	A02	A03	F01	G01	
CIE Details	Open book Test	Written Home Assignment	Online Test	Internal Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4		Total
CO1	Remembering			20	10		30
CO2	Understanding			20	10		30
CO3	Applying	10	10		10		30
CO4	Analysing	10	10		10		30
CO5	Evaluating	10	10		10		30
Total		30	30	40	50		150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2					1				
CO2		2								
CO3	1			2		2				
CO4								1		
CO5										

Student Count & Target Details

Total Number of Students	41
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	>=50%<60%
60%	2	>=60%<70%
70%	3	>=70%

Prof Praful Sarangdhar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Sales and Distribution Management	Subject Code	305 MKT
Faculty Name	Prof. Praful Sarangdhar	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	40	40	41	41	41	41
% Students	98%	98%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	39
% Students	95%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

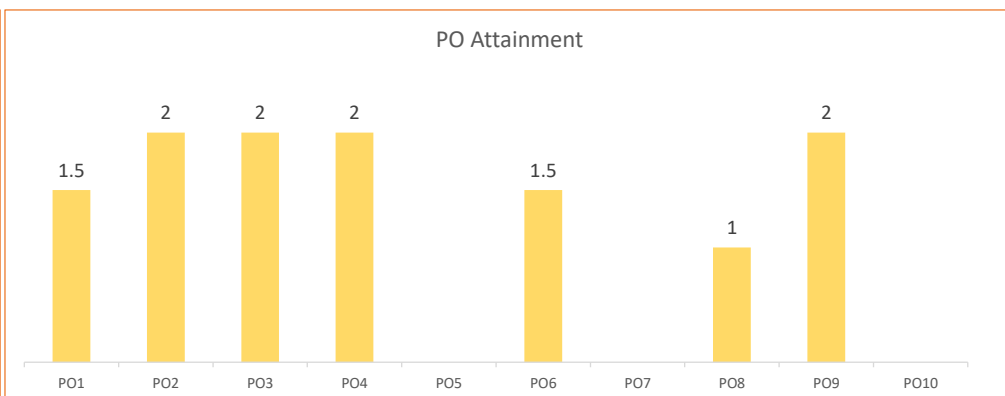
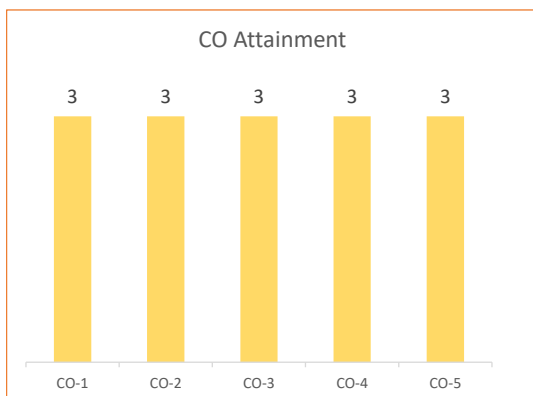
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00					1.00				
CO-2		2.00								
CO-3	1.00			2.00		2.00				
CO-4								1.00		
CO-5			2.00						2.00	

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00					1.00				
CO-2		2.00								
CO-3	1.00			2.00		2.00				
CO-4								1.00		
CO-5			2.00						2.00	
Average PO	1.5	2	2	2		1.5		1	2	

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Consumer Behavior	Subject Code	206 MKT
Teaching Faculty	Prof Praful Sarangdhar	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	ENUMERATE social and psychological factors and their influence his/her behavior as a consumer.
CO 2	Understanding	EXPLAIN fundamental concepts associated with consumer and organizational buying behavior
CO 3	Applying	APPLY consumer behavior concepts to real world strategic marketing management decision making.
CO 4	Analysing	ANALYSE the dynamics of human behavior and the basic factors that influence the consumer's decision process.
CO 5	Evaluating / Creating	EXPLAIN the consumer and organizational buying behavior process for a variety of products (goods/services).

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A02	A03	G01	
CIE Details					

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	20			10		30
CO2	Understanding	20			10		30
CO3	Applying		10	10	10		30
CO4	Analysing		20		10		30
CO5	Evaluating			20	10		30
Total		40	30	30	50		150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1									2	
CO2	2									
CO3			1					2		
CO4								1		
CO5										1

Student Count & Target Details

Total Number of Students	
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Prof Praful Sarangdhar	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Consumer Behavior	Subject Code	206 MKT
Faculty Name	Prof Praful Sarangdhar	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	38	38	38	38	38	38
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	21
% Students	55%
CO Attainment Level	1

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	2
CO-2	Understanding	2
CO-3	Applying	2
CO-4	Analyzing	2
CO-5	Evaluating	2

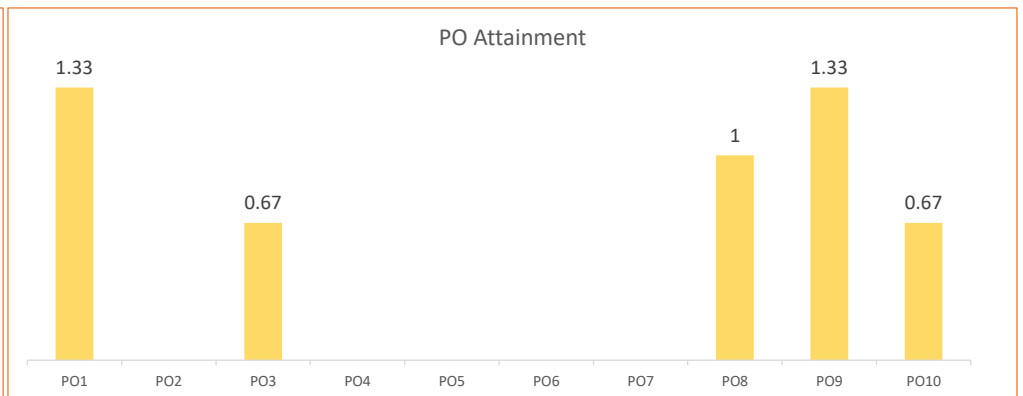
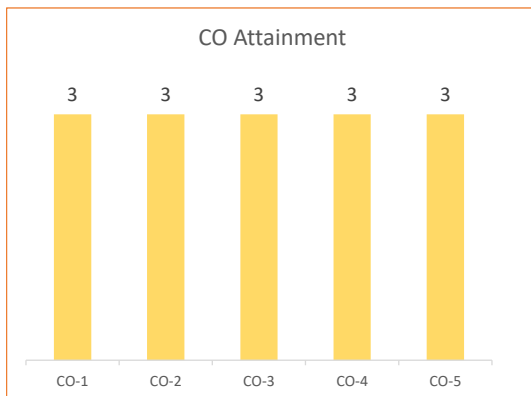
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1									2.00	
CO-2	2.00									
CO-3			1.00					2.00		
CO-4								1.00		
CO-5										1.00

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1									1.33	
CO-2	1.33									
CO-3			0.67					1.33		
CO-4								0.67		
CO-5										0.67
Average PO	1.33		0.67					1	1.33	0.67

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	217-IL- Labour Welfare	Subject Code	217-IL HR
Teaching Faculty	Mr. Vivekanand Gaikwad	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	ENUMERATE the key concepts of the subject matter
CO 2	Understanding	DESCRIBE the key aspects of the labour policy regulation in the country.
CO 3	Applying	IDENTIFY the applicability of various legislations to variety of real world organizations.
CO 4	Analysing	EXAMINE the traditional concept of labour welfare in the industry
CO 5	Evaluating / Creating	EXPLAIN the conditions of labour and their welfare and social security needs in the country.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	47G01	F01	B01	A01	
CIE Details	Internal Exam	OPT	Case Study	Class test	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering	10	20				30
CO2	Understanding	10			20		30
CO3	Applying	10	10		10		30
CO4	Analysing	10		20			30
CO5	Evaluating	10		20			30
Total		50	30	40	30		150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	3									
CO2		2								
CO3			2	2						
CO4					1					
CO5										

Student Count & Target Details

Total Number of Students	40
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Prof. Vivekanand Gaikwad	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Labour Welfare	Subject Code	217HR-IL
Faculty Name	Mr. Vivekanand Gaikwad	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	40	40	40	40	40	40
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	40
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

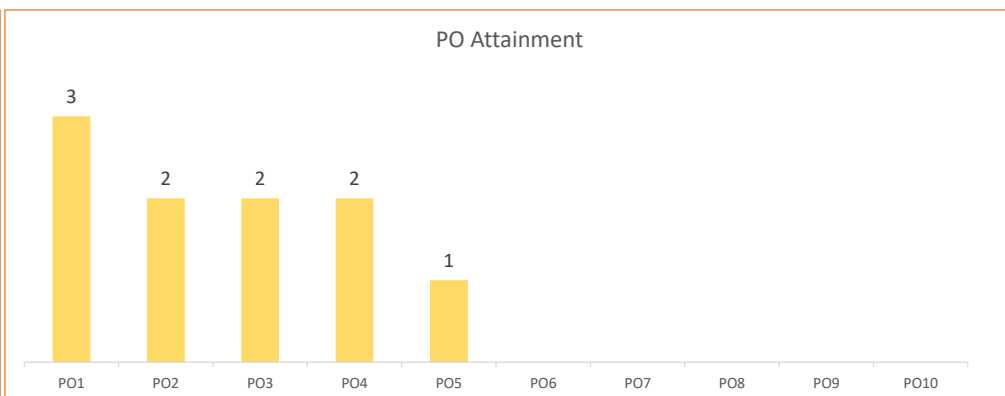
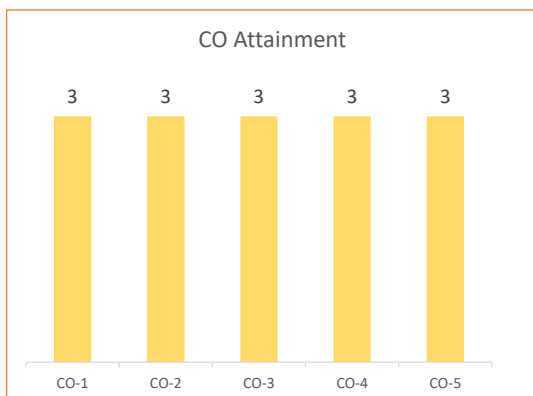
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	3.00									
CO-2		2.00								
CO-3			2.00							
CO-4				2.00						
CO-5					1.00					

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	3.00									
CO-2		2.00								
CO-3			2.00							
CO-4				2.00						
CO-5					1.00					
Average PO	3	2	2	2	1					

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Current Trends and Cases in HRM	Subject Code	404 SC - HRM
Teaching Faculty	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the conceptual framework of Digital Disruptions and its impact on the current HR Trends.
CO 2	Understanding	SUMMARIZE the impact of Current HR trends on HR Functions.
CO 3	Applying	ILLUSTRATE value creation & competitive advantage of Technology on current HR Trends.
CO 4	Analysing	EXAMINE the changing role of HR Priorities.
CO 5	Evaluating	ELABORATE upon the various types of current HR Trends.
CO 6	Creating	APPLY the existing Tech tools to real time HRM Challenges and offer Solutions.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	G01	F01	B01	A01	
CIE Details	Term End Exam	OPT	Case study	Class Test	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability					Total
		G01	F01	B01	A01	
CO1	Remembering	10	10		10	30
CO2	Understanding	10	10		10	30
CO3	Applying	10	10		10	30
CO4	Analysing	10	10	10		30
CO5	Evaluating	10		20		30
Total		50	40	30	30	150

Student Count & Target Details

Total Number of Students	24
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1						2		2		
CO2	2									
CO3			2							
CO4	1									
CO5				1	1					

Prof. Aparna Shastri	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	Current Trends and Cases in HRM	Subject Code	404 SC - HRM
Faculty Name	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	24	24	24	24	24	24
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	15
% Students	63%
CO Attainment Level	2

CO Attainment Level - Overall		
Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	2.5
CO-2	Understanding	2.5
CO-3	Applying	2.5
CO-4	Analyzing	2.5
CO-5	Evaluating	2.5

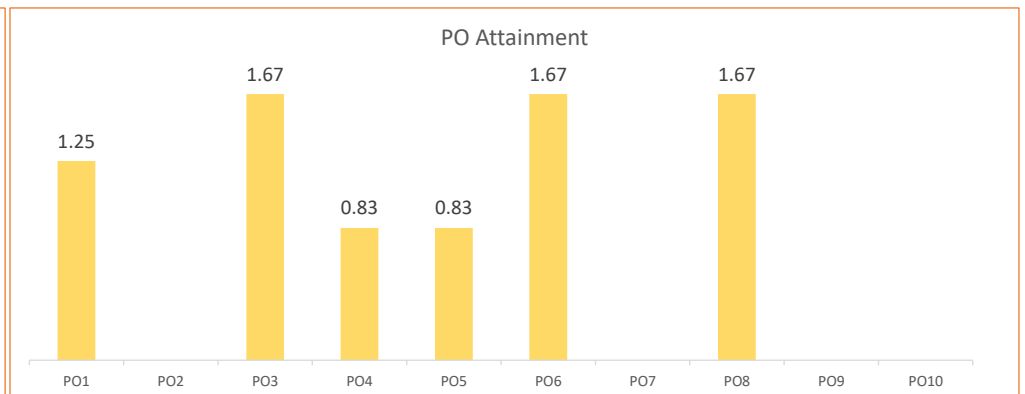
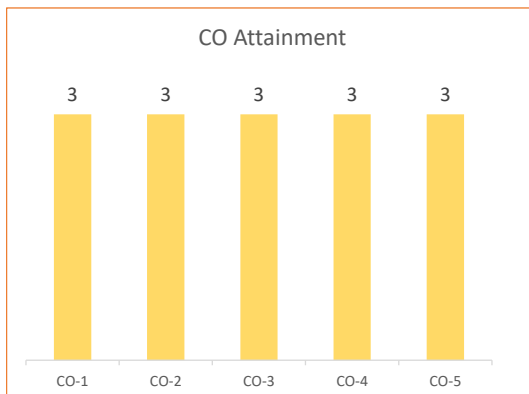
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1						2.00		2.00		
CO-2	2.00									
CO-3			2.00							
CO-4	1.00									
CO-5				1.00	1.00					

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1						1.67		1.67		
CO-2	1.67									
CO-3			1.67							
CO-4	0.83									
CO-5				0.83	0.83					
Average PO	1.25		1.67	0.83	0.83	1.67		1.67		

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Current Trends and Cases in HRM	Subject Code	404 SC - HRM
Teaching Faculty	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the conceptual framework of Digital Disruptions and its impact on the current HR Trends.
CO 2	Understanding	SUMMARIZE the impact of Current HR trends on HR Functions.
CO 3	Applying	ILLUSTRATE value creation & competitive advantage of Technology on current HR Trends.
CO 4	Analysing	EXAMINE the changing role of HR Priorities.
CO 5	Evaluating	ELABORATE upon the various types of current HR Trends.
CO 6	Creating	APPLY the existing Tech tools to real time HRM Challenges and offer Solutions.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	G01	F01	B01	A01	
CIE Details	Term End Exam	OPT	Case study	Class Test	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability					Total
		G01	F01	B01	A01	
CO1	Remembering	10	10		10	30
CO2	Understanding	10	10		10	30
CO3	Applying	10	10		10	30
CO4	Analysing	10	10	10		30
CO5	Evaluating	10		20		30
Total		50	40	30	30	150

Student Count & Target Details

Total Number of Students	24
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1						2		2		
CO2	2									
CO3			2							
CO4	1									
CO5				1	1					

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Course Outcomes & Program Outcomes

Subject Title	Current Trends and Cases in HRM	Subject Code	404 SC - HRM
Faculty Name	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	24	24	24	24	24	24
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	15
% Students	63%
CO Attainment Level	2

CO Attainment Level - Overall		
Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	2.5
CO-2	Understanding	2.5
CO-3	Applying	2.5
CO-4	Analyzing	2.5
CO-5	Evaluating	2.5

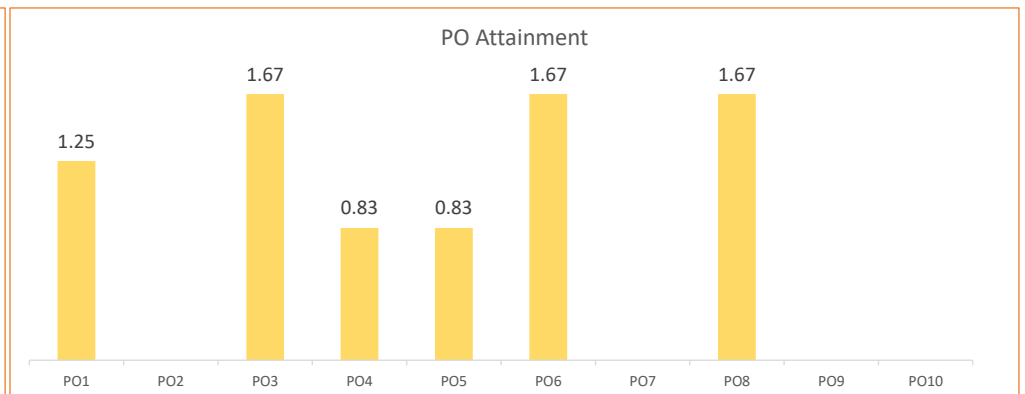
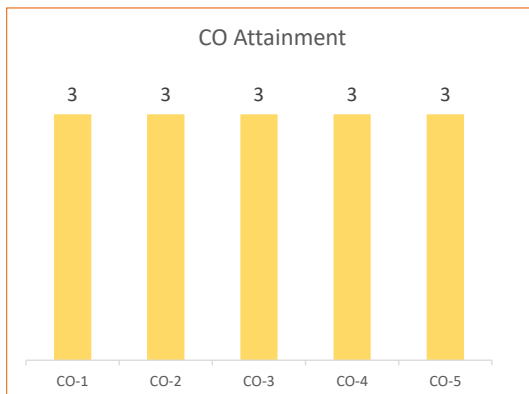
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1						2.00		2.00		
CO-2	2.00									
CO-3			2.00							
CO-4	1.00									
CO-5				1.00	1.00					

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1						1.67		1.67		
CO-2	1.67									
CO-3			1.67							
CO-4	0.83									
CO-5				0.83	0.83					
Average PO	1.25		1.67	0.83	0.83	1.67		1.67		

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Talent Management	Subject Code	312 SE
Teaching Faculty	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DEFINE Talent Management and its significance
CO 2	Understanding	UNDERSTANDING performance excellence through Talent Management
CO 3	Applying	APPLY Talent Management concepts in Human Resource Management
CO 4	Analysing	ANALYSING Talent Management practices in employee development and career enhancement
CO 5	Evaluating	FORMULATE the Talent Management Strategies for any organisation.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A03	B01	G01	
CIE Details	OPT	Assignment	Case study	Term End Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	F01	A03	B01	G01	Total
CO1	Remembering	10	10		10	30
CO2	Understanding	10	10		10	30
CO3	Applying	10	10		10	30
CO4	Analysing		10	10	10	30
CO5	Evaluating			20	10	30
Total		30	40	30	50	150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2									
CO2					2					
CO3		1	1							
CO4			2							
CO5		1	1							

Student Count & Target Details

Total Number of Students	24
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Prof. Aparna Shastri

Dr. Jitendra Bhandari
(HOD)Dr. Shubhangee Ramaswamy
(I/C Director)

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Course Outcomes & Program Outcomes

Subject Title	Talent Management	Subject Code	312 SE
Faculty Name	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	24	24	24	24	24	24
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	24
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

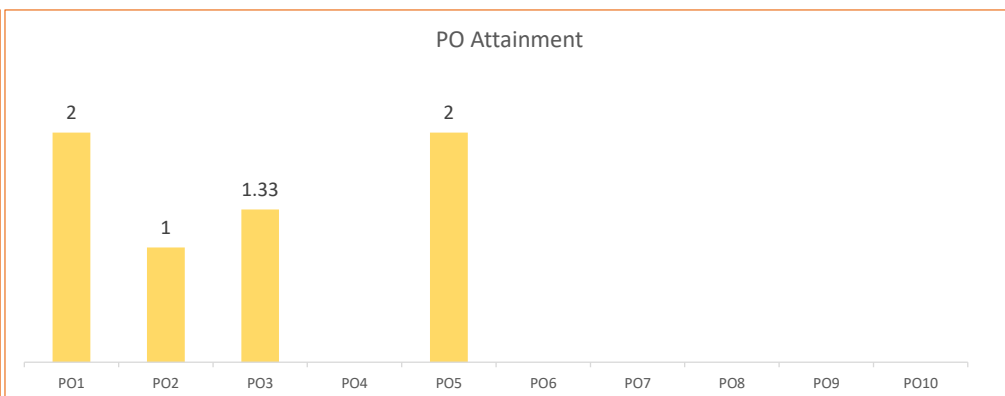
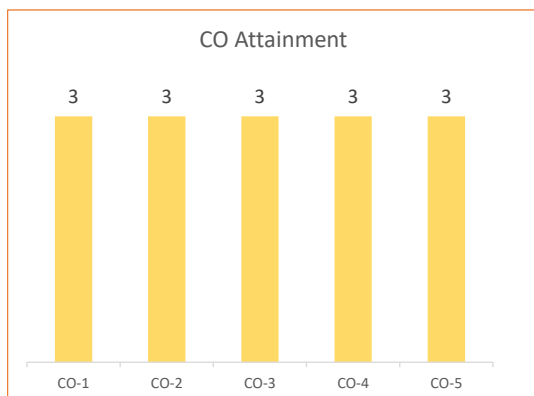
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2					2.00					
CO-3		1.00	1.00							
CO-4			2.00							
CO-5		1.00	1.00							

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2					2.00					
CO-3		1.00	1.00							
CO-4			2.00							
CO-5		1.00	1.00							
Average PO	2	1	1.33		2					

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Verbal Communication Lab	Subject Code	113
Teaching Faculty	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	RECOGNIZE the various elements of communication, channels of communication and barriers to effective communication.
CO 2	Understanding	EXPRESS themselves effectively in routine and special real world business interactions
CO 3	Applying	DEMONSTRATE appropriate use of body language.
CO 4	Analysing	TAKE PART IN professional meetings, group discussions, telephonic calls, elementary interviews and public speaking activities
CO 5	Evaluating	APPRAISE the pros and cons of sample recorded verbal communications in a business context
CO 6	Creating	CREATE and DELIVER effective business presentations, using appropriate technology tools, for common business situations.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	B08	C04	A03	G01	
CIE Details	Presentation	Role Play	Assignment	Term End Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	B08	C04	A03	G01	Total
CO1	Remembering	10		10	10	30
CO2	Understanding	10		10	10	30
CO3	Applying	10		10	10	30
CO4	Analysing		10	10	10	30
CO5	Evaluating		20		10	30
Total		30	30	40	50	150

Student Count & Target Details

Total Number of Students	193
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2									
CO2		2								
CO3				2						
CO4	2									
CO5			1		2					

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Course Outcomes & Program Outcomes

Subject Title	Verbal Communication Lab	Subject Code	113
Faculty Name	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	193	193	193	193	193	193
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	193
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

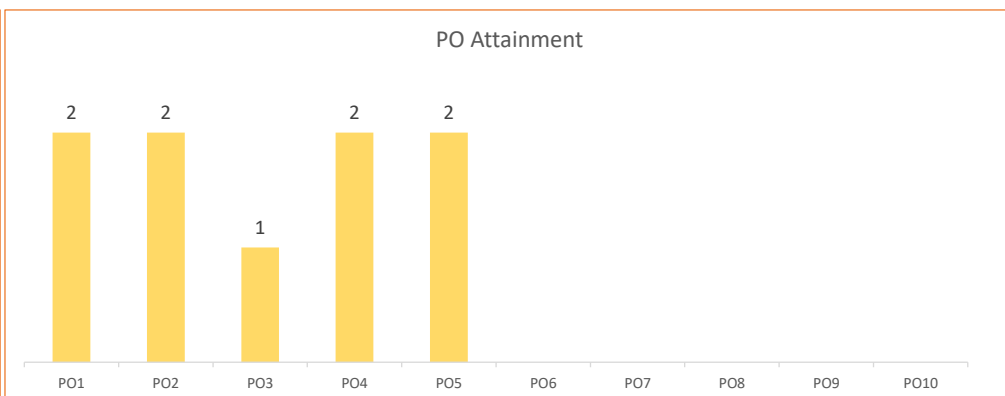
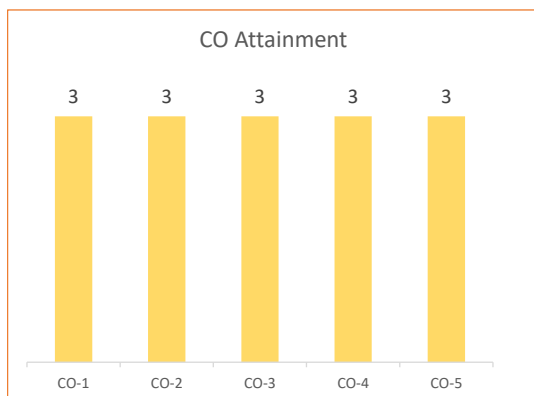
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2		2.00								
CO-3				2.00						
CO-4	2.00									
CO-5			1.00		2.00					

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2		2.00								
CO-3				2.00						
CO-4	2.00									
CO-5			1.00		2.00					
Average PO	2	2	1	2	2					

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Written Analysis and Communication Lab	Subject Code	GE-213
Teaching Faculty	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE stages in a typical communication cycle and the barriers to effective communication.
CO 2	Understanding	SUMMARIZE long essays and reports into précis and executive summaries.
CO 3	Applying	USE Dictionary and Thesaurus to draft and edit a variety of business written communication.
CO 4	Analysing	EXAMINE sample internal communications in a business environment for potential refinements.
CO 5	Evaluating	COMPOSE variety of letters, notices, memos and circulars.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	F01	A03	B04	G01	
CIE Details	OPT	Assignment	Presentation	Term End Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	F01	A03	B04	G01	Total
CO1	Remembering	10	10		10	30
CO2	Understanding	10	10		10	30
CO3	Applying	10	10		10	30
CO4	Analysing		10	10	10	30
CO5	Evaluating			20	10	30
Total		30	40	30	50	150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2									
CO2		2								
CO3				2						
CO4	2									
CO5			1		2					

Student Count & Target Details

Total Number of Students	190
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Prof. Aparna Shastri	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
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Course Outcomes & Program Outcomes

Subject Title	Written Analysis and Communication Lab	Subject Code	GE-213
Faculty Name	Prof. Aparna Shastri	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	190	190	190	190	190	190
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	190
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

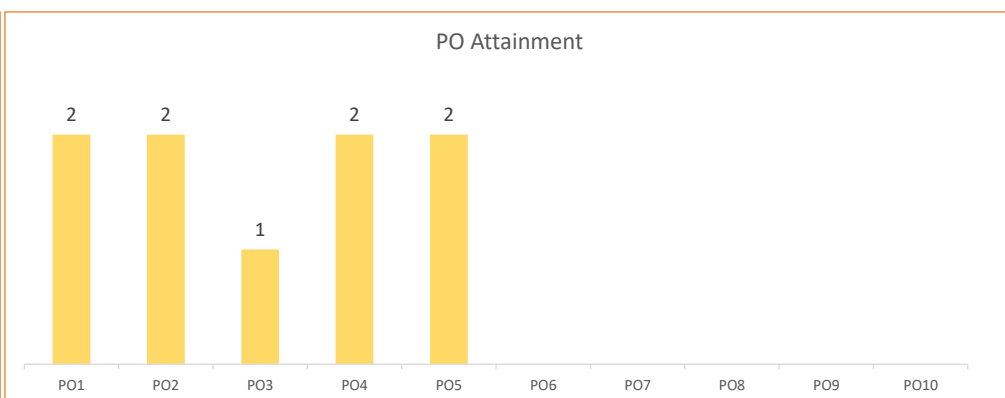
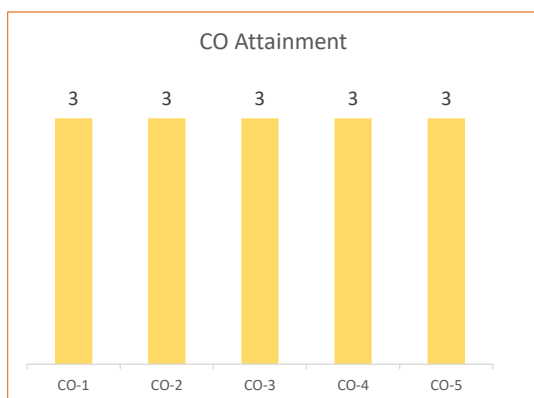
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2		2.00								
CO-3				2.00						
CO-4	2.00									
CO-5			1.00		2.00					

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	2.00									
CO-2		2.00								
CO-3				2.00						
CO-4	2.00									
CO-5			1.00		2.00					
Average PO	2	2	1	2	2					

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	102 Organizational Behaviour	Subject Code	102
Teaching Faculty	Prof. Vivekanand Gaikwad	Academic Year	2021-22

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	DESCRIBE the major theories, concepts, terms, models, frameworks and research findings in the field of organizational behavior.
CO 2	Understanding	EXPLAIN the implications of organizational behavior from the perspectives of employees, managers, leaders and the organization.
CO 3	Applying	MAKE USE OF the Theories, Models, Principles and Frameworks of organizational behavior in specific organizational settings.
CO 4	Analysing	DECONSTRUCT the role of individual, groups, managers and leaders in influencing how people behave and in influencing organizational culture at large.
CO 5	Evaluating / Creating	FORMULATE approaches to reorient individual, team, managerial and leadership behaviour inorder to achieve organizational goals.

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	G001	A001	F001	B001	
CIE Details	Internal Exam	Class Test	OPT	Case Study	

Course Outcome wise CIE Distribution

Student Count & Target Details

CO ID	Cognitive Ability						Total
		G01	A01	F01	B01	G01	
CO1	Remembering	10		20		10	30
CO2	Understanding	10	20			10	30
CO3	Applying	10	10	10		10	30
CO4	Analysing	10			20	10	30
CO5	Evaluating	10			20	10	30
Total							150

Total Number of Students	193
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

CO – PO Mapping

O	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1					1			1		
CO2	3					1				
CO3			2						3	
CO4		3					2			
CO5										2

Prof. Vivekanand Gaikwad	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
Prepared by	Reviewed by	Approved by



Course Outcomes & Program Outcomes

Subject Title	101 Organizational Behaviour	Subject Code	102-GC
Faculty Name	Mr. Vivekanand Gaikwad	Academic Year	2021-22

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	193	193	193	193	193	193
% Students	100%	100%	100%	100%	100%	
CO Attainment Level	3	3	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	188
% Students	97%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	3
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

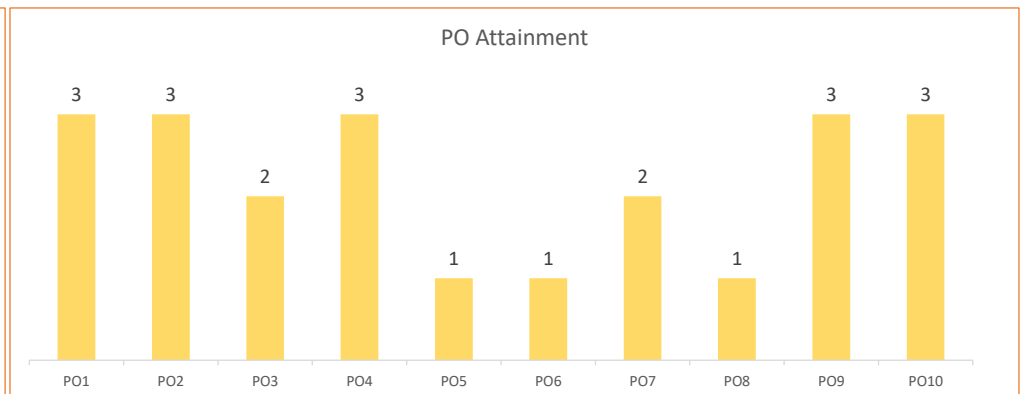
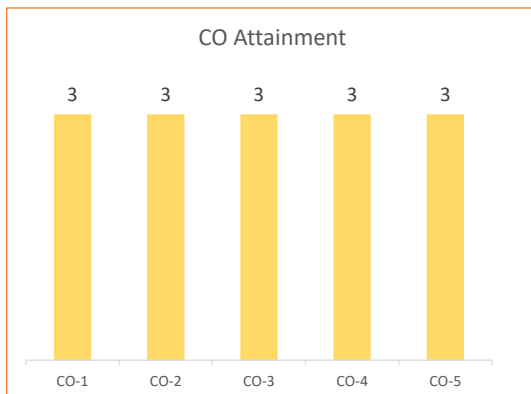
*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1					1.00			1.00		
CO-2	3.00					1.00				
CO-3			2.00						3.00	
CO-4		3.00					2.00			
CO-5				3.00						3.00

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1					1.00			1.00		
CO-2	3.00					1.00				
CO-3			2.00						3.00	
CO-4		3.00					2.00			
CO-5				3.00						3.00
Average PO	3	3	2	3	1	1	2	1	3	3

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*





Course Details

Subject Title	Services Marketing	Subject Code	304 MKT
Teaching Faculty	Vivek Dighe	Academic Year	2021 - 2022

Course Outcome

CO ID	Course Outcome	Cognitive Ability
CO 1	Remembering	RECALL the key concepts in services marketing
CO 2	Understanding	Describe the role of Extended Marketing Mix in Services in managing consumer behavior and in improving service quality.
CO 3	Applying	Identify concepts related to service experience in the context of real world offering.
CO 4	Analysing	Examine the elements of services marketing and service quality in contemporary context..
CO 5	Evaluating	EVALUATE Segmentation, Targeting & Positioning of Services and assess its importance and challenges in the dynamic marketing environment.
CO 6	Creating	DEVELOP marketing mix, service blueprint and servicescapes for various services offering

Continuous Internal Evaluation (CIE) Methods

CIE No	CIE 1	CIE 2	CIE 3	CIE 4	CIE 5
CIE Code	B01	B04	A04	G01	
CIE Details	Case Study	Presentation	Written Home Assignment	Semester End Exam	

Course Outcome wise CIE Distribution

CO ID	Cognitive Ability	CIE 1	CIE 2	CIE 3	CIE4	CIE 5	Total
CO1	Remembering			20	10		30
CO2	Understanding		20		10		30
CO3	Applying	20			10		30
CO4	Analysing	10	10		10		30
CO5	Evaluating		10	10	10		30
Total		30	40	30	50		150

CO – PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	1									
CO2			2							
CO3		2	1							
CO4										2
CO5					1	1				

Student Count & Target Details

Total Number of Students	49
Total Marks for EACH CO evaluation	30
Target level for Co Attainment (%)	50%

CO Attainment Level Criteria

Percent of Students achieving Targeted marks	CO Attainment Level	Condition in Percentage
50%	1	$\geq 50\% < 60\%$
60%	2	$\geq 60\% < 70\%$
70%	3	$\geq 70\%$

Vivek Dighe	Dr. Jitendra Bhandari (HOD)	Dr. Shubhangee Ramaswamy (I/C Director)
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Course Outcomes & Program Outcomes

Subject Title	Services Marketing	Subject Code	304 MKT
Faculty Name	Vivek Dighe	Academic Year	2021-2022

Course Outcomes

CO Internal	CO-1	CO-2	CO-3	CO-4	CO-5	Total Students
	Remembering	Understanding	Applying	Analyzing	Evaluating	
Number of Students (CO Attained)	49	26	48	48	49	49
% Students	100%	53%	98%	98%	100%	
CO Attainment Level	3	1	3	3	3	

CO External	CO-Avg
Number of Students (CO Attained)	49
% Students	100%
CO Attainment Level	3

CO Attainment Level - Overall

Course Outcome	Cognitive Ability	Attainment
CO-1	Remembering	3
CO-2	Understanding	2
CO-3	Applying	3
CO-4	Analyzing	3
CO-5	Evaluating	3

*Attainment Level is Total of
50% Internal & 50% External*

Program Outcomes

Course Outcome	Program Outcome Mapped									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	1.00									
CO-2			2.00							
CO-3		2.00	1.00							
CO-4										2.00
CO-5					1.00	1.00				

Course Outcome	Program Outcome Attained									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO-1	1.00									
CO-2			1.33							
CO-3		2.00	1.00							
CO-4										2.00
CO-5					1.00	1.00				
Average PO	1	2	1.17		1	1				2

*PO Attained = Actual Attainment for that CO (e.g. J1) / Max CO Attainment Level possible * Individual COPO Mapped (e.g. E11)*

