



Amar Sewa Mandal's

GOVINDRAO WANJARI COLLEGE OF ENGINEERING & TECHNOLOGY
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President **Dr. (Smt) SuhasiniWanjari** Secretary **Adv. Abhijit G. Wanjari** Treasurer **Dr. Smeeta Wanjari** Principal **Dr SalimChavan**

DEPARTMENT OF MANAGEMENT STUDIES & RESEARCH
MBA 2nd SEMESTER
LEARNING MANAGEMENT SYSTEM

Sr. No.	NAME OF SUBJECT	CO's	Notes Link
1	2T1 - FINANCIAL MANAGEMENT	CO1: Given financial cost parameters, the future manager will be able to calculate specific cost of capital (i.e. Cost of debt, preference, equity and retained earnings) and the weighted average cost of capital for any specific given firm.	Module 1
		CO2: Given different financing options, the future manager will be able to analyze the effect of operating and financial leverage on EPS and recommend a suitable long term financing mix for an organization by applying EBIT-EPS analysis, Indifference Level of EBIT and Financial Break-even Analysis for given financing options.	Module 2
		CO3: Given the cash-flows pertaining to a project, the future manager will be able to estimate projects' cash flows to distinguish between value creating and value destroying investments using time-value intensive DCF techniques (viz. NPV, IRR, discounted payback period, profitability index) and Non-DCF techniques (i.e. Payback Period and Average rate of return approach)	Module3
		CO4: Given the details pertaining to elements of working capital for a given level of activity, the future manager will be able to ascertain the components of current assets and current liabilities and determine the gross and net operating working capital requirement.	Module 4
		CO5: Given the expected dividends, future price of shares, investor expectations and funding requirements; the future manager will be able to compute the value of a share using various dividend discount models and illustrate whether dividend is relevant for firm valuation or not.	Module 5
Sr. No.	NAME OF SUBJECT	CO's	Notes Link
2	2T2 - MARKETING MANAGEMENT	CO1: For a given marketing objective of a company the student manager will be able to develop a suitable marketing mix.	Module 1
		CO2: For a given product the student managers will be able	Module 2



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		to apply the three steps of target marketing: market segmentation, target marketing, and market positioning.	
		CO3: For various stages in the life cycle of the product the student managers will be able to recommend a suitable pricing strategy.	Module3
		CO4: For a given company the student managers will be able to evaluate different distribution channel options and their suitability for the company's product.	Module 4
		CO5: For a given promotional objective of a company the student manager should be able to develop a suitable promotion mix (advertising, sales promotion, public relations, personal selling, and direct marketing etc.) for the product.	Module 5
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3	2T3 - HUMAN RESOURCE MANAGEMENT	CO1: Students should be able to explain the importance of Human Resource Management for an organisation and also distinguish between Personnel and HR Management.	Module 1
		CO2: For a given job profile, students should be able to develop a job analysis and produce a job description and job specification.	Module 2
		CO3: Students should be able to design a Human Resource Plan for an organisation and construct its Selection Process	Module3
		CO4: Students should be able to justify the applicability of various techniques of Training	Module 4
		CO5: Students should be able to outline the performance appraisal process and identify and explain the utility of various modern and traditional methods of Performance Appraisal.	Module 5
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4	2T4- OPERATIONS MANAGEMENT	CO1: At the end of the course the students can apply the concept of operations management in manufacturing and service sector and will be able to plan and implement production and service related decisions.	Module 1
		CO2: At the end of the course the student will be able to plan production schedules and plan resources (material and machine) required for production	Module 2
		CO3: At the end of the course the students can design	Module3



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		<p>maintenance schedules in manufacturing units, identify and propose material handling equipments and implement industrial safety rules</p> <p>CO4:At the end of the course the students will be able to apply the concepts of purchase, stores and inventory management and analyze and evaluate material requirement decisions</p> <p>CO5:At the end of the course the students can measure performance related to productivity and will be able to conduct basic industrial engineering study on men and machines.</p>	<p>Module 4</p> <p>Module 5</p>
Sr. No.	NAME OF SUBJECT	CO's	Notes Link
5	2T5 - INTERNATIONAL BUSINESS	CO1: Introduction to International business, its importance and various concepts involved in it such as: entrepot trade, various tariff and non tariff barriers, regional trading blocs and types of trade agreements.	Module 1
		CO2: Modes of entry into International Business, Internationalization process and managerial implications case studies related to internationalization process. International business approaches: ethnocentric, polycentric, regiocentric, geocentric.	Module 2
		CO3: Various Macro factors affecting International Business Environment: Political, Economical, Socio-cultural, Technological, Environmental and Legal factors.	Module3
		CO4: Various Government Institutes supporting foreign trade and their role: DGFT, Export Promotion Council, ECGC, SEZs, EPZs and EOUs, EXIM Bank and FEMA	Module 4
		CO5: Drivers of FDI, Flow of FDI in India , EXIM Policy of India Direction of India's Foreign Trade (imports and exports scenario), Role of RBI in exchange rate management	Module 5
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6	2T6 - CORPORATE SOCIAL RESPONSIBILITY AND SUSTAINABILITY	CO1: Given the concept of CSR, the future manager will be able to identify the various activities which can benefit the organization under the banner of CSR	Module 1
		CO2: Given a chance, the future manager will be able to frame and recommend the CSR policy according to sustainable development.	Module 2



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		CO3: Given the framework, the future manager will be able to plan the CSR activity according to the various laws and regulations.	Module3
		CO4: Given the details pertaining to government and non government organizations, the future manager will be able to ascertain the role of various stakeholders in CSR activities and incorporate the guidelines issued by regulatory guidelines in CSR policy.	Module 4
		CO5: Given the task of CSR , the future manager will be able to plan and implement various activities to be taken under CSR activity and evaluate its effectiveness.	Module 5
Sr. No.	NAME OF SUBJECT	CO's	Notes Link
7	2T7 - COST ACCOUNTING	CO1: Given an information about basic conceptual framework of cost, the student will be able of identify/ classify different elements/ classification of cost and will be able to prepare cost sheet and prepare quotations for various business proposals	Module 1
		CO2: Given an information about cost, volume and profit for specific product for mention time period, a student will able to compute Break-even point, Marine of safety, Profit volume ratio, desired profit / desired sales as well as able to evaluate thedecision making proposals(suitable product mix / dropping a product line / fixation of selling price / make or buy decisions/Key Factor Analysis)	Module 2
		CO3: Given information about relevant expenses, a student will be able to classify the cost by nature and estimate cost of operating a service	Module3
		CO4: Given an information about Expenses & Income / Receipt & Payment / Projected Sales, a student will be able to prepare relevant functional level budgets for an organisation	Module 4
		CO5: Given an information about standard and actual performance, the student will be able to determine Direct Material and Direct Labour Variances	Module 5
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8	2T8- MANAGEMENT	CO1: Given a situation a student will be able to construct SWOT for a concerned orgnaisation or situation as well as	Module 1



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	CASE ANALYSIS	he/she will be able to indentify key actors/stakeholders in the given situation	
		CO2: A student will be able to evaluate the dilemma (Problem/ Issues/ Concerns) in the case	<u>Module 2</u>
		CO3: A student will be able to develop suitable alternatives for the dilemma identified.	<u>Module3</u>
		CO4: A student will be able to analyse and evaluate the alternatives using the theoretical framework.	<u>Module 4</u>
		CO5: A Student will be able to discuss suggest suitable roadmaps to overcome the identified dilemma.	<u>Module 5</u>