

<b>Document Title</b>	<b>Course Outcomes of Marketing Management (IA) Sem 2, Core</b>
<b>Date of Issue</b>	Jan 7 ,2019
<b>Document / Process Owner</b>	Dr. Manisha Karandikar
<b>Objectives of this document</b>	To provide Course Outcomes of Marketing Management Sem 2, Core Subject
<b>CO1</b> - Students should develop basic understanding of concepts in the marketing with respect to historical development of the subject	
<b>CO2</b> – To make students familiar with the Fundamental concepts and vocabulary or practices from business perspective in the Organization.	
<b>CO3</b> Understanding of the Marketing environment to help students to compare various opportunities available in various sectors.	
<b>CO4</b> To familiarize students with various concepts related to market research and its utility.	
<b>CO5-</b> Helping students to focus on Important issues related to success in consumer buying behavioural process vis a vis organizational buying behaviour process.	
<b>CO6</b> – Various practices related to The important aspects of marketing in decision Making	
<b>CO7</b> -- Understanding mechanism of developing a new product related process	
<b>CO8</b> -- To understand the pricing dynamics being practiced by the organizations in different Sectors	
<b>CO9</b> -- To familiarize students with various concepts related to Communication Design Process in effective marketing practices	
<b>CO10</b> --To understand the important aspects direct marketing in the Changing circumstance	
<b>Course Delivery -1 Theory period of 3 hour per week over a semester with numerous examples and case studies/caselets</b>	

<b>Document Title</b>	<b>Course Outcomes of Entrepreneurship Management (IA) Sem 2, Elective</b>
<b>Date of Issue</b>	Jan 7 ,2019
<b>Document / Process Owner</b>	Prof. Prasad Menon
<b>Last Modified</b>	
<b>Objectives of this document</b>	To provide Course Outcomes of Entrepreneurship Management Sem 2, Elective Subject
<b>CO1</b> - To gain an understanding of entrepreneurship, as well as to realise and harness the potential of new ventures and start ups.	
<b>CO2</b> - To understand the ecology and stakeholders in a startup	
<b>CO3--</b> To identify and evaluate the 'Big Idea'	
<b>CO4</b> —To study the feasibility of commercialization of the idea	
<b>CO5-</b> To learn about various sources of financing the startup and their consequences	
<b>CO6</b> - HR Planning in a startup	
<b>CO7</b> - Achieving operational efficiency in a startup	
<b>CO8</b> - Scaling up of a startup for survival and growth	
<b>Course Delivery -1 Theory period of 3 hour per week over a semester with numerous examples and case studies/caselets</b>	

<b>Document Title</b>	<b>Course Outcomes of Cost and Management Accounting (IA) MMS Sem II</b>
<b>Date of Issue</b>	January 2 ,2019
<b>Document / Process Owner</b>	Aradhana Tiwari
<b>Last Modified</b>	
<b>Objectives of this document</b>	To provide Course Outcomes of Cost and Management Accounting MMS Sem II
CO1 -Understanding the concepts related to Financial, Cost and Management Accounting	
CO2 – Understanding the difference between direct and indirect cost as well as	
CO3- Ability to prepare the cost sheet	
CO4 - Understanding the computation methods of cost under various costing methods	
CO5- Ability to make decisions using marginal cost concept and calculate BEP and Margin	
CO6- Ability to prepare various types of budgets and analyze the functional as well as the	
CO7 – Ability to set a benchmark and calculate and analyze variances	
CO8 –Understanding various responsibility centres and different transfer pricing methods for	
CO9-Understanding the concepts and application of activity based Costing	
CO10 –Ability to calculate the selling price based on pre-determined targets	
CO11 –Ability to calculate the cost of a product as it moves through the various phases of its	
CO12-Ability to trace the direct costs and allocate indirect costs to present information on	
CO13-Ability to set up a cost sheet for service industry.	
Course Delivery - 3 hour session per week over a semester	

<b>Document Title</b>	<b>Course Outcomes of Financial Management Sem. 2 Finance Specialization</b>
<b>Date of Issue</b>	January 2 <sup>nd</sup> , 2019
<b>Document / Process Owner</b>	Bindal Totlani
<b>Last Modified</b>	
<b>Objectives of this document</b>	To provide Course Outcomes of Financial Management Sem. 2
<p><b>CO1</b> -Understanding the basics of Financial System</p> <p><b>CO2</b> – Understanding the Financial performance of companies, projects using ratio analysis</p> <p><b>CO3-</b> Working Capital Management techniques through Inventory, Receivables and Cash Management.</p> <p><b>CO4</b> - Ability to carry on Financial planning and forecasting for companies and the need for external financing</p> <p><b>CO5-</b> Ability to Use Capital Budgeting for Investment Decision Analysis</p> <p><b>CO6-</b> Enable students to make Capital Structure Planning and Designing</p> <p><b>CO7</b> – Understanding Operational, Financial and Total Leverage analysis for capital structure planning</p> <p><b>CO8</b> – Understanding Dividend decision models and factors affecting dividend policy decision.</p> <p><b>CO9-</b>Exposure on short term and long term sources of finance.</p>	
<b>Course Delivery - Theory period of 3 hour per week over a semester</b>	

<b>Document Title</b>	<b>Course Outcomes of Human Resource Management Sem II core</b>
<b>Date of Issue</b>	January 2nd 2019
<b>Document / Process Owner</b>	Manisha Kushte
<b>Last Modified</b>	
<b>Objectives of this document</b>	To provide Course Outcomes of Human Resource Management Semester II
<p><b>CO1</b> - Understand the scope of HRM and its relationship to other social sciences</p> <p><b>CO2</b> – Apply the theoretical and practical aspects of human resource management to formulate strategies, Study the personnel</p> <p><b>CO3-</b> Understand the process and importance of man power planning, the process of job analysis including Job Description and</p> <p><b>CO4</b> - Understand recruitment and selection, Compare and contrast various methods used for selection, various types of</p> <p><b>CO5-</b> understand the application of motivation theories, job design, monetary and non-monetary rewards, internal and external</p> <p><b>CO6-</b> concept, process of performance appraisal, methods, strategic planning. succession planning</p> <p><b>CO7</b> – understand the concept of training and development, training needs analysis, methods of training, , evaluation of training,</p> <p><b>CO8</b>— study the process of change, management of organizational change</p> <p><b>CO9-</b> HRD strategies for long term planning and growth</p> <p><b>Course Delivery –</b></p> <ol style="list-style-type: none"> <li><b>1. Theory period of 3 hour per week over a semester</b></li> <li><b>2. Students learn the applications of the concepts through activities such as group work, lectures, discussions of practical</b></li> </ol>	

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<b>Document Title</b>	Course Outcomes of Business Research Methods ( Second Semester) - Two Years Full Time MMS Program
<b>Date of Issue</b>	1-Jan-19
<b>Document / Process Owner</b>	Dr. R.C.Walke
<b>Last Modified</b>	
<b>Objectives of this document</b>	To provide Course Outcomes of Business Research Methods ( Second Semester) - Two Years Full Time MMS Program
CO1 - Understanding importance of research in businesses	
CO2 – Understanding various methods used by researchers to investigate any problems in businesses	
CO3- Understanding and practicing modern Analytical tools for Business Management Decisions	
CO4 – To understand types and challenges in collecting data, its analysis	
CO5 – Understanding how research design is done	
CO6 – Understanding various types of measurement scales	
CO7 - Understanding various types of sampling methods and its relevance in business research	
CO8 – Understanding the working of SPSS and using it for data analysis	
CO 9 – Understanding Research Report Writing Process and its importance	
<b>Course Delivery – One session of three hours per week in semester</b>	

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<b>Document Title</b>	Course Outcomes of Operations Research ( Second Semester) - Two Years Full Time MMS Program
<b>Date of Issue</b>	1-Jan-19
<b>Document / Process Owner</b>	Mr. Harish Jere
<b>Last Modified</b>	
<b>Objectives of this document</b>	To provide Course Outcomes of Operations Business Research ( Second Semester) - Two Years Full Time MMS Program
CO1 - Understanding application of Operation research in business	
CO2 – To understand Optimization Techniques and their applications in decisions making in businesses	
CO3- Understanding Project Management Techniques and their applications	
CO4 – Understanding Inventory Models and their applications in decision making in businesses	
CO5 – Understanding Queuing Model and its application in decision making to measure performance of a business	
CO6 – To identify and develop operational research model for a real system	
CO7 - Ability to create queue system, inventory and demand models in Microsoft Excell	
CO8 – Understanding a concept of Simulation and its application in decision making	
<b>Course Delivery – 1 Lecture of three hours per week over a semester</b>	

<b>Document Title</b>	<b>Course Outcomes of Legal Aspects and Tax Aspects of Business Sem. 2</b>
<b>Date of Issue</b>	January 2 <sup>nd</sup> , 2019
<b>Document / Process Owner</b>	J.P. Shah/J. Sachdeva
<b>Last Modified</b>	
<b>Objectives of this document</b>	To provide Course Outcomes of Legal Aspects and Tax Aspects of Business Sem. 2
CO1	-Understanding the law and concepts of parties to the contract, consideration and other legal concepts related to a Contract
CO2	– Understanding the meaning of sale of goods and the rights and duties of vendor and consumer under the Act.
CO3	- Understanding various negotiable instruments available under the Act.
CO4	- Understanding the rights and duties of consumers under the Consumer Protection Act.
CO5	- Understanding the requirements of forming a company under different categories and the importance of MOA, AOA and Prospectus.
CO6	- Understanding the meaning and definition of intellectual property, types of intellectual property and the safeguards available through law
CO-7	Understanding Indian Income-tax Act, The Finance Act.
CO-8	Understanding the computation of Total Income and Determination of Tax Liability – individuals and Companies.
CO-9	Understanding Indirect Taxes – Central Excise Act.
CO-10	Understanding Indirect Taxes – Customs Act.
CO-11	Understanding Indirect Taxes – Maharashtra Value Added Tax.
CO-12	Understanding Indirect Taxes – Service Tax.
<b>Course Delivery - Theory period of 3 hour per week over a semester.</b>	



<b>Document Title</b>	<b>Course Outcomes of Campus to Corporate Sem II</b>
<b>Date of Issue</b>	January 2nd 2019
<b>Document / Process Owner</b>	Manisha Kushte/ Neeta Keswani
<b>Last Modified</b>	
<b>Objectives of this document</b>	To provide Course Outcomes of Campus to Corporate Sem II
<p><b>CO1</b> - Understand the process of campus selection and build capability and confidence in undergoing the same</p> <p><b>CO2</b> – Understand the basic concepts of aptitude tests, giving mock tests in a supervised environment to help increase the speed in solving tests</p> <p><b>CO3-</b> Understand the importance and impact of a resume and resume building</p> <p><b>CO4</b> – Understand the process of group discussions</p> <p><b>CO5</b> – To stress on the importance of personality development, etiquettes, grooming</p> <p><b>CO6-</b> To understand the process of personal interviews and the various types of interviews</p> <p><b>CO7</b> – To ensure that the students are up to date about current affairs</p> <p><b>CO 8-</b> To prepare for the HR round of interview</p> <p><b>Course Delivery -1 Theory and practical sessions of period of 3 hours per week over a semester</b></p>	