

Course Name	Code No	Course objectives
Management Practices and Organizational Behaviour	MIMM 401	<ol style="list-style-type: none"> 1. Explain the historical background fundamentals of Management through to vital for understanding the conceptual frame work of Management as a discipline. 2. Discuss the various concepts of planning, Decision making and controlling to help solving managerial problems 3. Understanding concepts of Ethics, Delegation, Coordination and Team work. 4. Study and understand management concepts and styles in Global context. 5. Develop understanding about emerging concepts in management thought and philosophy 6. Understand and train the effective interpersonal, team building and leadership skills. 7. Facilitated to adjust better in organizational settings (by developing an understanding of how and why others behave in a particular manner). 8. Improved the organizational performance through the effective management of human resources. 9. Facilitated with the theoretical and practical literature relating to studying 'Organizational behaviour'.
Statistical Methods	MMSB 402	<ol style="list-style-type: none"> 1. Understand the basic Statistical measures of Central Tendency and Dispersion. 2. Understand and apply Hypothesis Testing techniques to managerial problems. 3. Comprehend dynamic nature of managerial data and apply statistical tools of Correlation, Regression, Indexing and Time series analysis to such linear as well as non-linear data. 4. Acquaint with probability-based distributions for numerical measure of uncertainty.
Managerial Economics	MMSB 403	<ol style="list-style-type: none"> 1. Provide knowledge, tools and techniques to make effective economic decisions under conditions of risk and uncertainty. 2. Determining the factors such as demand and production for pricing criteria. 3. Determine the cost and profit conditions to cover up for the benefits of consumers. 4. Increase the understanding of various economic, social, legal and other factors that influence business in India.



<p>Research Methodology</p>	<p>MANE-404</p>	<ol style="list-style-type: none"> 1. Understand the fundamentals, scope and importance of communication in business. 2. Develop individual reading and listening skills 3. Develop an ability to communicate correctly and effectively on matters having relevance to day-to-day business operations. 4. Transform their communication abilities by honing their oral, written, and nonverbal communication skills. 5. Develop effective public relations, write resumes, reports and face interviews. 6. Understand the case method of learning
<p>Accounting for Managers</p>	<p>MANE-405</p>	<ol style="list-style-type: none"> 1. Understand the role of different branches of accounting i.e. Financial Accounting, Cost Accounting and Management Accounting and able to understand the balance sheets of a Company under Company's Act, Banking Company and Investment Company. 2. Analyse the Financial Statements through various tools like ratio analysis, fund flow and cash flow etc. 3. Prepare the cost statement, compute break-even Point, Variances of materials & Labor and budgets and role of Zero-based budgeting. 4. Take decisions under 'Make & Buy Decisions' and Pricing under Special Situations. 5. Understand the role of recent developments in cost management i.e. Transfer pricing, Target Costing, Kaizen Costing, Activity Based Costing, Life Cycle Costing, Human Resource Accounting and Price Level Accounting.
<p>Environment Management</p>	<p>MANE-406</p>	<ol style="list-style-type: none"> 1. Understand the business and related factors; and business's dependency on the interactions with different Environmental variables. 2. Develop analytical skills and widen the interlinking of major environmental issues by applying the knowledge of IT/economic policies and their impact on business organization and strategy. 3. Understand the Political, Economic, Legal, Technological, Social and international environment with focus on their impact on business. 4. Familiarize with the business environment prevailing in India and in the world understand its implications to business.



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IT for Managers	MANB 407	<ol style="list-style-type: none"> 1. Understand the concepts of information technology 2. Study the applied aspects of IT. 3. Understand how IT can be used business world. 4. Study recent concepts of Information Technology.
Yess	MANB 408	<ol style="list-style-type: none"> 1. Develop the employment relations and knowledge to resolve the issues. 2. Designing the appropriate role of HR specialist for implementing HRM policies. 3. Managing the manpower to initiate and artifact them to obtain in the organization. 4. Develop the responsibility of employer and legal system to manage the employment relations.
Community Service	MANB 481	<ol style="list-style-type: none"> 1. Develop understanding of marketing concepts, philosophies and historical background. 2. Develop understanding of marketing operations and complexities for students to apply in practical business situations. 3. Understand concepts related to STP, product attributes, and pricing strategies prevalent in



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Course Outcomes

Course Name	Code No	Course outcomes
Optimization Techniques	MANE 409	The objective of the course is to develop an understanding of linear optimization technique and their role in managerial decision making.
Human Resource Management	MANE 410	In a complex world of industry and business organizational efficiency is largely depended on the contribution made by the members of the organization the objective of this course is to sensitize students to the various facets of managing people and to create an understanding of the policies and practices of human resources management.
Financial Management	MANE 411	The purpose of this course is to create awareness and understanding of three core areas of financial management, Investment Decision, Financing Decisions, and Dividend Decisions.
Marketing Management	MANE 412	The purpose of this course is to develop and Understanding of the underlying concept strategies and issues involved in the marketing of products and services.
Production And Operation Management	MANE 413	The Course is Designed to equip the students with decision making in planning, scheduling and control of production and operation function in both manufacturing and services Productivity improvement in operation through layout engineering and quality management etc. Effective and efficient flow replenishment and control of material with reference to both manufacturing and services organization.
Business Laws	MANE 414	The course bears the stress of developing technical insight in students about the legislative framework of Indian Business Laws.
Indian Ethos & Values	MANE 415	No
International Business Environment	MANE 416	The objective of the course is to provide the student with a background of various environment factors that have major repercussions on business and sharpen their mind to watch and update the changes that occur constantly in this sphere.
Creativity and Innovation	MANE 417	No




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Course Name	Course code	Course Outcomes
Business Policy & Strategic Management	MANB 507	The course is designed to enable the budding managers sensitized to develop holistic perspective in strategic management, and business policy understanding of strategies thereby creating managers that cater to the societal demands along with the organisational priorities.
HR & IOR	MANB 508	The course objective is to bring home a systemic knowledge of the HR as that it is appreciated and understood for its wide application in business and industry.
Entrepreneurship & Project Management	MANB 509	To impart knowledge to the students on entrepreneurship & project management, and its importance in the realm of socio-economic development of nation.
Quality Management	MANB 510	The subject is designed with the intention to create Quality consciousness amongst the future managers irrespective of the nature of industry they would in the students are expected to come prepared with the basic conceptualization searching for relevant data through the web/reference books for cases & basic concepts of Quality Management.
Indian Economy	MANB 511	To give the overall perspective about the factors aligned with the structure of the economy of a nation in general and India in particular.



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Course Name	Course code	Course Outcomes
Law's Governing HR	MANE 5008	The course bears the aim of developing technical insights in students about the legislative framework of Indian business law.
Human Resources Planning & Development	MANE 5009	To equip the students with the basic understanding of the Human Resources Planning and to provide an insight into the application of Human Resources forecasting tools and techniques for the purpose of management decision making.
Training & Development	MANE 5010	The course aims at equipping the learner to the concepts and practice of training and development in the modern organisational setting through the pedagogy of case discussions and group exercises.
Performance & compensation Management	MANE 5011	To equip the students with the basic understanding of the performance management systems and compensation practices to provide an insight into the application of modern assessment tools and techniques for the purpose of management decision making.
HRD-Strategies and systems	MANE 5012	With the fierce competition amongst industries the essence of strategic workforce lies in able – capable workforce this has led to the role of HR Managers serving in strategic partners.
Cross culture and global HRM	MANE 5013	Metamorphosis from a closed economy to a Globalized world has led to free flow of goods services stock & now humans & hence the need to study international Human Resources Management.



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Course Name	Course Code	Course Outcomes
Consumer Behavior	MANB 501M	The basic objective of this course is to develop an understanding about the consumer decision-making process and its application in marketing function firms.
Advertising Management	MANB 502M	The aim of the paper is to acquaint the students with concepts techniques and give experience of concepts for developing an effective advertising program.
Retail Management	MANB 503M	The students should have basic knowledge of management.
Brand Management	MANB 504M	The purpose of this course is to develop and understanding of the underlying concepts, strategies and issues involved in the brand management, critical from the point of view of the top executives.
Sales & CRM	MANB 505M	The purpose of this paper is to acquaint the students with concepts which are helpful in developing a sound sales and distribution policy, organizing and managing the sales force and customer relationship.
Digital Marketing	MANB 506M	The basic objective of this course is to develop an understanding about the digital marketing, and its application in marketing function of firms.



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Course Name	Course code	Course outcomes
Money & Banking	MANB 501F	The subject aims to introduce basic concepts and principles in money & banking along with development in understanding the nature of monetary policy and financial markets.
Working Capital Management	MANB 502F	Critical understanding of concepts of working capital and its effective management for reduced risks & increased profitability.
Corporate Taxation	MANB 503F	No
Investment Management	MANB 504F	The objective of this course intend to enable the students to understand the measures of finance which will facilitate the decision-making process.
Financial Decision Analysis	MANB 505F	The objective of this course is to impart an intensive knowledge about the various use of quantitative techniques in financial decision area.
Financial Services	MANB 506F	To enable students, understand the intricacies of financial services & subsequent application of the same in the industry.



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