



Tulsiramji Gaikwad - Patil College of Engineering & Technology, Nagpur



Accredited with NAAC A+ Grade

An Autonomous Institute Affiliated to RTM Nagpur University, Nagpur

**Scheme of Instructions of Master of
Business Administration**

Institute Vision & Mission

Vision:

To emerge as a learning Center of Excellence in the National Ethos in domains of Science, Technology and Management.

Mission:

- To strive for rearing standard and stature of the students by practicing high standard of professional ethics, transparency, and accountability.
- To provide facilities and services to meet the challenges of industry and society.
- To facilitate socially responsive research, innovation and entrepreneurship.
- To ascertain holistic development of the students and staff members by inculcating knowledge and profession as work practices.

Department Vision & Mission

Vision:

To become learning centre for management by producing professionally committed managers who will contribute in positive sense towards society and nation building at large.

Mission:

- To be an epitome for higher learning by developing effective leaders and entrepreneurs who anticipate, analyze & manage contemporary as well as emerging business and social issues.
- To ensure sustainable growth in association with Industry leaders, Professional bodies, Local community and International organizations

CURRICULUM FRAMEWORK

The MBA Program is based on the following type of courses:

Sr. No.	Type of Course	Abbreviation's
1	Program Core Course	PCC
2	Program Elective Course	PEC
3	MOOCs	MCC
4	Project	PROJ
5	Industrial Internship Program	IIP

The Course and Credit Distribution is as under:

Sr. No	Type of Course	Number of Courses	Total Credit	
			No.	(%)
1	Program Core Course	17	61	59.80%
2	Program Elective Course	05	20	19.61%
3	Industrial Internship Program	01	06	5.88%
4	Project	01	10	9.80%
5	MOOCs	02	05	4.90%
	Total	26	102	100%

HOD In-Charge (MBA)
MBA Dept.
Tulsiramji Gaikwad - Patil
College of Engg. & Tech.
Nagpur, Wardha Road, NAGPUR - 441108

Dean, PG
Dean Academics (PG)
Tulsiramji Gaikwad-Patil College
of Engineering and Technology,
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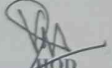
Semester-I (w.e.f.: AY2025-26)

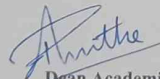
Sr. No	Course Category	Course Code	Course Title	L	T	P	Contact Hours/Week	Credits	Exam Scheme				
									CT-1	CT-2	CA	ESE	TOTAL
1	PCC	MBA31101	Managerial Economics	4	-	-	4	4	15	15	10	60	100
2	PCC	MBA31102	Quantitative Techniques	4	-	-	4	4	15	15	10	60	100
3	PCC	MBA31103	Fundamentals of Accounting	4	-	-	4	4	15	15	10	60	100
4	PCC	MBA31104	Business Legislation	3	-	-	3	3	15	15	10	60	100
5	PCC	MBA31105	Organizational Behavior	3	-	-	3	3	15	15	10	60	100
6	PEC	MBA31106/ MBA31107	Entrepreneurship Development (Elective I) / International Business (Elective II)	4			4	4	15	15	10	60	100
7	PCC	MBA31108	Professional Skill Development			3	3	2	10	10	30	0	50
8	PCC	MBA31109	Computer Techniques			4	4	2	-	-	25	25	50
Total				22	-	7	29	26	100	100	115	385	700

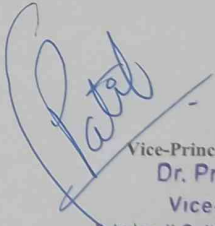
L- Lecture T-Tutorial P-Practical CT1-Class Test 1 CT2- ClassTest2 TA/CA- Teacher Assessment / Continuous Assessment

ESE- End Semester Examination

Note: -1) Student need to select one Elective out of Two in first semester.


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Semester – II (w.e.f.: AY 2024-25)



Sr. No	Course Category	Course Code	Course Title	L	T	P	Contact Hrs/Week	Credits	Exam Scheme				
									CT - 1	CT - 2	CA	ESE	TOTAL
1	PCC	MBA31201	Marketing Management	4	-	-	4	4	15	15	10	60	100
2	PCC	MBA31202	Human Resource Management	4	-	-	4	4	15	15	10	60	100
3	PCC	MBA31203	Cost and Management Accounting	4	-	-	4	4	15	15	10	60	100
4	PCC	MBA31204	Financial Management	4	-	-	4	4	15	15	10	60	100
5	PCC	MBA31205	Operation Management	4	-	-	4	4	15	15	10	60	100
6	PCC	MBA31206	Ethics in Practice	4	-	-	4	4	15	15	10	60	100
7	PCC	MBA31207	Research Methodology	4	-	-	4	4	15	15	10	60	100
8	PCC	MBA31208	The Art of Effective Management	2	-	-	2	2	07	07	06	30	50
9	PCC	MBA31209	Computer Techniques	-	-	4	4	2	-	-	25	25	50
Total				30	-	4	34	32	112	112	101	475	800

L- Lecture T-Tutorial P-Practical CT1- Class Test 1 CT2- Class Test 2 TA/CA- Teacher Assessment / Continuous Assessment
ESE- End Semester Examination (For Laboratory: End Semester Performance)


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Semester – III (w.e.f.: AY 2024-25)


Sr. No	Course Category	Course Code	Course Title	L	T	P	Contact Hrs./Week	Credits	Exam Scheme				
									CT - 1	CT - 2	CA	ESE	TOTAL
1	IIP	MBA32301	Industry Internship Program (Summer internship)	-	-	12	12	6	-	-	50	50	100
2	MCC	MBA32302	MOOCs-1	-	-	-	-	2	-	-	-	-	100
3	PCC	MBA32303	Strategic Management	4	-	-	4	4	15	15	10	60	100
4	PCC	MBA32304	Corporate Social Responsibility	4	-	-	4	4	15	15	10	60	100
5	PCC	MBA32305	Geopolitics & Global Business Strategies	3	-	-	3	3	15	15	10	60	100
6	PROJ	MBA32306	(Project Phase-I) (Overall Project valuation- Assessment by Internal Examiner)	-	-	8	8	4	-	-	50	-	50
7	PEC	MBA32307A- MBA32311A	Specialization – I A	4	-	-	4	4	15	15	10	60	100
8	PEC	MBA32307B- MBA32311B	Specialization – I B	4	-	-	4	4	15	15	10	60	100
Total				19		20	39	31	75	75	150	350	750


L- Lecture T-Tutorial P-Practical CT1- Class Test 1 CT2- Class Test 2 TA/CA- Teacher Assessment / Continuous Assessment

ESE- End Semester Examination (For Laboratory: End Semester Performance)

Note: - In semester - III each specialization will have one subject


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Scheme of Instructions for Second Year Master of Business Administration

Semester – IV (w.e.f.: AY 2024-25)



Sr. No	Course Category	Course Code	Course Title	L	T	P	Contact Hrs /Week	Credits	Exam Scheme				
									CT -1	CT -2	CA	ESE	TOTAL
1	MCC	MBA32401	MOOCs-2	-	-	-	-	3	-	-	-	-	100
2	PROJ	MMB32402	(Project- Phase II)	-	-	-	-	-	-	-	-	-	-
			Project Defense through Presentation (Assessment by External Examiner)	-	-	12	12	6	-	-	50	50	100
			Viva-Voce (Assessment by External Examiner)	-	-	-	-	-	-	-	-	50	50
4	PEC	MBA32403A-MBA32407A	Specialization –II-A	4	-	-	4	4	15	15	10	60	100
5	PEC	MBA32403 B-MBA32407B	Specialization –II-B	4	-	-	4	4	15	15	10	60	100
Total				8	-	12	20	17	30	30	70	220	450

TA/CA- Teacher Assessment / Continuous Assessment

ESE- End Semester Examination (For Laboratory: End Semester Performance)

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List of Specialization -Sem III

Sem 3	Specialization -I A
MBA32307(A)	Training And Development
MBA32308A)	Sales And Distribution Management
MBA32309(A)	Investment analysis & Portfolio Management
MBA32310(A)	Logistics And Supply Chain Management
MBA32311(A)	Data Base Administration

Sem 3	Specialization -I B
MBA32307(B)	Performance Management
MBA32308(B)	Digital And Social Media Marketing
MBA32309(B)	Project Appraisal And Finance
MBA32310(B)	Operations Research
MBA32311(B)	E- Governance

HOD In-Charge (MBA)

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Tulsiramji Gaikwad - Patil
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List of Specialization - Sem IV

Sem 4	Specialization -II A
MBA32403 (A)	Strategic HRM
MBA32404(A)	Integrated Marketing Communication and Brand Management
MBA32405A)	Insurance & Wealth Management
MBA32406(A)	Quality Toolkit for Managers
MBA32407(A)	Internet Marketing

Sem 4	Specialization -II B
MBA32403(B)	Industrial Relations And Labor Legislations
MBA32404(B)	International Marketing Management
MBA32405(B)	Financial Derivatives & Corporate Taxation
MBA32406(B)	Transportation And Operations planning
MBA32407(B)	Web Designing & Multimedia

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Semester – I (w.e.f.: AY 2024-25)

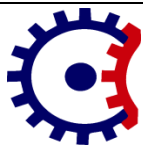


Specialization	Semester – III Specialization –I (A)		Semester – III Specialization –I(B)		Semester – IV Specialization –II (A)		Semester – IV Specialization –II (B)	
	Code	Subject	Code	Subject	Code	Subject	Code	Subject
Human Resource Management	MBA32307 (A)	Training and Development	MBA32307s(B)	Performance Management	MBA32404 (A)	Strategic HRM	MBA32404(B)	Industrial Relations & Labour Legislation
Marketing Management	MBA32308 (A)	Sales and Distribution Management	MBA32308(B)	Digital & Social Media Marketing	MBA32305 (A)	Integrated Marketing Communication & Brand Management	MBA32305(B)	International Marketing Management
Financial Management	MBA32309 (A)	Investment Analysis & Portfolio Management	MBA32309(B)	Project Appraisal And Finance	MBA32306 (A)	Insurance & Wealth Management	MBA32306(B)	Financial Derivatives & Corporate Taxation
Operation Management	MBA32310 (A)	Logistics and Supply Chain Management	MBA32310(B)	Operations Research	MBA32307 (A)	Quality Toolkit For Managers	MBA32307(B)	Transportation & Operations Planning
Information Technology	MBA32311 (A)	Data Base Administration	MBA32311(B)	E-Governance	MBA32308 (A)	Internet Marketing	MBA32308(B)	Web Designing & Multimedia

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Program: Master of Business Administration

Semester-I | MBA31101 : Managerial Economics

Teaching Scheme		Examination Scheme	
Theory	4 Hrs/week	CT-I	15 Marks
Tutorial	-	CT-II	15 Marks
Total Credits	4	CA	10 Marks
Duration of ESE: 3Hrs		ESE	60 Marks
Pre-Requisites: Economics, Industrial Economics		Total Marks	100 Marks

Course Objectives:

1. Student will able to understand the basic concept of economics and able to distinguish between the micro & macroeconomic.
2. Student will able to understand Law of demand and supply and based on this he/she can able to evaluate the future demand of market.
3. Student will able to get the information pertaining to market structure, and also able to determine the optimal price and output for firms under different market structures.
4. Student will able to understand the scale of production, production functions and also able to comprehend the difference between marginal cost and revenue.
5. Student will able to understand the national income and its concepts, including with money market and policies which influence money market.

Course Contents

Unit I	<p>Introduction to Economics: Nature, Definition and Scope of Economics, Dimensions of Economics: Positive and Normative Economics, Tools of Economics Analysis, Inductive and deductive methods, Limitation of Economics.</p> <p>Introduction to Micro and Macro Economics Nature and Scope of Micro & Macroeconomics, Importance, imitations, Economic Laws, Economic Problem, Significance of the study of economics Transition from Micro economics to macroeconomics, Difference between micro and macroeconomics, Basic concepts of circular flow of economic activity– two, three and four sector model</p>
Unit II	<p>Law of Demand and Law of Supply: Definition and Features of Demand, Market demand, Determinants of demand, Law of Demand ,Demand Schedule Demand Curve, Giffen goods and Giffen’s Paradox</p> <p>Elasticity of Demand: Definition, Types of Elasticity - Price Elasticity, Income Elasticity and Cross Elasticity, Methods of Measuring price elasticity of demand, Factor’s influencing elasticity of Demand Importance of price elasticity of demand (Theory and applicable simple problem on elasticity of demand)</p> <p>Supply: Definition, Market Supply, Determinates of supply, Law of Supply, Supply Schedule, Supply curve.</p>
Unit III	<p>Market Structure and Perfect Competition Market</p> <p>Market Structure: Meaning and definitions, Classifications of the Markets. Perfect Competition Market: Features of Perfect competition, Meaning of Firm and Industry, Price determination under perfect competition, equilibrium (Short-long run) of Industry and firm. Monopoly and Imperfect</p>

	Competition Market Monopoly: Definition, Characteristics, Types, Price determination under monopoly, Price discrimination under monopoly, Monopoly Control, Monopoly and anti-trust policy. Monopolistic Competition: Definition, Characteristics, Price determination under Monopolistic competition, Product Differentiation Oligopoly: Definition, Characteristics, Price Leadership
Unit IV	Production Function Production Function:- Meaning and concepts of Production, Factors of production, Return to Scale, Law of Variable Proportion, Iso-quant Curve, Economies of scale. Cost of Production: Meaning, Costs, Different concept of production - Monetary cost, Implicit and Explicit cost, Opportunity cost, Inter-relationship between average and marginal cost, Causes to increase in marginal and average cost according to line period (short-long term) Revenue Analysis: Concept of Total, Average, Marginal revenue, Relationship between average revenue and marginal revenue, concept of profit- Gross, Net, Normal and Abnormal, Break-Even point, Equilibrium of the Firm, Expansion path.
Unit V	National Income Concepts of National income, Some basic concepts- Consumption goods, Capital goods, Final goods, Intermediate goods, Gross investment and depreciation, GNP, NNP, GDP, NDP, Per Capita Income, Personal and disposal Income, Methods and difficulties in Measurement of National income, Importance of National income analysis Money: Meaning, Definitions, Types of Money, Functions of Money Theories of Value of Money - Fishers Quantity Theory of Money and Cambridge Quantity Theory of Money Inflation, Deflation, Dis-inflation and Reflection: Meaning, Definition, Features, Causes, Types and Effect Monetary and Fiscal Policy: Meaning, Objectives and Importance, Measures of monetary policy, Instrument of Fiscal policy, Importance of Deficit Budget, Limitations of Fiscal policy, Investment Multiplier.
Text Books	
T.1	Dwivedi, D N, (2009). Managerial Economics, Vikas Publishing House Pvt. Ltd.
T.2	Maheswari, Yogesh, (2005). Managerial Economics, Prentice Hall of India (Second Edition)
T.3	Keat, Paul G., Young, Phillip K.Y., Banerjee S., (2012) Managerial Economics, Pearson: New Delhi.
Reference Books	
R.1	Mishra S.K. and Puri V.K., Economic Environment of Business, Himalaya Publishing, New Delhi
R.2	Siddiqui, S.A., (2017). Comprehensive Economics, Laxmi Publications (P) Ltd.
Useful Links	
1	https://nptel.ac.in/courses/110/101/110101131/

	Course Outcomes	PO/PSO	CL	Class Sessions
MBA31101.1	Integrate the Basic knowledge of the economics and it's significant.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31101.2	Estimate the laws of demand and supply to analysis the market accurately.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6

MBA31101.3	Explore the market structure to determine output of the firms under various market conditions.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31101.4	Determine the factors of production to apply to increase the production of the firm.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31101.5	Compare the different concepts & policies included in national income to understand the Indian economy.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	5	6

CO-PO Mapping

PO → CO ↓	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2
CO1	3	2	1	2	1	1	1
CO2	3	3	1	2	2	1	2
CO3	3	2	1	3	2	2	3
CO4	3	2	1	2	2	2	3
CO5	3	3	1	3	2	2	2
Avg	3	2	1	2	2	2	2

Assessment Pattern (with revised Bloom's Taxonomy)

Cognitive Level	CT 1	CT 2	TA	ESE
Remember	-	-	-	-
Understand	-	-	-	-
Apply	5	5	3	12
Analyze	5	5	3	24
Evaluate	5	5	4	24
Create	-	-	-	-
TOTAL	15	15	10	60



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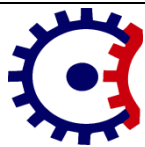


Program: Master of Business Administration

Semester	Course Code	Name of Course	L	T	P	Credits
I	MBA31101	Managerial Economics	4	-	-	4

Summary of Revisions in the Contents

Unit No.	Modifications Proposed	Source of collection of proposed content	Reason
1.	Introduction to Micro and Macro Economics	G.S. Commerce college, Nagpur	Strengthen PO-1
2.	Law of Supply	Ramdeobaba College of Engineering and Management	To understand the markets demand and according to that its supply
4.	Production Function	Dattameghe Institute of Management	To properly understand the production process to meet the manufacturing firms goal
5.	Money Market and Policies	G.S Commerce college	To understand the global Money Market
1.	Introduction to Micro and Macro Economics	G.S. Commerce college, Nagpur	Strengthen PO-1



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Program: Master of Business Administration

Semester-I MBA31102: Quantitative Techniques

Teaching Scheme		Examination Scheme	
Theory	4 Hrs/week	CT-I	15 Marks
Tutorial	-	CT-II	15 Marks
Total Credits	4	CA	10 Marks
Duration of ESE: 3Hrs		ESE	60 Marks
Pre-Requisites: Basic Accounting, Basic Mathematics, Quantitative Techniques			Total Marks
			100 Marks

Course Objectives:

1. Students are able to estimate the dispersion / variance & symmetry of the data using various measures and draw inferences to facilitate decision making.
2. Students are able to predict the values of variable using regression analysis techniques and also understand various types of correlation analysis techniques.
3. Students are able to understand the concept and application of Probability and Probability Distribution in decision making to the students
4. Students are able to construct appropriate hypotheses and draw conclusions by using a suitable hypothesis testing.
5. Students are able to understand the basic concepts of operation research and the basic rules to conduct the research in operation.

Course Contents

Unit I	Measures of Dispersion (Variation) & Symmetry: Significance of measuring Dispersion, Requisites and classification of measures of Dispersion, Distance measures Range, Interquartile range. Average Deviation measures - Mean Absolute Deviation, Variance and Standard deviation, Chebyshev's Theorem, Coefficient of variation & its significance. Concept of Skewness & Kurtosis
Unit II	Measures of Association: Correlation, Types & Methods of Correlation analysis - Karl Pearson's coefficient of correlation, Spearman's Rank correlation, Probable error, Coefficient of Determination, Standard error of coefficient of correlation. Introduction to regression analysis and its advantages, Types of regression models, methods to determine regression coefficients (normal equations).
Unit III	Probability: Introduction to Probability: Basic definition Events, Sample space and probabilities, Basic rules of probability, Conditional probability. Problems only on conditional probability and Baye's Theorem Discrete Probability distribution- Binomial Probability Distribution-Poisson Probability Distribution- Normal Probability Distribution: concepts, properties and application Problems on Binomial Probability Distribution, Poisson Probability Distribution, Normal Probability Distribution
Unit IV	Hypothesis Testing: Introduction, Hypothesis testing procedure, errors in hypothesis testing. Power of a statistical test. t-test, ANOVA and Chi-Square test, (Students should be able to perform testing on spreadsheets) Transportation Problems: General Structure; various methods of finding initial solution: Maximization and minimization and application of transportation problems
Unit V	Introduction to operations Research: - Origin, Meaning and definition of Operations Research, Scope, Characteristics and Limitations of Operations Research, Methodology and Models in OR Theory of games:-Terminology; Two person Zero-sum game; Solutions to Games; Saddle point,

	dominance rule, value of the game, mixed strategy, Problems on maximin-minimax principle, rule of dominance and graphical method of solving a game-(2xn) and (mx2) games.
Text Books	
T.1	Business Statistics, J. K. Sharma, Pearson, Second Edition
T.2	Statistics For Management, Levin & Rubin, PHI, Seventh Edition
T.3	“Quantitative Methods for Business”, Anderson (Thomson Learning Books)
Reference Books	
R.1	“Statistical Methods”, S.P. Gupta (S. Chand)
R.2	Levin Richard & Rubin David – “Statistics for Management” (Prentice Hall Of India)
R.3	SPSS Statistics for Data Analysis and Visualization 1st Edition, Keith McCormick, Jesus Salcedo, Jason Verlen, Jon Peck, Andrew Wheeler , Wiley Publishing
Useful Links	
1	https://nptel.ac.in/courses/110/101/110101131/



	Course Outcomes	PO/PSO	CL	Class Sessions
MBA31102.1	Examine the concepts of Dispersion and its applications.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31102.2	Predict the values of a variable using regression analysis techniques.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	5	6
MBA31102.3	Determine the various probabilities arising out of the situation for the purpose of decision making.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31102.4	Construct appropriate hypotheses to address the research problem in question.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	6	6
MBA31102.5	Compare the various forms of analytics to choose suitable analytics for decision making.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6

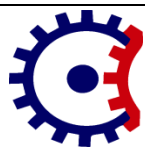
CO-PO Mapping

PO CO	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2
CO1	3	2	1	2	1	1	1
CO2	3	3	1	2	2	1	2
CO3	3	2	1	3	2	2	3
CO4	3	2	1	2	2	2	3
CO5	3	3	1	3	2	2	2
Avg	3	2	1	2	2	2	2

Assessment Pattern (with revised Bloom's Taxonomy)

Cognitive Level	CT 1	CT 2	TA	ESE
Remember	-	-	-	-
Understand	-	-	-	-
Apply	5	5	3	12
Analyze	5	5	3	24
Evaluate	5	5	4	24
Create	-	-	-	-
TOTAL	15	15	10	60

	Tulsiramji Gaikwad-Patil College of Engineering and Technology Wardha Road, Nagpur-441 108 NAAC Accredited with A+ Grade (An Autonomous Institute Affiliated to RTM Nagpur University, Nagpur)					
	Program: Master of Business Administration					
Semester	Course Code	Name of Course	L	T	P	Credits
I	MBA31102	Quantitative Techniques	4	-	-	4
Summary of Revisions in the Contents						
Unit No.	Modifications Proposed	Source of collection of proposed content	Reason			
3.	Probability	PES College of Engineering, Karnataka	Strengthen PO- 2			
4.	Transportation Problems	G.S. Commerce College	Strengthen PO- 2			
5.	Introduction to operations Research	Datta Meghe Institute of Management	To understand the basics of operation Research			



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Program: Master of Business Administration

Semester-I | MBA31103: Fundamentals of Accounting

Teaching Scheme		Examination Scheme	
Theory	4Hrs/week	CT-I	15 Marks
Tutorial	-	CT-II	15 Marks
Total Credits	4	CA	10 Marks
Duration of ESE: 3Hrs		ESE	60 Marks
Pre-Requisites: Basic Accounting, Basic Mathematics, Quantitative Techniques			Total Marks
			100 Marks

Course Objectives:

1. Students are able to understand the basic of accounting and perform their application in actual practice
2. The students are able to prepare the financial statements and calculate the profit or loss of the firm.
3. Students are able to Prepare Cash Flow statement to evaluate whether a firm is doing well or not and also evaluate the flow of the funds of the firm.
4. Students are able to perform Ratio analysis and comment on the performance of the firm. Whether a firm is doing well or not.
5. Students are able to understand the basics of the cost management and its importance regarding the growth of the firm.

Course Contents

Unit I	Accounting Standards: Introduction to India Accounting Standards. AS2 (Valuation of Inventories), AS3 (Cash Flow Statement), AS6 (Depreciation Accounting), AS10 (Accounting for Fixed Assets). Practical Questions on the accounting standards.
Unit II	Financial Statement Reporting–I: Preparation of Financial Statement– Profit & Loss, Balance sheet (as per Companies Act 2013)
Unit III	Financial Statement Reporting– II: Fund Flow and Cash Flow Statement Cash Flow Analysis–introduction, Meaning, features, objectives, importance, concept of cash and cash equivalents, Problems on Preparations of Fund Flow and Cash flow statement (as per Companies Act 2013)
Unit IV	Analysis of financial Statement - I: Introduction, Assessment of Business Performance through Ratio Analysis: Concept of Ratio, significance of ratio analysis, Interpretation of financial performance using ratio. Profitability Ratio, Liquidity Ratio, Solvency Ratio, Activity Ratio & efficiency Ratio,
Unit V	Cost Management: Cost Overview- concept & classification of costs- cost analysis for management decision making. Problems on Preparation of Cost Sheets (simple problems to understand the different heads of Cost Sheet). Variable costing: Concept of variable (Marginal) costing, advantage of variable costing. Cost-volume – profit (CVP) Relationship: Profit planning- behavior of expenses in relation to volume. CVP model- sensitivity analysis 2,4of CVP Model for changes in underlying parameters- assumptions of the CVP Model-

	Utility of the Model in Management Decision Making (only theory). Problems (Simple) on BEP analysis including Margin of Safety and Profit planning.
Text Books	
T.1	“Financial Accounting for Management”–N. Ramchandran, RamKumar Kakani–TataMac-Graw-Hill Publishing Co. Ltd. Second Edition.
T.2	“Financial Accounting & Analysis” –Narender Ahuja & Varun Dawar, Taxmann Publication(2015),1stEdition,(216– 235)
T.3	“Financial Accounting & Analysis” –Narender Ahuja & Varun Dawar, Taxmann Publication(2015),1stEdition,(216– 235)
Reference Books	
R.1	Dr.S.N.Maheshwari and Dr.S.K.Maheshwari,“Financial Accounting”,Vikas,10thEdition.
R.2	Ambrish Gupta: “Financial Accounting Management and Analytical Perspective”, Pearson Education-2009
R.3	Sehgal,“Accounts for Management”,”,Taxmann Publication Pvt. Ltd
Useful Links	
1	https://nptel.ac.in/courses/110/101/110101131/



	Course Outcomes	PO/PSO	CL	Class Sessions
MBA31103.1	Evaluate the basic concept of accounting standards and perform its application in actual practice.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	5	6
MBA31103.2	Calculate the profit or loss of a firm to prepare the financial statement.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31103.3	Implementing the cash flow analysis to understand the investment need of the firm.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31103.4	Prepare the financial ratios and measure the performance of the firm.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31103.5	Compare the of a financial statements a inter-firm and intra firm of common size firm.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6

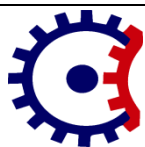
CO-PO Mapping

PO CO	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2
CO1	2	3	2	2	3	2	1
CO2	2	2	3	3	3	1	2
CO3	1	2	3	2	3	2	3
CO4	3	3	2	3	2	2	2
CO5	3	3	2	2	1	2	2
Avg	2	3	2	3	2	2	2

Assessment Pattern (with revised Bloom's Taxonomy)

Cognitive Level	CT 1	CT 2	TA	ESE
Remember	-	-	-	-
Understand	-	-	-	-
Apply	5	5	3	12
Analyze	5	5	3	24
Evaluate	5	5	4	24
Create	-	-	-	-
TOTAL	15	15	10	60

	Tulsiramji Gaikwad-Patil College of Engineering and Technology Wardha Road, Nagpur-441 108 NAAC Accredited with A+ Grade (An Autonomous Institute Affiliated to RTM Nagpur University, Nagpur)					
	Program: Master of Business Administration					
Semester	Course Code	Name of Course	L	T	P	Credits
I	MBA31103	Fundamentals of Accounting	4	-	-	4
Summary of Revisions in the Contents						
Unit No.	Modifications Proposed	Source of collection of proposed content	Reason			
3.	Fund flow	PES College of Engineering, Karnataka	To understand the movement of the fund in the firm.			
5.	Cost Management	PES College of Engineering, Karnataka	Basic concepts of the cost management			



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Program: Master of Business Administration

Semester-I MBA31104 : Business Legislation

Teaching Scheme		Examination Scheme	
Theory	3 Hrs/week	CT-I	15 Marks
Tutorial	-	CT-II	15 Marks
Total Credits	3	CA	10 Marks
Duration of ESE: 3Hrs		ESE	60 Marks
Pre-Requisites: Company Law, Business Law		Total Marks	100 Marks

Course Objectives:

1. Students are be able to know the legal aspects of doing business & plan business activities.
2. Students are able to explain the legal process involved in formation of a company and understand the relationships amongst the various stakeholders of the company
3. Students are able to understand various components of IPR and differentiate between them.
4. Students are able to describe various provisions of IT Act and also able to use various provisions of Consumer Protection Act.
5. Students are able to analyze the elements of Social, political, economic environment around a firm.

Course Contents

Unit I	Legal aspects of business and contracts: Concept of law. Types of Law. Definition, Nature and types of contracts. Essentials of valid contract. Consideration and essentials of consideration. Free Consent. Legality and Validity of Contracts. Discharge Of contracts. Arbitration: Meaning, Essential and Effects. Conciliation: Meaning, Procedure and Effect.
Unit II	The Companies Act and Indian Partnership Act Definition & characteristics of a company, Kinds of Companies, Memorandum of Association, Articles of Association; Role of Director, Winding Up of the Company. Nature of partnership firm, Different types of partner, Difference between Partnership & Company, Reconstitution of partnership firm, Dissolution of partnership firm.
Unit III	IPR: Types of IPR, over view and definitions. Patents and Patentability, working of patent and compulsory license, infringement. Meaning of copyright, ownership and assignment, licenses, Infringement. Meaning of Trademark, grounds of registration, infringement and passing off, assignment of trademark, collective trademark, certification marks. Definition Of design, difference between copyright and design, Piracy of registered design. Trade secrets, meaning and essentials. Advantages and disadvantages of trade secrets
Unit IV	IT Act 2000: Objectives & Scope, Important definitions, E-Governance and offences & Penalties .Consumer Protection Act: Definitions: Consumer, Defect and Deficiency. Unfair and Restrictive trade practices. Role and Functions of Consumer Protection Councils. Rights of Consumer. Consumer Forum; Structure and jurisdiction. Power of consumer forum. Remedies under act. Economic Environment: Economic systems. Financial systems. Economic policies and macroeconomic scenario. Constitutes of political environment. Constitutional provisions: Freedom of Trade and Reasonable restrictions. Economic roles of government. Demographic structure of India. Socio-Cultural environment of India

Unit V	Socio-Political-Economic Environment: Economic systems. Financial systems. Economic policies and macro-economic scenario. Constitutes of political environment. Constitutional provisions: Freedom of Trade and Reasonable restrictions. Economic roles of government. Demographic structure of India. Socio-Cultural environment of India
Text Books	
T.1	Legal Aspects of Business Concepts and Application, Parul Gupta, Vikas Publishing House ,
T.2	Elements of Company Law, N.D. Kapoor, Sultan Chand & Sons, 30th Edition
T.3	Business Legislation for Management, M C Kuchhal & V Kuchhal, Vikas Publishing House, 5th Edition,
Reference Books	
R.1	Economic Environment of Business, V.K. Puri; S.K. Misra, Himalaya Publishing House. 9th Edition,
R.2	Bhandari, Munish, “Professional Approach to Corporate Laws and Practice”, Bharat Law House, NewDelhi.
R.3	N. D. Kapoor “Business Law” – S. Chand & Co.
Useful Links	
1	https://nptel.ac.in/courses/110/101/110101131/



	Course Outcomes	PO/PSO	CL	Class Sessions
MBA31104.1	Apply the basic knowledge of law and Contract Act to evaluate a contract used in commercial practice	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31104.2	Explain the legal process involved in formation of a company and understand the relationships amongst the various stakeholders of the company	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31104.3	Explore components of IPR and identify the uses of IPR in business.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA311044	Decide the various provisions of IT and Consumer Protection Act.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	5	6
MBA31104.5	Analyze the elements of Social, political, economic environment around a firm.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6

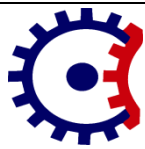
CO-PO Mapping

PO CO	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2
CO1	3	2	1	2	1	1	1
CO2	3	3	1	2	2	1	2
CO3	3	2	1	3	2	2	3
CO4	3	2	1	2	2	2	3
CO5	3	3	1	3	2	2	2
Avg	3	2	1	2	2	2	2

Assessment Pattern (with revised Bloom's Taxonomy)

Cognitive Level	CT 1	CT 2	TA	ESE
Remember	-	-	-	-
Understand	-	-	-	-
Apply	5	5	3	12
Analyze	5	5	3	24
Evaluate	5	5	4	24
Create	-	-	-	-
TOTAL	15	15	10	60

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Program: Master of Business Administration							
Semester	Course Code	Name of Course	L	T	P	Credits	
I	MBA31104	Business Legislation	3	-	-	3	
Summary of Revisions in the Contents							
Unit No.	Modifications Proposed	Source of collection of proposed content	Reason				
2.	The Companies Act and Indian Partnership Act	Ramdeobaba College of Engineering & Management Curriculum	To understand the basic rules to start a firm in India.				
4.	Consumer protection Act	Rajeshree Shahu Maharaj, Pune	To understand the consumer right				



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Program: Master of Business Administration

Semester-I MBA31105 : Organizational Behavior

Teaching Scheme		Examination Scheme	
Theory	3 Hrs/week	CT-I	15 Marks
Tutorial	-	CT-II	15 Marks
Total Credits	3	CA	10 Marks
Duration of ESE: 3Hrs		ESE	60 Marks
Pre-Requisites: Principle of Management (Basic)		Total Marks	100 Marks

Course Objectives:

1.	Students are able to explain the concept of Organization Design and determine the factors that affect Organization Design.
2.	Students will be able to identify the components of Individual behavior and apply the concept of Learning, Perception, Attitudes and values.
3.	The student will be able to distinguish between the various theories of motivation and their application in organizations and also be able to apply these theories to practical problems in organizations. They will also be able to distinguish between a number of different leadership theories & styles and contribute to the effective performance of a team as the team leader or a group member.
4.	The future managers/ students will be able to analyze the behaviour of individuals and groups in organizations in terms of the key factors that influence organisational behaviour and demonstrate skills required for working in groups (team building).
5.	The students will be able to justify how organizational change and conflict affect working relationships within organizations and demonstrate how to apply relevant theories to solve problems of change and conflict within organizations

Course Contents

Unit I	Organization Design: Understanding organizations- Basics of an organizational Design Organization and stakeholders-Organizations and environmental influences- Organizational strategy- Organizational design - Alternative structures- Management process - Authority and Responsibility Relationship; organizational control mechanisms; Organizational decision making
Unit II	Organizational Behavior: Introduction, Foundations of individual behavior- Ability, Attitudes ,Job Satisfaction, Personality, Values , Perception
Unit III	Individual Behavior & Motivation: Foundations of Individual Behavior, Meaning of personality, Theories of personality, Motives - Definition, Importance, Characteristics and Classification of motives - Primary & Secondary motives, Theories of Motivation: Maslow, Herzberg's hygiene & motivators, ERG theory. McClelland's achievement theory and Expectancy theory.
Unit IV	Group and Team Behavior - Foundations of Group behavior -Group development; Group properties: Roles, norms, status, size and cohesiveness, Group decision making, Techniques, Teams- Type and Team Dynamics
Unit V	Group Dynamics & Conflict Management: Concept of Group & Team. Process of Group Formation - Formal and Informal Groups, Conflict Management: Traditional vis-à-vis Modern view of conflict, Types of conflict - Intrapersonal, Interpersonal, Group & Organizational.

Text Books	
T.1	Organisational Behavior Text Cases and Games, K. Aswathappa, Himalaya Publishing House Pvt Ltd, 10th Edition, ISBN- 978-93-5051588-4 .
T.2	Dr. Niraj Kumar, “Organizational Behavior -A new Look Concept, Theory and Cases”, Himalaya Publication, First Edition 2009.
T.3	Organisational Behavior Text Cases and Games, K. Aswathappa, Himalaya Publishing House Pvt Ltd, 10th Edition, ISBN- 978-93-5051588-4 .
Reference Books	
R.1	Margie Parikh , Rajen Gupta, “Organisational Behaviour”, McGraw Hill Education (India) Private Limited,1st Edition.
R.2	PG Aquinas, “Organizational Behaviour: concepts, realities, application and challenges”, First edition, Excel Books.
R.3	Margie Parikh , Rajen Gupta, “Organisational Behaviour”, McGraw Hill Education (India) Private Limited,1st Edition.
Useful Links	
1	https://nptel.ac.in/courses/110/101/110101131/



	Course Outcomes	PO/PSO	CL	Class Sessions
MBA31105.1	Explain the concept of Organization Design and determine the factors that affect design of organization.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31105.2	Discover the components of Individual Behavior and apply the concept of Learning, Perception, Attitudes and values.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31105.3	Distinguish between the various theories of motivation and their application in organizations and also be able to apply these theories to practical problems in organizations.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31105.4	Analyze the behavior of individuals and groups in organizations in terms of the key factors that influence organizational behavior.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31105.5	Justify how organizational change and conflict affect working relationships within organizations.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6

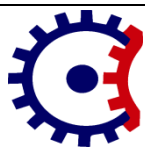
CO-PO Mapping

PO CO	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2
CO1	3	3	2	2	3	1	1
CO2	3	2	3	3	3	1	2
CO3	2	2	3	2	3	2	3
CO4	3	3	2	2	2	2	3
CO5	2	3	2	2	1	2	2
Avg	3	3	2	2	2	2	2

Assessment Pattern (with revised Bloom's Taxonomy)

Cognitive Level	CT 1	CT 2	TA	ESE
Remember	-	-	-	-
Understand	-	-	-	-
Apply	5	5	3	12
Analyze	5	5	3	24
Evaluate	5	5	4	24
Create	-	-	-	-
TOTAL	15	15	10	60

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Program: Master of Business Administration							
Semester	Course Code	Name of Course	L	T	P	Credits	
I	MBA31105	Organizational Behavior	3	-	-	3	
Summary of Revisions in the Contents							
Unit No.	Modifications Proposed	Source of collection of proposed content				Reason	
3.	Individual Behavior & Motivation	Ramdeobaba college of Engineering and Management Curriculum				Strengthen PO- 3	
5.	Group Dynamics & Conflict Management	PES College of Engineering, Karnataka				Strengthen PO- 5	
3.	Individual Behavior & Motivation	Ramdeobaba college of Engineering and Management Curriculum				Strengthen PO- 3	



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Program: Master of Business Administration

Semester-I MBA31106: Entrepreneurship Development (Elective I)

Teaching Scheme		Examination Scheme	
Theory	4 Hrs/week	CT-I	15 Marks
Tutorial	-	CT-II	15 Marks
Total Credits	4	CA	10 Marks
Duration of ESE: 3Hrs		ESE	60 Marks
Pre-Requisites Entrepreneurship		Total Marks	100 Marks

Course Objectives:

1. On completion of module, the student will be able understand the concept of entrepreneurship and what entrepreneurs do. They will also be able to relate the work of few prominent Indian entrepreneurs with the learned concept and compare the work of a manager with that of an entrepreneur.
2. On completing this module, the student will learn how entrepreneurship evolved from its earlier disorganized form to the current Government supported form. They will also be able to justify the role of EDPs in growth of entrepreneurship
3. Upon studying this module, the students will be able to explain the theories of entrepreneurship and also how the entrepreneurial knowledge gained can be applied to developing entrepreneurial ventures in different economic sectors in India.
4. On properly studying this module, the student will be able to examine the impact of different financial aspects on entrepreneurship and can evaluate his/her own ability to set up a small scale venture.
5. On studying this module, the student will be able to create a mental map of the network of Government support system and various institutions purposely designed and set up, at national, state and district level, for assisting entrepreneurial ventures.

Course Contents

Unit I	Evolution of the concept of entrepreneurship. The entrepreneur: characteristics and functions, types of entrepreneurs, distinction between manager and an entrepreneur. Intrapreneur: concept, characteristics, barriers, intrapreneurial climate and culture. Factors contributing to entrepreneurship development. Theories of entrepreneurship. Indian entrepreneurs and their ventures (cases).
Unit II	Post-independence growth of entrepreneurship in India, role of entrepreneurship in economic development. Entrepreneurship development programmes: objectives, phases, evaluation and problems of EDPs. Entrepreneurial competencies: meaning, major competencies and developing competencies.
Unit III	Theory of achievement motivation, Prof. David McClelland's contribution, Kakinada experiment. Women entrepreneurship in India, problems of women entrepreneurship. Rural entrepreneurship in India and its importance, problems of rural entrepreneurship. Entrepreneurship in various sectors: tourism, agriculture and social. Micro and small scale enterprises.
Unit IV	Steps for starting a small scale industry, ownership pattern. Financial analysis: Ratio analysis, investment process, break-even analysis, profitability analysis, budget and planning process. Sources of finance: development finance, project financing.

Unit V	Entrepreneurial support systems: Institutional finance to entrepreneurs (various institutions), institutional support to entrepreneurs (various institutions), lease and hire purchase, benefits in taxation to entrepreneurs, Government policy and support to SSI. Sickness in small scale industries.
Text Books	
T.1	Entrepreneurship Development, S. Anil Kumar, New Age International, 2008, ISBN 8122414346, 9788122414349
T.2	Entrepreneurship: A South-Asian Perspective, Kuratko, T.V. Rao, Cengage Learning, 2012.
T.3	Entrepreneurship Development, Satish Taneja, Himalaya Publishing House, 2012.
Reference Books	
R.1	Entrepreneurial Development, S.S. Khanka, S. Chand & Co., 2016.
R.2	Entrepreneur Development, Satish Taneja, Himalaya Publishing House, 2010, pages 64-75.
R.3	Dynamics of entrepreneurial development and management, Vasant Desai, Himalaya Publishing House, pages 54-66.
Useful Links	
1	https://nptel.ac.in/courses/110/101/110101131/



	Course Outcomes	PO/PSO	CL	Class Sessions
MBA31106.1	Explain the Evolution of the concept of entrepreneurship, characteristics and functions, types of entrepreneurs, distinction between manager and an entrepreneur.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31106.2	Discover Post-independence growth of entrepreneurship in India, role of entrepreneurship in economic development	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31106.3	Distinguish Entrepreneurship in various sectors: tourism, agriculture and social.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31106.4	Analyze Theory of achievement motivation, Rural entrepreneurship in India and its importance, problems of rural entrepreneurship.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31106.5	Justify Entrepreneurial support systems, Institutional finance to entrepreneurs (various institutions), institutional support to entrepreneurs (various institutions).	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6

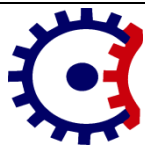
CO-PO Mapping

PO CO	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2
CO1	3	3	2	2	3	1	1
CO2	3	2	3	3	3	1	2
CO3	2	2	3	2	3	2	3
CO4	3	3	2	2	2	2	3
CO5	2	3	2	2	1	2	2
Avg	3	3	2	2	2	2	2

Assessment Pattern (with revised Bloom's Taxonomy)

Cognitive Level	CT 1	CT 2	TA	ESE
Remember	-	-	-	-
Understand	-	-	-	-
Apply	5	5	3	12
Analyze	5	5	3	24
Evaluate	5	5	4	24
Create	-	-	-	-
TOTAL	15	15	10	60

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	<p>Program: Master of Business Administration</p>					
Semester	Course Code	Name of Course	L	T	P	Credits
I	MBA31106	Entrepreneurship Development	4	-	-	4
Summary of Revisions in the Contents						
Unit No.	Modifications Proposed	Source of collection of proposed content	Reason			
3.	Individual Behavior & Motivation	Ramdeobaba college of Engineering and Management Curriculum	Strengthen PO- 3			
5.	Group Dynamics & Conflict Management	PES College of Engineering, Karnataka	Strengthen PO- 5			
3.	Individual Behavior & Motivation	Ramdeobaba college of Engineering and Management Curriculum	Strengthen PO- 3			



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Program: Master of Business Administration

Semester-I MBA31107 : International Business (Elective I)

Teaching Scheme		Examination Scheme	
Theory	4 Hrs/week	CT-I	15 Marks
Tutorial	-	CT-II	15 Marks
Total Credits	4	CA	10 Marks
Duration of ESE: 3Hrs		ESE	60 Marks
Pre-Requisites Entrepreneurship		Total Marks	100 Marks

Course Objectives:

1. On completion of module, Students should be able to understand various concepts and terminologies involved in International Business and importance of international trade.
2. On completing this module, Students should be able to evaluate various modes of entry in to International business and should be able to select the best mode of entry given a situation.
3. Upon studying this module, Students should be able to relate and discuss the presence of macro factors (PESTEL) on international business environment
4. On properly studying this module, Students should be able to examine and elaborate the role of various Government institutions in India which support International trade.
5. On studying this module, Students should be able to perceive the concepts in recent EXIM policy of India and relate it to the flow of FDI as well as direction of Indian foreign trade.

Course Contents

Unit I	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.
Unit II	Modes of entry into International Business, Internationalization process and managerial implications case studies related to internationalization process. International business approaches: ethnocentric, polycentric, regiocentric, geocentric.
Unit III	Various Macro factors affecting International Business Environment: Political, Economical, Socio-cultural, Technological, Environmental and Legal factors.
Unit IV	Various Government Institutes supporting foreign trade and their role: Export Promotion Council, ECGC, SEZs, EPZs and EOUs, EXIM Bank and FEMA
Unit V	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.

Text Books

T.1	International Business – Environment and Operations, John D. Daniel, Lee Radbaugh, Daniel p Sullivan, Prashant Sawlan, 16th Edition, Pearson Education, ISBN-13: 978-9352861880
T.2	International Business (SIE), 6th Edition, Charles W L Hill, Arun K Jain, McGraw Hill Education, ISBN-13: 978-0070221796.

T.3	International Business, 6th Edition, K. Aswathappa, McGraw Hill Education, ISBN-13: 978-9339222581.
Reference Books	
R.1	P. Subba Rao, international business, 4th edition, Himalaya Publishing house PP252- 257, 269-282
R.2	Soniya Gupta , International Business, Chapter 1 Tata McGraw Hill P. Subba Rao, international business, 4th edition, Himalaya PUBLISHING house PP 16-18.
R.3	Kothari Monika, Export Promotion Measures in India, Deep & Deep Publication pp 16-19, 79-88.
Useful Links	
1	https://nptel.ac.in/courses/110/101/110101131/



	Course Outcomes	PO/PSO	CL	Class Sessions
MBA31107. 1	Explain the concept of International business, Identify the various forms of international business, including trade, investment, and licensing.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31107. 2	Discover Modes of entry into International Business, Develop strategies for effective international management, including cultural adaptation, international marketing, and global supply chain management.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	6
MBA31107. 3	Distinguish Various Macro factors affecting International Business Environment	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31107. 4	Analyze Various Government Institutes supporting foreign trade and their role. Export Promotion Council, ECGC, SEZs etc.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6
MBA31107. 5	Justify Drivers of FDI, Flow of FDI in India , EXIM Policy of India Direction of India's Foreign Trade (imports and exports scenario).	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	6


CO-PO Mapping


PO CO	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2
CO1	3	3	2	2	3	1	1
CO2	3	2	3	3	3	1	2
CO3	2	2	3	2	3	2	3
CO4	3	3	2	2	2	2	3
CO5	2	3	2	2	1	2	2
Avg	3	3	2	2	2	2	2


Assessment Pattern (with revised Bloom's Taxonomy)

Cognitive Level	CT 1	CT 2	TA	ESE
Remember	-	-	-	-
Understand	-	-	-	-
Apply	5	5	3	12
Analyze	5	5	3	24
Evaluate	5	5	4	24
Create	-	-	-	-
TOTAL	15	15	10	60

		<p style="text-align: center;">Tulsiramji Gaikwad-Patil College of Engineering and Technology Wardha Road, Nagpur-441 108 NAAC Accredited with A+ Grade (An Autonomous Institute Affiliated to RTM Nagpur University, Nagpur)</p>					
Program: Master of Business Administration							
Semester	Course Code	Name of Course	L	T	P	Credits	
I	MBA31107	International Business	4	-	-	4	
Summary of Revisions in the Contents							
Unit No.	Modifications Proposed	Source of collection of proposed content	Reason				
3.	Impact of globalization on cultural identities and business practices.	Ramdeobaba college of Engineering and Management Curriculum	Strengthen PO- 3				
5.	Direction of India's Foreign Trade (imports and exports scenario),	PES College of Engineering, Karnataka	Strengthen PO- 5				
3.	Contemporary case studies on political risk (e.g., Brexit, US-China trade war).	Ramdeobaba college of Engineering and Management Curriculum	Strengthen PO- 3				


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 of Engineering and Technology
 Nagpur (M.S.)


Vice-Principal/Principal
Principal
 Tulsiramji Gaikwad Patil College of
 Engineering and Technology, Nagpur



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Program: Master of Business Administration

Semester-I MBA31108 : Professional Skill Development

Teaching Scheme		Examination Scheme	
Practical	3 Hrs/week	CT-I	10 Marks
Tutorial	-	CT-II	10 Marks
Total Credits	2	CA	30 Marks
Duration of ESE : NA		ESE	-
Pre-Requisites: Personal Management.			Total Marks 50 Marks

Course Objectives:

- To develop professional, personal, and soft skills required for future workplace success.
- To strengthen AI literacy, data storytelling, presentation, and communication skills.
- To enhance teamwork, leadership, and adaptability through experiential learning.
- To promote resilience, self-efficacy, and well-being via personal development activities such as trekking and reflection.
- To enable students to build a professional digital presence and leverage platforms like LinkedIn for career advancement, networking, and lifelong learning.

Course Contents

Unit I	Core & Emerging Skills for 2030 : Future of Work and Skills in Demand (WEF 2030) - Self-leadership, time management, and personal goal setting - Skill-gap analysis and planning for employability -(Activity: Personal Development Plan).
Unit II	AI Literacy, Data Storytelling & Presentation Skills : AI and digital tools for productivity and communication. - Ethical use of AI in workplace contexts.- Data storytelling: simplifying numbers into clear insights - Fundamentals of presentation skills: structure, design, and delivery - Effective use of visual aids and storytelling in presentations -(Activities: One-slide “data story” presentation, AI-based productivity exercise, Short individual presentation).
Unit III	Soft Skills & Human Connection : Verbal, non-verbal, and digital communication - Emotional intelligence, empathy, and listening - Teamwork, collaboration, and negotiation - Leadership and social influence. LinkedIn for Personal Branding and Networking (Activities: Role plays (conflict resolution/negotiation), group discussion, empathy circle)
Unit IV	Creative Problem-Solving & Adaptability : Creative and critical thinking methods - Design thinking for business challenges - Resilience and flexibility under uncertainty - Stress management and adaptability (Activities: Brainstorming and “reverse thinking” challenge, resilience-building workshop).
Unit V	Experiential Learning & Personal Growth : Trekking/outdoor experiential learning: endurance, teamwork, leadership - Decision-making under challenging environments - Work-life balance and mindfulness practices - Reflective practice for continuous personal growth (Activities: Trekking/field activity, reflection journal, group outdoor report).

Text Books

T.1	Carnegie, D. (2019). How to Win Friends and Influence People.
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T.2	Covey, S. R. (2020). The 7 Habits of Highly Effective People
T.3	Goleman, D. (2020). Emotional Intelligence: Why It Can Matter More Than IQ.
Reference Books / Journals	
R.1	Bradberry, T., & Greaves, J. (2015). Emotional Intelligence 2.0
R.2	Brown, B. (2018). Dare to Lead: Brave Work. Tough Conversations. Whole Hearts. Random House.
R.3	Robbins, S. P., & Judge, T. A. (2019). Organizational Behavior (18th ed.). Pearson
R.4	Gravett, L. S., & Caldwell, J. (2016). Learning Agility: The Impact on Recruitment and Retention. Palgrave Macmillan
Useful Links	
1	https://hbr.org/2025/09/the-secret-to-building-a-high-performing-team?ab=HP-latest-text-2
2	https://hbr.org/2025/08/soft-skills-matter-now-more-than-ever-according-to-new-research
3	https://share.google/r9390FCdOhf8Mcb94

	Course Outcomes	CL	Class Sessions
MBA311308.1	Demonstrate communication, presentation, and interpersonal skills for professional effectiveness.	4 & 5	5
MBA311308.2	Apply AI tools and data storytelling in presentations and decision-making	4	5
MBA311308.3	Exhibit teamwork, empathy, negotiation, and leadership through activities	3, 4 & 5	5
MBA311308.4	Build adaptability, resilience, and problem-solving ability in diverse contexts .	5 & 6	5
MBA311308.5	Reflect on personal growth and apply lifelong learning strategies.	5 & 6	5


CO-PO- PSO Mapping

PO → CO ↓	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2
CO1	2	2	3	1	3	2	2
CO2	3	3	2	2	2	2	3
CO3	2	2	3	2	3	2	2
CO4	2	3	2	2	3	2	3
CO5	2	2	3	1	3	2	2
Avg	2	2	3	2	3	2	3

Assessment Pattern (with revised Bloom's Taxonomy)

Cognitive Level	CT 1	CT 2	TA	ESE
Remember	0	0	2	
Understand	0	0	2	
Apply	1	1	4	
Analyze	2	2	6	
Evaluate	3	3	6	
Create	4	4	10	
TOTAL	10	10	30	


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Program: Master of Business Administration

Semester-II MBA31109: Computer Techniques

Teaching Scheme		Examination Scheme	
Theory	4 Hrs/week	CT-I	-
Tutorial	-	CT-II	-
Total Credits	2	CA	25 Marks
Duration of ESE: 1.30 Hrs.		ESE	25 Marks
Pre-Requisites: Basics of Computer		Total Marks	50 Marks

Course Objectives:

1. Students are able to learn the basic concepts of computer and its function.
2. Students are able to learn the MS word thoroughly.
3. Students are able to learn the MS presentation in a detail.
4. Students are able to learn the importance of the cyber security and its importance.
5. Students are able to learn the importance of the Networking and troubleshooting.

Course Contents

Unit I	Introduction to Computer & Basic Concepts:- What is Computer: Characteristics & Basic Applications of Computer, Concept of Hardware and Software, Operating System, Basics of Operating System, User Interface, Operating System Simple Setting, File and Directory Management, Desktop, Software updated
Unit II	Word Processing:- Word Processing Basics, Opening and closing Documents, Text Creation and manipulation, Formatting the Text, Formatting a document, Table Manipulation, Inserting Graphic Elements, Mail Merge, Spreadsheet, Elements of Electronic Spread Sheet, Manipulation of Cell, Formulas and Function
Unit III	Presentation:- Basic Concepts of presentation, Creation of Presentation, Preparation of Slides, Presentation of Slides, Slide Show, Database Management System, Creating a Table
Unit IV	Cyber Security:- Cyber Security, Know how to identify a secure web site, Netiquettes, Security Considerations, PC Maintenance, Security and Troubleshooting, Computer Maintenance and Security, Deleting unnecessary programs and files, Computer Maintenance Programs, Basic troubleshooting
Unit V	Networking & Troubleshooting:- Basic of Computer Networks, Internet, Various applications of Internet, Methods of connecting to the Internet, Define and understand, Instant Messaging and Collaboration, Application of Digital Financial Services

Text Books

T.1	Turban, McLean, Wetherbe 2003, Information technology for Management, John Wiley & Sons
T.2	S. Sudalaimuthu, S. Anthony Raj. 2008, —Computer Application in Business, Himalaya Publishing House

Reference Books

R.1	Lucas, H. C. Jr. (2004). Information Technology For Management. (7th ed.). New Delhi: TMH
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R.2	Jaiswal & Mittal, (2010), Management Information Systems, Oxford University Press
Useful Links	
1	https://nptel.ac.in/courses/110/101/110101131/



	Course Outcomes	PO/PSO	CL	Class Sessions
MBA31209.1	Acquire the basic knowledge of the computers and its applications.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	2
MBA31209.2	Enhance the skills in Word Processing Basics, creating spreadsheet and its features.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	2
MBA31209.3	Determine the skills in creating and developing a presentation and its features.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	2
MBA31209.4	Create the security features to secure its network from attacks.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	4	2
MBA31209.5	Estimate the concepts of internet banking and the financial services provided by the Government, banking products etc.	PO1,PO2,PO3,PO4,PO5,PSO1,PSO2	3	2

CO-PO Mapping

PO CO	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2
CO1	2	2	3	1	3	1	1
CO2	3	2	2	3	2	1	2
CO3	3	3	3	2	3	2	3
CO4	2	2	2	2	3	2	3
CO5	3	3	3	1	3	2	2
Avg	3	2	3	2	3	2	2

Assessment Pattern (with revised Bloom's Taxonomy)

Cognitive Level	CT 1	CT 2	TA	ESE
Remember	-	-	-	-
Understand	-	-	-	-
Apply	5	5	3	12
Analyze	5	5	3	24
Evaluate	5	5	4	24
Create	-	-	-	-
TOTAL	15	15	10	60

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
Program: Master of Business Administration

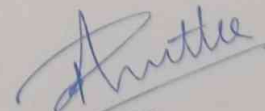
Semester	Course Code	Name of Course	L	T	P	Credits
I	MBA31209	Computer Techniques	-	-	4	2

Summary of Revisions in the Contents

Unit No.	Modifications Proposed	Source of collection of proposed content	Reason
1.	New Subject added in the Syllabus	AICTE Model Curriculum & RTMNU Old Syllabus	Strengthen PO- 3 & PO - 4


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