

Document Title	Course Outcomes of Selling & Negotiation Skills (IA) Sem 1, Elective
Date of Issue	August 2 ,2018
Document / Process Owner	
Last Modified	
Objectives of this document	To provide Course Outcomes of Selling & Negotiation Skills Sem 1, Elective Subject
C01 - Developing basic understanding of students related to Negotiation	
C02 – Providing deeper insight related to Negotiation framework	
C03-- Familiarizing students with basics of models in negotiation and strategies	
C04-- Introducing students to understand the difference between Marketing and Selling and giving them useful tips for succeeding in Sales	
C05- Introducing students to understand the difference between Marketing and Selling and giving them useful tips for succeeding in Sales	
C06 – Creating awareness about importance of customer in selling process	
C07 – Familiarizing students with different approaches required for selling different stakeholders	
C08 – Creating awareness about challenges and opportunities available in Start-ups domains	
C09-- To enhance effectiveness of a Salesperson by understanding clues provided by body language.	
Course Delivery -1 Theory period of 3 hour per week over a semester with numerous examples and case studies/caselets	

Document Title	Course Outcomes of Financial Accounting (IA) MMS Sem I
Date of Issue	August 1 ,2018
Document / Process Owner	Aradhana Tiwari
Last Modified	
Objectives of this document	To provide Course Outcomes of Financial Accounting MMS Sem I
CO1 -Clarity and understanding of the basic concepts of accounting and financial statements	
CO2 – Ability to apply the principles and concepts of accounting in preparing the financial statements	
CO3- Ability to execute the accounting process- Recording- Classifying and Summarizing, Financial Statement of Proprietor	
CO4 - Detailed and in depth understanding of all the items in the corporate financial statements	
CO5- Understanding the principles of revenue recognition and ability to distinguish between revenue and capital income and expenditure and their treatment in corporate financial statements	
CO6- Understanding different methods of depreciation and their impact on profitability and asset valuation	
CO7 – Understanding the concepts of inventory valuation and their effect on profit and cost of goods sold.	
CO8 –Ability to prepare a statement of changes in financial position with respect to working capital and cash flow.	
CO9-Ability to read and understand Annual Reports	
CO10 –Understanding basic cost concepts and ability to prepare a simple cost sheet	
CO11 –Understanding the difference between errors and frauds; creative accounting and the Corporate Governance Report	
Course Delivery - 3 hour session per week over a semester	

Document Title	Course Outcomes of Managerial Economics Sem. 1 subject
Date of Issue	August 01 st , 2018
Document / Process Owner	Bindal Totlani
Last Modified	
Objectives of this document	To provide course outcome for Managerial Economics Sem. 1
CO1 – Understanding the Production Possibility Curve CO2 – Understanding the Demand Function CO3 – Ability to understand and calculate Elasticity of Demand CO4 - Understanding Supply and Elasticity of Supply CO5 – Understanding different types of economic market structures with examples CO6 – Ability to calculate Break Even Analysis CO7 – Understanding Production Function CO8 - Understanding Price Line and ISO Cost Line CO9 – Ability to calculate NPV and IRR through Capital Budgeting CO10 – Understanding the concept of Consumer Surplus CO-11 – Understanding Aggregate Output and Aggregate Price – (GDP, NDP, CPI, WPI)	
Course Delivery -1 Lecture of 3 hour per week over a semester.	

Document Title	Course Outcome of Organisational Behaviour Semester I
Date of Issue	July 16th 2018
Document / Process Owner	Manisha Kushte
Last Modified	
Objectives of this document	To provide Course Outcome for Organisational Behaviour Sem I
CO1 - Understand the concept and scope of organizational behavior at individual, group, organizational levels CO2 – Understand the meaning and determinants of personality, theories of personality, personality traits and the CO3- Understand the concepts of group dynamics, stages of group development, team effectiveness, team roles CO4 - Distinguish between various theories of learning and motivation and their application in the organisation CO5- Define the concept of leadership and distinguish between a number of different leadership theories and CO6- identify the different bases of power,organisationsal politics and discuss how individuals and groups use power CO7- Understand the impact of organizational culture and organizational structure on organizational behaviour CO8 – Understand the concept of change and change management, organizational development with an insight CO9- Enhanced understanding of the behaviour of superiors, peers and subordinates especially in problem situations	
Course Delivery – 1. Theory period of 3 hour per week over a semester 2. Students learn the concepts and their applications through activities such as group work, lectures, discussions of practical examples, audio-visualse, presentations, management games,administering certain	

Document Title	Course Outcomes of Operations Management (First Semester) - Two Years Full Time MMS Program
Date of Issue	1 st July 2018
Document / Process Owner	Mr. Harish Jere
Last Modified	
Objectives of this document	To provide Course Outcomes of Operations Management (First Semester) - Two Years Full Time MMS Program
CO1 - To know various operations principles in service and product industry	
CO2 – Understanding and knowing how to apply different analytical techniques of operations in different industries/sectors	
CO3- Understanding various processes and their analysis in industry	
CO4 – Understanding importance of Facility location and Facility layout	
CO5 – Understanding ABC and EOQ Analysis and Discount analysis	
CO6 – Understanding capacity and aggregate planning	
CO7 - Understanding Basics of MRP	
CO8 – Understanding Sequencing Techniques	
CO 9 – Understanding the application of CPM and PERT	
CO 10 – Understanding Work Study and Method Study	
CO 11 – Understanding QC and SQC	
CO12 – Understanding ISO and Value Engineering and Analysis and its importance and application	
Course Delivery – One Theory Session of 3 hours every week over a Semester	

Fr. C.Rodrigues Institute of Management Studies, Vashi, Navi Mumbai

Document Title	Course Outcomes of Perspective Management (First Semester) - Two Years Full Time MMS Program
Date of Issue	1-Jul-18
Document / Process Owner	Dr. R.C.Walke
Last Modified	
Objectives of this document	To provide Course Outcomes of Perspective Management (First Semester) - Two Years Full Time MMS Program
CO1 - Understanding multiple perspectives that have an impact on Business and personal life	
CO2 - Understanding various organizational processes and, behaviors and theories associated with these processes	
CO3 - Developing an ability to demonstrate leadership and also deal with crisis management	
CO4 - Understanding the roles and functions of managers in an organization and also as a citizens in the society.	
CO5 - Understanding the importance of positive thinking and a healthy mind. This shall also include understanding of the importance of skills, behavior and mindset of a leader and a manager	
CO6 - Understanding various concepts of Strategic Management	
CO7 - Understanding various concepts of Total Quality Management	
CO8 - Developing critical thinking skills	
CO9 - Understanding organizational design and structural issues	
Course Delivery – 1 Session of 3 hours every week over a semester	

Course Outcome of Effective & Management	
Date of Issue : 2nd August 2018	Document / Process Owner : Audrey Corriea
Objectives of this document :	Management Communication
CO 1	Historical background & the development of communication, importance & role of communication in everyday life
CO 2	Mechanics behind the communication process, difficulties experienced in
CO 3	Different types of communication, impedance due to extraneous factors called barriers
CO 4	Important nonverbal parameters in communication
CO 5	How to make your communication effective and attractive
CO 6	Communication in groups, guidelines to improve performance / effectiveness in group interactions
CO 7	How to become a convincing and forceful public speaker
CO 8	Ways to achieve impressive and meaningful written communication
CO 9	Correct & effective Report Writing techniques
CO 10	Understanding cultural diversity and Business etiquette with foreign clients
CO 11	Methods of effective audio- visual communication
CO 12	Experiential learning through audio – visual means
Course Delivery :	Theory period of 3 hour per week over a semester The class is divided into groups of 2 to appear for apti and GD at the same time to ensure maximum exposure.

Document Title		Course Outcomes of Financial Accounting (IA) MMS Sem I
Date of Issue		August 1 ,2018
Document / Process Owner	Sandeep Bhanot	
Last Modified		
Objectives of this document	To provide Course Outcomes of Business Statistics MMS Sem I	
CO1 -Ability to apply Representation, Central Tendency and		
CO2 – Understand the uncertainty in business situations as		
CO3- Understand decision under risk, use of conditional		
CO4 - Use of distributions in Quality control, Six sigma and		
CO5- Importance of Central limit theorem		
CO6- Understand Confidence interval as way of hypothesis testing		
CO7 – Hypothesis testing and its use in research		
CO8 –Understanding variance- one way, two way-Use in research		
CO9-Understand Model building using Correlation and regression		
Course Delivery - 3 hour session per week over a semester		

Document Title	Course Outcomes of Competency Building Sem 1
Date of Issue	July 30 th 2018
Document / Process Owner	Manisha Kushte
Last Modified	
Objectives of this document	To provide Course Outcomes of Competency Building Sem I
<p>CO1 - To understand what are competencies and how they differ from each other</p> <p>CO2 – Self-awareness, SWOT, understand competencies required for Business Management and learn how to build them</p> <p>CO3- To inculcate the habit of reading and understand the importance of reading books</p> <p>CO4 – To understand the functioning of a NGO, understand the issues and hardships faced by the underprivileged, To become a socially responsible citizen by participation</p> <p>CO5 - Enhance capabilities to lead and succeed, stress and time management</p> <p>CO6- Developing a positive attitude and values</p> <p>CO7 – To develop skills of formal presentations in front of an audience, art of speaking</p> <p>CO 8- To understand resumes, resume building, grooming, body language</p> <p>Course Delivery -1 Theory and practical sessions of period of 3 hours per week over a semester</p>	