



Yashoda Shikshan Prasarak Mandal's

**YASHODA TECHNICAL CAMPUS, SATARA**

NH-4, Wadhe Phata, Satara. Tele Fax- 02162-271238/39/40

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Approved by AICTE / PCI New Delhi, Govt. of Maharashtra (DTE, Mumbai)

Affiliated to DBATU Lonere & Shivaji University, Kolhapur/ MSBTE, Mumbai.

**Institute Code – 6757**

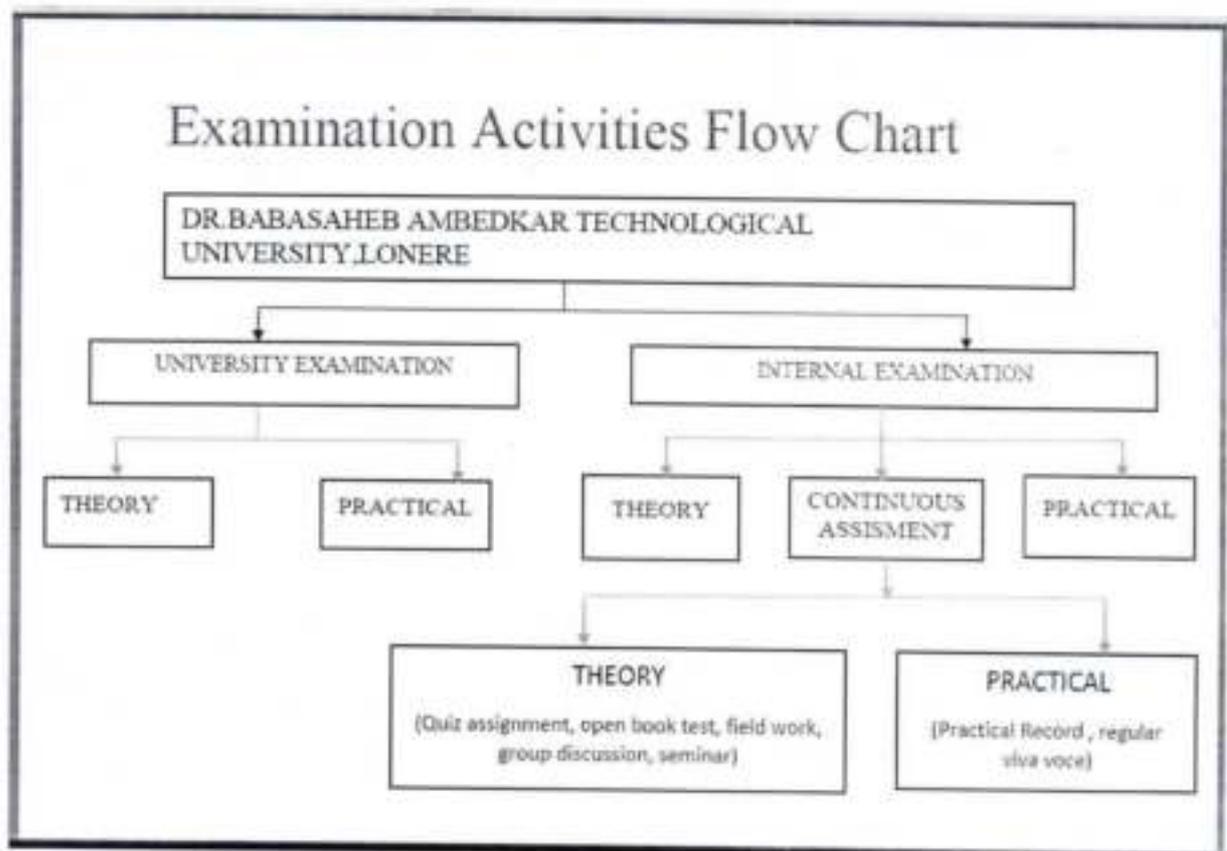
**Prof. Dasharath Sagare**  
Founder, President

**Prof. Ajinkya Sagare**  
Vice-President

**Dr. Vivekkumar Redasani**  
Director

## 2.5 - Evaluation Process and Reforms

## Examination Activities Flow Chart



### 11.2. Internal assessment: Continuous mode

The marks allocated for Continuous mode of Internal Assessment shall be awarded as per the scheme given below.

**Table-XI: Scheme for awarding internal assessment: Continuous mode**

Theory		
Criteria	Maximum Marks	
Attendance (Refer Table – XII)	4	2
Academic activities (Average of any 3 activities e.g. quiz, assignment, open book test, field work, group discussion and seminar)	3	1.5
Student – Teacher interaction	3	1.5
<b>Total</b>	<b>10</b>	<b>5</b>
Practical		
Attendance (Refer Table – XII)	2	
Based on Practical Records, Regular viva voce, etc.	3	
<b>Total</b>	<b>5</b>	

**Table- XII: Guidelines for the allotment of marks for attendance**

Percentage of Attendance	Theory	Practical
95 – 100	4	2
90 – 94	3	1.5
85 – 89	2	1
80 – 84	1	0.5
Less than 80	0	0

#### 11.2.1. Sessional Exams

Two Sessional exams shall be conducted for each theory / practical course as per the schedule fixed by the college(s). The scheme of question paper for theory and practical Sessional examinations is given below. The average marks of two Sessional exams shall be computed for internal assessment as per the requirements given in tables – X.

Sessional exam shall be conducted for 30 marks for theory and shall be computed for 15 marks. Similarly Sessional exam for practical shall be conducted for 40 marks and shall be computed for 10 marks.

#### Question paper pattern for theory Sessional examinations

##### For subjects having University examination

I. Multiple Choice Questions (MCQs)	=	10 x 1 = 10
OR		OR
Objective Type Questions (5 x 2) (Answer all the questions)	=	05 x 2 = 10
I. Long Answers (Answer 1 out of 2)	=	1 x 10 = 10
II. Short Answers (Answer 2 out of 3)	=	2 x 5 = 10
		-----
Total	=	30 marks



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**For subjects having Non University Examination**

I. Long Answers (Answer 1 out of 2)	=	1 x 10 = 10
II. Short Answers (Answer 4 out of 6)	=	4 x 5 = 20
		-----
Total	=	30 marks
		-----

**Question paper pattern for practical sessional examinations**

I. Synopsis	=	10
II. Experiments	=	25
III. Viva voce	=	05
		-----
Total	=	40 marks
		-----

**12. Promotion and award of grades**

A student shall be declared PASS and eligible for getting grade in a course of B.Pharm. program if he/she secures at least 50% marks in that particular course including internal assessment. For example, to be declared as PASS and to get grade, the student has to secure a minimum of 50 marks for the total of 100 including continuous mode of assessment and end semester theory examination and has to secure a minimum of 25 marks for the total 50 including internal assessment and end semester practical examination.

**13. Carry forward of marks**

In case a student fails to secure the minimum 50% in any Theory or Practical course as specified in 12, then he/she shall reappear for the end semester examination of that course. However his/her marks of the Internal Assessments shall be carried over and he/she shall be entitled for grade obtained by him/her on passing.

**14. Improvement of internal assessment**

A student shall have the opportunity to improve his/her performance only once in the Sessional exam component of the internal assessment. The re-conduct of the Sessional exam shall be completed before the commencement of next end semester theory examinations.

**15. Re-examination of end semester examinations**

Reexamination of end semester examinations shall be conducted as per the schedule given in table XIII. The exact dates of examinations shall be notified from time to time.



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**Table-XIII: Tentative schedule of end semester examinations**

Semester	For Regular Candidates	For Failed Candidates
I, III, V and VII	November / December	May / June
II, IV, VI and VIII	May / June	November / December

**Question paper pattern for end semester theory examinations**

**For 75 marks paper**

I. Multiple Choice Questions(MCQs)	=	20 x 1 = 20
OR		OR
Objective Type Questions (10 x 2)	=	10 x 2 = 20
(Answer all the questions)		
II. Long Answers (Answer 2 out of 3)	=	2 x 10 = 20
III. Short Answers (Answer 7 out of 9)	=	7 x 5 = 35
		-----
Total	=	75 marks
		-----

**For 50 marks paper**

I. Long Answers (Answer 2 out of 3)	=	2 x 10 = 20
II. Short Answers (Answer 6 out of 8)	=	6 x 5 = 30
		-----
Total	=	50 marks
		-----

**For 35 marks paper**

I. Long Answers (Answer 1 out of 2)	=	1 x 10 = 10
II. Short Answers (Answer 5 out of 7)	=	5 x 5 = 25
		-----
Total	=	35 marks
		-----

**Question paper pattern for end semester practical examinations**

I. Synopsis	=	5
II. Experiments	=	25
III. Viva voce	=	5
		-----
Total	=	35 marks
		-----



## Notice

Date: - 16/06/2023

Time: - 3:00 PM.

Members present for the meeting: - UG & PG

Purpose of the meeting: - Review academic activity & Planning for admission

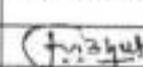
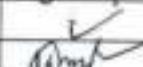
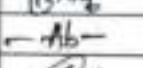
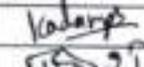
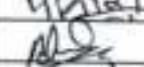
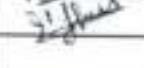
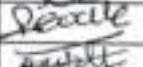
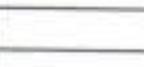
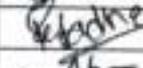
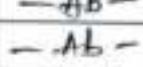
Venue: - Principal cabin.

Agenda of the meeting:-

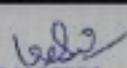
1. To discuss admission process for 2023-24
2. Review of syllabus completion.
3. Review of portfolio related activities of each faculty.
4. Review of examination related activities.
5. Preparation of NBA
6. Any other matter with the permission of chairs.
- 7.



  
**Principal**  
Yashoda Technical Campus  
Faculty of Pharmacy

Sr. No	Name of Faculty	Signature	Sr. No	Name of Faculty	Signature
1	Dr. Bhagwat Avinash Mahadev		16	Mr. John Preshanth Kumar P	- AB -
2	Dr Rohane Sachin Haridas		17	Mrs. Kadam Sandhya Pankaj	- AB -
3	Dr. Chaware Vitthal Jagannath		18	Ms. Kadam Pooja Balasaheb	
4	Dr. Jadhav Prakash Dilip	- AB -	19	Mr. Joshi Piyush Ramesh	
5	Dr. Chaware Bharatee Vitthal		20	Mr. Jadhav Akash Prakash	
6	Mr. Velhal Atish Baburao		21	Ms. Patil Manasvi Pradip	
7	Ms. Devale Rasika Purshottam		24		
8	Ms. Maske Deepti Nilesh		22		
9	Mr. Sagare Abhirup Rajendra		23		
10	Ms. Bhongale Priyanka Ashish		25		
11	Mr. Mohite Vishal Ramesh		26		
12	Mrs. Bhoite Rupali Prashant		27		
13	Mrs. Salunkhe Amita Akash	- AB -	28		
14	Ms. Kadam Triveni Shrimant	- AB -	29		
15	Ms. Pingle Jyoti Shivaji		30		



  
**DIRECTOR**  
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Minutes of the (Name of the committee) Meeting No.	Date:-  16/06/23
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Venue: Principal Cabin

A meeting of all the members of B. Pharm & M. Pharm was held on 16/06/2023 at 5:00 PM. The following members attended the meeting:

Sr. No	Name of Faculty	Signature	Sr. No	Name of Faculty	Signature
1	Dr. Bhagwat Avinash Mahadev		16	Mr. John Preshant Kumar P	- AB -
2	Dr Rohane Sachin Haridas		17	Mrs. Kadam Sandhya Pankaj	- AB
3	Dr. Chaware Vitthal Jagannath		18	Ms. Kadam Pooja Balasaheb	Kadam
4	Dr. Jadhav Prakash Dilip	- AB -	19	Mr. Joshi Piyush Ramesh	Joshi
5	Dr. Chaware Bharateer Vitthal		20	Mr. Jadhav Akash Prakash	
6	Mr. Velhal Atish Baburao		21	Ms. Patil Manasvi Pradip	
7	Ms. Devale Rasika Purshottam		24		
8	Ms. Maske Deepti Nilesh		22		
9	Mr. Sagare Abhirup Rajendra		23		
10	Ms. Bhongale Priyanka Ashish		25		
11	Mr. Mohite Vishal Ramesh		26		
12	Mrs. Bhoite Rupali Prashant		27		
13	Mrs. Salunkhe Amrita Akash	- AB -	28		
14	Ms. Kadam Triveni Shrimant	- AB	29		
15	Ms. Pingle Jyoti Shivaji		30		

Following points were discussed and decisions were taken:

Item No.1:- To discuss admission process for 2023-24

Principal Dr. V.K. Pedasani welcomed all the staff. Sir told all the staff. every year scenario of admission is changing-so that all faculty member cautiously take part in admission process. already the committee for f.c & admission was framed. Principal sir instructed all the staff to work according to responsibilities

Resolution, if any: allotted, regarding admission. All the staff should take admission process at its priority.

Proposed By: - Dr. V. J. Chaware Approved By: - Dr. A. D. Bhagwat



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Item No.2:- Review of syllabus completion.

Principal sir taken review of syllabus completion from first year, second year, & Third year. B.Pharm staff. Dr. V.K. Redasawi instructed to complete the planned syllabus before sessional examination also said that staff can take extra online lecture to accomplish the syllabus. Dr. V.K. Redasawi suggested some correction in system.

Resolution, if any: Principal sir also taken review of project completion of M.Pharm student from M.Pharm faculties.

Proposed By: - Dr. A.M. Bhagwat. Seconded By: - Ms. P.C. Sangar

Item No.3:- Review of portfolio related activities.

Principal Dr. V.K. Redasawi sir taken review of all portfolio related activities from all portfolio head. As the academic year 2022-23 year is going to close. Sir instructed all faculty to submit portfolio related report Dr. A.M. Bhagwat sir on or before 21<sup>st</sup> June 2023. Andly, Dr. V.K. Redasawi sir appealed all the staff to take active participation related.

Resolution, if any: Placement, all faculty should mentor their project students for job related queries.

Proposed By: - Dr. S.H. Rohane Seconded By: - Mr. A.B. Yelhol.

Item No.4:- Review of examination related activities.

Principal Dr. V.K. Redasawi instructed. to fill mother register, Mark filling, supervision should be strictly according to time & notice given by the exam department. Principal sir also instructed that there should be minimum error during mark supervision & revision adjustment. All faculty should not delay examination related activities.

Resolution, if any:

Proposed By: - Ms. P.C. Sangar Seconded By: - Mr. P.N. Maske



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that  
each  
sir  
is filling  
well.

Item No.5:- Preparation of NBA

Dr. V.K. Redarani taken review of NBA SAR submissions from all criteria head. Sir also asked about any queries in criteria. & all resolved.

Resolution, if any: \_\_\_\_\_

Proposed By: - Mr. A.B. Velhal, Seconded By: - Dr. D.S. Chaware

Item No.6:- Any other matter with permission of chair.

A. Dr. V.K. Redarani highlighted that Dr. P.B. Tadhar & Dr. S.H. Rohane got research grant under R.G.S.T.C's DIVERSITY Scheme. The grant sanctioned amounting 3. lakhs. Sir congratulated both of them on the behalf of faculty of Pharmacy.

Resolution, if any: \_\_\_\_\_

Proposed By: - Dr. V.T. Chaware Seconded By: - Dr. A.M. Bhagwat

Item No.7:-

Resolution, if any: \_\_\_\_\_

Proposed By: - \_\_\_\_\_ Seconded By: - \_\_\_\_\_

The meeting ended with thanks to the chair.



*Velhal*  
Principal  
Member Secretary  
Faculty Of Pharmacy



*Velhal*  
DIRECTOR  
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## Notice

Date: - 11/06/2022

Time: - 4:15 PM

Members present for the meeting: -

Purpose of the meeting: - LIC Meeting Preparation.

Venue: - Principal Cabin.

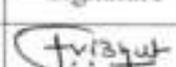
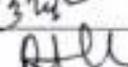
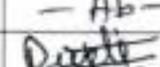
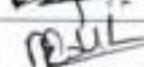
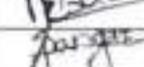
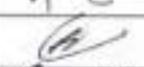
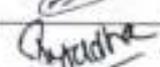
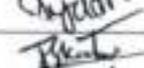
Agenda of the meeting:-

1. Regarding preparation of LIC meeting
2. Any other matter with the permission of chair
- 3.
- 4.
- 5.
- 6.
- 7.

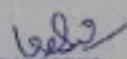


  
Principal

Yashoda Technical Campus  
Head of the Committee  
Faculty Of Pharmacy

Sr. No	Name of member	Designation	Signature
1.	Mr. A.M. Bhagwat	A.P.	
2.	Dr. S.H. Rohane	A.P.	
3.	Dr. V.J. Chaware	A.P.	
4.	Dr. P.D. Tadkhav.	A.P.	
5.	Mr. A.B. Velhal.	A.P.	- AB -
6.	Mr. P.P. Dewale	A.P.	- AB -
7.	Mr. D.N. Maske	A.P.	
8.	Mr. V.P. Mohite.	A.P.	
9.	Mr. P.C. Sangot.	A.P.	
10.	Ms. B.P. Chaudhari	A.P.	
11.	Mr. R.P. Dhoite.	A.P.	
12.	Mr. T.S. Kadam.	A.P.	
13.	Mr. A.B. Yadav.	A.P.	
14.	Mr. S.P. Kadam	A.P.	



  
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Minutes of the (Name of the committee) Meeting No.	Date:- 11/06/2022
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Venue: Principal Cabin.

A meeting of all the members of Faculty of Pharmacy (B.Pharm & M.Pharm) held on 11 June 2022 at 4:15 PM. The following members attended the meeting:

Sr. No	Name of the member	Present/Absent	Signature
1.	Mr. A.M. Bhagwat		
2.	Dr. S.H. Pohane		
3.	Dr. V.S. Chaware		
4.	Dr. P.D. Jadhav		
5.	Mr. R.P. Deral	- AB -	
6.	Ms. B.P. Chaudhari	- Ab -	
7.	Mr. D.N. Maske		
8.	Mr. V.R. Mohite		
9.	Mr. P.C. Sangar		
10.	Mr. B.P. Chaudhari		
11.	Mr. R.Y. Jadhav		
12.	Mr. T.S. Kadam		
13.	Ms. A.B. Yadav		

Following points were discussed and decisions were taken:

Item No.1:- Preparation of LIC meeting

Principal sir welcomes all the staff & informed that in next week college has LIC of NBATU as per circular recieved to college. Sir also instructed all to keep academic records & course file up to date as per regular practice. Sir instructed all portfolio heads be ready with portfolio records as per regular portfolio activities. Principal sir asked ensure all laboratory as per regular practice also ensure lab cleanliness.

Proposed By: - Prof. A.M. Bhagwat      Accepted By: - Dr. V.S. Chaware



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Item No.2:- Any other matter with the permission of chair.

① Principal sir appealed all the staff get involved in publications, attending seminars, workshop & on publishing books He told management will support such activities.

② Principal sir instructed to accept orders of paper setting received from university. Sir told that do not deny order of paper setting & work according to university paper setting rules.

Resolution, if any: \_\_\_\_\_

Proposed By: - Dr. V. S. Chaware

Seconded By: - Dr. P. D. Jadhav

Item No.3:-

Resolution, if any: \_\_\_\_\_

Proposed By: - \_\_\_\_\_

Seconded By: - \_\_\_\_\_

Item No.4:-

Resolution, if any: \_\_\_\_\_

Proposed By: - \_\_\_\_\_

Seconded By: - \_\_\_\_\_



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Sl No	Assignment No.	Sign	Mark	Date
1	Assignment No-1	+		24/4/22
2	Assignment No-2	+		24/5/22
3	Assignment No-3	+		21/6/22
4	Assignment No-4	+		05/7/22
5	Assignment No-5	+		19/7/22
1	Open book Test-1	+		10/5/22
2	Open book Test-2	+		31/5/22
3	Open book Test-3	+		25/6/22
4	Open book Test-4	+		12/7/22
5	Open book Test-5	+		26/7/22

Group Discussion - General Anaesthesia - 14/6/22

Assignment	Open book	Seminar / GD	Mean	Total
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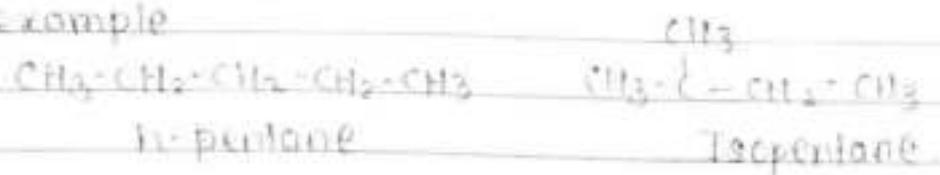
## Assignment No-1

- 1) Explain the following terms with example
- |                      |                              |
|----------------------|------------------------------|
| a) Isomers           | f) Chiral compound           |
| b) Structural isomer | g) achiral compound          |
| c) Stereoisomers     | h) diastereomers             |
| d) Optical isomer    | i) Meso compounds.           |
| e) Enantiomer        | j) optically active compound |

### a) Isomers

Isomers are different compounds having the same molecular formula but different physical & chemical properties.

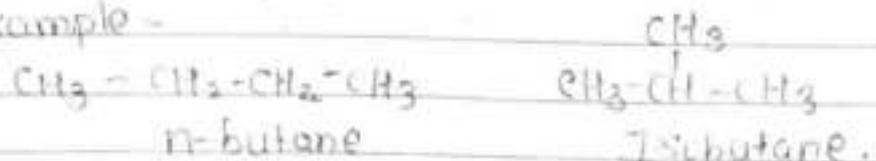
For example



### b) Structural Isomers:

Structural isomers have same molecular formula but different structure and therefore have different properties.

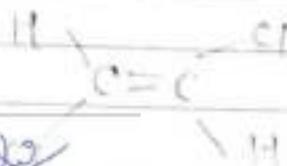
For example -



### c) Stereoisomers:

Stereoisomers have same molecular & structural formula same bonding sequence but differ only in way the atoms are oriented in space.

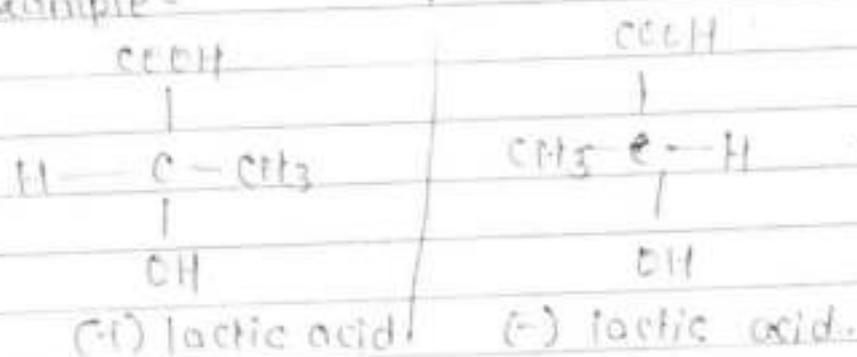
For example



#### d) Optical Isomer:

An optically active compound exist in two isomerism form which rotate the plane polarized light in opposite direction.

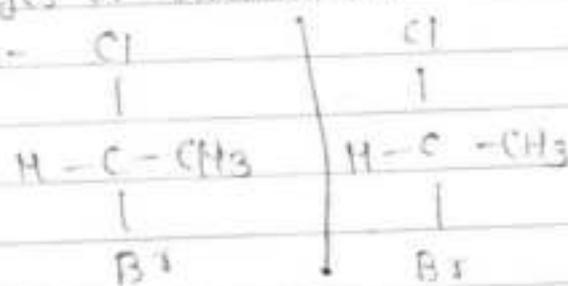
For example -



#### e) Enantiomers:

Two compounds that are non-superimposable mirror images of each other

For example -

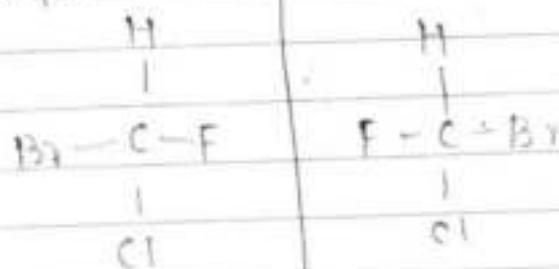


2-bromo-2-chloroethane.

#### f) Chiral compound:

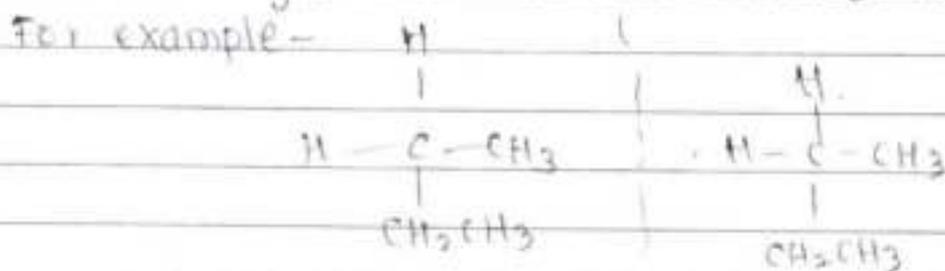
A molecule that is not superimposable on its mirror image is said to be chiral.

For example -



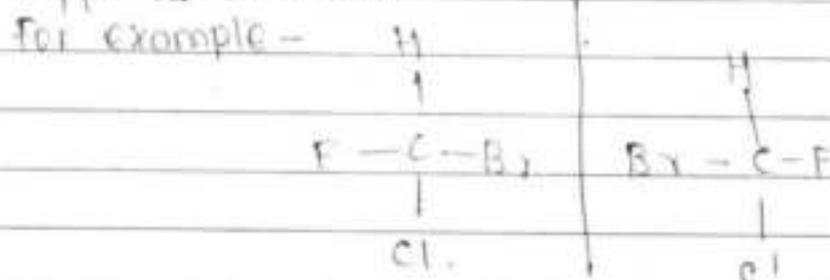
g) Achiral molecules:

A mol. object that is superimposable on its mirror images is said to be achiral compound.



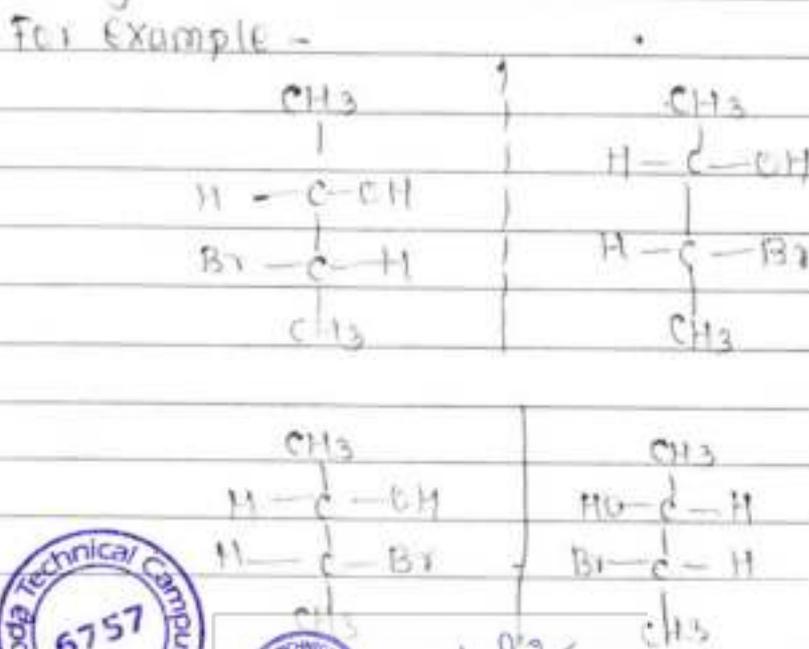
h) Optically active compound:

An optically active compound exist in isomers forms which rotate plane polarized light in opposite direction.



i) Diastereomers:

Two diastereomers that are not mirror images of each other.



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1) Meso compound :

A compound having more than 2 chiral carbon atoms but also plane of symmetry are called meso compounds.

For example :

2,3-dihydroxybutane.

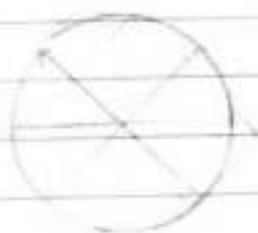
2) Explain the concept of optically activity.

-> Rotate the plane of polarized light forwards / left to some extent & this phenomenon is called optical activity.

- The chemical and physical properties of the enantiomers are identical except in their interaction with their chiral substance & plane polarized light.

Plane polarised light : A beam of light which has vibration only one plane is called as plane polarised light.

- The wave vibrations are particular to directions of travel of the wave.



Normal light



Plane polarised light



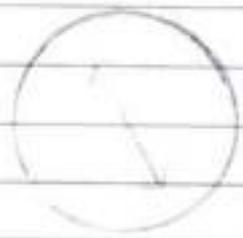
Plane polarised light.

- Involve both electric & magnetic force

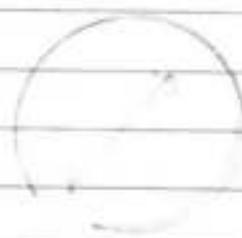
- Involved electric force



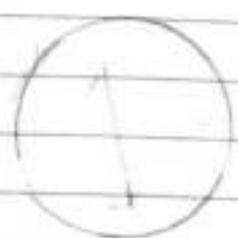
- optical isomers rotate the plane polarised light.



Enantiomer (+)  
(anti-clockwise  
rotation)



Enantiomer (-)  
(clockwise  
rotation)

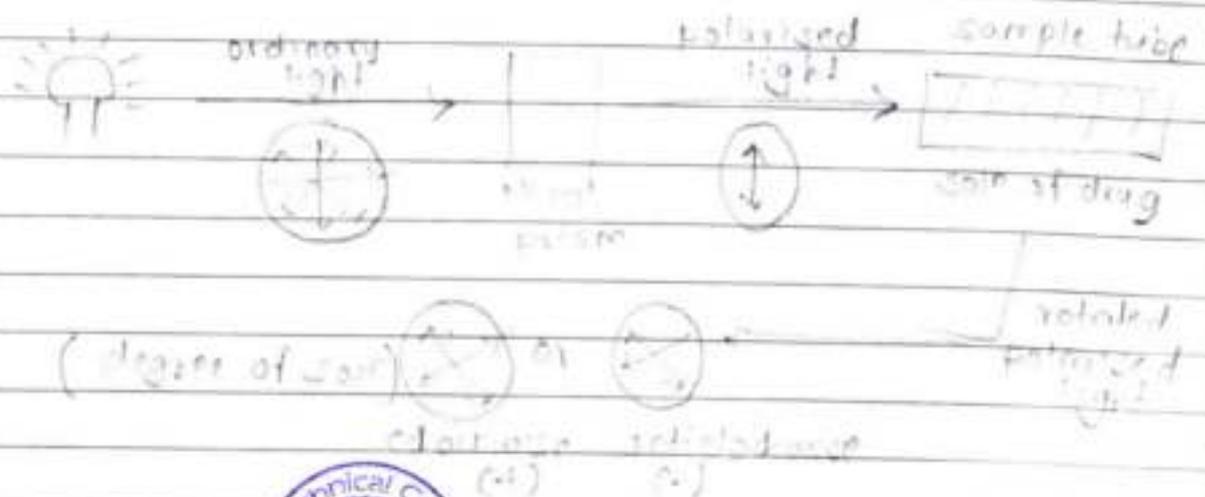


Enantiomer (-)  
(no overall  
effect)

Plane polarised light arises from passing ordinary light through a polariser which is made up of calcite and Iceland spar.

Today, polarimeter used a polarised lense similar to that of used in some sunglasses.

- A polarimeter is instrument that allows the polarised light to travel through sample tube containing an organic comp. and permits measurement of degree to which light is rotated.



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## Specific rotation ( $\alpha$ )

Specific rotation produced by 1 cm<sup>3</sup> of length 10 cm and unit concentration (1 gm or per ml) for given wavelength of light at given temperature.

$$\text{Specific rotation } (\alpha) = \frac{\alpha}{lc}$$

$\alpha$  = observed rotation

$l$  = length of sample tube.

$c$  = concentration

- The rotation of polarised light can be clockwise or anticlockwise.
- If the isomer rotate the plane polarised light to the right hand side i.e. clockwise direction known as (+) isomer.
- If the isomer rotate the plane polarised light to the left i.e. anticlockwise is known as (-) isomer.



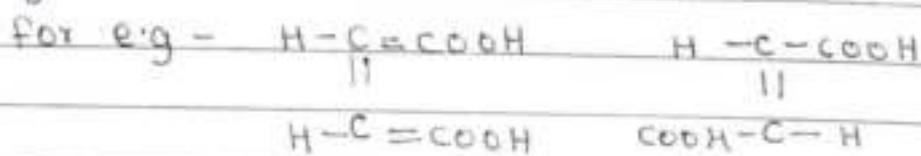
## Assignment - 2.

1) What is Geometrical isomerism? Give reason and conditions of Geometric Isomerism.

→ i) Is a general phenomenon and is shown by any molecule which can assumed rigid configuration due to hindered rotation in a portion of the molecule

ii) This isomerism is mostly shown by such compounds which contain atleast one  $C=C$  and in which each of the doubly bonded carbon atoms have same or different sets of two unlike atoms or groups

iii) Isomers each have same molecular formula and structural formula but differ in relative spatial arrangement. of atoms or group of atoms above the double bond are called geometrical isomers. and the phenomenon is known as geometrical isomerism.



mallic acid

B fumaric acid.

Reasons of Geometrical isomerism :-

i) The  $C=C$  double bond consist of one sigma and one  $\pi$  bond. The  $\pi$  bond is formed by side wise overlapping of unhybridized p-orbitals of two carbon atoms above and below plane of the bond. because of overlapping a rotation around  $C=C$  is strongly hindered.



ii) IF the doubly bonded carbon atoms are rotated with respect to each other sidewise overlapping of p-orbitals will not be possible and therefore  $\pi$  bond will be cleaved.

Hundred rotations of carbon atoms above double bond is essential cause for geometrical isomerism.

iii) Due to hindered rotation around  $C=C$ , the relative positions of atoms or groups attached to doubly bonded carbon atom get fixed in space giving rise to distinct isomeric form

Conditions for Geometrical Isomerism:-

- i) Presence of at least one double bond.
- ii) Each carbon atoms of double bond should be linked to two different atoms or groups.

2) Explain in detail methods of determination of configuration of geometrical isomerism.

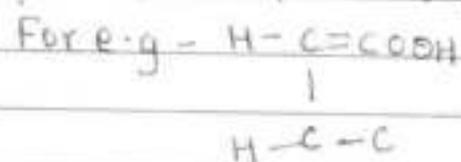
→ I] Melting Point:-

The trans isomer is having higher melting point than the corresponding cis isomer, this is due to fact that in cis isomers two similar atoms are on same side of double bond.

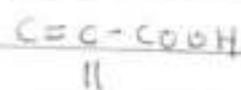
Therefore, these molecules are unsymmetrical hence, do not show closed packing in crystal lattice. on the other hand trans isomer is more symmetrical because two similar atoms or groups lie on opposite side hence, they



packed well in crystal lattice.



m.p = 130°C malic acid



Fumaric acid

melting point 302°C.

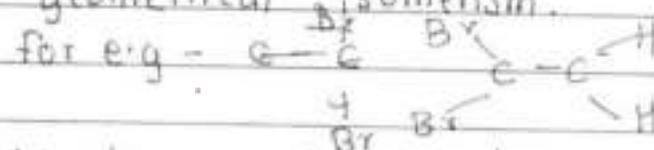
### II] Solubility:-

- i) It depends on intermolecular forces, cis isomer having weak intermolecular forces of attraction in crystal lattice than corresponding trans isomer.
- ii) Due to this cis isomer have high solubility than trans isomers.

For e.g. - malic acid having 79 gm per 100ml solubility in water at 20°C whereas, fumaric acid having 0.7 gm per 100ml solubility in water at 20°C.

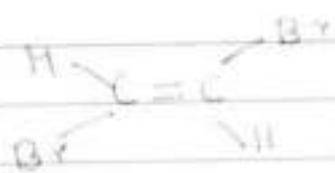
### III] Dipole moment:-

- i) It has been found that cis isomer have higher dipole moment as compared to trans isomer which have zero or nearly zero dipole moment because, two dipoles are cis isomer oriented at same angle whereas, two dipoles trans isomer are oriented opposite angle where therefore, they cancel out.
- ii) But trans isomer we have zero dipole.
- iii) It is an important physical property which helps in establishing configuration geometrical isomerism.



Dipole moment of cis-1,2-dibromoethane





trans-1,2-dibromoethane

Dipole moment = 0 D



Dipole moment = 1.85 D

#### IV] Boiling point

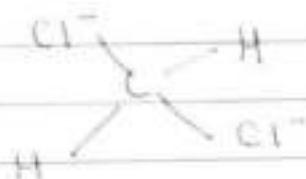
i) cis isomer having higher boiling point than trans isomer this is due to higher dipole moment.

ii) For e.g. -



cis 1,2-dichloromethane

Boiling point = 60°C.



trans 1,2-dibromochloromethane.

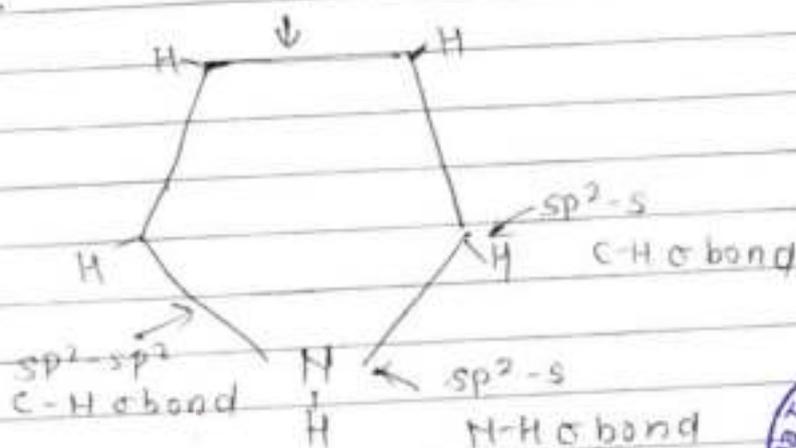
boiling point = 48°C.

## Assignment No-3

1) Describe in detail structure of pyrrole, furan and thiophene.

### 2 Structure of pyrrole

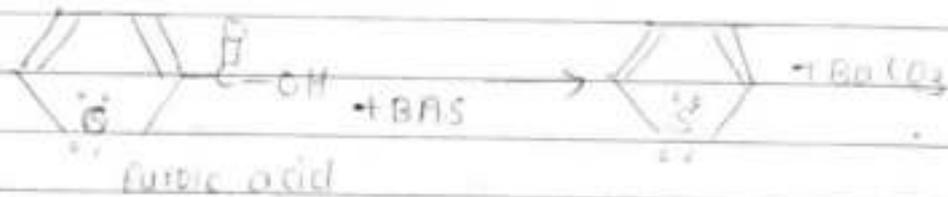
- In pyrrole, the nitrogen atom and four carbon atoms are  $sp^2$  hybridized.
- The  $sp^2$  hybrid orbitals overlap with each other and with  $s$  orbitals of the five hydrogen atoms forming C-H, C-C, C-N, N-H  $\sigma$  bond. All these bonds are lie in one plane.
- Also each carbon atom and nitrogen atom are unhybridized  $p$  atomic orbital and perpendicular to plane of  $\sigma$  bond.
- The  $p$  orbitals on carbon contain one electron and on nitrogen contain two electrons.
- The lateral overlap of  $p$  orbitals produces  $\pi$  molecular orbitals containing six electrons. an arrangement that is commonly called aromatic sextet.
- Pyrrole shows aromatic properties or aromaticity because  $\pi$  molecular orbital satisfies Huckel's rule.



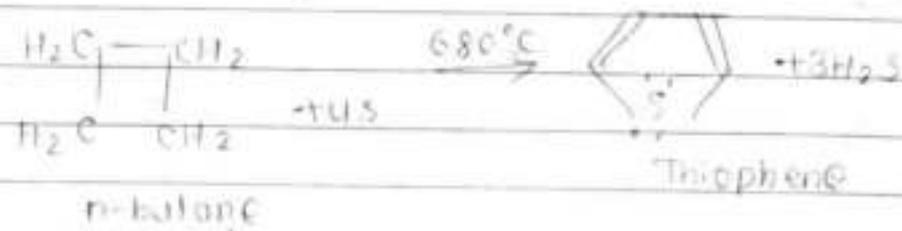
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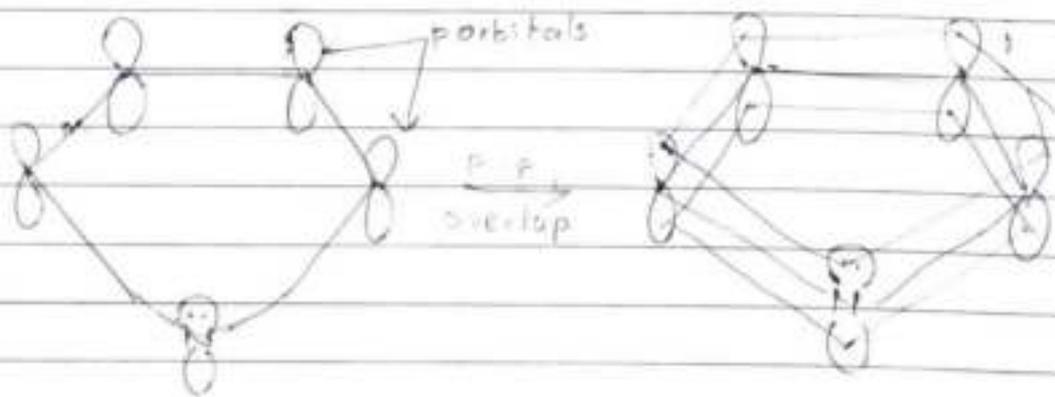
III] By distillation of furoic acid with barium sulfide.



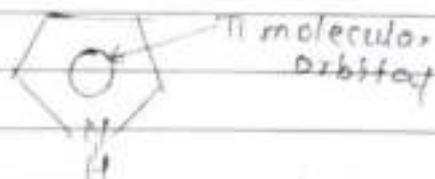
IV] By reaction of sulphur with n-butane in the gas phase at 650°C.



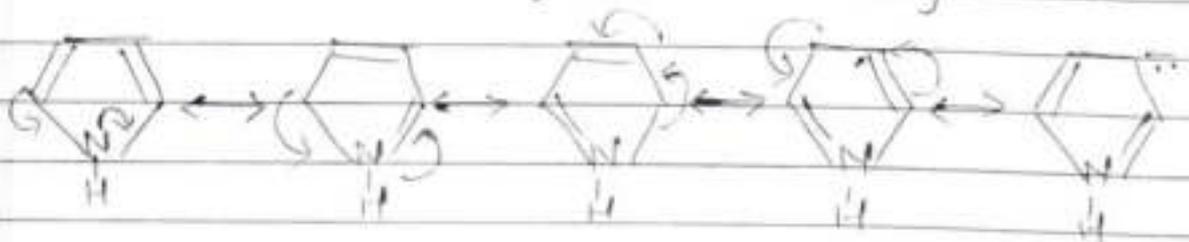
~~A~~  
B



- The common short-hand representation of pyrrole is simply pentagon, five membered ring with a circle inside

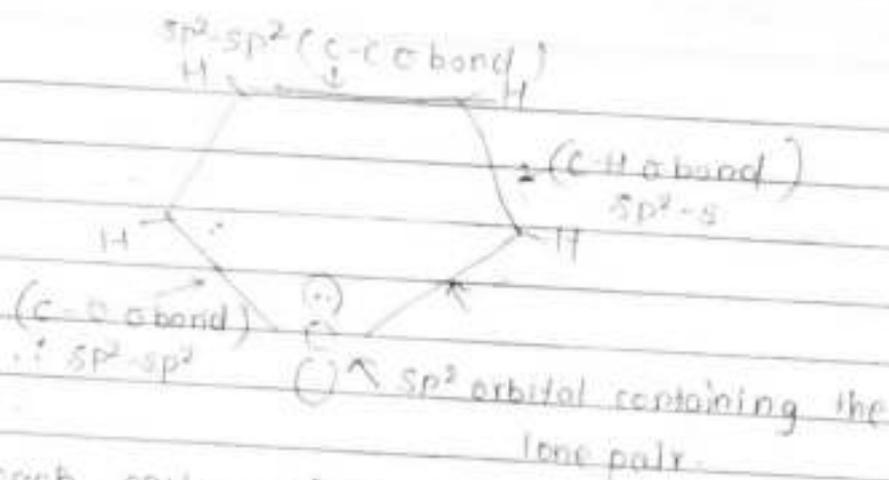


According to this resonance theory, pyrrole is considered to be hybrid of following

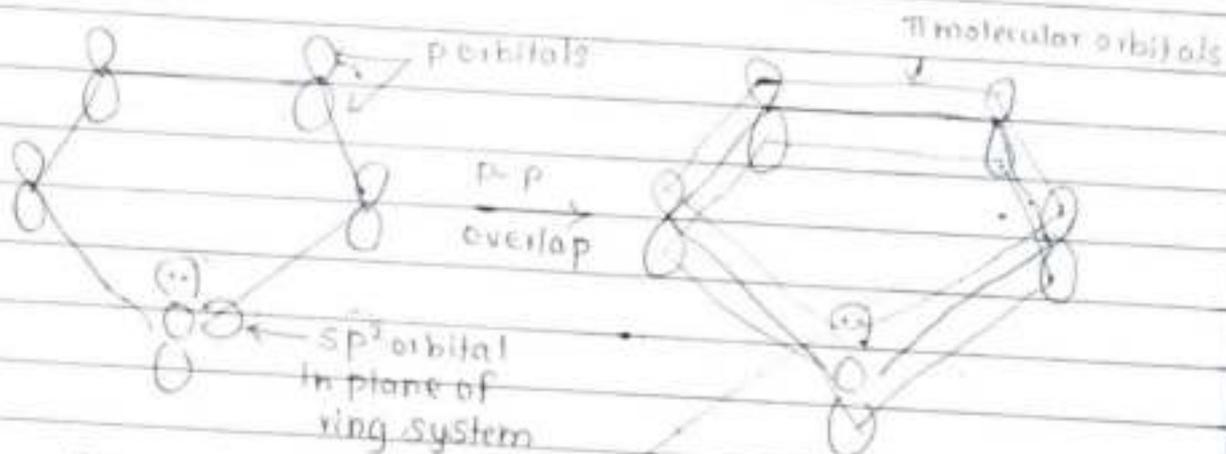


Structure of furan :-

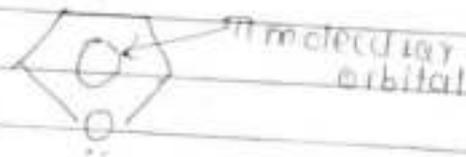
- In furan, the oxygen and four carbon atoms are  $sp^2$  hybridized.
- The  $sp^2$  hybrid orbitals overlap with each other and with s atomic orbitals forming C-C, C-H, C-O, O-H bonds. All the bonds lie in one plane.



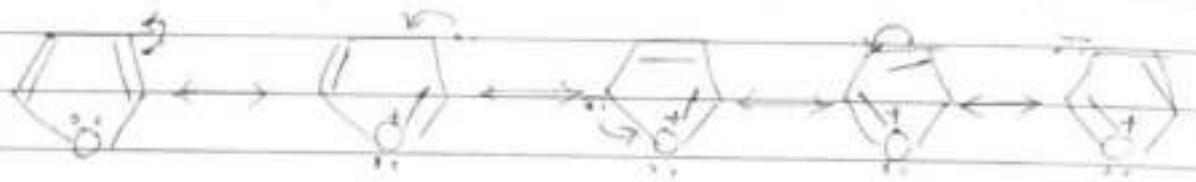
- Also each carbon atom and oxygen atom possess unhybridized p orbital and these are perpendicular to the plane containing  $\sigma$  bonds.
- The p orbitals on carbon contain one electron each and p orbitals on oxygen contain an unshared pair of electrons.



The unhybridized p  $\pi$  orbitals in furan overlap with each other to form delocalized  $\pi$  molecular orbital above and below the plane containing  $\sigma$  bonds.

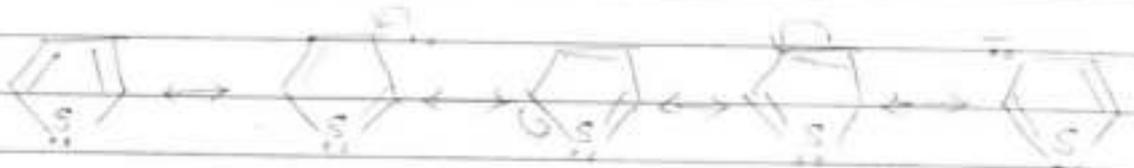


According to resonance theory, furan is considered to be hybrid -



Structure of thiophene:

- The structure of thiophene is similar to that of furan.
- It is considered to be hybrid of the following resonance forms -



Thiophene can be represented simply by pentagon with the circle inside. The circle represents  $\pi$  molecular orbital containing six electrons.



$\pi$  molecular orbital.

03



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## Assignment Experiment No-4

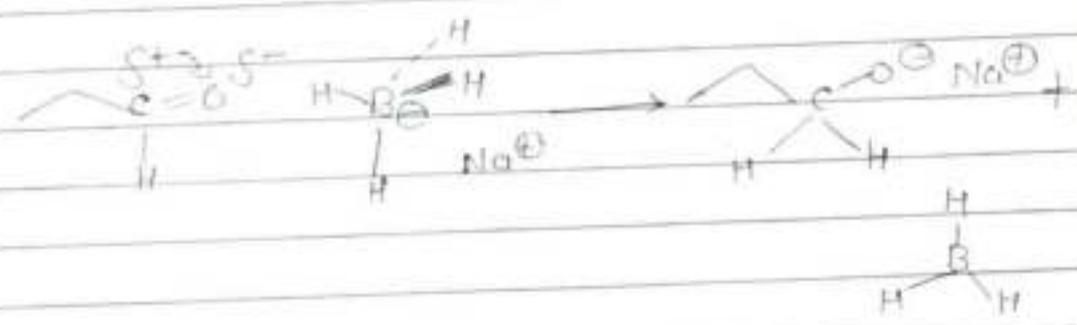
1) What is reduction rxn? Explain the mechanism of metal hydride reaction with example.

→ Reduction is the loss of oxygen atom from a molecule or the gaining of one or more electrons. A reduction rxn is seen from the point of view of the molecule being reduced as when one molecule gets reduced another gets oxidised. The full rxn is known as Redox rxn.

Mechanism of metal hydride Reduction.

i)  $\text{NaBH}_4$  rxn (for aldehyde)

eg - mechanism of rxn bet<sup>n</sup> propanal and  $\text{NaBH}_4$

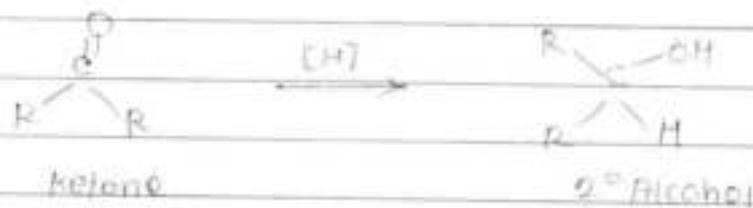


e)  $\text{LiAlH}_4$  Reduction (for ketone)



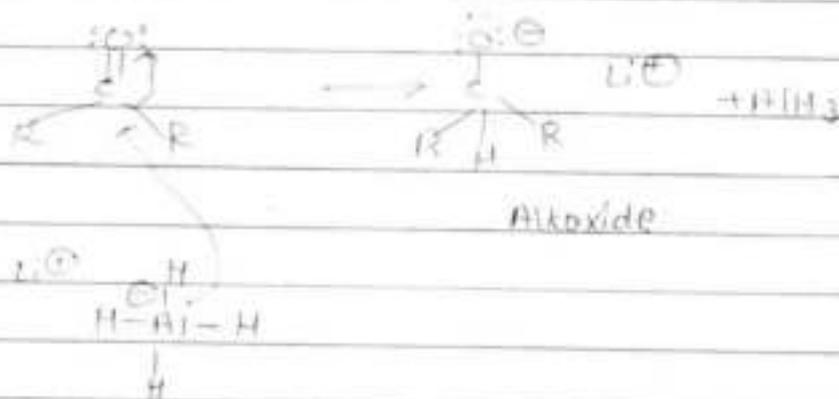
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Mechanism can be explained by simple react<sup>n</sup>



It includes 2 steps

Step-I :- Nucleophilic attack by the hydride anion



Step-II :- The alkoxide is protonated.



Protonated alkoxide gives alcohol.



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Q) Explain the mechanism of Birch reduction

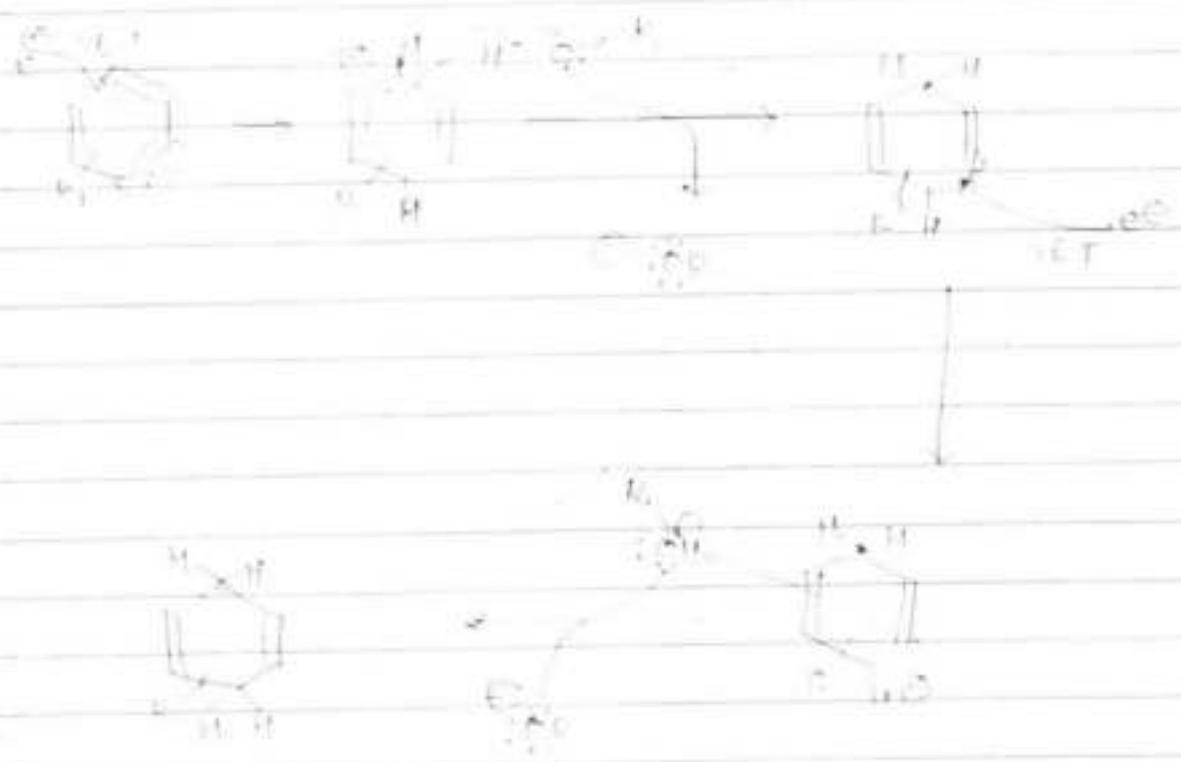
The reduction of aromatic hydrocarbons with alkali metals, mixed in liquid ammonia is known as Birch reduction.

Mechanism:

Formation

of free

radicals



Example -

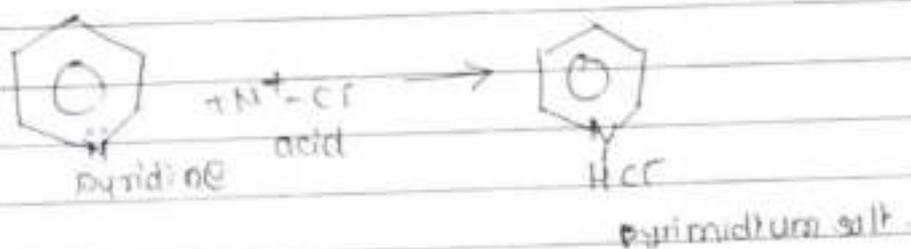


Assignment No-5

1) Write a note on basicity of pyridine.

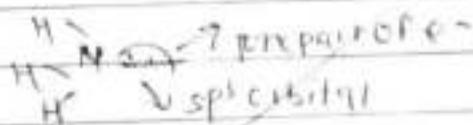
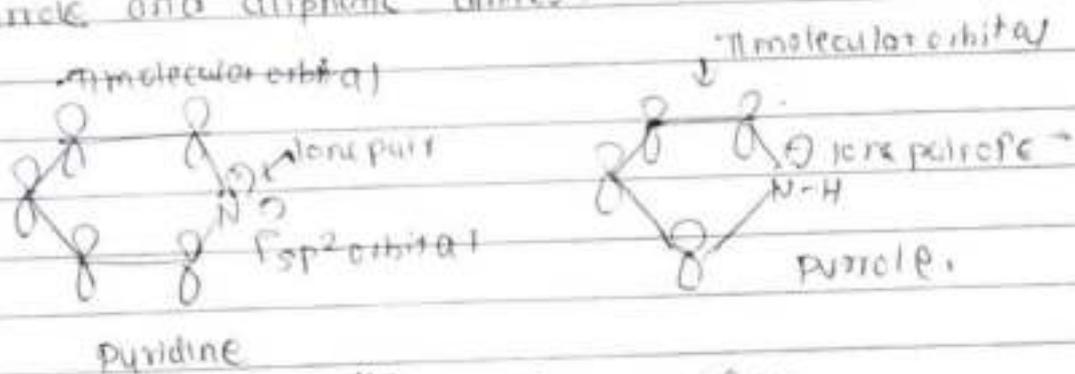
→ Pyridine is a 6-membered heterocyclic (N-containing) comp.

- Pyridine is a basic in nature  $pK_a = 8.75$ . It react with strong acids to form salts.



Explanation -

Let us consider the structure of pyridine, pyrazole and aliphatic amines.



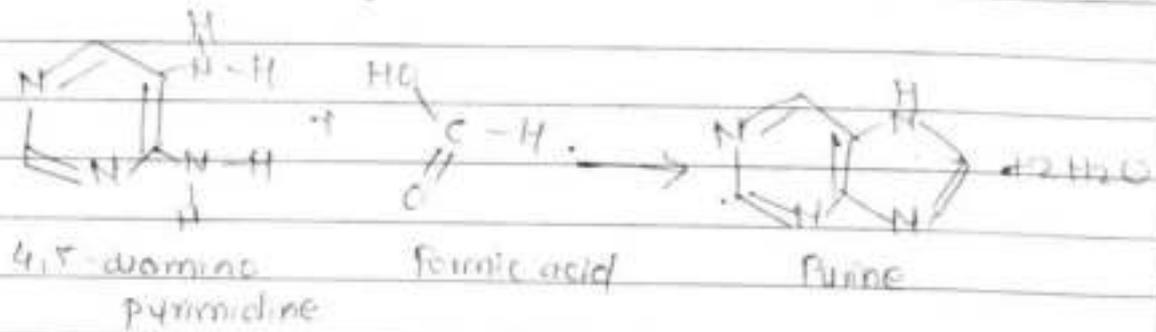
- The main reason for the basic character of the pyridine is that of nitrogen lone pair electrons in  $sp^2$  hybrid orbitals and are not involved in the formation of delocalised  $\pi$ -molecular orbitals.

eg

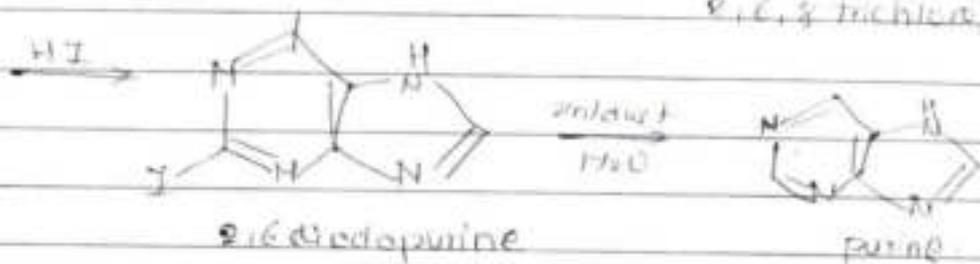
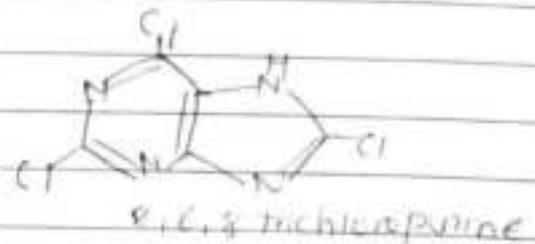
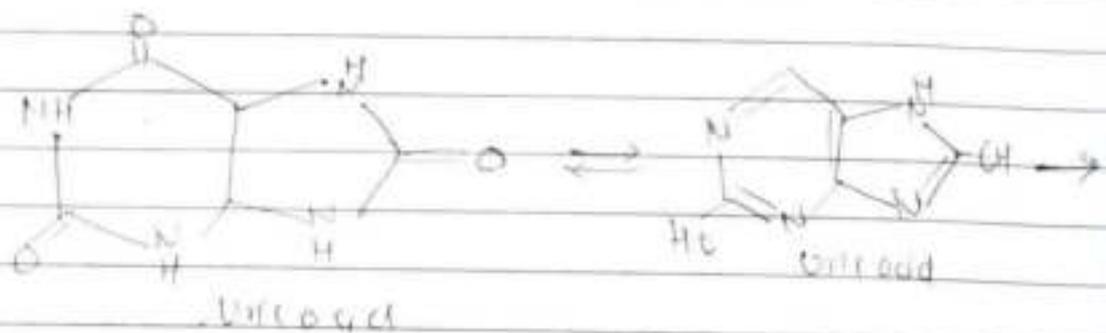


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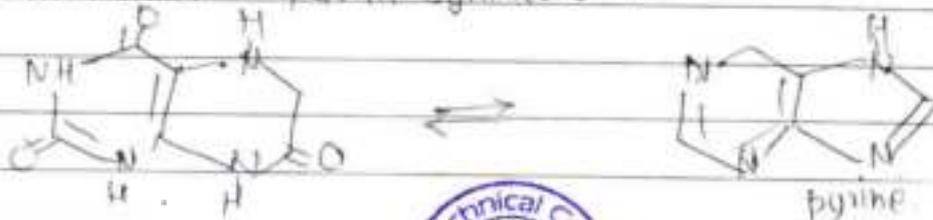
2) Explain the synthesis, medicinal uses of purine.  
 → 1) From 4,5-diaminopyrimidine



from uric acid



from Fischer purine synthesis



### medicinal uses

- Acyclovir, valacyclovir, ganciclovir, are used to treat infections caused by certain type of viruses.
- Mercaptopurine is a medication used for cancer.
- caffeine is a CNS stimulant used to restore mental alertness or wakefulness during fatigue or drowsiness.



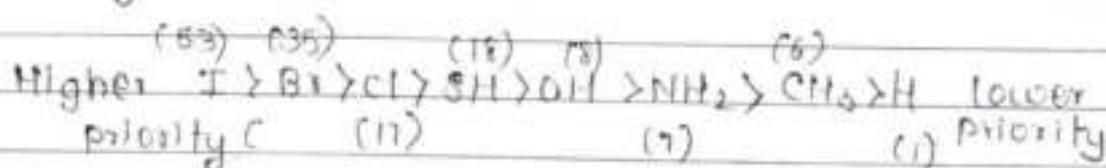
## Open Book Test - 1

- 17 Write note on R and S configuration.
- Stereoisomers are different compounds and often have different properties.
- Each stereoisomer must have unique name.
  - The system that we use was devised by R.S. Cahn or Christopher Ingold and Vladimir Prelog.
  - R and S is used to describe absolute configuration.
  - It is depend on sequence rule which established to group polarities.

### Rule-1

Each atom bonded to chiral carbon is assigned priority and this priority is based on atomic number.

- Higher the atomic no. higher the priority.



### Rule 2

If the priority cannot assigned on the basis of atomic number then atomic mass & considered isotopes for higher the atomic mass priority.



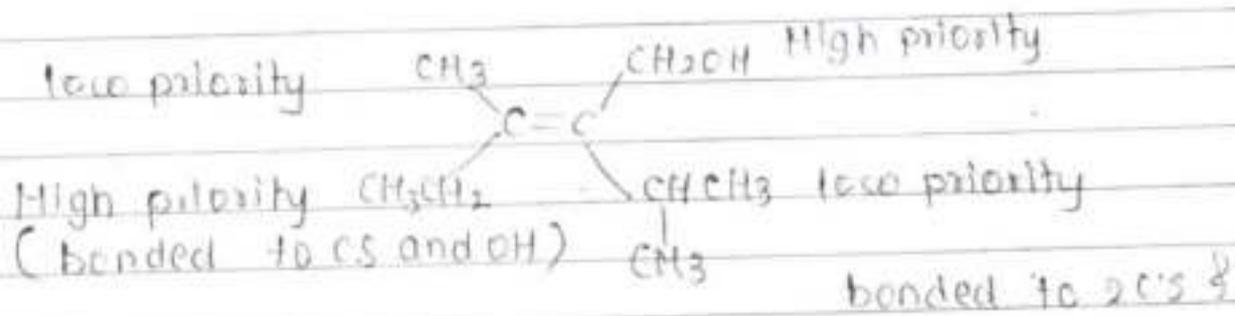
### Rule 3:

If priority cannot be assigned on the basis of atomic no. and atomic mass consider atom of a group

Priority is assigned / decided by a comparison with first point difference.

For example

(bonded to 3 H's) (bonded to O & 2 H's)

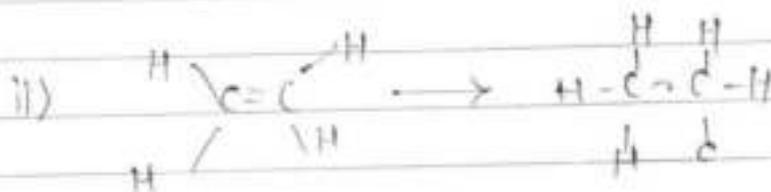
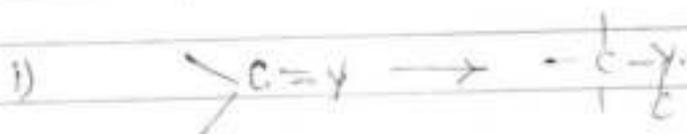


2-isopropyl-3-methyl-2-pentane-1-ol. one H

### Rule 4:

In this case of double or triple point bond particle / parting double triple bond similar atom by single bond i.e. atoms of double triple bond are replicated

For example



Q7) Write a note on elements of symmetry.  
→ Those compounds which can be divided into two equal parts form axis plane called 'symmetrical compound'.

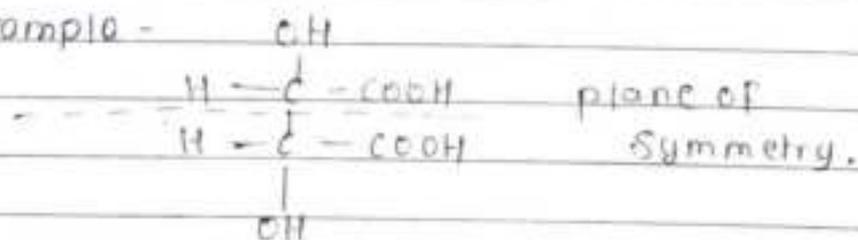
There are three elements of symmetry which helps in identifying identifying superimposability of a molecule.

- a) Plane of symmetry
- b) Axis of symmetry
- c) Center of symmetry.

a) Plane of symmetry :

It is an imaginary plane passing through the molecule which divides two equal parts so that half is the mirror image of each other.

For example -



Hence,

compounds having plane of symmetry are optically inactive.

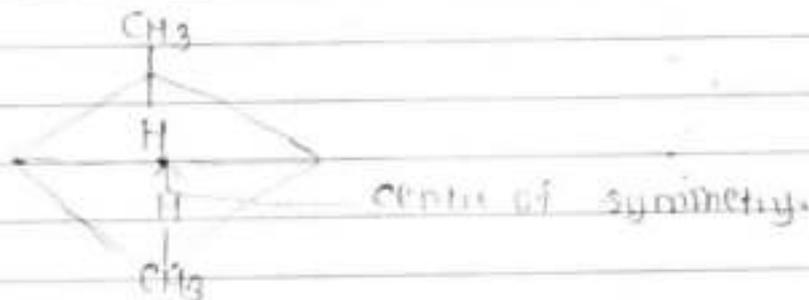
b) Centre of symmetry :

It is defined as the imaginary point in molecule through which when lines are drawn on side and produced potentially same group or point on either side.

- the centre of molecule meet identical

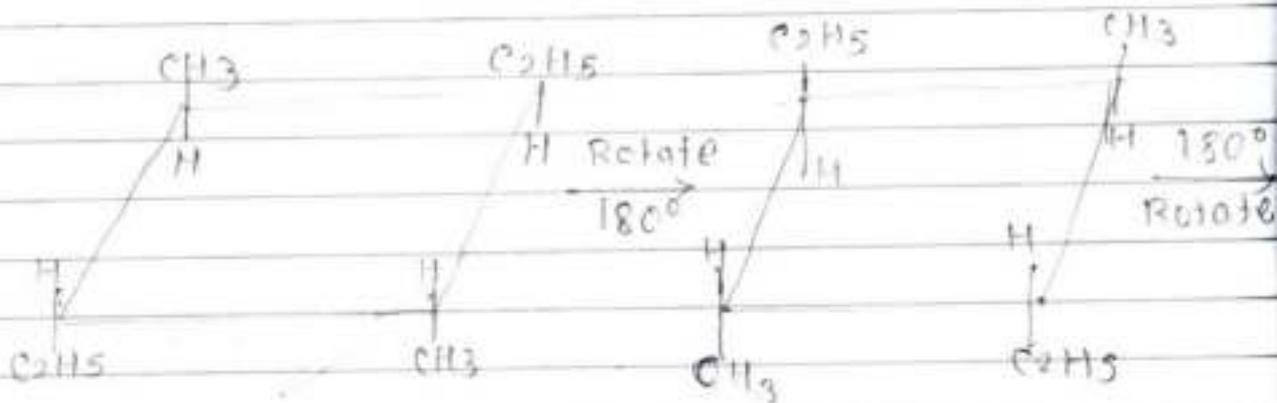


atoms of equal distance from centre.  
for example -



c) Axis of symmetry :

It is defined as an imaginary axis through which a molecule is rotated to an angle of  $360^\circ$ . It will give a molecule which is exactly similar to original molecule.



1,3-diethyl, 2,4-dimethyl  
cyclobutane.

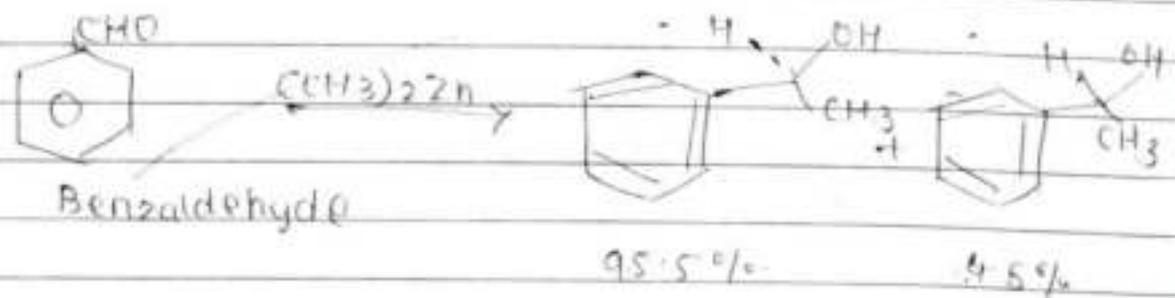
## Open Book Test - 2

- 1) Write a note on stereoselective and stereospecific reaction with suitable example.
- 2) Explain E and Z nomenclature of geometrical isomerism.

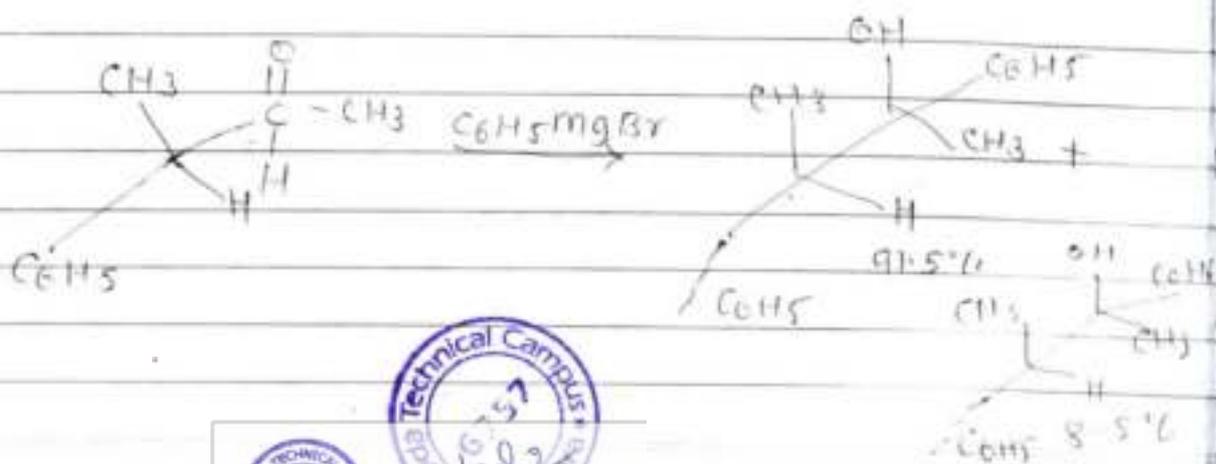
i) - Stereoselective is reaction where one stereoisomer of a product is formed over the another.

- The enantiomer of a chiral product are formed in unequal amount it is called as an enantioselective reaction.

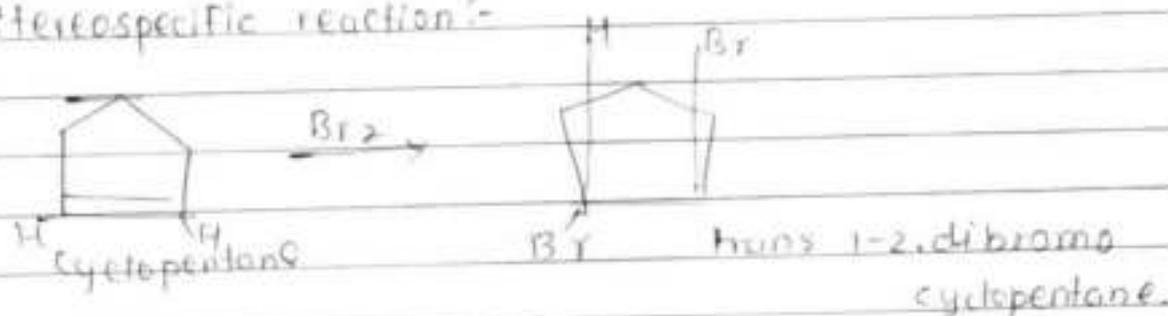
- Similarly when diastereomers are produced in unequal amount the reaction is called diastereoselective reaction.



Diastereomer selective.



Stereospecific reaction:-



- Stereospecific reaction is a reaction where the stereochemistry of the starting material governs the stereochemistry of the product.
- only the single stereoisomer is produced in a given reaction rather than a mixture.

2) The E and Z system of nomenclature

- The simple convenient of denoting the geometrical isomerism, cis-trans is not possible when there are two different substituents on double bond. Hence new system of nomenclature known as E and Z notation method is to be adopted.
- The configuration of any C=C can be specified using a set of priority rule devised in 1964 by Cahn, Ingold and Prelog which is depend on following rules.

Rule - I :-

Priority is based on atomic number.  
Higher the atomic number higher is the priority.



Rule-II :-

For isotopes higher the atomic mass higher is the priority.

Rule III :-

If the priority cannot be assigned on the basis of both atomic number and atomic mass then considering the first atom of the group.

- Then look at new set of atoms and single bond i.e atoms of double and triple bond is replicated.

Rule IV :-

In case of double and triple bond atoms participating in double and triple bond are considered to be an equivalent number of similar atoms by single bond i.e atoms of double and triple bond is replicated.



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To use E and Z system first assigned priority to the two atoms or groups of atoms on one carbon of the double bond and repeat the process for the two atoms or groups of atoms on other carbon.

- If the groups of priority are on same side of double bond the alkyl is designated which is derived from German word *zusammen* means together.

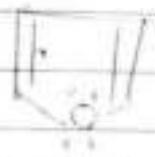
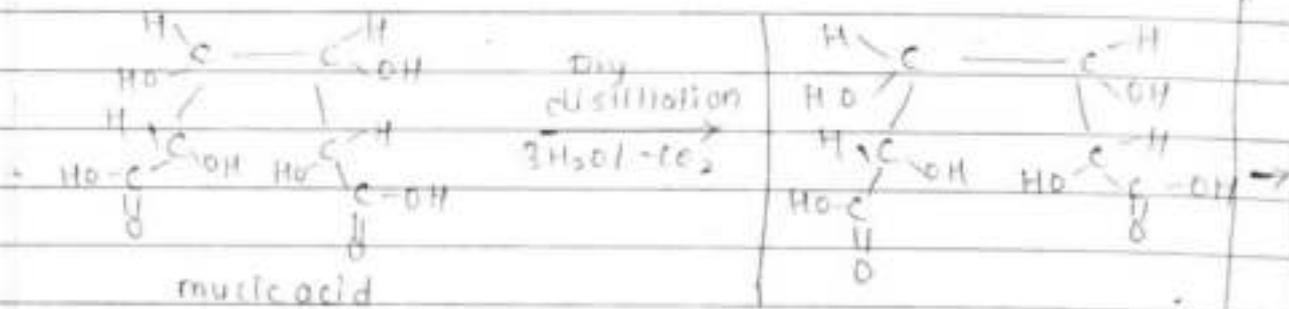
- If the groups of higher priority are on opposite side of double bond the alkyl is designated as E, which is derived from German word *Entegen* means opposite.



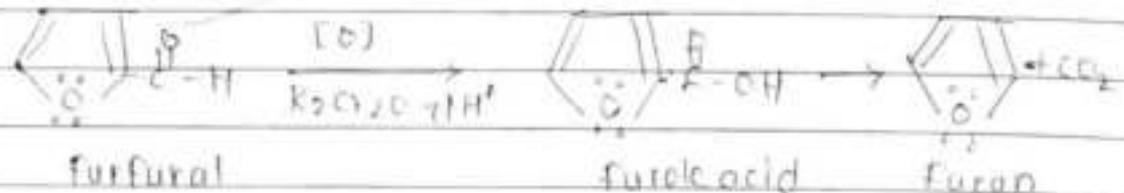
OPEN BOOK TEST NO-3.

1) Explain method of preparation of furfural.

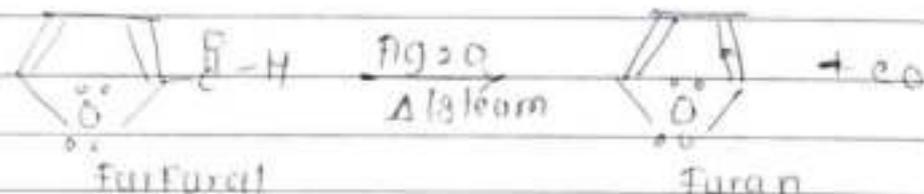
-> i) By dry distillation of mucic acid and heating the product, Furoic acid at 200-300°C.



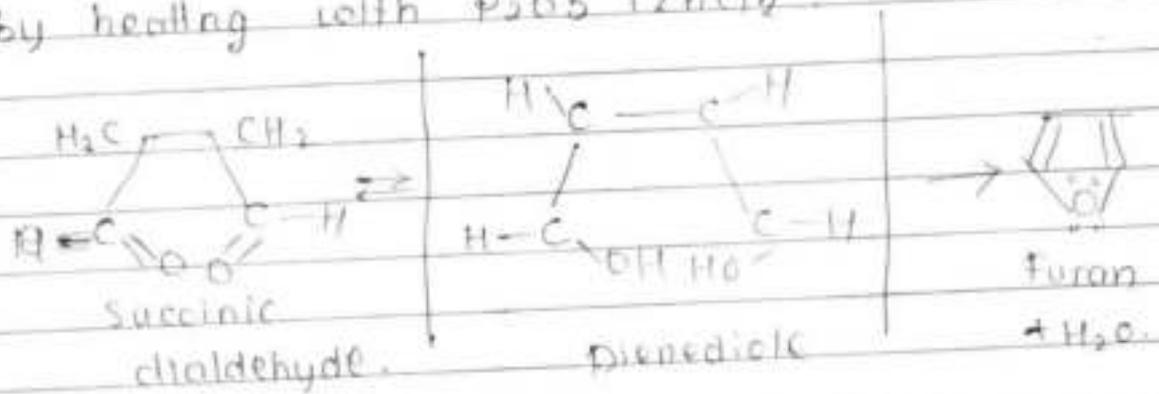
2) By oxidation of furfural with potassium dichromate to give furoic acid and subsequent decarboxylation at 200-300°C.



3) By decarboxylation of furfural in steam in presence of silver oxide.

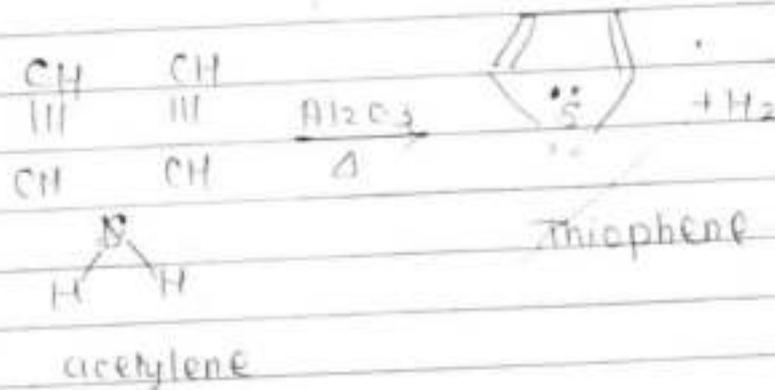


4) By dehydration of succinic dialdehyde  
 By heating with  $P_2O_5 + ZnCl_2$

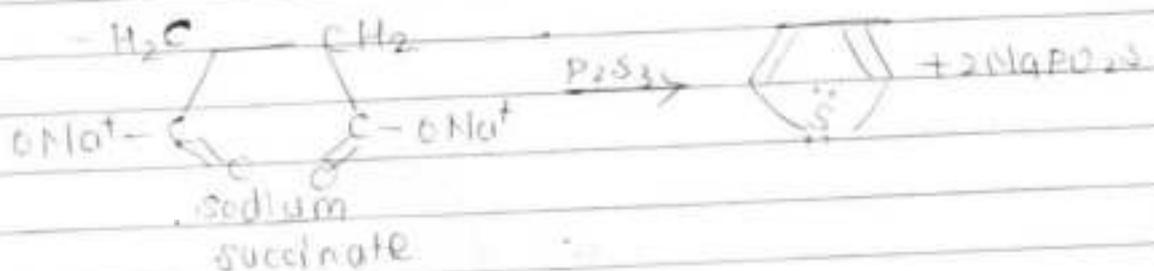


2) Explain in detail method of preparation  
 of Thiophene.

→ I) By passing mixture of acetylene  
 and hydrogen sulfide through a tube  
 containing aluminium.



II) By heating sodium succinate with  
 phosphorous trisulfide.



## OPEN BOOK TEST - 4

- 1) Explain the following rean with mechanism.
- Dakin's rean
  - Oppenauer rean

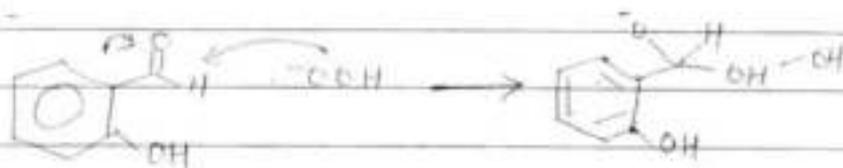
→ a) Dakin's reaction:-

Dakin reaction is the replacement of aldehyde group of ortho and para hydroxy and ortho amino-benzaldehyde by a hydroxyl group on rean with alkaline hydrogen peroxide.

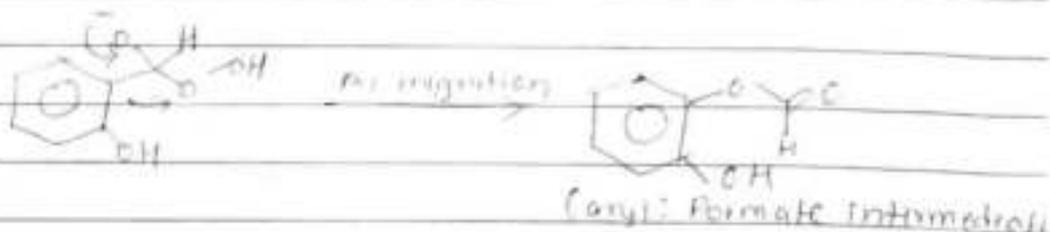
Mechanism:-



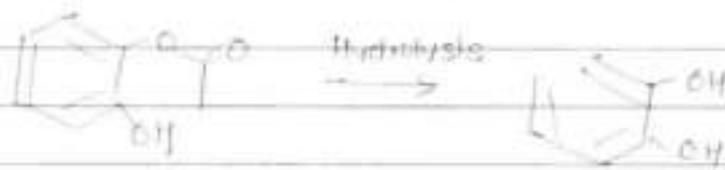
Step 2:-



Step 3:-



Step-4.



Example -

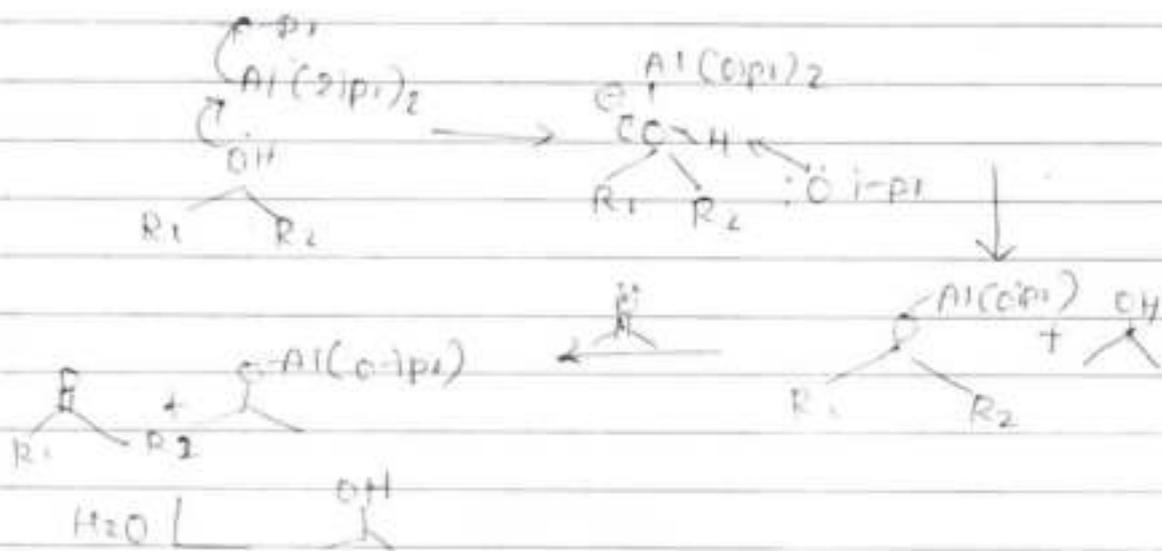


2) Oppenauer oxidation reaction

It is an organic reaction used to convert a 1° to 2° alcohol to ketone using another excess 2° alcohol reagent and Al aluminium isopropoxide catalyst



Mechanism

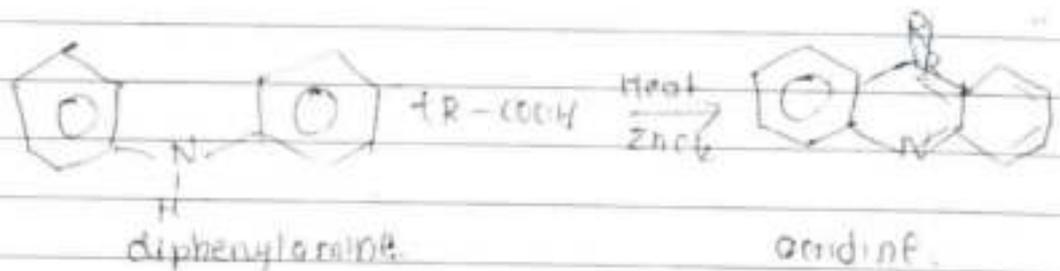




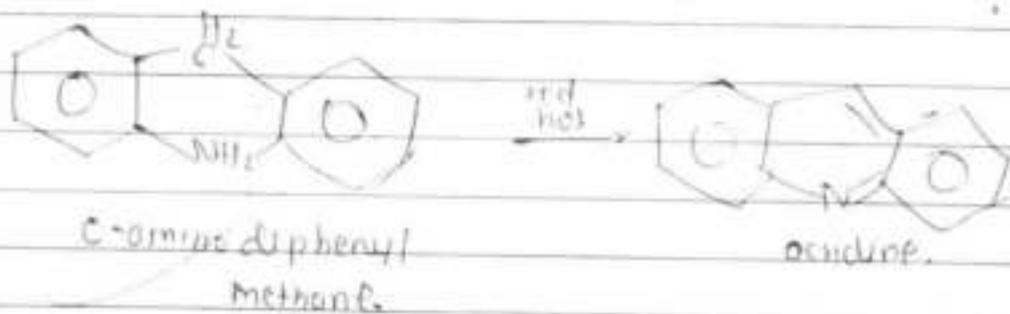
OPEN BOOK TEST - 5

17) Write synthesis, reaction and uses of Acridine.

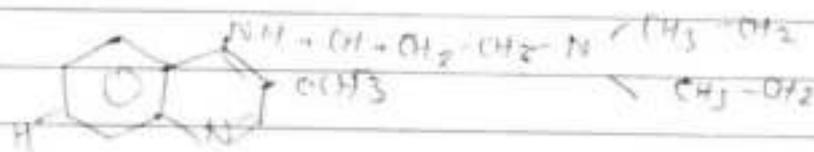
→ a) Between acridine synthesis:



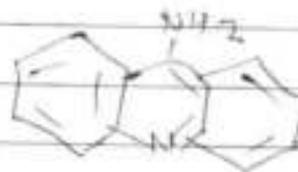
b) From o-phenyl methanil.



medicinal uses of acridine.



Sanguinarin.

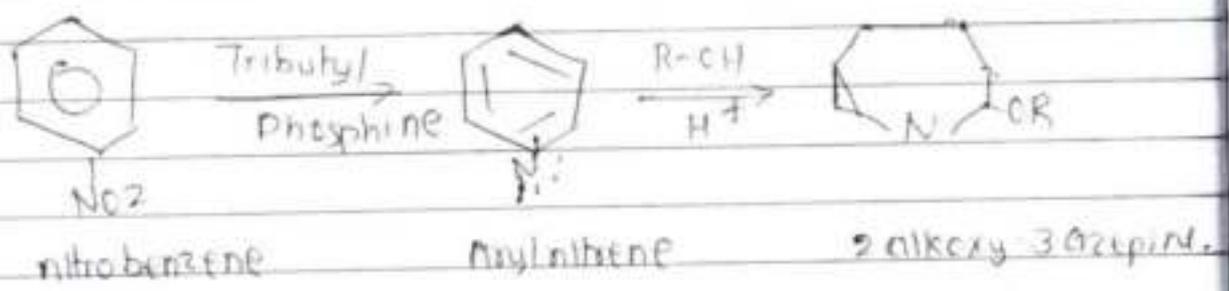


acridine.

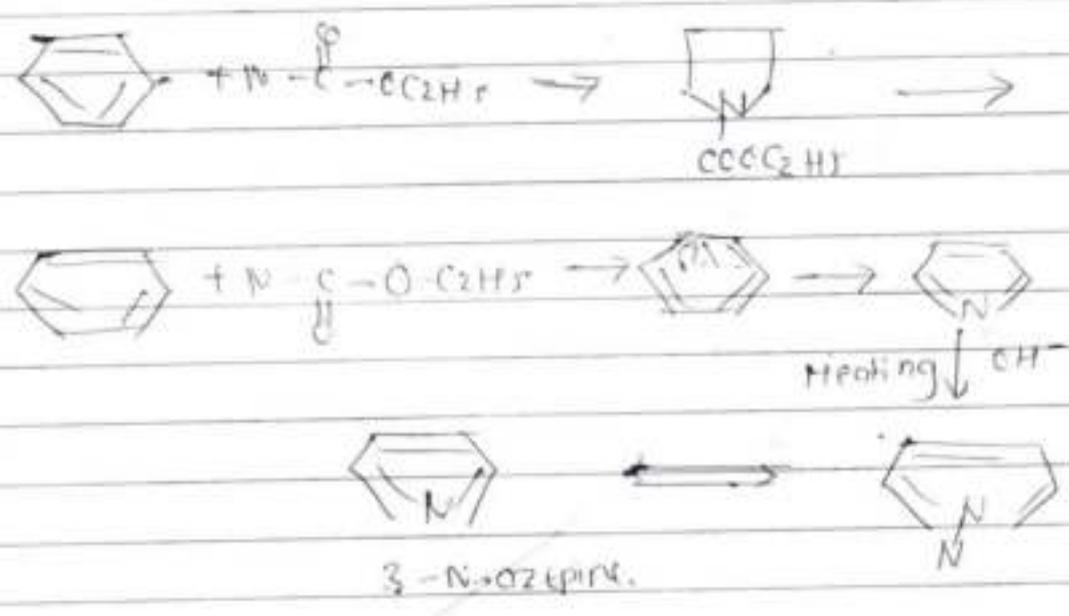
- Sanguinarin is used for malaria, tapeworm infection.

- To treat vaginal condition.

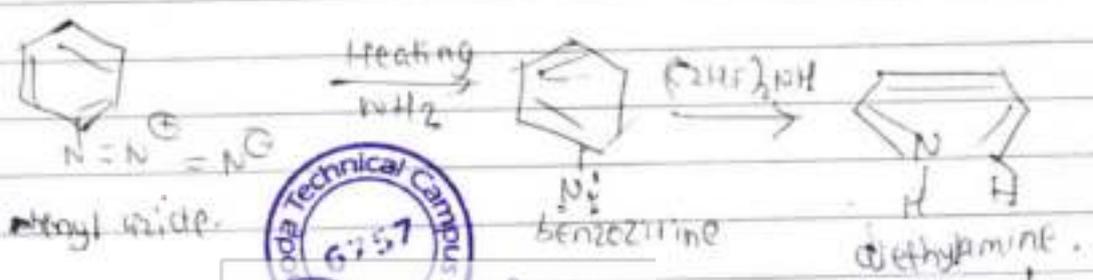
Q2) Explain synthesis & medicinal uses of Azipine.



A) From ethoxy carbonyl nitrene and benzene.



From phenyl azide



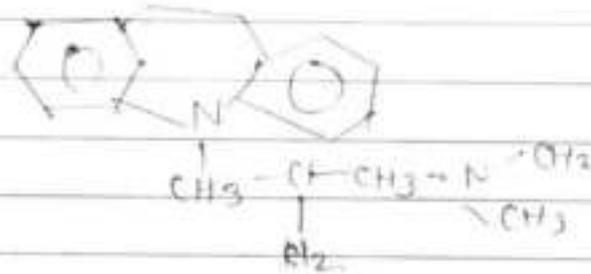


2 ethyl amine

3-N-azepine

### Medicinal Uses

- Imipramine and desipramine are tricyclic antidepressants.
- Imipramine is used in the treatment of depression and certain anxiety disorders.
- Desipramine is used to treat depression.
- It may improve mood, sleep, appetite and energy level and may restore in daily living.





DR. BABASAHEB AMBEDKAR TECHNOLOGICAL UNIVERSITY,  
LONERE-RAIGAD-402103

YSPMYTC, Faculty of Pharmacy, Wadhe, Satara

SUPERVISION CHART FIRST SESSIONAL EXAMINATION-II

(Sem II- B. & M. Pharm)

Date	Time	Subject	Block-I	Block-II	Block-III	Block-IV
07/08/23	10.30 am to 12.00 noon	HAP II	Ms.JSP	Ms.SPK	Ms.SMP	-
		MP/AP-II	-	-	-	Dr. SHR- U.C. PRT
08/08/23	10.30 am to 12.00 noon	POC-I	Mr.PRJ	Ms.PBK	Mr. APJ	-
		ABPK/PTSM-II	-	-	-	Dr. BVC
09/08/23	10.30 am to 12.00 noon	Biochemistry	Ms.SMP	Ms.RVJ	Mr.VRM	-
		CADD/PDD	-	-	-	Ms.RPD
10/08/23	10.30 am to 12.00 noon	Pathophysiology	Ms. NDN	Ms.PBK	Ms.SPK	-
		C&C/CRPV	-	-	-	Ms. DNM
11/08/23	10.30 am to 11:30 am	CAP	Ms.JSP	Mr. PRJ	Mr.APJ	-
12/08/23	10.30 am to 11:30 am	EVS	Ms.NDN	Ms. TSK	Ms.BAS	-

*Pandure*  
5/8/23  
Exam in charge  
**Exam Incharge**  
Yashoda Technical Campus  
Faculty of Pharmacy, Satara.



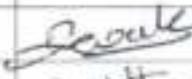
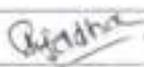
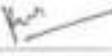
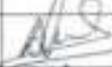
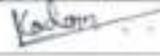
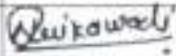
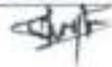
*Principal*  
Principal  
**Principal**  
Yashoda Technical Campus  
Faculty Of Pharmacy



*Director*  
DIRECTOR  
Yashoda Technical Campus  
Satara

Note: 1) Adjust supervision priorly in case of any emergency.

2) Supervisor should report 20 minute prior to commencement of examination.

Sr. No.	Name of Staff	Singature
1	Dr. A. M. Bhagwat	—
2	Dr. S. H. Rohane	
3	Dr. V. J. Chaware	—
4	Dr. P. D. Jadhav	—
5	Dr. B. V. Chaware	
6	Mr. A. B. Velhal	—
7	Ms. R. P. Devale	
8	Mrs. D. N. Maske	
9	Mr. A. R. Sagare	—
10	Mr. V. R. Mohite	
11	Ms. R. V. Jadhav	
12	Ms. A. B. Yadav	—
13	Ms. T. S. Kadam	
14	Ms. S. P. Kadam	
15	Mr. P. R. Joshi	
16	Mr. A. P. Jadhav	
17	Ms. P. B. Kadam	
18	Ms. Pingle J. S.	
19	Ms. Pardeshi S. M.	
20	Ms. Najikawadi N. D.	
21	Ms. Shingate B.A.	



  
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DR.BABASAHEB AMBEDKAR TECHNOLOGICAL UNIVERSITY,  
LONERE-RAIGAD-402103

YSPMYTC, Faculty of Pharmacy, Wadhe, Satara  
SUPERVISION CHART

SESSIONAL EXAMINATION-I OCTOBER-NOVEMBER2023 (B. & M. Pharm)

Date	Time	Sem	Subject	Block-I	Block-II	Block III	Block IV
30/10/2023	10.30 am to 12.00 pm	I	HAP I	Ms.NDN	Ms.SMP	Mr.PRJ	-
		V	MC II	Mr.APJ	Mr.ABV	-	-
	2:30 pm to 4:00 pm	III	POC II	Mr.VRM	Mrs.RPB	Ms.JSP	Mrs.SPK
		IV	IMA	Ms.PBK	Dr.SHR	-	-
		MPh. I	MPAT	-	-	-	Dr.LMP
31/10/2023	10.30 am to 12.00 pm	I	PA I	Mr.PRJ	Mr.APJ	Mr.VRM	-
		V	IP I	Ms.RPD	Ms.PBK	-	-
	2:30 pm to 4:00 pm	III	PP I	Dr.BVC	Mr.JSP	Mrs.SPK	Mrs.RPB
		IV	IPII	Ms.SMP	Ms.NDN	-	-
		MPh. I	MRDDS/AP I	-	-	-	Dr.PDJ
1/11/2023	10.30 am to 12.00 pm	I	P'ceutics I	Mr.VRM	Ms.JSP	Mrs.RPB	-
		V	P'cology-II	Ms.PBK	Ms.SMP	-	-
	2:30 pm to 4:00 pm	III	Micro	Mrs.PAB	Mr.PRJ	Mrs.SPK	Mr.APJ
		IV	PP	Ms.NDN	Ms.RPD	-	-
		MPh. I	MP/ PTSM I	-	-	-	Dr.BVC
2/11/2023	10.30 am to 12.00 pm	I	PIC	Ms.SMP	Mrs. RPB	Ms.JSP	-
		V	P'Cognosy- II	Mr.VRM	Ms.NDN	-	-
	2:30 pm to 4:00 pm	III	PE	Ms.RPD	Ms.PBK	Mrs.SPK	Mr.APJ
		IV	NDDS	Mr.PRJ	Mrs. PAB	-	-
		MPh. I	PRA/CMP	-	-	-	Dr.SHR
3/11/2023	10.30 am to 11:30am	I	CS	Ms. NDN	Mr.SPK	Ms.SMP	Ms.JSP
	10.30 am to 12.00 pm	V	PJ	Mr.PRJ	Mr.APJ	-	-
	2:30 pm to 4:00 pm	MPh. I	RMB	Mr.ABV	-	-	-
4/11/2023	10.30 am to 11:30am	I	RM/RB	Mrs.PAB	Ms.RPD	Ms.PBK	-

*Deepti*  
Internal Exam In-Charge



*Deepti*  
Principal

**Principal**  
Yashoda Technical Campus  
Faculty Of Pharmacy



*Deepti*  
DIRECTOR  
Yashoda Technical Campus  
Satara

Note: 1) Adjust supervision priority in case of any emergency.

2) Supervisor should report 20 minute prior to commencement of examination.

Sr. No.	Name of Staff	Singature
1	Dr. A. M. Bhagwat	—
2	Dr. S. H. Rohane	D
3	Dr. B. V. Chaware	B
4	Dr. P. D. Jadhav	P
5	Dr. L. M. Purane	L
6	Mr. A. B. Velhal	A
7	Ms. R. P. Devale	R
8	Mrs. P. A. Bhongale	P
9	Mr. A. R. Sagare	A
10	Mr. V. R. Mohite	V
11	Mrs. R. P. Bhoite	R
12	Ms. A. B. Yadav	A
13	Ms. T. S. Kadam	—
14	Ms. S. P. Kadam	S
15	Mr. P. R. Joshi	P
16	Mr. A. P. Jadhav	A
17	Ms. P. B. Kadam	P
18	Ms. Pingle J. S.	P
19	Ms. Pardeshi S. M.	P
20	Ms. Nayakawadi N. D.	N



  
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Tables - 1616 : Schemes for internal assessments and end semester  
(Pharmaceutics- MPH)

Course Code	Course	Internal Assessment				End Semester Exams		Total Marks
		Continuous Mode	Sessional Exams		Total	Marks	Duration	
			Marks	Duration				
<b>SEMESTER I</b>								
MPH 101T	Modern Pharmaceutical Analytical Techniques	10	15	1 Hr	25	75	3 Hrs	100
MPH 102T	Drug Delivery System	10	15	1 Hr	25	75	3 Hrs	100
MPH 103T	Modern Pharmaceutics	10	15	1 Hr	25	75	3 Hrs	100
MPH 104T	Regulatory Affair	10	15	1 Hr	25	75	3 Hrs	100
MPH 105P	Pharmaceutics Practical I	20	30	6 Hrs	50	100	6 Hrs	150
-	Seminar /Assignment	-	-	-	-	-	-	100
Total								650
<b>SEMESTER II</b>								
MPH 201T	Molecular Pharmaceutics(Nano Tech and Targeted DDS)	10	15	1 Hr	25	75	3 Hrs	100
MPH 202T	Advanced Biopharmaceutics & Pharmacokinetics	10	15	1 Hr	25	75	3 Hrs	100
MPH 203T	Computer Aided Drug Delivery System	10	15	1 Hr	25	75	3 Hrs	100
MPH	Cosmetic	10	15	1 Hr	25	75	3 Hrs	100

204T	and Cosmeceutic als							
MPH 205P	Pharmaceuti cs Practical I	20	30	6 Hrs	50	100	6 Hrs	150
-	Seminar /Assignment	-	-	-	-	-	-	100
Total								650



Tables - 26: Schemes for internal assessments and end semester examinations  
(Semester III& IV)

Course Code	Course	Internal Assessment				End Semester Exams		Total Marks
		Continuous Mode	Sessional Exams		Total	Marks	Duration	
			Marks	Duration				
<b>SEMESTER III</b>								
MRM30 IT	Research Methodology and Biostatistics*	10	15	1 Hr	25	75	3 Hrs	100
-	Journal club	-	-	-	25	-	-	25
-	Discussion / Presentation (Proposal Presentation)	-	-	-	50	-	-	50
-	Research work*	-	-	-	-	350	1 Hr	350
Total								525
<b>SEMESTER IV</b>								
-	Journal club	-	-	-	25	-	-	25
-	Discussion / Presentation (Proposal Presentation)	-	-	-	75	-	-	75
-	Research work and Colloquium	-	-	-	-	400	1 Hr	400
Total								500

\*Non University Examination



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Branch: Pharmacy  
Subject: Pharmaceutics I  
Date: 1/11/2023

Sem: I

Marks: 30  
Subject Code: BP103T  
Time: 10:30am to 12noon

Note: i) All questions are compulsory  
ii) Figures to the right indicate full marks.

	CO mapped	Level mapped*	Marks
<b>Q.1 Objective type question (Answer all questions)</b>			<b>(5X2= 10)</b>
1. Calculate the dose for child, by using Dilling's rule if the adult dose is 60 mg and age of child is 6 years old	CO1	L3	02
2. Define a) Prescription b) Pharmacopoeia	CO1	L1	02
3. Enlist various powders for internal use.	CO2	L1	02
4. Define dosage form. Give its classification	CO1	L1	02
5. Enlist the source of errors in prescription.	CO1	L1	02
<b>Q.2 Long Answers (Answer any 1 out of 2)</b>			<b>(1X10=10)</b>
1. Explain in detail career opportunities in pharmacy	CO1	L2	10
2. Define posology. Explain in detail factors affecting the dose of the drug <del>(posology)</del>	CO1	L1 and L2	10
<b>Q.3 Short Answers (Answer any 2 out of 3)</b>			<b>(2X5=10)</b>
1. Classify powders. Add a note on methods used for mixing of powders	CO2	L3	05
2. Discuss vehicles for liquid dosage forms.	CO2	L3	05
3. Define prescription. Explain in detail parts of prescription	CO1	L1 and L2	05

\* - According to Bloom's Taxonomy

Miss. N.D. Naitkawadi  
*Naitkawadi*  
19/10/2023  
Course Coordinator  
(Name & Signature)



make the correction  
& then submit  
HOD Remark *[Signature]*  
19/10/2023



*[Signature]*  
DIRECTOR  
Yashoda Technical Campus  
Satara

Branch: B.Pharmacy

Sem.: I

Marks: 30

Subject: Pharmaceutical Analysis-I

Subject Code: BP102T

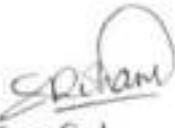
Date: 31/10/2023

Time: 10.30 To 12.00

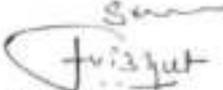
Note: i) All questions are compulsory  
ii) Figures to the right indicate full marks.

	CO mapped	Level mapped *	Marks
<b>Q.1 Objective type question (Answer all questions)</b>			<b>(5X2= 10)</b>
1. Define Normality	CO1	1	02
2. Enlist different techniques of analysis.	CO1	1	02
3. Define Molarity	CO1	1	02
4. Give four characteristics of Primary standard compounds.	CO1	2	02
5. Enlist four limit tests.	CO1	1	02
<b>Q.2 Long Answers (Answer any 1 out of 2)</b>			<b>(1X10=10)</b>
1. Explain in detail different types of acid base titration and add a note on neutralization curve.	C02	2	10
2. Explain solvent used in Non-aqueous acid base titration	C02	2	10
<b>Q.3 Short Answers (Answer any 2 out of 3)</b>			<b>(2X5=10)</b>
1. Differentiate between Mohr's and Volhard's method.	C03	2	05
2. Explain different theories of indicator with suitable example.	C02	2	05
3. Write a note on error.	C01	2	05

\* - According to Bloom's Taxonomy

  
Dr. J.H. Rohane  
Course Coordinator  
(Name & Signature)



  
HOD Remark



  
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Yashoda Technical Campus  
Satara



# YSPM's Yashoda Faculty of Pharmacy, Satara

(Affiliated to Dr. Babasaheb  
Ambedkar Technological University, Lonere)  
Institute Code -  
6757

Class : 5<sup>th</sup>  
Semester : 3<sup>rd</sup>

Roll No.	Name of the Student	PRN	Exam Seat No.	P.O.C - III			P.P
				Theory	Practical	Theory	
1	Yashvi Adhikari - S	2067573823001		18	4	12	34
2	Sabale Ashwanga - D	2067573823002		8	4	11	23
3	Mule Ashwanga D	2067573823003		5	4	11	19
4	Moye Ashwanga S	2067573823004		12	4	11	27
5	MW Ashwanga V	2067573823005		12	4	12	28
6	Jadhav Abansha J	2067573823006		12	4	12	28
7	Shinde Anandhika - D	2067573823007		11	4	11	26
8	Bansode Anisha - A	2067573823008		10	4	11	25
9	Khan Anjum - H	2067573823009		14	4	12	30
10	Shingde Anurag - S	2067573823010		11	4	11	26
11	Shinde Anurag S	2067573823011		11	4	12	27
12	Hirve Anubhav - R	2067573823012		10	4	11	25
13	Phadare Avijay - M	2067573823013		11	4	12	27
14	Shingde Dhanya - V	2067573823014		12	4	12	28
15	Lokhande Divak - N	2067573823015		5	4	6	15
16	Pawar Divya - A	2067573823016		10	4	12	26
17	Raskar Dhanraj - S	2067573823017		5	4	11	20
18	Mane Eshwar - B	2067573823018		10	4	12	26
19	Mosayekar - B	2067573823019		12	4	12	28
20	Zore Kalpana - D	2067573823020		12	4	14	30
21	Govekar Karina - B	2067573823021		13	4	13	30
22	Pawar Ketan - U	2067573823022		12	4	12	28
23	Yadav Nikhitar - D	2067573823023		4	4	9	17
24	Moye Muthalaj - V	2067573823024		5	4	11	19
25	Bonde Mridula - N	2067573823025		11	4	12	27
26	Kikale Murali - S	2067573823026		13	4	12	29

Initial and Sign. of Subject Incharge

Name and Signature of Exam Incharge



DIRECTOR  
Yashoda Technical Campus  
Satara



# Technical Campus Pharmacy, Satara

Ambedkar Technological University, Lonere)  
6757

Academic Year 2021-2022

Roll No.	Name of the Student	Micro			P.E.			Sign of Student
		Theory	Practical	Total	Theory	Practical	Total	
1	Aravind	10	4	14	10	4	14	Aravind
2	Aravind	10	4	14	10	4	14	Aravind
3	Aravind	10	4	14	10	4	14	Aravind
4	Aravind	10	4	14	10	4	14	Aravind
5	Aravind	10	4	14	10	4	14	Aravind
6	Aravind	10	4	14	10	4	14	Aravind
7	Aravind	10	4	14	10	4	14	Aravind
8	Aravind	10	4	14	10	4	14	Aravind
9	Aravind	10	4	14	10	4	14	Aravind
10	Aravind	10	4	14	10	4	14	Aravind
11	Aravind	10	4	14	10	4	14	Aravind
12	Aravind	10	4	14	10	4	14	Aravind
13	Aravind	10	4	14	10	4	14	Aravind
14	Aravind	10	4	14	10	4	14	Aravind
15	Aravind	10	4	14	10	4	14	Aravind
16	Aravind	10	4	14	10	4	14	Aravind
17	Aravind	10	4	14	10	4	14	Aravind
18	Aravind	10	4	14	10	4	14	Aravind
19	Aravind	10	4	14	10	4	14	Aravind
20	Aravind	10	4	14	10	4	14	Aravind
21	Aravind	10	4	14	10	4	14	Aravind
22	Aravind	10	4	14	10	4	14	Aravind
23	Aravind	10	4	14	10	4	14	Aravind
24	Aravind	10	4	14	10	4	14	Aravind
25	Aravind	10	4	14	10	4	14	Aravind
26	Aravind	10	4	14	10	4	14	Aravind

Name and Signature of Exam Incharge

Maths Register



**YSPM's Yashoda Technical  
Faculty of  
Pharmacy**

(Affiliated to Dr. Babasaheb Ambedkar  
Examination

NAAC B+ Academic Year: 2022-23

Sl. No.	Class	Subject Code	Sl. No. of Answer book issued		Total No. of issued
			From	To	
1	4 <sup>th</sup> BPh	(BP701T)	006170	006279	63
2	4 <sup>th</sup> BPh	(BP703T)	006280	006381	69
3	4 <sup>th</sup> BPh	(BP703T)	006350	006413	69
4	4 <sup>th</sup> BPh	(BP704T)	006420	006489	69
5	3 <sup>rd</sup> BPh	(BP501T)	006490	006566	76
6	3 <sup>rd</sup> BPh	(BP501T)	006567	006643	74
7	3 <sup>rd</sup> BPh	(BP502T)	006664	006720	76
8	2 <sup>nd</sup> BPh	(BP301T)	006721	006797	74
9	2 <sup>nd</sup> BPh	(BP303T)	006798	006879	74
10	2 <sup>nd</sup> BPh	(BP503T)	006906	006951	75
11	2 <sup>nd</sup> BPh	(BP304T)	006952	007028	74
12	3 <sup>rd</sup> BPh	(BP504T)	007029	007105	73
13	3 <sup>rd</sup> BPh	(BP505T)	007106	007282	75
14	2 <sup>nd</sup> MPH	(MRM301T)	007189	007209	21
15	1 <sup>st</sup> MPH	(MPA101T)	008275	008275	24
16	1 <sup>st</sup> RPh	(RPI01T) Div B	008355	008379	44
17	1 <sup>st</sup> BPh	Div A (RPI01T)	008285	008354	67
18	1 <sup>st</sup> BPh (Div A)	(RPI02T)	007879	008471	67
19	1 <sup>st</sup> BPh (Div B)	(RPI02T)	008454	008535	53
20	1 <sup>st</sup> MPH	MPL101T	008400	008410	14
21	1 <sup>st</sup> MPH	MPL101T	008057	008399	10
22	1 <sup>st</sup> BPh (Div B)	BP103T	008562	008628	67
23	1 <sup>st</sup> BPh (Div B)	BP103T	008629	008672	44
24	1 <sup>st</sup> MPH	MPL102T	008546	008560	14
25	1 <sup>st</sup> MPH	MPL102T	008536	008545	10
26	1 <sup>st</sup> BPh (Div A)	(RPI04T)	008743	008786	68
27	1 <sup>st</sup> BPh (Div B)	(RPI04T)	008639	008742	44
28	1 <sup>st</sup> MPH	MPL103T	008684	008690	16
29	1 <sup>st</sup> MPH	MPL103T	008673	008682	16



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**Campus (675)  
Pharmacy**

Technological University, Lonere)

SUMMER / WINTER - 22

Sessional : X / II

Date of Issue	Sign of Examiner	Total No. of returned	Date	Sign of Examiner	Sl. No. of Exam Recharge
14/11/22	[Signature]	67	21/11/2022	[Signature]	67
19/12/22	[Signature]	69	23/12/2022	[Signature]	69
19/12/22	[Signature]	69	22/12/22	[Signature]	69
19/12/22	[Signature]	69	23/12/22	[Signature]	69
21/12/23	[Signature]	76	11/1/23	[Signature]	76
21/12/23	[Signature]	74	25/1/23	[Signature]	74
31/12/23	[Signature]	76	5/1/23	[Signature]	76
31/12/23	[Signature]	74	5/1/23	[Signature]	74
2/1/23	[Signature]	74	10/1/22	[Signature]	74
2/1/23	[Signature]	75	11/1/23	[Signature]	75
2/1/23	[Signature]	74	09/01/23	[Signature]	74
05/01/23	[Signature]	75	11/1/23	[Signature]	75
05/01/23	[Signature]	75	11/1/23	[Signature]	75
06/01/23	[Signature]	75	10/1/23	[Signature]	75
13/05/2023	[Signature]	21	16/3/23	[Signature]	21
17-04-23	[Signature]	24	10/4/23	[Signature]	24
17-04-23	[Signature]	44	17/05/23	[Signature]	44
17-04-23	[Signature]	67	12-06-2023	[Signature]	67
18-4-23	[Signature]	67	21/4/23	[Signature]	67
18-4-23	[Signature]	53	29/4/23	[Signature]	53
18-4-23	[Signature]	14	29/4/23	[Signature]	14
18-4-2023	[Signature]	10	22/4/23	[Signature]	10
19-4-2023	[Signature]	67	23/4/23	[Signature]	67
20-04-23	[Signature]	44	2/05/23	[Signature]	44
20-4-23	[Signature]	14	29/4/23	[Signature]	14
20-4-23	[Signature]	10	22/4/23	[Signature]	10
20-4-23	[Signature]	68	25/4/23	[Signature]	68
20-4-23	[Signature]	44	23/4/23	[Signature]	44
20-4-23	[Signature]	16	25/4/23	[Signature]	16
20/4/23	[Signature]	81	8/5/23	[Signature]	81

ATU Paper Issue Rejute

**YSPM's Yashoda Technical Campus,**

**Faculty of Pharmacy, Satara**

**Class: - M. Pharm-I (Pharmaceutics)**

**Subject: - Seminar**

**Sem- I**

**Type- Internal**

**Year- 2022-23**

**Seminar/Assignments Marks Record**

Roll no	PRN	PowerPoint (25)	Presentation skill (25)	Defense (25)	Assignments (25)	Total (100)
1	2267572817001	20	15	22	11	76
2	2267572817002	23	20	17	24	75
3	2267572817003	23	20	15	25	81
4	2267572817004	21	20	14	25	86
5	2267572817005	21	16	13	23	78
7	2267572817007	21	14	13	25	68
8	2267572817008	23	20	15	25	70
9	2267572817009	24	21	14	25	60
10	2267572817010	21	16	09	25	87
11	2267572817011	22	16	11	25	67
12	2267572817012	21	16	09	25	60
13	2267572817013	21	20	12	25	78
14	2267572817014	23	20	17	24	75
15	2267572817015	23	20	15	25	70
16	2267572817016	23	20	17	23	74



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**YSPM's**  
**Yashoda Technical Campus,**  
**Faculty of Pharmacy**  
Wadhe, NH-4, Satara

Class: - M.Pharm (Pharmaceutics)

Sem - II

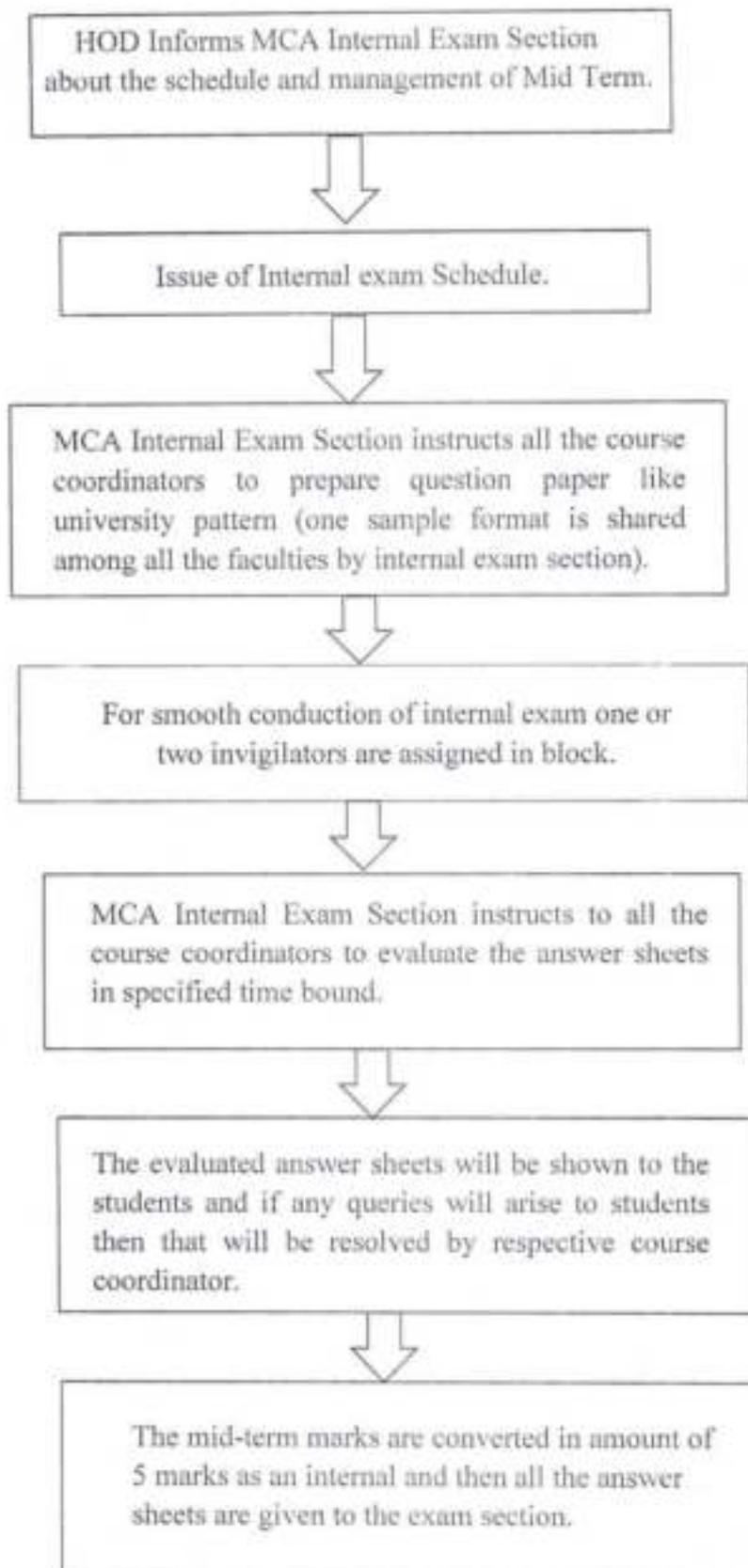
**SEMINAR EVALUATION SHEET**

ROLL NO.	EVALUATION OF PRESENTATION			TOTAL Marks (100)
	Presentation of work (50 Marks)	Communication skills (25 Marks)	Question and answer skills (25 Marks)	
1	44	20	20	84
2	35	21	19	75
3	36	21	20	77
4	43	20	22	85
5	37	21	21	79
6	36	21	20	77
7	30	20	15	65
8	35	20	18	73
9	35	22	19	76
10	38	20	13	71
11	45	22	21	88
12	42	20	21	83
13	34	18	18	70
14	34	20	17	71
15	43	23	21	87



  
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## Internal Examination Mechanism by Flowchart for MCA



*[Signature]*  
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Satara



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Yashoda Shikshan Prasarak Mandal's

**YASHODA TECHNICAL CAMPUS, SATARA**

NAAC- B +

NH-4, WadhePhata, Satara. Tele Fax- 02162-271238/39/40

Website- [www.yes.edu.in](http://www.yes.edu.in), Email – [mcahod\\_ytc@yes.edu.in](mailto:mcahod_ytc@yes.edu.in)

Approved by AICTE, DTE, Mumbai, Affiliated to DBATU Lonere, SUK/ MSBTE,

**Prof. Dasharath Sagare**  
Founder, President

**Dr.V.K.Redasani**  
Director

**Dr. Sunita.P.Jadhav**  
HOD

Date:24/12/2022

All supervisors are requested to remain present 10 minutes before Exam in Exam hall.

Exam Time- 10:30 AM -1:30 PM And 02:30 PM- 04:30 PM

Sr. No.	Date	Day	Subject	Time	Supervisor's Name	Sign
1	26-12-2022	Monday	Introduction to Programming using Python	10:30 AM -12:30 PM	Prof. Gade P.S.	<i>[Signature]</i>
			Java Programming		Prof. Kadam V.V.	
			Computer Architecture & Operating System	02:30 PM-04:30 PM	Prof. Jadhav S.S.	<i>[Signature]</i>
			Data Analytics		Prof. Kadam V.V.	
2	27-12-2022	Tuesday	RDBMS	10:30 AM -12:30 PM	Prof. Thorat S.V	
			Cyber Security		Prof. Gade P.S.	
			Statistical and Mathematical Foundations	02:30 PM-04:30 PM	Prof. Kadam V.V.	
			Cloud Computing		Prof. Jadhav S.S.	
3	28-12-2022	Wednesday	Principles of Management and Organizational Behaviour	10:30 AM -12:30 PM	Prof. Kadam V.V.	
			Entrepreneurship Development		Prof. Thorat S.V	
			Knowledge Management	02:30 PM-04:30 PM	Prof. Thorat S.T	
					Prof. Gade P.S.	

Internal Exam In-charge



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**HOD**

**H. O. D.**

YSPM's YASHODA TECHNICAL CAMPUS, SATARA  
CAPACITY OF M.C.A.



YSPM's  
**Yashoda Technical Campus,  
Faculty of MCA, Satara.**

Date- 22<sup>nd</sup> April 2022

**Notice**

All students of MCA-I(Sem-I) are hereby informed that, the Re-Term End exam of 50 marks for the academic year 2021-22 is scheduled as follows.

Sr. No	Date	Day	MCA-I (Sem-I)	Time
1	02 May.2022	Monday	LAB CC101 - (Introduction to Programming)	02.30-04.30
2	04 Mar.2022	Wednesday	LAB CC102 - (CA & OS )	10.00-12.00

- Note: - 1) Uniform and ID-card are compulsory.  
2) Students are requested to come 15 min prior to exam time.  
3) Late comers will not allow to the exam.  
4) Journal is compulsory for practical examination

**Internal Exam In-charge**

**HOD**



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**Yashoda Technical Campus,**  
**Faculty of MCA, Satara**  
2021- 2022

---

Date- 22-March-2022

## Notice

All faculty members of MCA department are hereby informed that, Term End Exam of MCA I is scheduled from 31<sup>st</sup> March, 2022 to 9<sup>th</sup> April 2022. You are requested to submit question papers (theory & practical) of your respective subject on or before 30<sup>th</sup> March 2022 to Internal Exam in-charge.

  
**Internal Exam In-charge**

  
**HOD**



  
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YSPM's  
Yashoda Technical Campus,  
Faculty of MCA, Satara  
Term End Exam- 2021-2022  
MCA-I

Date-24 -03 -2022

Supervision Chart

All supervisors are requested to remain present 10 minutes before Exam in Exam hall.  
Exam Time- 10.30 AM -04.30 PM And 11.00 AM- 02.00 PM

Sr. No.	Date	Day	Subject	Supervisor's Name	Sign
1	31-03-2022	Thursday	Introduction to Programming (LAB)	Prof. Kadam V.V.	
			Computer Architecture & Operating System (LAB)	Prof. Gade P.S.	
2	01-04-2022	Friday	RDBMS (LAB)	Prof. Jadhav S.S.	
			Business Communication	Prof. Gade P.S.	
3	04-04-2022	Monday	Introduction to Programming	Prof. Kadam V.V.	
4	05-04-2022	Tuesday	Computer Architecture & Operating System	Prof. Gade P.S.	
5	06-04-2022	Wednesday	RDBMS	Prof. Jadhav S.S.	
6	07-04-2022	Thursday	Statistical and Mathematical Foundations	Prof. Kadam V.V.	
7	08-04-2022	Friday	Principles of Management and Organizational Behaviour	Prof. Gade P.S.	
8	09-04-2022	Saturday	Knowledge Management	Prof. Jadhav S.S.	

Internal Exam In-charge



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Yashoda Technical Campus  
Faculty of Commerce  
M.C.A. (Part-II) (Sem -III)  
MID TERM (2022-23)

Sub: Entrepreneurship Development

Marks: 50

Date: 28/12/2022

Time: 10:30 AM To 12:30 PM

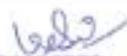
**Instructions:** - 1) Question 1 and 7 is compulsory.  
2) Attempt any 4 from Que2 to Que6  
3) Figures to the right indicate full marks.

- Q1. A. Explain Roles and Functions of: Training and Development Institutions in India. [04]  
B. Factors influencing Entrepreneurship Development: Economical and Non-economical. [04]
- Q2. What is Entrepreneurship? Explain the concept of Skill Development and Entrepreneurship Development? [08]
- Q3. Explain Need for achievement theory. [08]
- Q4. A. Explain MSME Development Act 2006. [04]  
B. Explain link between innovation and entrepreneurship [04]
- Q5. Explain David McClelland's Need for achievement theory. [08]
- Q6. Explain: 1. Concessions and Incentives of MSME. 2. Financial Support Scheme. [08]
- Q7. Write Short Notes on: [10]  
a) Make in India  
b) Start-up India



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**Faculty of MCA, Satara**  
**MCA-II SEM-III**  
**Term End Exam (2022-2023)**

**Attendance and Mark Sheet**

**Subject:** Entrepreneurship **Exam Time:** 10:30 - 12:30  
**Present:** 54 **Absent:** 14

**Date:** 28/12/22  
**Total:** 68

Roll No	Marks	Signature	Roll No	Marks	Signature	Roll No	Marks	Signature
1	7	Jagdish	23			45		
2			24	4	Peterson	46		
3	4	Pratik	25	22	Pratik	47		
4	9	Pratik	26	26	Saunde	48	24	Jarode
5	36	Pratik	27	4	Sachet	49		
6	29	Haashad	28	22	Shree	50	12	PotdarAs
7	0	Pratik	29	6	Mohan	51	5	Ravi
8	0	Pratik	30	18	Pratik	52	24	Pratik
9			31	2	Pratik	53	12	Vishal
10			32	10	Pratik	54	22	Pratik
11	8	Pratik	33	22	Pratik	55		
12	12	Sahadage	34	16	Vinay	56	11	Pratik
13	6	Pratik	35			57	21	Pratik
14	14	Pratik	36	4	Pratik	58	32	Pratik
15	24	Pratik	37	5	Pratik	59	10	Pratik
16			38	4	Pratik	60	24	Pratik
17	24	Pratik	39			61	13	Pratik
18	13	Pratik	40			62	4	Pratik
19	21	Aadhav	41	10	Pratik	63	17	Pratik
20	5	Pratik	42			64	28	Pratik
21	9	Vijadhav	43	6	Pratik	65	36	Pratik
22	9	Pratik	44	25	Pratik	66	28	Pratik
						67	22	Pratik
						68	9	Pratik

Supervisor's Name: Mr. Rohit D. Gionjani

Sign: Pratik

Subject Teacher's Name: Prof. P. S. Gadhvi

Sign: Pratik

Pratik

Internal Exam In-Charge



HOD



Pratik  
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Note: Bifurcation of 100 marks at University exam marks and Internal Marks:

Internal - Mid – term test*	10 Marks
Internal - Four (4 ) practical assignments given in syllabus ( 2.5 Marks to each practical assignment) It is the discretion to respective faculty regarding nature of submission of practical assignments. Submission of practical assignments is mandatory.	10 Marks
University Objective type examination:	20 Marks
University Theory Examination (2 hours duration)	60 marks
Total	100 Marks

Faculty should motivate students for Seminars/Group Discussion/Mini Projects/Research work/Consultation along with Faculty.

#### Conduct of Mid-term test:

1. Midterm test is to be conducted at the end of every semester by institute.
2. For midterm test OPEN BOOK examination is proposed.
3. The examination would be of three hours for every course.
4. Decision making oriented questions, case lets, exercise questions, practical problems would only be asked to solve.
5. Students are allowed to refer the books which are mentioned in the reference section of syllabus only of respective course. No other text material or book than mentioned in reference section is allowed.
6. Use of internet is strictly prohibited.
7. Use of any other resources apart from books mentioned in the reference section is strictly not allowed.

Open book examination is expected to foster reference taking, reasoning, thinking, decision making, problem solving, creativity and innovation. Applications of concepts in to problem solving, develop models, develop solutions, critical thinking, evaluate the situation, compute and interpret, plan for decisions and the like.

The records of internal practical assignments and midterm test of every student should be maintained at institute which is subject to verify by university authority.

### 11. Scheme of Teaching and Examination:

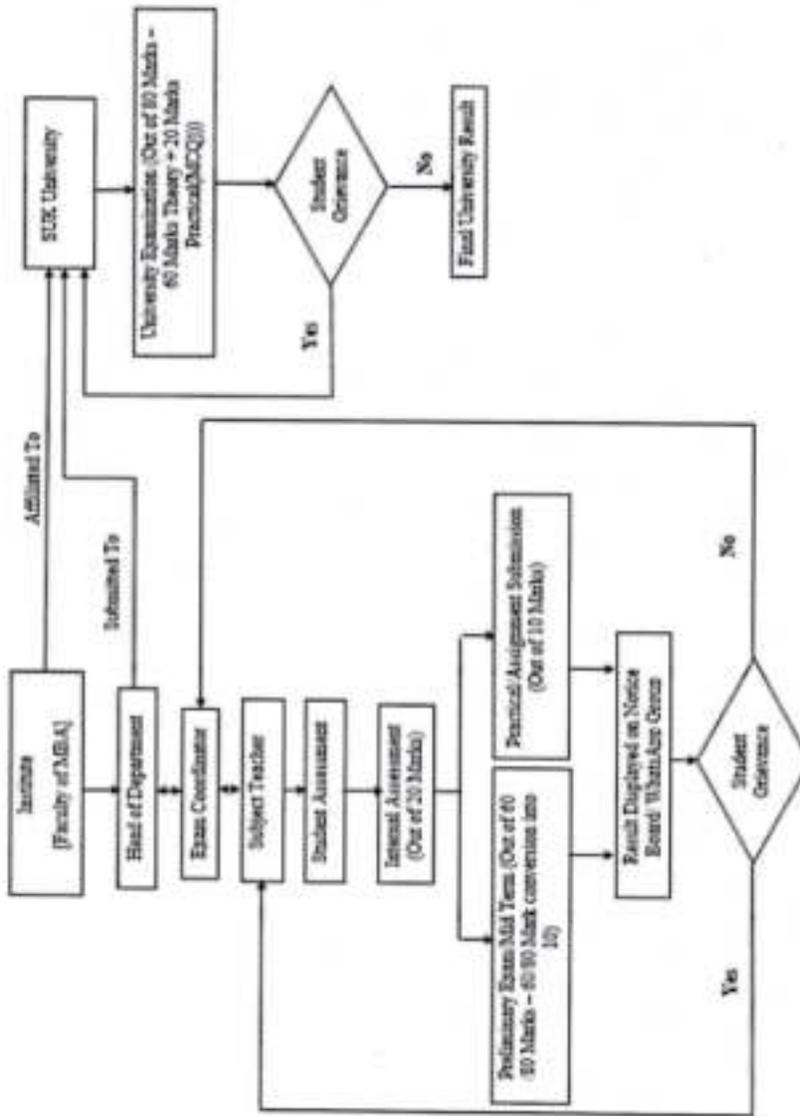
#### a) Scheme of Teaching

This is a full time master degree programme. The curriculum of this course is two years divided into four semesters. The teaching for Semester I and III is conducted from 1st August to 15 th November (for 14 weeks) and teaching for Semester II, and IV is conducted from 1st January to 15th April (for 14 weeks).

There will be an end of semester University examination in December and May for all the semesters. In addition there will be internal examinations for each paper conducted by the respective Institute.

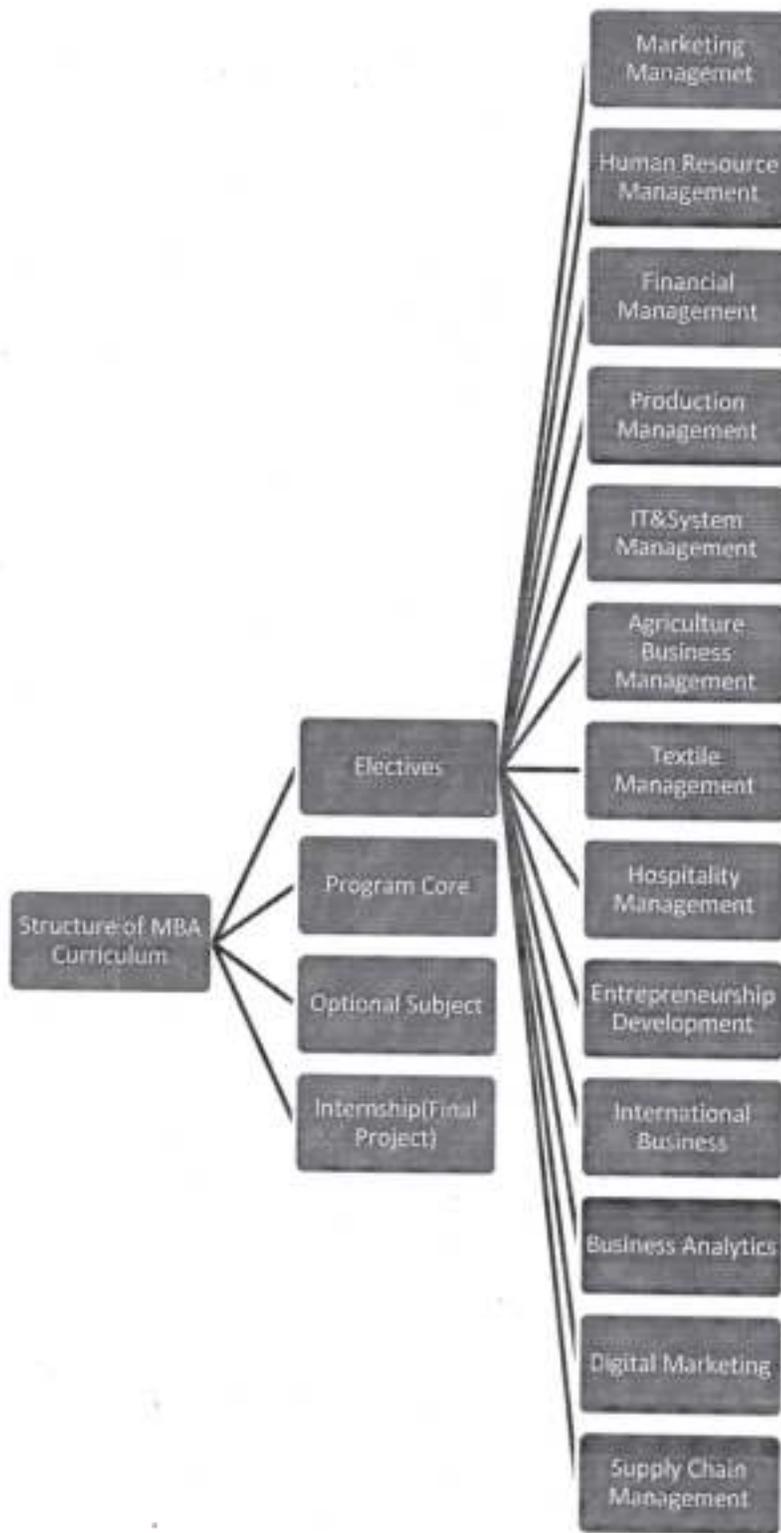


MECHANISM OF INTERNAL & EXTERNAL ASSESSMENT



*[Signature]*  
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## Structure of Curriculum



*6757*  
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6757

## Optional Subjects in Curriculum



**HOD (MBA)**  
**Yashoda Technical Campus**  
**Satara**



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**Satara**



**YASHODA SHIKSHAN PRASARAK MANDAL'S  
YASHODA TECHNICAL CAMPUS, SATARA  
FACULTY OF MBA**

MBA-I Sem II (2021-2022)

Result Analysis Preliminary Examination July- 2022

Roll No.	Student Name	MM	HRM	FM	OM	MIS	RM	Total	%
1	WAGHMARE TEJASWINI BHIMRAO	12	10	9	11	11	0	53	8.83
2	INGVALE VAIBHAVI BALASAHEB	22	10	22	26	14	20	114	19.00
3	ATALE SONALI RAJENDRA	23	24	46	30	15	28	166	27.67
4	BHONDAVE TUSHAR SAYAJI	Ab	Ab	Ab	0	Ab	Ab	0	0.00
5	BHOSALE PRAVAN PRADIP	12	5	17	27	8	25	94	15.67
6	BHOSALE RAHUL SUDHAKAR	12	10	11	41	19	15	108	18.00
7	CHAVAN AMIT SHRIRANG	5	18	0	42	4	16	85	14.17
8	CHIKANE AVADHUT BAJARANG	7	10	7	33	7	24	88	14.67
9	DIXIT SANKITA VISHWANATH	27	22	37	Ab	30	28	144	28.80
10	GAIKWAD ASHWINI ANIL	20	15	36	49	21	31	172	28.67
11	GALINDE HEMANT SATISH	8	3	8	5	6	8	38	6.33
12	GALINDE SOHAM SATISH	10	6	15	40	8	24	103	17.17
13	JADHAV NIKHIL DIPAK	21	17	33	30	18	25	144	24.00
14	JADHAV PRATIKSHA VIJAY	27	33	20	46	18	31	175	29.17
15	KADAM NISHIGANDHA PRAKASH	31	21	37	33	23	24	169	28.17
16	KADEKOT ASHWINI RAJU	22	9	0	0	14	3	48	8.00
17	KALE NITA SURESH	9	16	25	24	12	22	108	18.00
18	KHARAT SNEHAL CHANDRAKANT	18	24	29	41	16	19	147	24.50
19	KHARAT RASIKA SHAHAJI	24	23	23	30	16	23	139	23.17
20	KHAVALA AKSHAY HANMANT	28	8	16	30	6	3	91	15.17
21	KUCHEKAR PRATHMESH MURLIDHAR	21	23	9	11	7	10	81	13.50
22	LAD SAKSHI SANJAY	26	38	43	43	26	25	201	33.50
23	MANE SHLEKA VISHANU	20	9	30	29	12	18	118	19.67
24	MANE VAIBHAV SUNIL	19	8	17	30	14	6	94	15.67
25	MARATHE SHIVANI VASANT	23	20	13	6	20	16	98	16.33
26	NANAWARE SAPNA SURESH	44	47	38	57	28	45	259	43.17
27	NIKODE SIDHARTH AJAY	23	13	27	34	12	20	127	21.17
28	PAWAR RADHIKA DATTATRAY	39	17	48	37	43	35	219	36.50
29	PHADATARE OMKAR BALAWANT	17	17	44	38	20	30	166	27.67
30	PHALTANE SHRITAJ UMESH	4	7	19	30	3	13	76	12.67
31	PHARANDE VIPUL LAUKIK	18	26	27	16	17	26	150	25.00
32	RAJE SOMNATH RAMCHANDRA	19	17	28	31	21	19	135	22.50
33	SABALE RUTUJA SANJAY	15	14	7	15	11	6	68	11.33
34	SALUNKHE SHRIDHAR NANDKUMAR	15	13	23	31	15	23	120	20.00
35	SAWANT PRANITA MADAN	32	17	40	29	25	30	173	28.83
36	SHINDE AJINKYA VASANT	Ab	4	6	18	9	7	44	8.80
37	SHINDE VIJAY MOHAN	10	8	8	22	15	24	87	14.50
38	YADAV MRUDULA VISHWAS	31	18	27	Ab	16	34	139	27.80
39	BHOSALE ABHISHEK DIPAK	20	17	27	18	23	121	20.17	
40	BHOSALE RUSHIKESH SANJIV	14	14	35	9	17	93	15.50	



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41	DESHMUKH NIKHIL VIKAS	27	Ab	4	10	11	17	69	13.80
42	DHOTRE RUPALI LAXMAN	5	10	21	35	16	28	115	19.17
43	GHADGE RASIKA ARUN	20	19	25	42	17	24	147	24.50
44	INGAWALE NIKITA SANJAY	5	6	3	10	9	10	43	7.17
45	KADAM PRAGATI VUJAY	36	17	32	36	18	30	169	28.17
46	KHAVALE PRATIKSHA DEVRAJ	28	12	14	35	18	16	123	20.50
47	LANGHI SHEELA LAXMAN	21	36	40	35	27	32	191	31.83
48	MANDHARE SAMIKSHA DATTATRAYA	27	31	38	36	27	45	204	34.00
49	MANE ASHUTOSH MANGESH	26	9	14	26	13	26	134	22.33
50	MANE ROHIT RAJENDRA	16	15	21	23	17	23	115	19.17
51	NIGADE ANKITA VINOD	22	14	26	34	15	22	133	22.17
52	PHADTARE ANKITA VUJAY	37	33	43	37	23	45	218	36.33
53	SABALE ANKITA BHARAT	29	21	35	39	13	38	175	29.17
54	SANAS AKSHADA SHIVAJI	37	27	45	30	32	42	213	35.50
55	SAWANT ANKITA SANJAY	25	18	29	31	13	16	132	22.00
56	SHELAR SAKSHI SANTOSH	28	14	39	36	24	23	164	27.33
57	SHINDE VAISHNAVI VIRENDRA	20	34	28	30	26	33	171	28.50
58	SHINDE VIRAJ SANTOSHKUMAR	Ab	Ab	19	Ab	Ab	Ab	19	19.00
59	VIBHUTE PRASHANT JAYVANT	Ab	10	20	15	7	21	73	14.60
60	WARAGDE AKSHATA SATISH	31	7	22	34	18	35	147	24.50
61	YADAV PRATIKSHA RAJKUMAR	39	27	49	32	23	35	205	34.17
62	ANDHARE DATTATRYA MARUTI	Ab	1	Ab	Ab	Ab	Ab	1	1.00
63	BAGAL VAJBHAV MARUTI	Ab	Ab						
64	GORE RAVIRAJ TANAJI	5	0	0	0	3	0	8	1.33
65	KSHIRSAGAR PRIYANKA SADASHIV	27	21	26	23	30	27	154	25.67



  
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Yashoda Shikshan Prasarak Mandal's  
**YASHODA TECHNICAL CAMPUS, SATARA**  
**FACULTY OF MBA**

**NOTICE**

Date: 30/06/2022

All the students of MBA-II are hereby informed that the Internal/Preliminary Examination for MBA Part-I, Sem-II is scheduled as per following time table.

Date	Time	SCHEDULE Subjects
05/07/2022	02:00-05:00	Marketing Management
06/07/2022	02:00-05:00	Financial Management
07/07/2022	02:00-05:00	Human Resource Management
08/07/2022	02:00-05:00	Operations Management
09/07/2022	02:00-05:00	Management Information System
11/07/2022	02:00-05:00	Research Methodology
12/07/2022	02:00-04:00	Optional B

Nature of Question paper and Scheme of marking

Nature of Question Paper: 60 Marks only, Time : 03 Hours)

(Note- Question No. 1 and 4 are compulsory. Attempt any one from Question No 2 and 3)

Q.1 Case Study

Case Study, Exercise example, quantitative problems.

20 marks

Q.2 Decision making related Question/exercise/problem/case let/ etc.

20 marks

Questions or exercise problems to check the decision making ability of student on the basis of contents of syllabus. This question is based on the practical's given in the syllabus under respective modules.

Q.3 a) | Descriptive answer question

b) | Descriptive answer question

Q.4 Short notes (any four out of six)

20 marks

20 marks

Important Instructions:

1. The Examination is NOT an Open Book Examination
2. The Marks obtained in the examination will be considered for the Internal Assessment.
3. Complete Uniform & Identity



*[Signature]*  
DIRECTOR  
Yashoda Technical Campus  
Satara



*[Signature]*



Yashoda Shikshan Prasarak Mandal's  
**Yashoda Technical Campus, Satara**  
**FACULTY OF MBA**

Mid Term Examination/July 2022

SEM-II & IV

AY.2021-22

SEATING PLAN AS PER ROLL NUMBER

1	18	19	36	37	54	55	
2	17	20	35	38	53	56	
3	16	21	34	39	52	57	
4	15	22	33	40	51	58	69
5	14	23	32	41	50	59	68
6	13	24	31	42	49	60	67
7	12	25	30	43	48	61	66
8	11	26	29	44	47	62	65
9	10	27	28	45	46	63	64



*[Signature]*  
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**Yashoda Shikshan Prasarak Mandal's  
YASHODA TECHNICAL CAMPUS, SATARA  
FACULTY OF MBA**

**MBA 2021-22  
MID-TERM EXAMINATION JULY 2022 (EVEN SEMESTER)  
SUPERVISION DUTIES**

Day	Date	Time	Faculty Name
Tuesday	05/07/2022	10.30 - 01.30	Dr. R. R. Chavan
		02.00 - 05.00	Ms. P. R. Patil
Wednesday	06/07/2022	10.30 - 01.30	Mr. R. D. Mohite
		02.00 - 05.00	Mr. M. V. Landage
Thursday	07/07/2022	10.30 - 01.30	Ms. P. R. Patil
		02.00 - 05.00	Dr. R. R. Chavan
Friday	08/07/2022	10.30 - 01.30	Mr. R. D. Mohite
		02.00 - 05.00	Mr. M. V. Landage
Saturday	09/07/2022	10.30 - 01.30	Ms. P. R. Patil
		02.00 - 05.00	Dr. R. R. Chavan
Monday	11/07/2022	10.30 - 01.30	Mr. M. V. Landage
		02.00 - 05.00	Mr. R. D. Mohite
Tuesday	12/07/2022	10.30 - 01.30	Ms. P. R. Patil
		02.00 - 05.00	Dr. R. R. Chavan
Wednesday	13/07/2022	10.30 - 01.30	Mr. M. V. Landage
Thursday	14/07/2022	10.30 - 01.30	Dr. R. R. Chavan
Friday	15/07/2022	10.30 - 01.30	Mr. M. V. Landage
Monday	18/07/2022	10.30 - 01.30	Mr. R. D. Mohite
		02.00 - 05.00	Ms. P. R. Patil



*W. S. Patil*  
DIRECTOR  
Yashoda Technical Campus  
Satara



*W. S. Patil*



Yashoda Shikshan Prasarak Mandal's

**Yashoda Technical Campus, Satara**  
**FACULTY OF MBA**

Marketing Management

Day & Date: Tuesday, 05<sup>th</sup> July, 2022

Total Marks: 60

Time: 2pm - 5 pm

MBA-I, SEM-II

Preliminary Examination July, 2022

Q.No.1 and Q. No.4 are Compulsory

Attempt any one questions Out of Q.No.2 & 3

Figures to the right indicate full marks

Q.No.1

Case Study

20

GCMMF was the largest cooperative movement in India with 2.2 million milk producers of Gujarat organized in 10,552 cooperative societies. GCMMF collected 5 million litres of milk per day from its shareholders who owned 3.2 million buffaloes, one million cows and 0.3 million crossbred cows. The Federation's extensive marketing network comprised 3000 distributors and 500,000 retailers spread across the country. Gujarat Cooperative Milk Marketing Federation Ltd (GCMMF) had posted a marginal growth of 2 per cent during the 2020-21 financial year to Rs 39,200 crore despite the Covid-19 pandemic. Its flagship brand 'Amul' was the market leader in butter, whole milk, cheese, ice cream and dairy whitener.

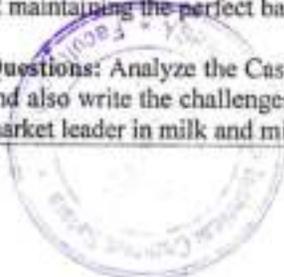
In volume terms also, the growth will be around 15 per cent. In the last financial year, the GCMMF turnover grew marginally as sales of ice cream were down 35 per cent mainly because of the nationwide lockdown during the summer to curb the Covid-19 pandemic. The commodity business of products like skimmed milk powder (SMP) was also impacted.

The cooperative sells 150 lakh litres of milk per day, of which Gujarat contributes around 60 lakh litres, Delhi-NCR 37 lakh litres and Maharashtra 20 lakh litres. It also sells milk in Punjab, Uttar Pradesh and Kolkata. The GCMMF hiked milk price by Rs 2 per litre across India from July 1 due to an increase in input costs. This price hike is being done due to a rise in costs of energy, packaging, logistics and cattle feed that has led to an increase in the overall cost of operation and milk production.

Amul aims at providing 'value for money' products to its consumers, while protecting the interests of the milk-producing farmers who are its suppliers as well as its owners. In butter, cheese and saturated fats, Amul has remained the undisputed market leader since its inception in 1955, by offering quality products at competitive prices. In other categories, Amul has nullified its late mover disadvantage through aggressive pricing, better quality, innovative promotion, and superior distribution. Despite being priced economically, Amul maintained its product quality.

GCMMF's formidable distribution network comprised 300 stock keeping units, 46 sales offices, 3,000 distributors, 100,000 retailers with refrigerators, an 18,000-strong cold chain, and 500,000 non-refrigerated retail outlets... Amul's advertising philosophy had been "to be simple, fresh and innovative". The clean, emotion-based ads refrained from using hi-tech special effects, and aimed at maintaining the perfect balance between the traditional and the modern...

**Questions:** Analyze the Case and discuss the marketing mix strategy applied by the organization and also write the challenges to the Amul in current market. What makes the Amul to become a market leader in milk and milk related products?



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Q.No.2	Q. 2 Your friend Radhika is proposed to start a ladies garment outlet in Satara City. The outlet will sell all ranges of ladies garment of the age group of above 16 years from intimates to readymade wears and unstitched materials. You are the management student and your friend wants your help in understanding consumer behavior. She has asked you to give a detailed report on. <b>Questions:</b> a. Consumer buying process for ladies garment b. Factors influencing buying behavior for these type of products.	20 10 10
Q.No.3	Write short answer	20
a	Recent Trends in pricing decision- Discuss	10
b	From given list of soap brands as Lifebuoy, Pears, Moti, Liril and Lux what is the positioning in the market?	10
Q.No.4	Attempt <b>Any Four</b> Short Notes	20
a	Functions of Packaging	
b	5M's of Advertisement	
c	Supply Chain Management	
d	Needs, Wants and Demand	
e	Elements of Promotion	
f	Product Life Cycle	



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FACULTY OF MBA

Mid Term Examination/July 2022

MBA - I/ SEM - II

AY.2021-22

ATTENDANCE AND SUPPLEMENTS RECORD

Day & Date of Examination: Tuesday, 05/07/2022

Time: 02:00-05:00

Subject: Marketing Management

Name of Supervisor: Ms. P. R. Patil

Roll No	Student Name	Signature	No. of Supplements
1	Andhare Dattatraya Maruti		
2	Atale Sonali Rajendra	S. R. Atale	1
3	Bagal Vaibhav Marut		
4	Bhondave Tushar Sayaji		
5	Bhosale Abhishek Dipak	Abhishek	
6	Bhosale Pravan Pradip	Pravan	
7	Bhosale Rahul Sudhakar	Rahul	
8	Bhosale Rushikesh Sanjivan	Rushikesh	
9	Chavan Amit Shrirang	Amit	
10	Chikane Avadhut Bajrang	Avadhut	
11	Deshmukh Nikhil Vikas	Nikhil	
12	Dhotre Rupali Laxman	Rupali	
13	Dixit Sankita Vishwanath	Sankita	1+1
14	Gaikwad Ashwini Anil	Ashwini	
15	Galinde Hemant Satish	Hemant	
16	Galinde Soham Satish	Soham	
17	Ghadge Rasika Arun	Rasika	
18	Gore Raviraj Tanaji	Raviraj	
19	Ingavale Vaibhavi Belasaheb	Vaibhavi	
20	Ingawale Nikita Sanjay	Nikita	
21	Jadhav Pratiksha Vijay	Pratiksha	1
22	Jadhav Nikhil Dipak	Nikhil	
23	Kadam Nishigandha Prakash	Nishigandha	1+1
24	Kadam Pradip	Pradip	
25	Kadkot Ashwini	Ashwini	
26	Kale Nita Suresh	Nita	
27	Kharat Pratiksha	Pratiksha	



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Roll No	Student Name	Signature	No. of Supplements
28	Kharat Snehal Chandrakant		
29	Khavale Akshay Hanmant		
30	Khavale Pratiksha Devraj		
31	Kshirasagar Priyanka Sadashiv		
32	Kuchekar Prathmesh Murlidhar		
33	Lad Sakshi Sanjay		1
34	Langhi Sheela Laxman		
35	Mandhare Samiksha Dattatraya		1+1
36	Mane Ashutosh Mangesh		
37	Mane Rohit Rajendra		
38	Mane Shleka Vishnu		
39	Mane Vaibhav Sunil		
40	Marathe Shivani Vasaht		1
41	Nanaware Sapna Suresh		1+1
42	Nigade Ankita Vinod		
43	Nikode Sidharth Ajay		1
44	Pawar Radhika Dattatray		
45	Phadatare Omkar Balawant		
46	Phadtare Ankita Vijay		
47	Phaltane Shritej Umesh		
48	Pharande Vipul Laukik		1
49	Raje Somnath Ramchandra		
50	Sabale Ankita Bharat		
51	Sabale Rutuja Sanjay		
52	Salunkhe Shridhar Nandkumar		
53	Sanas Akshada Shivaji		1
54	Satre Mrunal Prashant		
55	Sawant Ankita Sanjay		
56	Sawant Pranita Madan		1
57	Shelar Sakshi Santosh		1
58	Shinde Ajinkya Vasant		
59	Shinde Sonali Prakash		
60	Shinde Vaishnavi Virendra		1
61	Shinde Vijay Mohan		
62	Shinde Viraj Sanjay		
63	Todkar Ganesh Laxman		
64	Vibhute Prashant Jayvant		



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Roll No	Student Name	Signature	No. of Supplements
65	Waghmare Tejaswini Bhimrao	<i>Tejaswini</i>	1
66	Waragade Akshata Satish	<i>Akshata</i>	1
67	Yadav Mrudula Vishwas	<i>Mrudula</i>	
68	Yadav Pratiksha Rajkumar	<i>Pratiksha</i>	

No. of Present Students: 58

No. of Absent Students: 10

Total Number of Supplements Used:

*58*  
Sign of Jr. Supervisor

*[Signature]*  
Sign of HOD



*[Signature]*  
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Yashoda Technical Campus  
Satara



**Yashoda Shikshan Prasarak Mandal's**  
**YASHODA TECHNICAL CAMPUS, SATARA**  
**FACULTY OF MBA**

**NOTICE**

Date: 30/06/2022

All the students of MBA-II are hereby informed that the Internal/Preliminary Examination for MBA Part-I, Sem-II is scheduled as per following time table.

**SCHEDULE**

Date	Time	Subjects
05/07/2022	02:00-05:00	Marketing Management
06/07/2022	02:00-05:00	Financial Management
07/07/2022	02:00-05:00	Human Resource Management
08/07/2022	02:00-05:00	Operations Management
09/07/2022	02:00-05:00	Management Information System
11/07/2022	02:00-05:00	Research Methodology
12/07/2022	02:00-04:00	Optional B

**Nature of Question paper and Scheme of marking**

Nature of Question Paper: 60 Marks only, Time : 03 Hours)

(Note- Question No. 1 and 4 are compulsory. Attempt any one from Question No 2 and 3)

- Q.1 Case Study 20 marks  
Case Study, Exercise example, quantitative problems.
- Q.2 Decision making related Question/exercise/problem/case let/ etc. 20 marks  
Questions or exercise problems to check the decision making ability of student on the basis of contents of syllabus. This question is based on the practical's given in the syllabus under respective modules.
- Q.3 a) } Descriptive answer question  
b) } Descriptive answer question 20 marks
- Q.4 Short notes (any four out of six) 20 marks

**Important Instructions:**

1. The Examination is NOT an Open Book Examination
2. The Marks obtained in the examination will be considered for the Internal Assessment.
3. Complete Uniform & Identity Card



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**FACULTY OF MBA**

Mid Term Examination/July 2022

SEM-II & IV

AY.2021-22

SEATING PLAN AS PER ROLL NUMBER

1	18	19	36	37	54	55	
2	17	20	35	38	53	56	
3	16	21	34	39	52	57	
4	15	22	33	40	51	58	69
5	14	23	32	41	50	59	68
6	13	24	31	42	49	60	67
7	12	25	30	43	48	61	66
8	11	26	29	44	47	62	65
9	10	27	28	45	46	63	64



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Satara





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**FACULTY OF MBA**

**MBA 2021-22**  
**MID-TERM EXAMINATION JULY 2022 (EVEN SEMESTER)**  
**SUPERVISION DUTIES**

Day	Date	Time	Faculty Name
Tuesday	05/07/2022	10.30 - 01.30	Dr. R. R. Chavan
		02.00 - 05.00	Ms. P. R. Patil
Wednesday	06/07/2022	10.30 - 01.30	Mr. R. D. Mohite
		02.00 - 05.00	Mr. M. V. Landage
Thursday	07/07/2022	10.30 - 01.30	Ms. P. R. Patil
		02.00 - 05.00	Dr. R. R. Chavan
Friday	08/07/2022	10.30 - 01.30	Mr. R. D. Mohite
		02.00 - 05.00	Mr. M. V. Landage
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Friday	15/07/2022	10.30 - 01.30	Mr. M. V. Landage
Monday	18/07/2022	10.30 - 01.30	Mr. R. D. Mohite
		03.00 - 04.00	Ms. P. R. Patil



*W. S. Patil*  
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Yashoda Shikshan Prasarak Mandal's  
Yashoda Technical Campus, Satara  
FACULTY OF MBA

Mid Term Examination/July 2022

MBA - I/ SEM - II

AY.2021-22

ATTENDANCE AND SUPPLEMENTS RECORD

Day & Date of Examination: Fri, 09/07/2022

Time: 02:00-05:00

Subject: Management Information System

Name of Supervisor: Dr. R. R. Chavan

Roll No	Student Name	Signature	No. of Supplements
1	Andhare Dattatraya Maruti	AB	
2	Atale Sonali Rajendra	S. R. Atale	
3	Bagal Vaibhav Maruti	AB	
4	Bhondave Tushar Sayaji	AB	
5	Bhosale Abhishek Dipak	Abhishek	
6	Bhosale Pravan Pradip	Pravas	
7	Bhosale Rahul Sudhakar	Pravasale	
8	Bhosale Rushikesh Sanjivan	Pravasale	
9	Chavan Amit Shrirang	Amit	
10	Chikane Avadhut Bajrang	AB Chikane	
11	Deshmukh Nikhil Vikas	Nikhil Deshmukh	
12	Dhotre Rupali Laxman	R.D.	
13	Dixit Sankita Vishwanath	Sankita	1
14	Gaikwad Ashwini Anil	Ashwini	1
15	Galinde Hemant Satish	Hemant Galinde	
16	Galinde Soham Satish	Soham Galinde	
17	Ghadge Rasika Arun	Rasika	
18	Gore Raviraj Tanaji	Raviraj	
19	Ingavale Vaibhavi Balasaheb	V. Ingavale	
20	Ingawale Nikita Sanjay	Nikita	
21	Jadhav Pratiksha Vijay	Pratiksha	
22	Jadhav Nikhil Dipak	Jadhav	1
23	Kadam Nishigandha Prakash	Prakash	1+1
24	Kadam Pragati Vijay	Pragati	1
25	Kadekot Ashwini	Ashwini	
26	Kale Nita Suresh	Nita Kale	
27	Kharat Rasika Shahaji	Rasika	

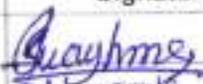


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Roll No	Student Name	Signature	No. of Supplements
28	Kharat Snehal Chandrakant		
29	Khavale Akshay Hanmant		
30	Khavale Pratiksha Devraj		
31	Kshirasagar Priyanka Sadashiv		1
32	Kuchekar Prathmesh Murlidhar		
33	Lad Sakshi Sanjay		1
34	Langhi Sheela Laxman		1
35	Mandhare Samiksha Dattatraya		1+1
36	Mane Ashutosh Mangesh		
37	Mane Rohit Rajendra		
38	Mane Shleka Vishnu		1
39	Mane Vaibhav Sunil		
40	Marathe Shivani Vasant		1
41	Nanaware Sapna Suresh		1
42	Nigade Ankita Vinod		
43	Nikode Sidharth Ajay		1
44	Pawar Radhika Dattatray		1
45	Phadatare Omkar Balawant		1
46	Phadtare Ankita Vijay		1
47	Phaltane Shritej Umesh		
48	Pharande Vipul Laukik		
49	Raje Somnath Ramchandra		
50	Sabale Ankita Bharat		
51	Sabale Rutuja Sanjay		
52	Salunkhe Shridhar Nandkumar		
53	Sanas Akshada Shivaji		1+1
54	Satre Mrunal Prashant		
55	Sawant Ankita Sanjay		
56	Sawant Pranita Madan		1
57	Shelar Sakshi Santosh		1
58	Shinde Ajinkya Vasant		
59	Shinde Sonali Prakash		
60	Shinde Vaishnavi Virendra		1
61	Shinde Vijay Mohan		
62	Shinde Viraj Santosh		
63	Todkar Ganesh Laxman		
64	Vibhuta Prashant Isvaran		



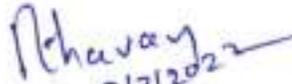
DIRECTOR  
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Roll No	Student Name	Signature	No. of Supplements
65	Waghmare Tejaswini Bhimrao		1
66	Waragade Akshata Satish		1
67	Yadav Mrudula Vishwas		1
68	Yadav Pratiksha Rajkumar		1

No. of Present Students: 61

No. of Absent Students: 07

Total Number of Supplements Used: 26

  
 Jr. Supervisor 8/7/2022

  
 HOD



  
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 Yashoda Technical Campus  
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Yashoda Shikshan Prasarak Mandal's

**Yashoda Technical Campus, Satara**  
**FACULTY OF MBA**

Management Information System  
Day & Date: Saturday, 9<sup>th</sup> July, 2022

Total Marks: 60  
Time: 02.00 pm – 05.00 pm

**MBA-I, SEM-II**

Preliminary Examination July, 2022

Q.No.1 and Q. No.4 are Compulsory

Attempt any one question Out of Q.No.2 and 3  
Figures to the right indicate full marks

Q.No.1	<p>Kamal Group of Textiles Ltd., company interests in Fabric and Yarn manufacturing. Its manufacturing units are located across the country. Their headquarter located in Delhi. The Head of each unit has considerable operational autonomy but strategic decisions of considering units, capacity expansion, procurement of new technology involvement, investment all decisions are made by the headquarter. The headquarters monitor and control the performance of every unit through weekly and monthly reports which are prepared by CEO at each unit. A lot of time of the senior executives spend at headquarter for analyzing the reports, planning and control. Because of that the Senior executives can't spend much time for strategic thinking which must in present competitive environment. The CEO of the company has proposed to develop suitable Computer based system which is helpful to collect data, to understand the current status of all the units in terms of their overall performance and enhancing the capacity of business growth in competitive environment.</p> <p><b>Questions:</b></p> <ol style="list-style-type: none"> <li>1. Why information needs at various levels? Explain in details.</li> <li>2. Which system would you suggest to serve company's goal and to get solution on their problem.</li> </ol>	20
Q.No.2	<p>a</p> <ol style="list-style-type: none"> <li>a. Senior management's monitoring of the company's progress towards achieving its strategic objectives.</li> <li>b. Middle management's decision making concerning different aspects of the manufacturing process.</li> <li>c. Communication and sharing of manufacturing and product information between managers based at different geographic locations.</li> </ol> <p>With the help of above data, describe suitable Information System that you would implement to support each of the situations found within the manufacturing company. Discuss how your suggestion is beneficial for the organization.</p>	20
Q.No.3	<p>a</p> <p>Describe the process of System development for organizational growth.</p> <p>b</p> <p>Describe the suitable application of Management Information System for maintaining the records of the employees, salary calculations, HR policies, recruitment, training related data.</p>	20
Q.No.4	<p>Attempt <b>Any Four</b> Short Notes</p>	20
a	Knowledge Work System	
b	Types of Decisions	
c	Limitations of MIS	
d	System Analyst	
e	Managers and Decision	
f	Group Decision Support System	



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**FACULTY OF MBA**

Mid Term Examination/July 2022

MBA - I/ SEM -II

AY.2021-22

**ATTENDANCE AND SUPPLEMENTS RECORD**

Day & Date of Examination: Wed, 06/07/2022

Time: 02:00-05:00

Subject: Financial Management

Name of Supervisor: Mr. M. V. Landage

Roll No	Student Name	Signature	No. of Supplements
1	Andhare Dattatraya Maruti	<u>Anchale</u>	
2	Atale Sonali Rajendra	<u>Atale</u>	1
3	Bagal Vaibhav Maruti	Absent	
4	Bhondave Tushar Sayaji	Absent	
5	Bhosale Abhishek Dipak	<u>Bhosale</u>	
6	Bhosale Pravan Pradip	<u>Bhosale</u>	
7	Bhosale Rahul Sudhakar	<u>Bhosale</u>	
8	Bhosale Rushikesh Sanjivan	<u>Bhosale</u>	
9	Chavan Amit Shirang	<u>Amit</u>	
10	Chikane Avadhut Bajrang	<u>Chikane</u>	
11	Deshmukh Nikhil Vikas	<u>Deshmukh</u>	
12	Dhotre Rupali Laxman	<u>Dhotre</u>	1
13	Dixit Sankita Vishwanath	<u>Dixit</u>	1
14	Gaikwad Ashwini Anil	<u>Gaikwad</u>	1
15	Gaonde Hemant Satish	<u>Gaonde</u>	
16	Gaonde Soham Satish	<u>Gaonde</u>	
17	Ghadge Rasika Arun	<u>Rasika</u>	
18	Gore Raviraj Tanaji	<u>Gore</u>	
19	Ingavale Vaibhavi Balasaheb	<u>Ingavale</u>	
20	Ingawale Nikita Sanjay	<u>Ingawale</u>	
21	Jadhav Pratiksha Vijay	<u>Jadhav</u>	
22	Jadhav Nikhil Dipak	<u>Jadhav</u>	
23	Kadam Nishigandha Prakash	<u>Kadam</u>	
24	Kadam Pragati Vijay	<u>Kadam</u>	
25	Kadekot Ashwini Raju	<u>Kadekot</u>	
26	Kale Nita Suresh	<u>Kale</u>	

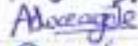
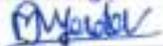
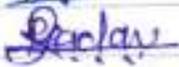


DIRECTOR  
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Roll No	Student Name	Signature	No. of Supplements
28	Kharat Snehal Chandrakant		
29	Khavale Akshay Hanmant		
30	Khavale Pratiksha Devraj		
31	Kshirasagar Priyanka Sadashiv		
32	Kuchekar Prathmesh Murlidhar		
33	Lad Sakshi Sanjay		1
34	Langhi Sheela Laxman		
35	Mandhare Samiksha Dattatraya		
36	Mane Ashutosh Mangesh		
37	Mane Rohit Rajendra		
38	Mane Shleka Vishnu		
39	Mane Vaibhav Sunil		
40	Marathe Shivani Vasant		
41	Nanaware Sapna Suresh		
42	Nigade Ankita Vinod		
43	Nikode Sidharth Ajay		
44	Pawar Radhika Dattatray		
45	Phadare Omkar Balawant		
46	Phadare Ankita Vijay		
47	Phaltane Shritej Umesh		
48	Pharande Vipul Laukik		
49	Raje Somnath Ramchandra		
50	Sabale Ankita Bharat		
51	Sabale Rutuja Sanjay		
52	Salunkhe Shridhar Nandkumar		
53	Sanas Akshada Shivaji		1
54	Satre Mrunal Prashant	Absent	
55	Sawant Ankita Sanjay		
56	Sawant Pranita Madan		1
57	Shelar Sakshi Santosh		1
58	Shinde Ajinkya Vasant		
59	Shinde Sonali Prakash	Absent	
60	Shinde Vaishnavi Virendra		1
61	Shinde Vijay Mohan		
62	Shinde Viraj Santosh	Absent	
63	Todkar Ganesh Laxman	Absent	



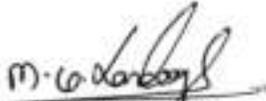
DIRECTOR  
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Roll No	Student Name	Signature	No. of Supplements
65	Waghmare Tejaswini Bhimrao		
66	Waragade Akshata Satish		
67	Yadav Mrudula Vishwas		1
68	Yadav Pratiksha Rajkumar		1

No. of Present Students: 62

No. of Absent Students: - 06

Total Number of Supplements Used: 11.

  
Sign of Jr. Supervisor

  
Sign of HOD



  
DIRECTOR  
Yashoda Technical Campus  
Satara



YASHODA SHIKSHAN PRASARAK MANDAL'S  
YASHODA TECHNICAL CAMPUS, SATARA  
FACULTY OF MBA

Financial Management  
Day & Date: Wednesday, 06/07/2022

Total Marks: 60  
Time: 02:00 pm - 05:00 pm

MBA I SEM II

Mid-Term Examination July 2022  
Q. No.1 & Q. No. 4 are Compulsory  
Attempt any One question from Q.No.2 & 3  
Figures to the right indicate full marks.

Q.No.1

A

Samrat Co. Provides you the following data:

Annual Budgeted Production	72,000 Units
Elements of Cost	
Raw Material	Rs.52 per unit
Labour	Rs.19.50 per unit
Overheads	Rs.39 per unit
Selling Price	Rs.130 per unit

- Raw material in stock, on average for 30 days
- Material in process, on average for 15 days
- Finished goods are in stock, on average 30 days.
- Credit allowed by suppliers of Raw material is 30 days.
- Credit allowed to customers is 60 days.
- Lag in payment of Wages is 10 days.
- Lag in payment of overheads is 30 days.
- Cash Balance is Rs.1,20,000

Assuming 360 days in a year. Prepare a statement showing working capital requirements.

B

From the following Balance sheet of William & Co. Ltd., you are required to prepare a Schedule of Changes in Working Capital and Statement of Sources and Application of Funds.

Liabilities'	2021	2022	Assets	2021	2022
Capital	80,000	85,000	Cash in Hand	4,000	9,000
Profit & Loss Account	14,000	24,500	Sundry Debtors	16,500	19,500
Sundry Creditors	5,000	5,000	Sundry Creditors	9,000	7,000
Long term loans		5,000	Machinery	24,000	34,000
			Buildings	50,000	50,000

10

10

Q.No.2

A *CO3* Sayajirao makes an investment in a mutual fund which promises following cash flows for five years. The discount rate is 10%. Find the total present value. 10

Year	1	2	3	4	5
Cash Flows (Rs.)	1000	2000	2000	3000	3000

B *CO3* Shubhajeet & Company issued 12% redeemable preference share capital of Rs.5,00,000. Face value of each share is Rs.10. Calculate the cost of Capital if shares are issued 10

- i. At par
- ii. At a 10% premium.

Assuming the shares will be redeemed on 10th year at a premium of 10%.

Q.No.3

A *CO3* Draw a Tree Diagram and Explain the Structure of Finance Department, including role of Controller and Treasurer. 10

B *CO3* Make a list and explain the Determinants/Influencing Factors of Working Capital. 10

Q.No.4 Attempt Any Four Short Notes 20

A Profit Maximization

B Wealth Maximization

C Time Value of Money

D Weighted Average Cost of Capital

E Strategic Financial Planning

F Capital Structure



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YASHODA SHIKSHAN PRASARAK MANDAL'S  
YASHODA TECHNICAL CAMPUS, SATARA  
FACULTY OF MBA

Mid Term Examination/July 2022 MBA - I/ SEM - II AY.2021-22  
**MARK SHEET**

Day & Date of Examination: *Saturday, July 09, 2022*  
Subject: *Management Information System*  
Subject teacher: *Ms. P. R. Patil*

Time: 10.30-01.30

Roll No	Student Name	Marks Obtained				Total (60)
		Q.No.1	Q.No.2	Q.No.3	Q.No. 4	
1	WAGH-MARE TEJASWINI BHIMRAO	02	-	07	02	11
2	INGAVALE VAIBHAVI BALASAHEB	06	05	02	03	14
3	ATALE SONALI RAJENDRA	10	-	01	04	15
4	BHONDAVE TUSHAR SAYAJI					AB
5	BHOSALE PRAVAN PRADIP	05	02	-	01	08
6	BHOSALE RAHUL SUDHAKAR	10	06	-	03	19
7	CHAVAN AMIT SHRIRANG	-	-	-	04	04
8	CHIKANE AVADHUT BAJARANG	01	-	02	04	07
9	DIXIT SANKITA VISHWANATH	13	06	-	11	30
10	GAIKWAD ASHWINI ANIL	11	04	-	06	21
11	GALINDE HEMANT SATISH	-	-	01	05	06
12	GALINDE SOHAM SATISH	02	-	02	04	08
13	JADHAV NIKHIL DIPAK	10	-	04	04	18
14	JADHAV PRATIKSHA VIJAY	12	-	02	04	18
15	KADAM NISHIGANDHA PRAKASH	10	-	05	08	23
16	KADEKOT ASHWINI RAJU	08	03	02	03	14
17	KALE NITA SURESH	07	-	-	05	12
18	KHARAT SNEHAL CHANDRAKANT	07	-	-	09	16
19	KHARAT RASIKA SHAHAJI	06	-	06	04	16
20	KHAVALI AKSHAY HANMANT	03	-	02	01	06
21	KUCHEKAR PRATHMESH MURLIDHAR	02	02	02	03	07
22	LAD SAKSHI SANJAY	08	-	10	08	26
23	MANE SHLEKA VISHANLU			04	05	12
24	MANE VAIBHAV SUNIL			02	03	14
25	MARATHE SHIVANI VASANTI	06	-	06	08	20



*P. R. Patil*  
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Roll No	Student Name	Marks Obtained				Total (60)
		Q.No.1	Q.No.2	Q.No.3	Q.No. 4	
27	NIKODE SIDHARTH AJAY	06	-	01	05	12
28	PAWAR RADHIKA DATTATRAY	12	06	17	08	43
29	PHADATARE OMKAR BALAWANT	10	02	-	08	20
30	PHALTANE SHRITTEJ UMESH	02	-	-	01	03
31	PHARANDE VIPUL LAUKIK	05	-	06	06	17
32	RAJE SOMNATH RAMCHANDRA	06	-	07	08	21
33	SABALE RUTUJA SANJAY	06	-	01	04	11
34	SALUNKHE SHRIDHAR NANDKUMAR	04	-	06	05	15
35	SAWANT PRANITA MADAN	05	04	12	08	25
36	SHINDE AJINKYA VASANT	05	-	01	03	09
37	SHINDE VIJAY MOHAN	06	-	05	04	15
38	YADAV MRUDULA VISHWAS	05	03	-	08	16
39	BHOSALE ABHISHEK DIPAK	12	-	-	06	18
40	BHOSALE RUSHIKESH SANJIVAN	05	-	-	04	09
41	DESHMUKH NIKHIL VIKAS	05	02	-	04	11
42	DHOTRE RUPALI LAXMAN	05	-	05	06	16
43	GHADE RASIKA ARUN	08	04	-	05	17
44	INGAWALE NIKITA SANJAY	05	-	01	03	09
45	KADAM PRAGATI VIJAY	10	04	-	04	18
46	KHAVALI PRATIKSHA DEVRAJ	08	-	05	05	18
47	LANGHI SHEELA LAXMAN	12	08	-	07	27
48	MANDIARE SAMIKSHA DATTATRAYA	12	-	10	05	27
49	MANE ASHUTOSH MANGESH	08	-	03	02	13
50	MANE ROHIT RAJENDRA	08	-	05	04	17
51	NIGADE ANKITA VINOD	07	04	-	04	15
52	PHADTARE ANKITA VIJAY	08	-	08	07	23
53	SABALE ANKITA BHARAT	05	02	-	06	13
54	SANAS AKSHADA SHIVAJI	10	-	14	08	32
55	SAWANT ANKITA SANJAY	05	-	-	08	13
56	SHELAR SAKSHI SANTOSH	07	-	12	05	24
57	SHINDE VAISHNAVI VIRENDRA	10	-	08	08	26
58	SHINDE VIRAJ SANTOSHKUMAR	AB	AB	AB	AB	AB
59	VIBHUTE PRASHANT	JAY	-	02	03	07
60	WARAGDE AKSHATA	S	05	-	07	18
61	YADAV PRATIKSHA RAJKUMAR	01	-	09	07	23



Yashoda Technical Campus  
Setara

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Roll No	Student Name	Marks Obtained				Total (60)
		Q.No.1	Q.No.2	Q.No.3	Q.No. 4	
63	BAGAL VAIBHAV MARUTI	AB				AB
64	GORE RAVIRAJ TANAJI	03	-	-	-	03
65	KSHIRSAGAR PRIYANKA SADASHIV	12	07	-	11	30

Result Analysis

Number of Students	Absent	Appeared	Passed	Failed
Percentage				

Subject Teacher

  
HOD, MBA



  
DIRECTOR  
Yashoda Technical Campus  
Satara



YASHODA SHIKSHAN PRASARAK MANDAL'S  
YASHODA TECHNICAL CAMPUS, SATARA  
FACULTY OF MBA

Mid Term Examination/July 2022 MBA - I/ SEM - II

AY.2021-22

**MARK SHEET**

Day & Date of Examination: 06<sup>th</sup> July 2022

Time: 10.30-01.30

Subject: *Financial Management*

Subject teacher: *Mr. R. D. Mohite*

Roll No	Student Name	Marks Obtained				
		Q.No.1	Q.No.2	Q.No.3	Q.No. 4	Total (60)
1	WAGHMARE TEJASWINI BHIMRAO	02	-	-	07	09
2	INGAVALE VAIBHAVI BALASAHEB	07	12	-	03	22
3	ATALE SONALI RAJENDRA	20	18	-	08	46
4	BHONDAVE TUSHAR SAYAJI					
5	BHOSALE PRAVAN PRADIP	08	05	-	04	17
6	BHOSALE RAHUL SUDHAKAR	04	03	-	04	11
7	CHAVAN AMIT SHRIRANG	00	00	-	00	00
8	CHIKANE AVADHUT BAJARANG	-	03	03	04	07
9	DIXIT SANKITA VISHWANTH	15	12	-	10	37
10	GAIKWAD ASHWINI ANIL	18	12	01	06	36
11	GALINDE HEMANT SATISH	-	04	-	04	08
12	GALINDE SOHAM SATISH	07	04	-	04	15
13	JADHAV NIKHIL DIPAK	18	11	-	04	33
14	JADHAV PRATIKSHA VIJAY	06	12	-	02	20
15	KADAM NISHIGANDHA PRAKASH	17	13	-	07	37
16	KADEKOT ASHWINI RAJU	.	.	.	.	00
17	KALE NITA SURESH	08	17	04	-	25
18	KHARAT SNEHAL CHANDRAKANT	07	14	-	08	29
19	KHARAT RASIKA SHAHAJI	11	-	08	04	23
20	KHAVALA AKSHAY HANMANT	04	02	-	10	16
21	KUCHEKAR PRATHMESH MURLIDHAR	-	-	04	05	09
22	LAD SAKSHI SANJAY	14	15	-	14	43
23	MANE SHLEKA VISHANU	08		-	05	30
24	MANE VAIBHAV SUNIL	05		02	02	17
25	MARATHE SHIVANI VASANT	04		03	06	13
26	...	...	...	...	...	...



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Roll No	Student Name	Marks Obtained				
		Q.No.1	Q.No.2	Q.No.3	Q.No. 4	Total (60)
27	NIKODE SIDHARTH AJAY	05	16	-	06	27
28	PAWAR RADHIKA DATTATRAY	18	20	05	10	48
29	PHADATARE OMKAR BALAWANT	16	20	07	08	44
30	PHALTANE SHRITEJ UMESH	07	10	00	02	19
31	PHARANDE VIPUL LAUKIK	16	07	-	04	27
32	RAJE SOMNATH RAMCHANDRA	09	13	03	06	28
33	SABALE RUTUJA SANJAY	02	-	04	01	07
34	SALUNKHE SHRIDHAR NANDKUMAR	10	08	-	05	23
35	SAWANT PRANITA MADAN	15	15	-	10	40
36	SHINDE AJINKYA VASANT	-	-	01	05	06
37	SHINDE VIJAY MOHAN	-	-	-	08	08
38	YADAV MRUDULA VISHWAS	13	18	-	09	40
39	BHOSALE ABHISHEK DIPAK	10	05	-	04	19
40	BHOSALE RUSHIKESH SANJIVAN	01	-	-	02	03
41	DESHMUKH NIKHIL VIKAS	00	-	-	04	04
42	DHOTRE RUPALI LAXMAN	12	02	04	05	21
43	GHADGE RASIKA ARUN	10	11	-	04	25
44	INGAWALE NIKITA SANJAY	-	-	03	-	03
45	KADAM PRAGATI VIJAY	15	12	-	05	32
46	KHAVALI PRATIKSHA DEVRAJ	04	05	05	05	19
47	LANGHI SHEELA LAXMAN	16	12	-	12	40
48	MANDHARE SAMIKSHA DATTATRAYA	19	10	-	09	38
49	MANE ASHUTOSH MANGESH	18	11	-	05	34
50	MANE ROHIT RAJENDRA	08	08	03	05	21
51	NIGADE ANKITA VINOD	10	08	01	08	26
52	PHADTARE ANKITA VIJAY	20	10	-	13	43
53	SABALE ANKITA BHARAT	12	14	-	09	35
54	SANAS AKSHADA SHIVAJI	16	20	-	09	45
55	SAWANT ANKITA SANJAY	17	08	-	04	29
56	SHELAR SAKSHI SANTOSH	20	-	11	08	39
57	SHINDE VAISHNAVI VIRENDRA	11	07	-	10	28
58	SHINDE VIRAJ SANTOSHKUMAR	-	05	-	14	19
59	VIBHUTE PRASHANT JAYVANT	06	10	-	04	20
60	WARAGDE AKSHATA SAKSHI	-	-	14	08	22
61	YADAV PRATIKSHA RAJESH	20	20	-	09	49
62	ANDHARE DATTATRYA MARUTI	.	.	.	.	00



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Roll No	Student Name	Marks Obtained				Total (60)
		Q.No.1	Q.No.2	Q.No.3	Q.No. 4	
63	BAGAL VAIBHAV MARUTI					00
64	GORE RAVIRAJ TANAJI					00
65	KSHIRSAGAR PRIYANKA SADASHIV	08	08	06	10	26

Result Analysis

Number of Students	Absent	Appeared	Passed	Failed
		02	63	
Percentage				

  
Subject Teacher

  
HOD-MBA



  
DIRECTOR  
Yashoda Technical Campus  
Satara



SHIVAJI UNIVERSITY, KOLHAPUR-416 004, MAHARASHTRA  
PHONE : EPABX-2609000 website- [www.unishivaji.ac.in](http://www.unishivaji.ac.in)  
FAX 0091-0231-2691533 & 0091-0231-2692333 - BOS - 2609094  
शिवाजी विद्यापीठ, कोल्हापूर - 416004.  
दूरध्वनी (ईपीएबीएक्स) २६०९००० (अभ्यास संहले विभाग- २६०९०९४)  
फॅक्स : ००९१-०२३१-२६९१५३३ व २६९२३३३. e-mail:bos@unishivaji.ac.in

6

Ref./SU/BOS/Com & Mgmt./6490

Date : 26/06/2019

To,

The Principal  
All Affiliated (Commerce & Management) Colleges/Institutions,  
Shivaji University, Kolhapur

**Subject : Regarding Syllabi and Equivalence of MBA Part-I (Sem-I/II) Choice Based Credit System (CBCS) degree programme under the Faculty of Commerce & Management.**

Sir/Madam,

With reference to the subject mentioned above, I am directed to inform you that the University authorities have accepted and granted approval to the revised syllabi and equivalence of MBA Part-I (Sem-I/II) Choice Based Credit System (CBCS) under the Faculty of Commerce & Management.

This syllabi and equivalence shall be implemented from the academic year 2019-2020 (i.e. from June, 2019) onwards. A soft copy containing the syllabus is attached herewith and it is also available on university website [www.unishivaji.ac.in](http://www.unishivaji.ac.in) (Online Syllabus).

The question papers on the pre-revised syllabi of above mentioned course will be set for the examinations to be held in October / November 2019 & March / April, 2020. These chances are available for repeater students, if any.

You are therefore, requested to bring this to the notice of all Students and Teachers concerned.

Thanking you,

Yours faithfully,

Dr. Registrar

Encl : As above

Copy to,

1. I/c Dean, Faculty of Commerce & Management
  2. Chairman, BOS under Faculty of Commerce & Management
  3. Director, BOEE
  4. Appointment Section
  5. P. G. Admission Section
  6. O. E. 1 Section
  7. Affiliation Section (U.G./P.G.)
  8. Computer Center/I.T.
  9. Eligibility Section
  10. Distance Education
  11. P.G. Seminar Section
- } for information
- } for information and necessary action.



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# Shivaji University, Kolhapur

NAAC “A” Grade

Revised Syllabus For

**Master of Business Administration (MBA) (CBCS)**

**Part – I (Sem I & II)**

**Under the Faculty of Commerce and Management**

**(To be implemented from June 2019)**



*[Signature]*  
DIRECTOR  
Yashoda Technical Campus  
Satara

## Syllabus For

### **Master of Business Administration (MBA) (CBCS)**

(Subject to the modifications will be made from time to time)

#### **Under the Faculty of Commerce and Management**

#### **Program to be implemented from June, 2019**

- A.** Ordinance and Regulations:-(as applicable to degree/programme)
- B.** Shivaji University, Kolhapur, New/Revised Syllabus for Master of Business Administration Part I and II
1. Title : Master of Business Administration (CBCS)
  2. Faculty of Commerce & Management
  3. Year of Implementation :- MBA-I Semester I and II - Academic Year 2019-20

#### **1. Introduction:**

Considering the current requirement and present scenario of globalization and emerging trends in the Industry, Information Technology, there is need to make students aware and synchronize with the skills required in the industry. It is necessary to make changes in present curriculum of MBA.

#### **2. General Objectives of the Course/ Paper:**

The main objective of this course is to prepare the executives and managers for top level and middle level management in public cooperative and private sector organizations. Also to prepare students for taking start ups and self employment. The emphasis will therefore, be on developing a role perception of managerial level personnel in the Indian context by exposing them to a wide range of relevant areas, sufficiently in depth so that they may gain the confidence to interact with people at all levels and develop managerial skills for translating policies into action effectively.

#### **Program Educational Outcomes**

At the end of MBA program student should take of either of following.

1. Managerial decision making through the application of knowledge of management discipline
2. Set up business enterprise and manage diversified growth of entrepreneurship.



## **Program Outcomes:**

At the end of MBA program students should be with following abilities.

1. Recognize the functioning of business opportunities involvement of business enterprises and exploring the entrepreneurial opportunities.
2. Develop incubation center and entrepreneurship development center for students who intent to take up start up or grow existing business.
3. Develop skills on analyzing the business data application of relevant analysis and problem solving.
4. Demonstrate a global outlook with the ability to identify aspects of the global business and cross cultural understanding
5. Identify the contemporary social problems, exploring the opportunities for social entrepreneurship, designing business solutions and demonstrate ethical standards in organizational decision making.
6. Develop effective and oral communication especially in business applications, with the use of appropriate technology.
7. Collaborate and lead terms across organizational boundaries and demonstrate leadership qualities, maximize the uses of diverse skill of term members in the related context.

**3. Schedule of Teaching and Examination:** This is a full time master degree programme. The curriculum of this course is two years divided into four semesters. The teaching for Semester I and III is conducted from 1st August to 15th November (for 14 weeks) and teaching for Semester II, and IV is conducted from 1st January to 15th April (for 14 weeks). There will be an end of semester University examination in December and May for all the semesters. In addition there will be internal examinations for each paper conducted by the respective Institute.

**4. Eligibility criteria for Admission:** - In order to secure admission to first year of two-year full time MBA course, the candidate should fulfill the following eligibility criteria: • Passed with minimum of 50 % marks in aggregate (45% in case of candidates of backward class categories belonging to Maharashtra State only) in any Bachelor's degree of minimum of three years duration in any discipline recognized by the UGC. • Candidate should appear for the Common Entrance Test (MH-CET), conducted by the competent Authority of Maharashtra State for the MBA Admission.

**5.Intake of the Course:** As per AICTE approval



## Present Syllabus

Present syllabus is introduced with a view to impart practical aspects of subjects offered to learn in MBA program. Efforts have been made to make learning enjoyable and even object oriented. Every unit in syllabus is supplemented with a practical to make students understand the theoretical concept under study. The practical is expected to enhance communication skills, leadership skills, interpersonal skills, professional mannerism since students are regularly in touch with business organizations and people in society for data collected, discussions, learning and seeking opinions. The practical's also aims to enhance research aptitude of student which may help to imbibe analytical skills, logical reasoning and presentation skills. The entire effort of introducing practical's is to change thinking of students from examination oriented learning to decision making orientation learning in an effort to shape ready decision maker executive and entrepreneur. To bring in shifting in students thinking towards decision making learning the nature of question paper has also been changed and 50% weightage is given in examination for decision making oriented questions or exercise. The syllabus also introduced dynamic online multiple choice objective type examination or written multiple choice objective type examination for all courses where university examination is to be held and open book examination at the MBA-II year optional courses only. The objective type examination expected to help student imbibe in depth knowledge of subject and imbibe employability skills. The open book examination in optional papers only is an effort to put student in the role of decision maker and to foster thinking and implementation of creative and innovative solutions to the various management issues before. To expand the horizon of electives in tune with contemporary business environment in India three optional subjects have been newly introduced in present program are International Business, Entrepreneurship Development and Hospitality Management.

**6.Duration:** Two-Year Full Time

**7.Pattern:** 60:20:20 with CBCS

**8. Fee Structure:** As per Fee Regulating Authority, Govt. of Maharashtra

**9. Medium of Instruction:** English

**10. Structure of MBA Course:** 60:20:20 with CBCS



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Yashoda Technical Campus  
Satara

### MBA Part -I Semester-I

Paper No.	Course Code	Subjects	Weekly	Internal Marks	Uni. Exam		Total Marks
					Written	Online /Written MCQ	
1	CC 101	Indian Ethos & Management Concepts	4	20	60	20	100
2	CC102	Management Accounting	4	20	60	20	100
3	CC 103	Managerial Economics	4	20	60	20	100
4	CC 104	Information Technology for Management	4	20	60	20	100
5	CC 105	Legal and Business Environment	4	100	-	-	100
6	CC 106	Organizational Behaviour	4	20	60	20	100
7	SECC 107	Soft Skill Development (Internal)	4	20	60	20	100
8	SECC 108	Optional – A* (Internal)	2	50	--	--	50
<b>Total</b>			<b>30</b>	<b>280</b>	<b>300</b>	<b>120</b>	<b>700</b>

### MBA Part-I Semester-II

Paper No.	Course Code	Subjects	Weekly	Internal Marks	Uni. Exam		Total Marks
					Written	Online/ Written MCQ	
9	CC 201	Marketing Management	4	20	60	20	100
10	CC 202	Financial Management	4	20	60	20	100
11	CC 203	Human Resource Management	4	20	60	20	100
12	CC 204	Operations Management	4	20	60	20	100
13	CC 205	Management Information System	4	20	60	20	100
14	CC 206	Research Methodology	4	20	60	20	100
15	AECC 207	Managerial Skills for Effectiveness (Internal)	4	100	-	-	100
16	SECC 208	Optional – B* (Internal)	2	50	--	--	50
<b>Total</b>			<b>30</b>	<b>280</b>	<b>300</b>	<b>120</b>	<b>700</b>



  
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### MBA. Part-II Semester-III

Paper No.	Course Code	Subjects	Weekly	Internal Marks	Uni. Exam		Total Marks
					Written	Online /Written MCQ	
17	CC 301	Strategic and Change Management	4	20	60	20	100
18	CC 302	Business Intelligence and Analytics	4	20	60	20	100
19	AECC 303	Project Report & Viva-Voce	4	50	50	--	100
20	DSC 304	Elective I- Paper-I	4	20	60	20	100
21	DSC 305	Elective-I Paper-II	4	20	60	20	100
22	DSC 306	Elective-II Paper-I	4	20	60	20	100
23	DSC 307	Elective-II Paper-II	4	20	60	20	100
24	SECC 308	Optional – C* (Internal)	2	50	--	--	50
<b>Total</b>			<b>30</b>	<b>230</b>	<b>350</b>	<b>120</b>	<b>700</b>

### MBA. Part-II Semester-IV

Paper No.	Course Code	Subjects	Weekly	Internal Marks	Uni. Exam		Total Marks
					Written	Online /Written MCQ	
25	CC 401	Innovation and Entrepreneurship	4	20	60	20	100
26	CC 402	Startups and New Venture (Internal)	4	100	-	-	100
27	SECC 403	Employability Skill (Internal)	4	100	-	-	100
28	DSE 404	Elective I- Paper-III	4	20	60	20	100
29	DSE 405	Elective-I Paper-IV	4	20	60	20	100
30	DSE 406	Elective II- Paper-III	4	20	60	20	100
31	DSE 407	Elective-II Paper-IV	4	20	60	20	100
32	SECC 408	Optional – D* (Internal)	2	50	--	--	50
<b>Total</b>			<b>30</b>	<b>280</b>	<b>300</b>	<b>120</b>	<b>700</b>

28 Heads, Total Marks – 2800 One theory lecture duration is 60 minutes. 112 credits program.

7 full time faculties as per revised AICTE directions

Sr.	Existing Electives**	Sr.	Additional Electives Offered**
1	Marketing Management	8	Hospitality Management
2	Human Resource Management	9	Entrepreneurship Development
3	Financial Management	10	International Business
4	Production Management		
5	IT & System Management		
6	Agriculture Business Management		
7	Textile Management		

Sr.	Optional A Paper - VIII	Sr.	Optional B Paper - XVI
I	Chh. Shivaji Maharaj -The Management Guru	I	Total Quality Management
II	Computerized Accounting	II	Negotiation Skills
III	Personality Development	III	Taxation
IV	Business Models	IV	E-Business
V	Constitution of India	V	Computer Applications for Business
VI	Creativity and Innovation	VI	Behavioural Finance
Sr.	Optional C Paper - XXIV	Sr.	Optional D Paper - XXXII
I	Corporate Social Responsibility	I	Corporate Finance
II	ERP/SAP	II	B2B Marketing
III	Business Analytics	III	Econometrics
IV	Labour Laws	IV	Organizational Development
V	Marketing Research	V	Sports Management
VI	Customer Relationship Management	VI	Logistic and Supply Chain Management

\* Optional papers are **TWO** unit credit courses which are assessed internally by respective institute. Optional courses are to be imparted by industrial experts, practitioners, consultants and professionals from business. Student has to opt for any one optional course offered per internal course and no university examination would be held for the same. **THIRTY** (30) hours of pedagogy excluding tutorials and examination would be the duration of one optional course. The evaluation of optional course is to be done by institute. Optional course is natured as internal course and no university examination would be held for the same. Institute has to design the examination of optional papers. The performance of student in optional course out of 50 marks has to be send to university with rest internal marks.

\*\*The electives selected by minimum 15 students will be taught by a faculty in a class. Rest of the students will prepare themselves for their selected module. However faculty will counsel them and complete their internal work as per module requirement. In case of electives selected less than 15 students, it is at the discretion of Head of the Institution to decide on the teaching and practical instructions.

Note: Bifurcation of 100 marks at University exam marks and Internal Marks:

Internal - Mid – term test*	10 Marks
Internal - Four (4 ) practical assignments given in syllabus ( 2.5 Marks to each practical assignment) It is the discretion to respective faculty regarding nature of submission of practical assignments. Submission of practical assignments is mandatory.	10 Marks
University Objective type examination:	20 Marks
University Theory Examination (2 hours duration)	60 marks
Total	100 Marks

Faculty should motivate students for Seminars/Group Discussion/Mini Projects/Research work/Consultation along with Faculty.

### Conduct of Mid-term test:

1. Midterm test is to be conducted at the end of every semester by institute.
2. For midterm test OPEN BOOK examination is proposed.
3. The examination would be of three hours for every course.
4. Decision making oriented questions, case lets, exercise questions, practical problems would only be asked to solve.
5. Students are allowed to refer the books which are mentioned in the reference section of syllabus only of respective course. No other text material or book than mentioned in reference section is allowed.
6. Use of internet is strictly prohibited.
7. Use of any other resources apart from books mentioned in the reference section is strictly not allowed.

Open book examination is expected to foster reference taking, reasoning, thinking, decision making, problem solving, creativity and innovation. Applications of concepts in to problem solving, develop models, develop solutions, critical thinking, evaluate the situation, compute and interpret, plan for decisions and the like.

The records of internal practical assignments and midterm test of every student should be maintained at institute which is subject to verify by university authority.

## 11. Scheme of Teaching and Examination:

### a) Scheme of Teaching

This is a full time master degree programme. The curriculum of this course is two years divided into four semesters. The teaching for Semester I and III is conducted from 1st August to 15 th November (for 14 weeks) and teaching for Semester II, and IV is conducted from 1st January to 15th April (for 14 weeks).

There will be an end of semester University examination in December and May for all the semesters. In addition there will be internal examinations for each paper conducted by the respective Institute.



**b) Scheme of Examination and Evaluation** Proposed from Academic Year 2019-2020

University written examination:	<b>60 Marks</b>
University Objective type examination:	<b>20 Marks</b>
Concurrent Institutional Evaluation:	<b>20 Marks</b>
a. Practical:	10 marks
b. Midterm open book examination:	10 marks

Question papers and answer papers should be only in English language.

1. University examination shall be of 60 marks written and 20 marks online/written examination multiple choice objective type, for each subject.
2. The nature of university examination question paper shall be as follows.

Nature of Question paper and Scheme of marking

**Nature of Question Paper: 60 Marks (For MBA-I and MBA II for compulsory papers only)**

**(Note- Question No. 1 and 4 are compulsory. Attempt any one from Question No 2 and 3)**

Q.1 Case Study	20 marks
Case Study, Exercise example, quantitative problems.	
Q.2 Decision making related Question/exercise/problem/case let/ etc.	20 marks
Questions or exercise problems to check the decision making ability of student on the basis of contents of syllabus. This question is based on the practical's given in the syllabus under respective modules.	
Q.3 a) } Descriptive answer question	
b) } Descriptive answer question	20 marks
Q.4 Short notes (any four out of six)	20 marks

**Online/written Objective type examination: 20 Marks**

20 objective type multiple answer would be asked to students online/written. Every question would have four multiple choice answers of which one answer is to be marked.

In the paper of Managerial Economics, Financial Management, Operations Management, Management Accounting, Research Methodology, Business Intelligence and Analytics, exercise example will also be asked. Besides this the specialization area viz. Financial Management, IT & System Management, exercise example will also be asked.

AND

**OPEN BOOK Examination from Academic Year 2020-2021**

**Nature of Question Paper: 60 Marks (Only For MBA-II Sem –III and MBA-II Sem-IV Elective papers.)**

(Note- Question number one is compulsory and Attempt any two questions from Q.No. 2 to Q.No. 4 )

Q.1 Case Study	20 marks
----------------	----------



- Case Study, Exercise example, quantitative problems.
- Q.2 Decision making related Question/exercise/problem/case let/ etc. 20 marks  
Questions or exercise problems to check the decision making ability of student on the basis of contents of syllabus. This question is based on the practical's given in the syllabus under respective modules.
- Q.3 Decision making related Question/exercise/problem/case let/ etc. 20 marks
- Q.4 Decision making related Question/exercise/problem/case let/ etc. 20 marks

The objective type multiple choice online/written examinations of courses and the project Viva-Voce would be undertaken before the written final examination of Shivaji University, Kolhapur.



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## 12. Standard of Passing:

There would be single head of passing. For university written examination, university online /written objective type examination and institution internal evaluation 50% of total marks have to be secured by student per course.

b. No class will be awarded to any part of examination.

## 13. Passing Rules:

1. For admission to M.B.A. Part-II, a candidate must have cleared all papers of Sem-I and Sem-II or atleast 12 papers of Sem-I and Sem-II combine.
2. The students who have completed first semester are allowed to continue for second Semester and students who have completed 3rd Semester are allowed to continue for IV Semester as per above rule.
3. Students have to complete MBA program within 2+4 years from the date of admission.

## 14. Project Report:

Every student should go for in-plant training after the Semester- II examination. In -Plant training duration is of 50 days. The detailed description to undergo the project report is given in syllabus.

## 15. Credit system implementation: As per the University norms

### Credit Grade Points:

SR.No.	Marks Obtained out of 100	Numerical Grade (grade Point)	CGPA	Letter Grade
1	Absent	0 (Zero)	-----	-----
2	0-49	0 (Zero)	0.0 - 4.99	F(Fail)
3	50-55	5	5.00-5.49	C
4	56-60	6	5.50-6.49	B
5	61-70	7	6.50-7.49	B+
6	71-80	8	7.50-8.49	A
7	81-90	9	8.50-9.49	A+
8	91-100	10	9.50-10.00	O (Outstanding)

1. Marks obtained  $\geq 0.5$  shall be rounded off to next higher digit.

2. The SGPA & CGPA shall be rounded off to 2 decimal points.

16. **Teacher Qualification:** As per AICTE norms prescribed time to time.

### 1. Equivalence in Accordance with Titles and contents of papers

Existing Subject	Equivalent Subjects
MBA. Part-I Semester-I	MBA. Part-I Semester-I



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1	Principles & Practices of Management	Indian Ethos & Management Concepts
2	Management Accounting	-----
3	Quantitative Techniques for Management	Business Intelligence and Analytics
4	Managerial Economics	Managerial Economics
5	Information Technology for Management	Information Technology for Management
6	Business Communication	-----
7	Organizational Behaviour	Organizational Behaviour
8	Legal Framework of Business	Legal and Business Environment
9		Optional – A*
	MBA. Part-I Semester-II	MBA. Part-I Semester-II
10	Marketing Management	-----
11	Financial Management	Financial Management
12	Human Resource Management	Human Resource Management
13	Operations Management	Operations Management
14	Management Information System	Management Information System
15	Operation Research Techniques	Business Intelligence and Analytics
16	Research Methodology	Research Methodology
17	Business Environment	Legal and Business Environment
18		Optional – B*

w.e.f. Academic Year 2020-21 and onwards.

	Existing Subject	Equivalent Subjects
	MBA. Part-II Semester-III.	MBA. Part-II Semester-III.
19	Corporate Planning & Strategic Management	Strategic and Change Management
20	Project Report & Viva-Voce	Project Report & Viva-Voce
21	Elective I- Paper-I	
22	Elective-I Paper-II	Elective I- Paper-I
23	Elective-I Paper-III	Elective-I Paper-II
24	Elective-II Paper-I	Elective-II Paper-I
25	Elective-II Paper-II	Elective-II Paper-II
26	Elective-II Paper-III	-----
27		Optional – C*
	MBA. Part-II Semester-IV	MBA. Part-II Semester-III.
28	Entrepreneurship Development	Innovation and Entrepreneurship
29	Management Control System	Startups and New Venture
30	Global Quality System	-----
31	International Business	Elective I- Paper-IV
32	Elective I- Paper-IV	Elective-I Paper-V
33	Elective-I Paper-V	Elective II- Paper-IV
34	Elective II- Paper-IV	Elective-II Paper-V
35	Elective-II Paper-V	-----
36		Optional – D*
	Total	

## 18. Staffing Pattern\*:

Staff Pattern:

Sr.	Posts	Subject Designated In	Number of Posts 60 Intake	Number of Posts 120 Intake	Number of Posts 180 Intake
1	Director	General Management	1	1	1
2	Professor	General Management	1	1	1
3	Associate Professor	Any Subject/Elective/Specialization	1	3	4
4	Assistant Professor	Any Subject/Elective/Specialization	4	8	12
	Totals Posts		7	13	18

**Recommended Cadre Ratio shall be 1:2:6 or better.**

(AICTE Approval Process Handbook 2018-2019 Page no. 112)

\* Staffing patter is as per AICTE norms. Refer AICTE approval process handbook.

### Note:

1. Senior faculty of Professor Grade should be appointed in General Management area. Post of Associate Professor and Assistant Professor should allot to any area of functional management i.e. Marketing Management, Financial Management, Production Management, Systems Management, Human Resource Management and Agriculture Business Management, Hospitality Management, Entrepreneurship Development and International Business as per the requirement of institute.
2. If college/Institute wants to provide additional electives then additional faculty in respective area should be appointed for each additional elective before commencement of academic year, on the basis of recommended Cadre ratio of AICTE i.e. 1:2:6 or better. The university approval of appointment of such additional faculty should be taken.
3. The local enquiry committee has to examine the number of electives offered by the institute and the availability of approved teaching staff with respect to electives offered.
4. For fulfilling the workload as per norms of a faculty; concerned head of the institute is at discretion to allot workload of other subjects than of the core area looking towards the competency of faculty.

Division of Workload as per the revised syllabus of MBA

Sr.	Subjects	Workload
01	General Management	
	Indian Ethos & Management Concepts	4
	Managerial Economics	4
	Soft Skill Development (Internal)	4
	Legal and Business Environment	4
	Workload for Sem I	16
	Research Methodology	4
	Managerial Skills for Effectiveness (Internal)	4
	Workload for Sem II	8



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	Strategic and Change Management	4
	Business Intelligence and Analytics	4
	Workload for Sem III	8
	Employability Skill (Internal)	4
	Workload for Sem IV	12
02	Marketing Management	
	Marketing Management	4
	Workload for Sem I	4
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4
	Elective-I Paper-V	4
	Workload for Sem IV	8
03	Human Resource Management	
	Organizational Behaviour	4
	Workload for Sem I	4
	Human Resource Management	4
	Workload for Sem II	4
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4
	Elective-I Paper-V	4
	Workload for Sem IV	8
04	Financial Management	
	Financial Management	
	Management Accounting	
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4
	Elective-I Paper-V	4
	Workload for Sem IV	8
05	Production Management	
	Operations Management	
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4
	Elective-I Paper-V	4
	Workload for Sem IV	8
06	IT & System Management	
	Information Technology for Management	
	Management Information System	
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4



  
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	Elective-I Paper-V	4
	Workload for Sem IV	8
07	Agriculture Business Management	
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4
	Elective-I Paper-V	4
	Workload for Sem IV	8
08	Textile Management	
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4
	Elective-I Paper-V	4
	Workload for Sem IV	8
09	Hospitality Management	
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4
	Elective-I Paper-V	4
	Workload for Sem IV	8
10	Entrepreneurship Development	
	Innovation and Entrepreneurship	4
	Startups and New Venture	4
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4
	Elective-I Paper-V	4
	Workload for Sem IV	8
11	International Business	
	Elective I- Paper-I	4
	Elective-I Paper-II	4
	Workload for Sem III	8
	Elective I- Paper-IV	4
	Elective-I Paper-V	4
	Workload for Sem IV	8

19. Special Instructions, if any.

**Additional Electives:** Additional Electives may be offered to the student successfully completed the MBA program of Shivaji University, Kolhapur only. The single additional elective or dual additional electives may be offered. Student has to appear only for offered elective papers and be exempted from the compulsory papers to take the instructions and for examination. Student has to attend regular classes to take instructions of additional offered elective by taking formal

admission to the institute paying prescribed tuition fees. Institute has to comply the formal eligibility process of the University. Attendance of student has to be observed as per university norms. Student has to submit the assignments and appear for midterm test as per university norms to secure internal credits and has to appear for university examination. The mark sheet of examination is to be offered by the university.

### C. Other Features:

#### Teacher's Training Program (MBA)

The faculty dealing with MBA program is from either of following,

1. Fresh MBA graduates from recognized management institute and continuing teaching to MBA program.
2. Senior faculty having some industrial background (presently not concerned with industry since last five years)
3. Senior faculty without any industrial exposure (faculty started their academic career and continuing till time.)
4. Person from industry joined academics after a break in carrier owing to personal issues.
5. Person from industry worked at senior level joined academics.

In aforementioned scenario only the last scenario has relatively good knowledge of contemporary industry otherwise rest first three categories presently does not have any industrial relevance. Scenario first and third creates worried picture.

Why the students of MBA does not imbibe with required skills which hinders employability, amongst many; one reason is their mentors lagging in skills. Why mentors lagging in skills, amongst many; one reason is they do not have industrial exposure.

The worried part of management education is; the person without business exposure teaches as to how to manage business.

Teachers' training is an effort to bridge this gap.

Every faculty dealing with MBA in Shivaji University, Kolhapur jurisdiction is appointed to teach for a specific functional area of management though it is general management, marketing management, financial management, human resource management, production management and the like.

Faculty irrespective of experience and educational qualification expected to undergo the teachers' training program of **10 days duration**. Once in every two years the training has to be taken in respective field of functional area of management in an industry especially the unit where educational institution has signed a MoU. The unit where the training is to be imparted must be a medium scale unit (medium scale unit defined by Ministry of Industry, Government of India). The report appending certificate from the unit is to be submitted to the Director of the institute and the said would be forwarded to the university with due attestations of Director of the Institute.

Institute has to extent the duty leave for teacher's training and help teacher to find an organization to undergo training.

How teacher's training would help:

1. Helps to find the gaps between what one teaches and what industry expects.
2. Hands on experience in the field – it would help to relate theoretical concepts to observed phenomenon.
3. ASK – helps to build attitude, skills and enhances knowledge since theory fuses with practice.
4. Case study – faculty gets an opportunity to conduct a case study research and expected to publish a case study of the concern unit. (With prior permission of authorities of unit).



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5. Wisdom – it would help to transform knowledge easily to the students.
6. Update with recent trends in respective functional area of management.

1. Library and Laboratory equipments

As per AICTE norms prescribed time to time.

**D. General Guidelines:**

**MOOCs and Swayam courses:**

1. Any courses offered on MOOCs and Swayam of two credits are considered to be optional to two credit courses offered in the said syllabus under the heading Optional A, Optional B, Optional C and Optional D. The candidate has to intimate university through institute head regarding admission to MOOCs and or Swayam courses in the said academic year only. Candidate has to produce documents of completion of course certified by Head of the Institution to university examination and evaluation authority for credit consideration.
2. The courses notified by the Board of Studies in Management time to time, offered on MOOCs and Swayam of four credits are considered to be optional to four credit internal courses offered in the said syllabus. The candidate has to intimate university through institute head regarding admission to MOOCs and or Swayam courses in the said academic year only. Candidate has to produce documents of completion of course certified by Head of the Institution to university examination and evaluation authority for credit consideration.
3. The rules and regulations regarding Swayam and MOOCs courses extended by university authority time to time are to be applicable.

**MBA -I SEM-I**  
**Indian Ethos and Management**  
**(Choice-Based Credit System)**  
**Paper - I**

Course Outcomes	Students of this course will able to do: <ul style="list-style-type: none"> <li>• understand sources of organizational ethical culture and different behavior</li> <li>• Understand the way of righteousness in the Gita</li> <li>• Identify the features of Indian ethos</li> <li>• Analyze Principles of Management</li> <li>• Understand dynamics of ethics in management.</li> </ul>		
Expected Skills Implementation (Through theory and Practical's)	<ul style="list-style-type: none"> <li>• Philosophical approach</li> <li>• Recognizing and analyzing ethical issues</li> <li>• Understandings of Cultural Variation</li> </ul>		
Marks : 80	Total Hours of Teaching: 60	Theory: 40	Practical: 20
<b>Syllabus Contents:</b>			
Unit 1: a) Theory	A) <b>Introduction and Evolution of Management:</b> Definition-Scope of management. Classical Approach-Scientific Management Approach- Behavioral Approach-Human Relations Approach-Contingency, Operational Approach, B) <b>Levels of Management:</b> Different levels of Management and skills required. Management by Objectives (MBO) – Definition, Meaning and Significance, MBO process.		10 Hours
b) Practical	Visit local organization and study different levels of management.		5 Hours
Unit 2: a) Theory	A) <b>Planning and Organizing:</b> Planning-nature, types and limitation of planning Organizing-meaning, Process, Organization structure, Types of organizational structure. B) <b>Staffing, Directing and Controlling:</b> Staffing- concept, need and importance. Directing- concept, need and principles of directing. Controlling - Steps in Control Process-Need-Types of control Method- Techniques of Controlling-Benefits.		10 Hours
b) Practical	Visit local organization and study Organization structure along with duties and responsibility.		5 Hours



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Unit 3: a) Theory	<p><b>A) Indian Ethos:</b> Meaning, Features, Need, History, Relevance, Principles Practiced by Indian Companies, Requisites, Elements, Role of Indian Ethos in Managerial Practices.</p> <p><b>B) Management Lessons from Religion Scriptures:</b> Management Lessons from Vedas, Management Lessons from Mahabharata. Management Lessons from Bible, Management Lessons from Quran Management Lessons from Kautilla's Arthashastra Indian Heritage in Business Management, Production and Consumption. Ethics v/s Ethos</p>	10 Hours
b) Practical	<p>a. Study awareness of Indian Ethos in local Industries. b. Study the success stories of Family business</p>	5 Hours
Unit 4: a) Theory	<p><b>Business Ethics</b></p> <p><b>A) Business Ethics</b> – Definition and its relevance to Business, Historical Perspective of Ethics, Global perspectives on business ethics. Approaches to managerial ethics.</p> <p><b>B) Trusteeship Management</b>-Gandhi and Philosophy of Wealth Management. G.D. Birla and J.R.D Tata policies and practices of business Ethics</p>	10 Hours
b) Practical	<p>a) Present seminar on best ethical practices in business. b) Prepare a report on Infosys Foundation.</p>	5 Hours

**Note:** Relevant case studies based on the above units should be discussed in the class.

**Reference Books:**

1. Koontz and Wehrich-Essentials of Management, McGraw-Hill
2. Peter Drucker- Essentials of management
3. Robbins Stephen P. and Decenzo David- Fundamentals of Management
4. Sherlekar S.A.-Modern Business Administration and Management; Himalaya Publishing House
5. L.M. Prasad-Principles of Management
6. R.M. Srivastara-Principles of Management
7. M. K. Gandhi, Trusteeship
8. Indian Ethos in Management : Tushar Agarwal and Nidhi Chandorkar: Himalaya Publishing House
9. Business Ethics and Value System: H.C. Mrutunjaya; PHL Learning.

**Suggested Research Journal :**

- Vikalp-IIM Ahemdabad
- Visison-MDI, Gurgaon

**MBA –I, SEM-I,  
PAPER II  
Management Accounting  
(Choice-Based Credit System)**



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<b>Course Outcomes:</b>		
<ol style="list-style-type: none"> <li>1. Describe concepts in management accounting.</li> <li>2. Prepare final account of a company</li> <li>3. Prepare cost sheet of a company</li> <li>4. Produce CVP analysis.</li> </ol>		
Expected Skills Implementation (Through theory and Practical's) :		
Reading the balance sheet of a company		
Analysis of accounting and cost figures.		
<b>Marks : 80 Total Hours of Teaching: 60 Theory: 40 Practical: 20</b>		
<b>Unit 1:</b>	<b>Financial Accounting:</b>	<b>(10 Hours)</b>
<b>a) Theory</b>	Need for Accounting, Internal and external users of accounting information, Accounting concepts and conventions, Accounting cycle and System: Nature of accounting transactions., Depreciation Methods	
<b>b) Practical</b>	i) Enlist internal and external users of accounting information. Visit any business organization to identify how accounting information is used at different levels of management. ii) Develop specimen vouchers iii) Identify any fixed asset and apply appropriate method of charging depreciation.	<b>(5 Hours)</b>
<b>Unit 2:</b>	<b>Final Account:</b>	<b>(10 Hours)</b>
<b>a) Theory</b>	Preparation of Final Account, Computerized Accounting - Role of computerized accounting, Tally package - features and application.	
<b>b) Practical</b>	Develop specimen vouchers, form a company in tally package and make entries for the transactions accordingly to come out with income statement and balance sheet.	<b>(5 Hours)</b>
<b>Unit 3:</b>	<b>Cost Accounting:</b>	<b>(10 Hours)</b>
<b>a) Theory</b>	Meaning, objectives, scope, importance and advantages Difference between financial and cost accounting. Cost unit and cost centre; Elements of cost:- Material, Labour and overheads; Preparation of cost sheet, Inventory valuation methods (FIFO, LIFO, Simple Average and weighted Average)	
<b>b) Practical</b>	i) Visit any manufacturing unit to identify elements of cost and to learn inventory valuation method what they adopted. Prepare cost sheet to calculate cost of production.	<b>(5 Hours)</b>
<b>Unit 4:</b>	<b>Management Accounting:</b>	<b>(10 Hours)</b>
<b>a) Theory</b>	Concept, meaning, Definition, Features, Functions, CVP Analysis - Contribution, PV Ratio, BEP, Margin of Safety, Angle of incidence. Decision making based on CVP analysis – Make or Buy decision- shutdown – dropping the plant – sale or process	
<b>b) Practical</b>	i) Visit any business enterprise, collect information regarding variable cost, fixed cost etc. and calculate Breakeven Point for a product/s. also learn how financial decisions are taken with the help of Breakeven analysis and CVP analysis.	<b>(5 Hours)</b>
<b>Note:</b>	Every institute must have licensed copy of Tally Package for	



	the laboratory practical. Minimum 5 hours practical on Tally Package should be conducted to teach accounting process.	
	<b>Practical problems would be asked on Unit 2, Unit 3 and Unit 4.</b>	
<b>Reference Books</b>	Advanced Accountancy- Arulnandan and Raman Advanced Accountancy- Gupta R.L. and Radhaswamy Advanced Accountancy - Shukla M.C. and Grewal T.S. Cost Accounting - Jawahar Lal Advanced Cost Accounting - Jain S.C. and Narang K.L. Cost and Management Accounting - M.E. Thukaram Rao Management Accounting- I. M. Pandey Principles and Practice of Management Accounting - Manmohan Goel Management Accounting - Sharma and Gupta Cost Accounting - Arora M.N.	
<b>Web Sites:</b>	1. Future Accountant <a href="http://www.futureaccountant.com">www.futureaccountant.com</a> 2. Google Scholar - <a href="https://scholar.google.co.in/">https://scholar.google.co.in/</a>	
<b>Suggested Research Journal :</b>	1. Chartered Accountant 2. Indian Journal of Accounting 3. Management Accountant 4. The Accounting Review	



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**MBA – I SEM – I  
PAPER – III  
Managerial Economics  
(Choice-Based Credit system)**

**Course Objectives:**

1. To introduce the students about managerial economics and its practices
2. To learn the production function and pricing practices
3. To aware about market structure and price determination under different market situations
4. To aware the students about capital budgeting and business cycles

**Expected Skills Impartation (Through theory and Practical's):**

1. Ability to measure and apply concept of elasticity of demand and demand forecasting
2. Ability to measure production cost and revenue of the business organization
3. Ability to explain and asses the product pricing system in different markets
4. Analytical skills about investment appraisal and capital budgeting

Marks : 80	Total Hours of Teaching :60	Theory : 40	Practical : 20
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**Syllabus Contents**

Unit 1 : a) Theory	<b>Introduction to Managerial Economics</b> Meaning, features and Scope of Managerial Economics – types and determinants of Demand – Law of Demand –Elasticity of Demand – Price, Income and Cross elasticity of demand – Concept and methods of demand forecasting	10 Hours
b) Practical	Numerical problems on elasticity and case studies	5 Hours
Unit 2: a) Theory	<b>Production, Cost and Revenue Analysis</b> Nature and features of production function – Cobb Douglas Production function and its features – Law of variable proportion and Returns to Scale – Least cost factor combination – Cost concepts and its types – Short run and Long run cost curves – Revenue curves under different market structure	10 Hours
b)Practical	Numerical problems on production, costs and revenue. Decision making problems. Drafting costs curves under different markets and economic circumstances.	5 Hours
Unit 3 : a) Theory	<b>Market Structure and Pricing Practices</b> Classification of Market Structure – Price and Output determination under Monopolistic competition – Characteristics of Oligopoly – Kinked Demand curve – Price Leadership - Pricing Practices: Cost Plus Pricing-Multi Product Pricing - Dumping	10 Hours
b) Practical	Numerical problems on price output determinations, pricing. Diagrams of price and output determinations under different market structures. Case studies.	5 Hours
Unit 4 : a) Theory	<b>Capital Budgeting Business Cycles and Asymmetric Information</b> Concept and significance of capital budgeting – Methods of capital budgeting: NPV – IRR – ARR Concept and phrases of Business cycle: Hicks theory – Schumpeter's theory Asymmetric Information: Moral Hazards and Adverse Selection	10 Hours
b) Practical	Numerical Problems on capital budgeting. Diagrams on business cycle. Case studies	5 Hours

**Reference Books:**

1. Mehata P. L. (2010) Managerial Economics- Analysis and Problems, Himalaya Publishing House, Mumbai



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2. Gupta G. S (2017). Managerial Economics, McGraw Hill Education , New York, NY USA
3. Paul Keat, Philip K Young, Steve Erfle ,(2014) , Managerial Economics, 7th Edition,, Pearson publication
4. Dominick Salvatore (2016) Managerial Economics Principles and Worldwide Applications Eighth Edition © Oxford University Press
5. Nick Wilkinson (2005) Managerial Economics A Problem Solving Approach, Cambridge University Press, New York
6. Varian, H.R. (1992) Microeconomic Analysis, WW Norton & Co. New York,
7. Michael R. Baye (2010) Managerial Economics and Business Strategy, McGraw-Hill Irwin, New York, NY USA
8. Varshney R. L. and Maheshwari K.L. (2005), Managerial economics text, Problem and Cases, Sultan Chand and Sons, Educational Publishers, New Delhi
9. Dwivedi D. N. (2002) Managerial Economics, 6<sup>th</sup> Edition, Vikas Publishing House Pvt. Ltd. New Delhi

**Suggested Additional Readings:**

National Council of Applied Economics Research

[EBSCO Discovery Service](#)

[ProQuest](#)

**Suggested Research Journal :**

Economic and Political Weekly

Finance and Development

IUP Journal of Managerial Economics

<b>Master of Business Administration</b> <b>M.B.A. Part-I Semester-I</b> <b>Choice Based Credit System – (CBCS)</b> <b>Paper-IV</b> <b>Information Technology for Management</b>			
Course Outcome:	After completion of course students will be able to - 1. Recognize different components of Information Technology. 2. Understand E-commerce models used in a business. 3. Analyze impact of E-banking on the business. 4. Design a database.		
Expected Skill Impartion	1. Technical Skills regarding IT infrastructure 2. Employability Skills regarding thorough knowledge of IT infrastructure		
Marks: 80	Total Hours of Teaching: 60	Theory: 40	Practical:20
<b>Syllabus contents</b>			
Unit 1: a) Theory	<b>Information Technology</b> Definition, Components: Hardware, Software, Network: Types, Topology, Communication media, Overview of Internet, Intranet, Extranet, Need of website for organization, Applications of Internet for Management: E-CRM, E-SCM. Introduction to search engine,		10 Hours
b) Practical	Visit any organization and study their IT infrastructure along with different applications used by organization.		5 Hours
Unit 2: a) Theory	<b>E-Commerce</b> Introduction to E-Commerce: Defining Commerce; Benefits of E-Commerce; Components of E-Commerce; Types of E-Commerce; Role		10 Hours



  
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	of Internet and Web in E-Commerce; Technologies Used; Pre-requisites of E-Commerce; Scope of E-Commerce; Mobile Commerce: Overview of M-Commerce – Introduction to Protocol , Components of Mobile Commerce	
Practical	b) Compare different features of E-Commerce and M-Commerce applications of any popular organization (Amazon, Flipkart, Myntra etc.)	5 Hours
Unit 3: a) Theory	<b>E-Banking</b> Electronic Banking: Introduction, Traditional Banking v/s E-Banking; Models for E-banking- Core Banking Solution (CBS), Features and subsystems of CBS; Advantages of E-Banking; Delivery channels, Limitations of E-Banking; Electronic Payment Systems: Prepaid and Postpaid Payment Systems (RTGS/NEFT/BHIM/E-cash),; National Payments Corporation of India; Services of NPCI.	10 Hours
Practical	b) Identify how to send and receive money over UPI through any Mobile payment Systems like Google Pay, PayTm etc.	5 Hours
Unit 4: a) Theory	<b>Database Management System</b> Database Management Systems (DBMS): Definition, Need, Features, Components, Component Architecture of database system, Data dictionary; Database schema, Data models- Relational Model, Network Model, Hierarchical Model; Normalization; Data Warehousing: Concept, Definition, Architecture of Datawarehouse. Data Mining: Definition, Introduction to Data Mining Tools, KDD process	10 Hours
Practical	b) Design a Database for Bank Deposit System..	5 Hours
<b>Reference Books:</b>		
<ol style="list-style-type: none"> <li>1. Introduction to Information Technology Turban, Rainer and Potter John Wiley &amp; Sons, Inc. 2005</li> <li>2. Introduction to Database System by Date, Eighth Edition, Pearson Education</li> <li>3. E-Commerce Fundamentals and Applications - Henry Chan, Raymond Lee, Tharam Dillon, Elizabeth Chang, John Wiley &amp; Sons, Inc. 2001</li> <li>4. E-Commerce (concepts - Models – Strategies), C. S. V. Murthy, Himalaya Publishing House, 2002</li> <li>5. Computer Fundamentals. B. Ram, New Age Publications, 2003</li> <li>6. Data Mining Techniques, Arun K. Pujari, Universities Press, 2001</li> </ol>		
<b>Suggested Additional Reading</b>		
ePGPathshala: Engineering and technology Subject: Computer Science Paper Name: P-12 Web technology URL: <a href="https://epgp.inflibnet.ac.in/ahl.php?csrno=7">https://epgp.inflibnet.ac.in/ahl.php?csrno=7</a>		
ePGPathshala: Engineering and technology Subject: Computer Science Paper Name: P-04Database Management System URL: <a href="https://epgp.inflibnet.ac.in/ahl.php?csrno=7">https://epgp.inflibnet.ac.in/ahl.php?csrno=7</a>		
<b>Suggested Research Journal</b>		
Journal of Internet Banking and Commerce ISSN: 1204-5357 <a href="http://www.icommercentral.com/">http://www.icommercentral.com/</a>		
Journal of Internet Banking and Commerce An open access Internet journal ( <a href="http://www.arraydev.com/commerce/jibc/">http://www.arraydev.com/commerce/jibc/</a> )		

<b>(Choice Based Credit System)</b> <b>MBA-1 SEM-I</b> <b>PAPER V</b> <b>Legal And Business Environment</b>			
Course Outcome	At the end of the course student should be able to 1. Understand Legal Aspects of Business with respect to Indian economy. 2. Relate various legal provisions to relevant business aspects and situations. 3. Assess Business Environment in India. 4. Appraise Globalization trends a, challenges and environment for foreign trade and investments.		
Expected Skills Imparted through Theory and Practical	1. Skill to understand the legal existence of any business. 2. Legal skills pertaining to business decisions and situations. 3. Analytical skill for economic environment and changes occurring there in. 4. Skill of interpreting the changes in business environment through observations about daily updates on the national and world economy.		
Marks: 100	Total Hours of Teaching 60	Theory 40	Practical 20
Syllabus Content:			
Unit 1 a) Theory b) Practical	<ul style="list-style-type: none"> <li>• Introduction to Business Law and Mercantile Law</li> <li>• Importance of legal knowledge to managerial personnel and Entrepreneurs.</li> <li>• Structure of Indian Legal system.</li> <li>• Fundamentals of Indian Contract Act 1872</li> <li>• General rules relating to formulation of contract, Performance and discharge of contract.</li> <li>• Breach of contract and remedies for Breach of contract,</li> <li>• Quasi contracts,</li> <li>• Various special contracts like Bailment, agency, indemnity and guarantee</li> <li>• General principles of sale of goods Act</li> </ul>		10 Hours 5 hours
Unit 2. a) Theory b) Practical	Principles of Laws relating to Business organizations. <ul style="list-style-type: none"> <li>• Formation of partnership firms and company</li> <li>• Protecting Company/ Business Property.</li> <li>• Dissolution of partnership and winding up of company</li> <li>• Intellectual Property Rights Copy right, Trademarks, Patents etc Registration and protect of IPRs Remedies for infringement of IPRs.</li> </ul>		10 Hours 5 hours
Unit 3. a) Theory b) Practical	<ul style="list-style-type: none"> <li>• Macro and Micro Indicators of Business environment, Growth Indicators and Development Indicators.</li> <li>• Sectors of Indian economy and Emerging sectors during last 20 years.</li> <li>• Relative Size and growth of Public and Private Sectors.</li> </ul>		10 Hours 5 hours

Unit 4. a) Theory b) Practical	<ul style="list-style-type: none"> <li>• Globalization trends and challenges,</li> <li>• Development of Rural sector since globalization, Environment for Foreign Trade and foreign investment. Exchange rate movements and its impact on economy.</li> <li>• India's competitiveness in the world economy and ease of doing business in India.</li> </ul>	10 Hours 5 hours
<b>Reference Books:</b> <ol style="list-style-type: none"> <li>1. Pathak, Legal Aspects Of Business, Tata Mcgraw- Hill Publishing Company Limited, New Delhi, 2010. Keith-davis &amp; William Frederick, Business And Society, McgrawHill, Tokyo.</li> <li>2. M.M. Sulphey &amp; Az-Har Basheer, LAWS FOR BUSINESS, Phi Learning Pvt. Ltd. Delhi, 2011</li> <li>3. Maheswari &amp; Maheswari, Mercantile Law, Himalaya Publishing House. Mumbai</li> <li>4. Rudder dutt &amp; Sundaram, Indian Economy, Vikas Publishing House, New Delhi.</li> </ol> <p>Economic Environment of Business by Veena Keshav Pailwar Publisher: PHI learning Pvt. Ltd. New Delhi.</p>		
<b>Additional reading website URL</b> <a href="http://www.icmrindia.org/casestudies/Case_Studies.asp?cat=Economics">http://www.icmrindia.org/casestudies/Case_Studies.asp?cat=Economics</a> <a href="https://www.focus-economics.com/countries/india">https://www.focus-economics.com/countries/india</a> <a href="https://www.indiastat.com/economy-data/8/stats.aspx">https://www.indiastat.com/economy-data/8/stats.aspx</a> <a href="https://www.scribd.com/doc/38327363/Business-Law-Contracts-Notes">https://www.scribd.com/doc/38327363/Business-Law-Contracts-Notes</a> <a href="http://www.nishithdesai.com/fileadmin/user_upload/pdfs/Research%20Papers/Intellectual_Property_Law_in_India.pdf">http://www.nishithdesai.com/fileadmin/user_upload/pdfs/Research%20Papers/Intellectual_Property_Law_in_India.pdf</a>		
<b>Suggested Journals:</b> <ol style="list-style-type: none"> <li>1. The Indian economic journal - <a href="https://journals.sagepub.com/home/iej">https://journals.sagepub.com/home/iej</a>  <a href="http://indianjournalofeconomicsandresearch.com/">http://indianjournalofeconomicsandresearch.com/</a></li> </ol>		

**MBA -I SEM-I**  
**Organizational Behaviour**  
**(Choice-Based Credit System)**  
**PAPER-VI**

**Course Outcomes:**

- CO1 Relate with the historical growth, factors and model of Organizational Behavior.
- CO2 Understand the determinants and various theories of personality development.
- CO3 Understand the concept of perception and the process.
- CO4 Understand the concept of attitude and values. Elaborate the sources and types of values.
- CO5 Relate different theories of motivation and Leadership with current situation and know the roles and activities of leadership
- CO6 Understand the various strategies for managing conflicts in organization .
- CO7 Understand the concept of organizational culture, organizational change and Development.

**Expected Skills Implementation (Through theory and Practical's) :**

Reading, Understanding, predicting individual behavior.  
 Predicting behavior of individual in the group.



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Marks : 100	Total Hours of Teaching: 60	Theory: 40	Practical: 20
<b>Syllabus Contents:</b>			
Unit 1: a) Theory	Introduction to OB : Definition, Nature, : Evolution of Organizational Behaviour Approach – Historical perspective – from Robert Owen(1825) to Elton Mayo(1925), Disciplines contributing to OB – Psychology, Sociology, Anthropology, Social Psychology, Economics & political Science; Approaches to the study of OB -Human Resource Approach, Contingency Approach, Productivity Approach, and System Approach.	10 Hours	
b) Practical	Identify the factors influencing individual desirable and undesirable behavior (individual behavior is influenced by number of factors viz. working conditions, leadership, colleagues, social factors and the like) and present them before class for its validity.	5 Hours	
Unit 2: a) Theory	Micro Perspectives of OB : Individual behaviour: Personal factors- Biographical characteristics & Learned characteristics, Environmental factor & Organizational factors. Personality- concept, determinants of personality Personality theories – Sigmund Freud, Erikson, Chris Argyris, Types of Personality – Type A & type B Learning & Perception- meaning, nature & process. Learning- meaning, theories & principles; Attitude-concept, components of attitude, formation of attitude, Values- concept, types of values, sources of values.	10 Hours	
b) Practical	Individual introspection to know personality traits negative – positive, study its consequences. Suggest remedial measures to transform negative traits to positive. Present the same before class for its validity.	5 Hours	
Unit 3: a) Theory	Micro & Macro Dynamics of OB: Motivation-concept, types of motives, theories of motivation A. H. Maslow, Herzberg, Elderfer, McClelland, Vroom, Theory Z ; Individual conflict & group interpersonal conflict, conflict resolution. Group - Definition, Importance, Types of groups. Stages of group formation. Group dynamics – factors affecting group dynamics. Behavioural Problems in group communication process. Stress–Causes effect & coping strategy, Leadership styles – Autocratic, Democratic, laissez-fair; theories of leadership- Behavioural- Managerial Grid , Situational- Harsey Blanchard, Fiedler’s LPC contingency theory , Contemporary issues in leadership- Transactional and transformational , Roles & activities of leadership	10 Hours	
b) Practical	Visit an organization to know motivational technique so as to find out its correlation with individual productivity. Discuss theoretical motivational techniques with decision maker in respective unit for its Possible consequences on individual behavior and productivity.	5 Hours	
Unit 4: a) Theory	Macro Perspective of OB: Organizational Culture- meaning, impact of organizational culture, Organizational Change- process, resistance to change, how to overcome resistance to change. Organizational Development- OD techniques- sensitivity training, Survey feedback, process consultation, team building.	10 Hours	



  
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b) Practical	Visit an organization to study its vision, mission and objective to crystallize organizational culture. Study organizational development techniques implemented in the same organization.	5 Hours
<p>Reference Books:</p> <p>Organizational behaviour - Fred Luthans; Organizational Behaviour - Stephen Robbins; Organizational Behaviour - K. Aswathappa (8<sup>th</sup> revised edition);          Business, Psychology and Organizational Behaviour – Eugene McKenna.          Understanding Organizational behaviour - Udai Pareek,          Theories of Personality – Calvin Hall, Gardner Lindzey and John Campbell;          Personality and Motivation – A.H.Maslow.          Organizational Behaviour – Dr. C.B.Gupta          Organizational Behaviour A Strategic Approach – Hitt, Miller, Colella</p>		

<b>(Choice Based Credit System)</b> <b>MBA-I SEM-I (Internal)</b> <b>Soft Skills Development</b> <b>Paper - VII</b>			
Course outcomes	After the completion of the course, students will be able to: <ol style="list-style-type: none"> <li>1. understand the soft skills</li> <li>2. Develop professional etiquettes and manners</li> <li>3. Develop effective communication skills</li> </ol>		
Expected Skills Impartation	<ol style="list-style-type: none"> <li>1. Decision making</li> <li>2. Effective presentations</li> <li>3. Time and emotion management</li> <li>4. Effective communication skills</li> </ol>		
Marks : 80	Total Hours of teaching:60	Theory: 40	Practical:20
Syllabus Contents:			
Unit 1: a)Theory	<b>Basics of soft skills:</b> Introduction to soft skills, importance , understanding oneself, innovative thinking, problem management, stress and emotional management, leadership, team work		10 Hours
b) Practical	<ul style="list-style-type: none"> <li>• Ice breaking activities</li> <li>• Role play activities</li> <li>• Team work activities</li> </ul>		05 Hours
Unit 2: a)Theory	<b>Critical thinking Skills</b> Introduction, Definition, importance of critical thinking, Critical thinking process- identification, research, identifying biases, inference, determining relevance, curiosity, Critical thinking habits, How to improve critical thinking skills		10 Hours
b) Practical	<ul style="list-style-type: none"> <li>• Critical thinking tests</li> <li>• Critical thinking activities such as Jigsaw- developing community and disseminating knowledge</li> <li>• Videos on critical thinking skills followed by discussion on it.</li> </ul>		05 Hours
Unit 3: a)Theory	<b>Effective Communication Skills</b> Introduction, understanding communication, the Communication process, Types of communication, Barriers to effective		10 Hours



  
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	<p>communication, 7 C's of communication,</p> <p><b>A. Listening Skills:</b> Listening, Active listening and Passive listening, Blocks to effective listening, Guidelines for Effective listening, importance of silence in communication</p> <p><b>B. Speaking Skills</b> Process of speaking-Pronunciation, Speech mechanism ,aspects of effective speaking- accents, intonation, pitch, etc. Greetings, Apology, Permission,</p> <p><b>C. Reading Skills:</b> Introduction, what is reading? Types of reading- slow, fast, silent, SQ3R technique of reading. <b>Reading skills in business-</b> diagrams, directories, correspondence, manuals, records, charts, graphs and tables.</p> <p><b>D. Writing Effective English</b> Word formulations- Prefixes , suffixes, , vocabulary development, basic sentence patterns, types of sentences- Simple, complex, compound</p>	
b) Practical	<p>One minute speech, Role play Poetry recitation Seminar presentation</p> <ul style="list-style-type: none"> <li>• <b>Reading comprehension:</b> <ol style="list-style-type: none"> <li>1. On the education of a Man of Business- Arthur Helps</li> <li>2. Good Manners –J.G. Hill</li> </ol> </li> <li>• <b>Listening activities:</b> Listen to the audios and script down the audio.</li> </ul>	05 Hours
Unit 4: a)Theory	<p><b>A) Problem Management:</b> Process activities, methods and techniques, Reactive problem management , proactive problem management Identification and classification of problems, problem resolution</p>	10 Hours
b) Practical	<ul style="list-style-type: none"> <li>• Problem management activities</li> <li>• Videos on problems followed by discussion on how to solve them.</li> <li>• Problem management exercises</li> </ul>	05 Hours
Suggested Activity	<ul style="list-style-type: none"> <li>• Students should take critical thinking, creative thinking, and Communication Skills tests.</li> </ul>	
<p>Reference Books :</p> <ol style="list-style-type: none"> <li>1 Communication :Skills and Soft Skills Avani Sharma, Yking Books, Jaipur2017</li> <li>2 Linguistics and the process of communication, , Dr. Vipul V. Makodia</li> <li>3 Communicative Spoken English , Rajneesh Nayar, Mark Publishers, Jaipur</li> <li>4 Enriching your competence in English, A. R. Thorat, B. S. Valke, S. B. Gokhale, Orient Longman, Hyderabad</li> <li>5 Essential Communication Skills, Shalini Aggarwal , Ane Books Pvt. Ltd., New Delhi</li> <li>6 Business Communication, Urmila Rai, S. M. Rai, Himalaya Publishing House , Mumbai.</li> </ol>		
Suggested additional reading:		
Suggested Research journal:		



1. European Journal of Personality,  
<https://onlinelibrary.wiley.com/journal/10990984>
2. Journal of Personality and Individual Differences  
<https://www.journals.elsevier.com/personality-and-individual-differences>
3. Personality and Social Psychology Bulletin  
<https://journals.sagepub.com/home/psp>
4. Journal of Personality Assessment  
<http://www.personality.org/publications/journal-of-personality-assessment/>
5. Journal of Management Development  
<https://www.emeraldinsight.com/loi/jmd>



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**MBA-I Sem-I (CBCS)**  
**Optional Group A**  
**Paper - VIII (I)**  
**Chh. Shivaji Maharaj – The Management Guru**

**Course Outcomes:**  
Describe functions of management.  
Relate contemporary management with the management by Chh. Shivaji Maharaj.  
Evaluate the planning and strategic options.  
Design the planning and strategic options.

**Course Objectives:**  
1. To expose students towards different perspectives and concepts of Swarajya in the field of strategic Management.  
2. To understand different strategies followed by Chhatrapati *Shivaji Maharaj* in corporate world.  
3. To equip the students with requisite Administration system knowledge, skills & right attitude necessary to provide effective leadership in a global environment.

Expected Skills Implementation (Through theory and Practical's) :  
1. Strategic Analysis  
2. Establishing relations of modern management with historical events.

Marks : 50	Total Hours of Teaching: 30	Theory: 20	Practical: 10
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Unit 1: a) Theory	<p><b>Administration and Management of Chhatrapati Shivaji Maharaj:</b></p> <ol style="list-style-type: none"> <li>a. Concept of Swarajya, Administration of Civil Department, Revenue and Finance, Custom and Taxes, Trade and Commerce, Banking, Total Revenue</li> <li>b. Administration of Military Department - Infantry, Cavalry, Navy, Intelligence Department, Fort Management</li> <li>c. Ashta Pradhan Mandal Administration, Secretariat and Judicial Machinery</li> </ol> <p><b>Leadership Traits.</b>  Chhatrapati <i>Shivaji Maharaj</i> and Henry <i>Fayol's 14 principles</i></p>	<b>10</b>
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b) Practical	Compare the HR skills of Chhatrapati <i>Shivaji Maharaj</i> with those of today's local companies; for following traits. 1. Leadership 2. Flawless planning 3. Policy making 4. Training & Development 5. Retention 6. Rewards & Punishments.	<b>5</b>
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Unit 2: a) Theory	<p><b>Administration system and Strategies of Chhatrapati Shivaji Maharaj relevance in modern management practices.</b></p> <ul style="list-style-type: none"> <li>• Economic policy, Revenue system and welfare policy of Chhatrapati Shivaji Maharaj</li> <li>• Strategies used by Chhatrapati Shivaji Maharaj implemented in today's corporate world: Guerrilla technique.</li> <li>• Planning and Decision Making, Organization, Human Resource Development, Co-ordination, Motivation, Leadership, Communication, Control</li> <li>• Management of Change</li> </ul>	<b>10</b>
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	<ul style="list-style-type: none"> <li>Timeless Techniques, Relevance to Modern Management</li> </ul>	
b) Practical	Visit any organization and study Strategies used by Chhatrapati Shivaji Maharaj Guerrilla technique adopted by organization and submit the report.	5
	<b>Reference Books:</b> <ol style="list-style-type: none"> <li>Administrative System of Chhatrapati Shivaji: Relevance to Modern Management – Dr. Kedar Phlke, Publisher; Shri Shivaji Raigad Smarak Mandal, Pune.</li> <li>Raja Shiv Chatrapati - B. M. Purandare</li> <li>Shrimanyogi - by Ranjeet Desai</li> <li>Chhatrapati Shivaji Maharaj memorial book by Dr. Jaysingrao Pawar</li> </ol>	

	<b>MBA I Sem I, Optional A Computerized Accounting Paper – VIII (II)</b>	
	<b>Course Outcomes:</b> <ol style="list-style-type: none"> <li>Create an Account of Unit</li> <li>Prepare financial statements with the help of computerized accounting system.</li> </ol>	
	<b>Expected Skills Implementation (Through theory and Practical's):</b> <ol style="list-style-type: none"> <li>Perform accounting with the help of computer system.</li> <li>System generated report taking.</li> </ol>	
Unit-1.	<b>NON TRADING and trading ORGANIZATION</b>	
	<p><b>Business Organization:</b> Service organization, Trading organization and Manufacturing organization</p> <p><b>Accounting on Computers:</b> Basic of accounting concept, Rules of Accounts, Basic Journal Entries, Benefit on A/C of Computer Transaction in Tally ERP 9</p> <p><b>Tally Fundamentals:</b> Features of Tally ERP 9, Configuration of Tally ERP 9, Creation/Setting up Company, Use of vouchers, Ledgers &amp; Groups</p> <p><b>Service Organization:</b> Structure of Service Organization, GST for services, GST for Expenses, GST Adjustment &amp; Payment, GST Report</p> <p><b>Inward &amp; Outward Supply with GST:</b> Cash &amp; Credit Purchase, Cash &amp; Credit Sales, Invoicing, Inventory creation with HSN, Inventory Transaction with GST</p> <p><b>Overview of Tally ERP 9:</b> Features of Tally ERP 9, Advanced Accounting &amp; Inventory Features, F11 Features, F 12 Features, GST Activation.</p> <p><b>Advanced GST Features:</b> Bill wise Details with GST, Voucher Class for GST, Cost Center for GST, Purchase from URD, Bank Reconciliation, Zero Valued Entries, Backup &amp; Restore, Additional cost on Purchases, E-way Bill, Interest Calculation</p>	15 Hours



  
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	<p><b>Advanced Inventory Features:</b> Actual &amp; Billed Quantity, Separate Discount Column, Multiple Price Levels, Point of Sale (POS).</p> <p><b>GSTR, Accounting &amp; Inventory Reports:</b> Accounting Reports, GSTR 1 Report, Inventory Report, GSTR 2 Report, GSTR 3B Report, B2B Invoice Report, B2C (Large) Invoice Report.</p>	
Unit-2	<b>MANUFACTURING ORGANIZATION</b>	
	<p><b>Purchase &amp; Sales with GST:</b> Purchase of Raw Material, Storage of Goods, Production Process, Processing in Manufacturing, Maintenance of Locations</p> <p><b>Functions with Tally ERP 9:</b> Recording Transactions, Adv. Accounting Vouchers, Adv. Inventory Vouchers, Manufacturing Voucher</p> <p><b>Adv. Stock Transactions:</b> Order Processing, Tracking numbers, Rejection Notes, Invoicing &amp; Billing, Cost Categories</p> <p><b>Statutory Features:</b> TDS, TCS, Payroll</p> <p><b>Technical Features:</b> Multi-Currency, Predefined Cost Centres, Batch Wise Details, Consolidation of Accounts, Bill of Material</p> <p><b>DISPLAY &amp; REPORTING</b></p> <p><b>Management &amp; Control System:</b> Budget &amp; Control, Scenario Management, Variances Analysis</p> <p><b>Report Generation:</b> Sales Register, Purchase Register, Re-Order Levels, Optional Voucher, Credit Limits</p> <p><b>System Administration:</b> Consolidation of Accounts, Split Company Data, Export &amp; Import of Data, ODBC Compliance</p> <p><b>Technical Advantages:</b> Multi Lingual, Security Control, Audit in Tally ERP 9, Key points of Display.</p> <p><b>Printing in Tally ERP 9:</b> Cheque Printing, Voucher Printing, Company Logo Printing, Receipt Printing</p> <p><b>Finalization of Accounts:</b> Closing Entries, Adjustment Entries, Profit Screening.</p>	15 Hrs.
	<p><b>Reference Books Recommended:</b></p> <p>Tally Education (2018). Official Guide to Financial Accounting Using Tally. ERP 9 with GST (Release 6.4), Bengaluru: Tally Education Pvt. Ltd.</p> <p>Tally Education (2017). GST Using Tally.ERP9, Bengaluru: Tally Education Pvt. Ltd.</p> <p>Tally Education (2018). Tally Guru Vol. 1, Bengaluru: Tally Education Pvt. Ltd.</p> <p>Tally Education (2018). Tally Guru Vol. 1, Bengaluru: Tally Education Pvt. Ltd.</p> <p>Singh, Shraddha and Mehra, Navneet (2014). Tally ERP 9 (Power of Simplilicity), New Delhi: V &amp; S Publishers.</p> <p>Nadhani, Ashok K. (2018). GST Accounting with Tally ERP 9, New Delhi: BPB Publications.</p> <p>Chedha, Rajesh (2018). Learn Tally.ERP 9 with GST and E-Way Bill</p>	



	Chougule,Rajan (2018). Computerized Accounting, Kolhapur.	
	Note – Entire Syllabus should be taught with pragmatic approach. Questions should be asked both on theory and practical.	

<b>MBA I Sem I, Optional A Personality Development Paper – VIII (III)</b>		
<b>Course Outcomes</b>	1. Students will be able to develop professional personality, positive attitude towards everything. 2. Students will be able to develop good interpersonal relations with other individuals at work place. 3. Students will learn the time management and professional manners and etiquettes.	
<b>Expected Skills Impartation</b>	1. Self management skills 2. Interpersonal skills 3. Etiquette and Manners	
<b>Marks 50</b>	<b>Total Hours of Teaching : 30</b>	<b>Theory:20                      Practical :10</b>
<b>Unit 1 :</b>		
<b>a)Theory</b>	a)Introduction to different personality traits. b)Self Management --- Self Evaluation, Self discipline, Self criticism, Recognition of one’s own strengths and weaknesses, Self-Discovery and Goal Setting d)Positive Thinking and Attitude- Development of Positive thinking and attitude. e)Interpersonal Relations- Sensitivity Training.	<b>10 Hrs</b>
<b>b)Practical</b>	a)Meditation session(Students should write their experience about meditation and submit it.) b)Sessions on interpersonal relations, e.g. How to introduce oneself, style of greeting, introducing others to third parties. (Videos of students during practical session to be recorded and preserved for evaluation)	<b>5 Hrs.</b>
<b>Unit 2 :</b>		
<b>a)Theory</b>	a)Etiquette and Manners----Professional Etiquette---Technology Etiquette-- Table Manners b)Time Management c)Grooming-Dressing, Postures, Gestures, e)email and telephone communication f)Physical Fitness- Importance and ways of achieving it., Healthy eating habits.	<b>10 Hrs</b>
<b>b)Practical</b>	a) Practical session on table manners. b) Practical session on Dressing, Postures, Gestures	<b>5 Hrs.</b>
(All the practicals to be conducted by experts ) (Videos of students during practical session to be recorded and preserved for evaluation)		
<b>Reference Books:</b>		
a) Managing Soft Skills For Personality Development--- <u>B.N. Ghosh</u> ---- McGraw Hill Education b) Personality Development, Interpersonal Skills and Career Management--- <b>Dr. C.S.G. Krishnamacharyulu and Dr. Lalitha Ramakrishnan</b> ---- <b>Himalaya Publishing House Pvt.Ltd.</b> c) <b>Personality Development –R.C. Bhatia---</b> <b>Ane Books Pvt.Ltd.</b> d) Soft Skills: An Integrated Approach to Maximise Personality ---Gajendra Singh Chauhan---Wiley Publisher		



  
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<b>Suggested Additional Readings: (Web source URL)</b>
<b>Suggested Research Journal:</b>
<ul style="list-style-type: none"> <li><b>Suggested Case studies:</b> Caselet 1: Harsha Real Estates--- Soft Skills: Caselet 2: TSMPL Steel, Caselet 3: IBM India Pvt. Limited -----An Integrated Approach to Maximise Personality ---Gajendra Singh Chauhan---Wiley Publisher</li> </ul>

<b>(Choice-Based Credit System)</b> <b>MBA -I SEM-I</b> <b>Optional Group A</b> <b>Paper – VIII ( IV)</b> <b>Business Models</b>			
Course Outcomes	1. The students learn how innovative business models of companies in diverse industries operate. 2. The students understand the components of the business model through various conceptual frameworks. 3. The students apply these frameworks in the analysis of specific company business model cases.		
Expected Skills Impartation(Through theory and Practical's)	1. To develop the business model. 2. Understand the business model and operate it effectively. 3. Innovate and redesign new business models.		
Marks : 50	Total Hours of Teaching: 30	Theory: 20	Practical: 10
Syllabus Contents:			
Unit 1: a) Theory	Concept of Business, Definition, Meaning, Evolution of business, Role of business in economic development, Development of business Idea, sources of business ideas, Factors affecting on business, Business Sickness, causes of sickness, remedies for sickness, Financial institutions for business development support.		10 Hours
b) Practical	Visit any business unit and study the sources of idea. Find out the most affecting factors to the business.		5 Hours
Unit 2: a) Theory	Business Model, concept, meaning, History of models of business, Framework of business model, Types of business models, Elements of Business Model, Designing business model, Selection of business Model, Business model cycle, redesigning business model, Sustainable Business Model Innovation. Success stories of business models.		10 Hours
b) Practical	Study the types of business models and give the examples of existing businesses by online search.		5 Hours
Note:	Discuss on the current successful business models. Take brainstorming session on changing trends of business.		
Reference Books:			
<ul style="list-style-type: none"> <li>Entrepreneurial Development by S.S. Khanka. Published by S. Chand and Company Ltd. New Delhi</li> <li>Innovations and Entrepreneurship By Peter Drucker Pub: UBS publishers and Distributors Ltd. New Delhi</li> <li>The Origin and Evolution of New Businesses by Amar V. Bhide, published by oxford university press New York.</li> <li>The Business Model Book: Design, build and adapt business ideas that drive By Adam J. Bock, Gerard George, Published by Pearson Education Ltd.UK</li> <li>Business Model Design and Learning: A Strategic Guide, by Barbara Spencer Business Expert Press</li> <li>Business Model Design Compass By JinHyo Joseph Yun Published by Springer, Daegu, Korea</li> </ul>			



  
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<ul style="list-style-type: none"> <li>• RESTART Sustainable Business Model Innovation By Sveinung Jørgensen, Lars Jacob Tynes Pedersen, Published by Springer, Lillhammer, Norway</li> </ul>
<p>Suggested Additional Readings: (if web source then provide url) Read the biography of successful businessmen.</p>
<p>Suggested Research Journal :</p>
<p>Suggested Case Studies: Case studies must be discussed and solved in classroom. NPTL Videos can be displayed on related topics.</p>

<p><b>(Choice-Based Credit System)</b> <b>MBA -I SEM-I</b> <b>Optional Group A</b> <b>Paper – VIII ( V )</b> <b>Constitution of India</b></p>			
Course Outcomes	<ol style="list-style-type: none"> <li>1. Memorize and describe the articles in constitution.</li> <li>2. Explain the meaning of different articles in constitution.</li> <li>3. Summarize the different article in constitution.</li> </ol>		
Expected Skills Impartation	<ol style="list-style-type: none"> <li>1. Understanding and elaborations</li> <li>2. Synthesis and summarize.</li> </ol>		
<p><b>Objectives of the course:</b> India is a democracy and its Constitution embodies the main principles of the democratic government-how it comes into being. What are its powers, functions, responsibilities and obligations-how power is limited and distributed. Whatever might have been the original power base of the Constitution, today it seems to have acquired legitimacy as a highest norm of public law. A good understanding of the Constitution and the law, which has developed through constitutional amendments, judicial decisions, constitutional practice and conventions is therefore, absolutely necessary for a student of law. He must also know the genesis, nature and special features and be aware of the social, political and economic influence on the Constitution. The purpose of teaching constitutional law is to highlight its never-ending growth. Constitutional interpretation is bound to be influenced by one’s social, economic or political predilections. A student must, therefore, learn how various interpretations of the constitution are possible and why a significant interpretation was adopted in a particular situation. Such a critical approach is necessary requirement in the study of constitutional law. Law is important to maintain peace, order and justice in society.</p>			
Marks : 50	Total Hours of Teaching: 30	Theory: 20	Practical: 10
Syllabus Contents:			
Unit 1: a) Theory	<p><b>1. General</b> The Nature of the Constitution, Salient features of the Constitution, Preamble of the Constitution, Citizenship (Articles 5-11) <b>2. Definitions</b> a. General - Article 12- Definition of State, Article 13 law <b>3. Right to Equality - Articles 14-18</b> i. Equality before Law - Article 14 ii. Prohibition of Discrimination on Grounds of Religion, Race, Caste, Sex</p>		10 Hours



  
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	<p>or Place of Birth - Article 15</p> <p>iii. Equality of Opportunity in matters of Public Employment - Article 16</p> <p>iv. Abolition of Untouchability - Article 17</p> <p>v. Abolition of Titles - Article 18</p> <p><b>4. Right to Freedom - Articles 19-22</b></p> <p>i. Protection of Certain Rights regarding Freedom of Speech, etc. - Article 19</p> <p>ii. Protection in respect of Conviction for Offences - Article 20</p> <p>iii. Protection in Life and Personal Liberty - Article 21</p> <p>iv. Protection against Arrest and Definition in certain cases - Article 22</p> <p><b>5. Right against Exploitation - Article 23-24</b></p> <p>i. Prohibition of Traffic in Human Beings and Forced Labour - Article 23</p> <p>ii. Prohibition of Employment of Children in Factories etc. - Article 24</p>	
b) Practical	PPT presentations and group discussions.	5 Hours
Unit 2: a) Theory	<p><b>6. Right to Freedom of Religion - Articles 25-28</b> Cultural and Educational Rights - Articles 29-30</p> <p><b>7. Right to Constitutional Remedies - Articles 32 and 226</b></p> <p><b>8. Fundamental Rights , Directive Principles of State Policy and Fundamental Duties –</b></p> <p>1. Articles 36-51 Relation between Directive Principles of State Policy and Fundamental Rights.</p> <p>2. Fundamental Duties - Article 51-A</p> <p><b>10. The Union Executive –</b> The President, Vice President, Council of Ministers 52-78 &amp; 129 The Parliament – Articles 79-122 The Union Judiciary –Articles 124-147</p> <p><b>11. Introduction and concept of Federalism, Developments of Federation</b></p> <p><b>5. The Panchayats- Articles 243, The Municipalities - Articles 243 P-243 ZG</b></p> <p><b>6. Relations between the Union and State Articles 245- 293</b></p> <p>a. Legislative Relations b. Administrative Relations c. Financial Relations</p> <p><b>9. Freedom of Trade, Commerce and Intercourse - Articles 301-307</b></p> <p><b>10. Services under the Union and States - Articles 308-323</b></p> <p><b>11. Emergency (352,256,360),</b></p> <p><b>12. Amendment article 368 of the Indian constitution and basic structure</b></p>	10 Hours
b) Practical	PPT presentations and group discussions.	5 Hours
Note:	Constitution day should be celebrated in the institute.	
<p>Suggested Additional Readings: (if web source then provide url)</p> <ol style="list-style-type: none"> <li>1. Basu Durga Das, Introduction to the Constitution of India</li> <li>2. Basu Durga Das, Shorter Constitution of India</li> <li>3. Dr. Pandey J.N., Constitutional Law of India 36</li> <li>4. Jain M.P., Indian Constitutional Law</li> <li>5. Seervai H.M., Constitutional Law of India</li> <li>6. Dr. Shukla V.N., The Constitution of India</li> <li>7. Tope T.K., Constitutional Law of India</li> <li>8. S.R.Menany constitutional law I,II</li> </ol>		



(Choice-Based Credit System) MBA -I SEM-I Optional Group A PAPER- VIII (VI) <b>Creativity and Innovation</b>			
Course Outcomes	1. Understand building blocks of innovation. 2. Be familiar with processes and methods of creative problem solving. 3. Enhance their creative and innovative thinking skills 4. Be familiar with creative and innovative thinking styles		
Expected Skills Impartation(Through theory and Practical's)	1. Entrepreneurial Skills 2. Leadership Skills 3. Organizational Skills		
Marks : 50	Total Hours of Teaching: 30	Theory: 20	Practical: 10
<b>Syllabus Contents:</b>			
Unit 1: a) Theory	<ul style="list-style-type: none"> <li>• <b>Innovation</b></li> </ul> Innovation- Meaning, Characteristics, Purpose/ goals of innovation, Sources of innovation, Types of innovation. Differences between invention and innovation, Innovation and entrepreneurship, Sustainability and Innovation, Innovation Management Strategies.		10 Hours
b) Practical	1. Exercise on idea generation using brain storming exercise within the class room. 2. To visit any organization and study their innovative business practices.		5 Hours
Unit 2: a) Theory	<ul style="list-style-type: none"> <li>• <b>Creativity</b></li> </ul> What is Creativity, Components of Creativity, Creativity Process and Techniques for improving creativity process, Mechanism of Thinking. Barriers to creativity, Organization and personal factors to promote creativity. Principles and Techniques for Creative Ideas, Six Hat Thinking Exercises and Lateral Thinking Exercises. Methods and Tools for Creative Problem Solving.		10 Hours
b) Practical	Visit to any creative entrepreneur and understand his/her creativity and also study the impact of his/her creativity on his/her business.		5 Hours
<b>Reference Books:</b>			
1. Khandwalla, N. Pradip (2009). Lifelong Creativity – An Unending Quest, New Delhi: Tata McGraw-Hill 2. Drucker, F. Peter (2015). Innovation and Entrepreneurship, UK: Elsevier, John Wiley 3. Christensen, M. Clayton, Raynor, E. Michael (2003). The Innovators Solution, Harvard Business School Press Boston 4. De Bono, Edward (2008). Creativity Workout: 62 Exercises to unlock Your Most Creative Ideas, 2/e; Amorata Press 5. De Bono, Edward (2015). Lateral Thinking: Creativity Step by Step, International Edition; Harper Perennial Publishers 6. Business Innovation in the 21st Century, Praveen Gupta, S Chand. 7. Entrepreneurship & Innovation Management ( An Industry Perspective) by R. Gopal and Pradip Manjrekar, Excel Books. 8. Creativity, Innovation and Entrepreneurship by U. Jerinabi and P. Santhi Allied Publishers Pvt. Ltd.			



  
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9. Innovation Management, Allan Afuah, Oxford Indian Edition.

10. Innovation Management, Shlomo Maital and D V R Seshadri, Response Books, Sage Publications, New Delhi.

Suggested Additional Readings:

<http://www.innovationmanagement.se>

<https://www.entrepreneur.com/topic/innovation>

<https://www.innovationinpractice.com/>

<https://keithsawyer.wordpress.com/>

<https://www.innov8social.com/blog>

Suggested Research Journal :

1. Journal of creativity and Business Innovation
2. Journal of Knowledge, Creativity and Innovation
3. International Journal of Business Innovation and Research
4. International Journal of Entrepreneurship and Innovation
5. International Journal of Entrepreneurship and Innovation Management
6. International Journal of Innovation Management

Suggested Case Studies:

Innovative Business Idea :Amazo.com



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<b>Master of Business Administration</b> <b>M.B.A. Part-I Semester-II</b> <b>Choice Based Credit System – (CBCS)</b> <b>Paper-IX</b> <b>Marketing Management</b>			
Course Outcome:	1. To familiarize students with marketing, and its concepts. 2. To acquaint with new marketing trends and the marketing environment. 3. To study the components of the marketing mix; identify how the firms marketing strategy, marketing mix evolve and adapt to match consumer behavior and perceptions of the product		
Expected Skill Impartion	1. Marketing & Selling skills 2. Segmentation, Targeting & Positioning skills 3. Developing marketing mix for products, services.		
Marks: 100	Total Hours of Teaching: 60	Theory: 40	Practical:20
<b>Syllabus contents</b>			
Unit 1: a) Theory	Basics of Marketing: Introduction, Nature & scope of marketing, the core concepts of marketing, marketing in 21 <sup>st</sup> century, marketing environment: Micro and Macro marketing environment, Marketing Planning and Marketing Planning process, Differentiation between Sales and Marketing. Introduction to Services marketing.		10 Hours
b) Practical	Identify different types of services available In your Area / locality and describe those services and submit a report.		5 Hours
Unit 2: a) Theory	A. Market segmentation-Meaning and concept, benefits of segmentation, Bases for market segmentation- consumer goods market segmentation; industrial goods market segmentation, Market targeting- Selection of segments, Product positioning. B. Consumer Behaviour-Meaning and definition of Consumer behaviour, importance, Different buying roles, Consumer buying decision process, factors influencing consumer behaviour.		10 Hours
b) Practical	Select any product along with its competitor and study Segmentation, Targeting, and Differentiation and Positioning. Submit a report.		5 Hours
Unit 3: a) Theory	Marketing Mix- Introduction, Meaning, Scope and importance, 4P's to 4 C's . A. Product Mix: concept of product, product characteristics, intrinsic and extrinsic, product life cycle (PLC) concept, product elimination, product diversification, new product development. B. Branding and packaging, decisions – concept of branding and packaging, advantages and disadvantages of branding and packaging, features and functions of packaging. C. Price mix: Meaning, elements, importance of price mix, Factors influencing pricing, pricing methods and recent trends, price determination policies.		10 Hours



  
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b) Practical	Online exercise: visit any website of FMCG organization, study its marketing mix with respect to product or price and submit a report.	5 Hours
Unit 4: a) Theory	A. Place mix: meaning and concept of channel of distribution. Types of channel of distribution or intermediaries, factors influencing selection of channels, types of distribution strategies, intensive, selective and extensive, recent changes in terms of logistics and supply chain management. B. Promotion mix: meaning, elements of promotion mix, advertising: definition, importance, limitations, types of media, 5 M's of advertising. Distinction between advertising and publicity.	10 Hours
b) Practical	a. In the same organization visited online, study its marketing mix with respect to place and promotion and submit a presentation on any one mix (Place/promotion) in the class. b. Select any organization and study its supply chain management.	5 Hours
<b>Note: Relevant audio, video CD's and case lets should be discussed. Emphasis should be given to field assignments.</b>		
<b>Reference Books:</b> Marketing Management-a south asian perspective: Kotler Phillip, Keller Kevin Lane, Koshy Abrahamand Jha Mithileshwar, Pearson.  Marketing Management: A South Asian Perspective-Kotler P., Keller K.,Koshy A., Jha M., Pearson Prentice Hall.  Marketing Management-Ramswamy V. S., Namakumari S., Macmil lion Pub lishers India Ltd.  Marketing Management-Raj an Saxena, Tata McGraw-Hill.  Marketing Management: Text and Cases-Tapan Panda, Excel Books.  Marketing-Etzel, Walker B., Stanton W., Pandit A., Tata McGraw-Hill.  Marketing Management- Karunakarn K-Himalaya Publication, New Delhi.		
<b>Suggested Additional Reading</b> American Marketing Association: <a href="https://www.ama.org/pages/default.aspx">https://www.ama.org/pages/default.aspx</a> .		
Suggested Research Journal Indian Journal of Marketing Journal of Marketing – American Marketing Research. Journal of Marketing Research – American Marketing Research.		

**M. B. A. Part-I Semester-II**  
**Paper-X**  
**Financial Management**  
**(Choice-Based Credit System)**

**Course Outcome:**

1. Describe strategic financial planning and models.
2. Describe working capital management.
3. Estimate time value of money
4. Analyze statements of accounts.

**Expected Skills Implementation (Through theory and Practical's) :**

1. Reading and understanding financial strategies.
2. Reading the financial statements viz. funds flow statement, cash flow.
3. Understanding capital structure formations and the logic behind the same.

<b>Marks: 80</b>	<b>Total Hours of Teaching: 60</b>	<b>Theory: 40</b>	<b>Practical: 20</b>
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**Syllabus Contents:**

<b>Unit-1:</b>	<b>Financial Management:</b>	
a) Theory	Introduction, Meaning, Objectives- Profit Maximization and Wealth Maximization approach, Scope of financial management, Functions of Financial Management, Structure of Finance Department, Financial Planning and Strategy, Strategic Decision Making and Planning, Strategic Financial Planning-Steps in Financial Planning, Financial Planning Models- Components and Constructing of Financial Planning Models.	10 Hours
b) Practical	i) Take interview of Finance Manager of any business enterprise to understand his functions, role in the organization, Process of Financial Planning and components of Financial Planning.	5 Hours
<b>Unit-2:a)</b>		
Theory	<b>Time Value of Money:</b>	
	Time Lines and Notation, Future Value of a Single Amount, Present Value of a Single Amount, Future Value of an Annuity, Present Value of an Annuity, Term Loan, Intra-Year Compounding and Discounting, Multi period compounding,	10 Hours
b) Practical	i) Take simulation exercise of the effect of change in value of money on bank deposits.	5 Hours
<b>Unit-3:</b>		
a) Theory	<b>Working Capital Management:</b>	
	Concept of Gross and Net Working Capital, Use and Importance of Working Capital, Working Capital Cycle, Influencing Factors, Preparation of Schedule of Changes in Working Capital. Funds Flow Statement-Meaning, sources and application of fund, funds from operation, Preparation of Funds Flow Statement. Cash Flow Statement: Meaning of Cash Flow Statement, Meaning of Cash fund and Cash Flow, Classification of Cash Flow, Treatment of items, Preparation of Cash Flow Statement and its analysis, Operating, Investing and Financing Activity (As per AS-3).	10 Hours
b) Practical	i) Make group discussion on Business need of working capital and its finance. ii) Download the Cash Flow Statement (As per AS-3) of any company and make its critical analysis.	05 Hours



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<b>Unit-4:</b>	<b>Financial Decision:</b>	10 Hours
a) Theory	Cost of Capital, Significance of Cost of Capital, Determining of Component of Cost of Capital, Cost of Debt, Cost of Preference Capital, Cost of Preference Capital, Cost of Equity Capital, Cost of Equity and the Capital Asset Pricing Model (CAPM), Weighted Average Cost of Capital. Capital Structure- Relevance of Capital Structure-Net Income and Traditional Views, Irrelevance of Capital Structure, Relevance of Capital Structure.	
b) Practical	i) Collect or Download annual report of any company to analyze its capital structure and cost of capital. ii) Group discussion on capital structure.	5 Hours
<p>Note:</p> <p>1) Minimum 5 hours practical on MS-Excel should be conducted to teach various techniques of financial management.</p> <p>2) Students should be motivated to analyze financial performance and capital structure.</p> <p>3) Practical Problems would be asked on Unit-1, Unit-2, Unit-3 and Unit-4.</p>		
<p><b>Reference Books:</b></p> <ol style="list-style-type: none"> <li>1. Pandey, I M (2018). Essentials of Financial Management, Vikas Publishing House Pvt. Ltd. Noida.</li> <li>2. VanHorne, James C. (2001). Financial Management and Policy, Prentice Hall.</li> <li>3. Seeba Kapil (2015). Fundamental of Financial Management, Wiley India, New Delhi.</li> <li>5. Khan, M. Y. and Jain, P. K. ( - Financial Management (Tata McGraw Hill)</li> <li>6. Prasanna Chandra - Fundamentals of Financial Management (Tata McGraw Hill)</li> <li>7. Knott G - Financial Management (Palgrave)</li> <li>8. Lawrence J.Gitman – Principles of Managerial Finance (Pearson Education)</li> <li>9. R P Rustagi - Financial Management (Galgotia)</li> </ol>		
<p><b>Web Sites:</b></p> <ol style="list-style-type: none"> <li>1. <a href="https://education.svtuition.org/">https://education.svtuition.org/</a></li> <li>2. <a href="https://www.scribd.com">https://www.scribd.com</a></li> <li>3. <a href="https://www.freemba.in">https://www.freemba.in</a></li> <li>4. <a href="http://www.docsity.com">http://www.docsity.com</a></li> <li>5. Google Scholar – <a href="https://scholar.google.co.in">https://scholar.google.co.in</a></li> </ol>		
<p><b>Suggested Research Journals</b></p> <ol style="list-style-type: none"> <li>1. Indian Journal of Commerce</li> <li>2. Finance India</li> <li>3. The Journal of Finance</li> <li>4. Indian Journal of Finance</li> <li>5. International Journal of Financial Management</li> <li>6. The Management Accountant</li> </ol>		



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**MBA - I SEM- II**  
**PAPER- XI**  
**Human Resource Management**  
**(Choice-Based Credit System)**

**Course Outcome:**

- CO1 Understand the concept, objectives and changing role of HRM
- CO2 Describe the objectives, benefits and process of HRD
- CO3 Understand procurement process that includes; HRP, factors affecting Recruitment sources, selection process and placement
- CO4 Differentiate training and development and understand methods of training
- CO5 Analyze the need and problems of performance appraisal
- CO6 Understand factors affecting wage and salary administration and principles of employee benefit programme

Expected Skills Implementation (Through theory and Practical's) :

1. Interpersonal communication.

Marks : 80

Total Hours of Teaching: 60

Theory: 40

Practical: 20

**Syllabus Contents:**

Unit 1: a) Theory	Introduction to Human Resource Management - Definition, Scope, Objectives, Importance, Functions of HRM- Managerial & operative, Qualities of HR Manager. Personnel Management Vs. Human Resource Management, HRM and HRD, Traditional Vs. Strategic Human Resource; HRM in Indian context. Human Resource Development: Concept, Objectives, Significance, Benefits, Subsystems, HRD Process.	10 Hours
b) Practical	Study HRM & HRD practices in any organization and present in the class.	5 Hours
Unit 2: a) Theory	HRP- Objectives and Process, Job Analysis- Uses and Process, job description and job specification, Recruitment- sources of recruitment, Selection- Selection Process. Placement – process, Induction of new employees.	10 Hours
b) Practical	Visit any organization & study of recruitment & selection practices followed by the organization.	5 Hours
Unit 3: a) Theory	Development and Maintenance of Human Resource: Performance Appraisal: Meaning, Need, Problems of Performance Appraisal, Training and Development: Difference between training and Development, Methods of Training, Career Planning:- Meaning, use of career planning, Mobility of employees:- Internal and External, Succession Management Wage and Salary administration: Factors affecting wage/ salary, objective of wage and salary administration, Employee Benefits-Principles of employee benefit programme.	10 Hours



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b) Practical	Visit any manufacturing and or service organization to study a process of Human Resource Planning, recruitment, and selection, prepare a report and submit.	5 Hours
Unit 4: a) Theory	HR in new era :-HR in Virtual organisation, HR Accounting and Auditing, HRIS, Flexi time, Dual career, Glass ceiling of employees. Moonlighting of employees, International HRM and Cross Culture. (only conceptual knowledge) Emerging concepts like Employee Engagement & Employer Branding. Green HRM, HR Capital, Talent Management, HR Metrics	10 Hours
b) Practical	Present seminars and group discussions on these concepts	5 Hours
<b>References:-</b>		
<ul style="list-style-type: none"> <li>• Edwin Flippo, Personnel Management</li> <li>• Gary Dessler- Human Resource Management,</li> <li>• K. Aswathappa- Human Resource Management- Text and Cases,.</li> <li>• P.SubbaRao - Human Resource Management</li> <li>• VSP Rao - Human Resource Management: Text and Cases</li> <li>• P.Subba Rao - Personnel &amp; Human Resource Management.</li> </ul>		
<b>Suggested Research Journal :</b>		
ICFAI – HRM Review		

<b>(Choice-Based Credit System)</b> <b>MBA -I SEM-II</b> <b>PAPER-XII</b> <b>Operations Management</b>			
Course Outcomes	<b>Course Outcomes (COs):</b> 1. To help student learn operations management system and issues pertaining to management of productivity, manufacturing technology and facilities. 2. To provide students with various elements underline the basic functions of operations management. 3. To familiarize the students with various techniques of inventory control. 4. To familiarize the students with various aspects of quality management.		
	Expected Skills Implementation (Through theory and Practical's) : 1. Designing systems 2. Analysis of operations related quantities.		
Marks : 80	Total Hours of Teaching: 60	Theory: 40	Practical: 20
<b>Syllabus Contents:</b>			
Unit 1: a) Theory	<b>Introduction to Operations Management:-</b> Introduction to the Operations management, operations functions, operations objectives – operations management decisions, significance of operations management in manufacturing & service environment, Interface of operations function with other functional areas— Productivity, factors affecting productivity, types of		10 Hours



  
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	productivity. Future challenges in operations management.	
b) Practical	Visit an organization and study its operations management, type of manufacturing system, types of production systems. Submit a report.	5 Hours
Unit 2: a) Theory	<b>Facilities &amp; Technology Management:-</b> Facilities management (location of facilities, layout of facilities, maintenance of facilities) plant layout & materials handling - Manufacturing technology management emerging technology options- automation & flexible automation, CAD/CAM, Group Technology, Just-in-time, flexible Manufacturing system, lean manufacturing system.	10 Hours
b) Practical	Visit an organization and enlist various factors considered for finalizing its location and Layout. Submit a report and give presentations on the same.	5 Hours
Unit 3: a) Theory	<b>Production Planning and Materials Management:-</b> Objectives of PPC, functions of PPC, aggregate planning, planning for batch production, job production, continuous production – project scheduling- introduction to PERT/CPM -Introduction to materials management, objectives, scope and activities of materials management, procedures for inventory management, Selective Inventory Controlling techniques and Problems on basic model of EOQ and ABC Analysis. Supply chain management.	10 Hours
b) Practical	Visit an organization and study inventory management techniques used in it. And highlighting scope of implementing inventory control techniques in it with details. Submit a report.	5 Hours
Unit 4: a) Theory	<b>Quality Management System:</b> Quality concept, Introduction to Quality dimensions, Quality philosophies, Quality Assurance, Quality Control, Inspection, Cost of Quality, Quality Circle, TQM, ISO Certifications.	10 Hours
b) Practical	Visit an organization, study existing quality management initiatives, quality system. Undertake a group discussion on the same in the class room.	5 Hours

**Reference Books:**

Chunawala, S. A., Patel, D. R.

“Production & Operations Management”, Himalaya Publishing House, Mumbai.

R. Pannerselvam.

“Production & Operations management”, Eastern Economy Edition, New Delhi.

Buffa, E.S.

“Operations management”, Wiley India Private Limited, New Delhi.

Aswathappa K. Bhat , K. Sridhara.

“Production & Operations Management”, Himalaya Publishing House, Mumbai,

Cherry, S. M., Production and Operations Management, Tata McGraw Hill Education Pvt.

Ltd., New Delhi.

**Master of Business Administration**  
**M.B.A. Part-I Semester-II**  
**Choice Based Credit System – (CBCS)**  
**Paper-XIII**  
**Management Information System**



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Course Outcome:	After completion of course students will be able to - 1. Identify the process of decision making at different management levels in an organization. 2. Understand importance and need of Management Information System in monitoring and controlling the business transactions. 3. Examine the role of different decision support systems in achieving strategic advantage. 4. Recommend different SAP modules applicable for various types of business.		
Expected Skill Impartion	1. Technical Skills regarding Enterprise Planning and Management. 2. Decision Making Skills at different levels of Management.		
Marks: 80	Total Hours of Teaching: 60	Theory: 40	Practical:20
<b>Syllabus contents</b>			
Unit 1: a) Theory	<b>Information System</b> <b>Introduction to Information:</b> Types, Characteristics, Value of Information, Need of information at different management levels; <b>Introduction to system:</b> Elements, Characteristics of system, <b>System Development Life Cycle:</b> System Analysis, System Design. Introduction to Information System, <b>Introduction to Decision Making-</b> Concept, Types of decisions, Managers and decision making, phases in decision making;		10 Hours
b) Practical	Prepare report on Information System components based on Industry Visit.		5 Hours
Unit 2: a) Theory	<b>Types of Information System</b> Major types of information systems in Organization: <b>TPS-</b> Introduction, need and significance, <b>KWS:</b> Introduction, need and significance, <b>OAS-</b> Introduction, need and significance, <b>MIS</b> – Definition, Scope, Objectives, Characteristics, Applications of MIS in functional Areas: Financial Accounting, Human Resource, Manufacturing, Marketing; Benefits and Limitations MIS		10 Hours
b) Practical	Study implementation of different information systems in any organization		5 Hours
Unit 3: a) Theory	<b>Decision Support System and Executive Support System</b> <b>Decision Support System-</b> Definition, Characteristics, Components of DSS; <b>Group decision support systems</b> - Definition, Need, Components, Characteristics and significance; <b>Executive Support System:</b> Definition, Scope, Functions of an Executive, Significance of Executive Support System. Introduction to <b>GDSS</b>		10 Hours
b) Practical	To study any Decision Support System/ Executive Support System using internet and prepare report on it.		5 Hours
Unit 4: a) Theory	<b>Enterprise Resource Planning</b> <b>Introduction to ERP</b> - Overview of Enterprise, Integrated Management Information System, Overview of ERP, Integrating ERP into Organization, ERP Implementation, advantages and disadvantages of ERP,		10 Hours



  
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	ERP Models, <b>Introduction to SAP:</b> SAP Modules, SAP advantages, carriers in SAP.	
b) Practical	Study of ERP implementation in any business organization and prepare a report on it.	5 Hours
<b>References:</b>		
<ol style="list-style-type: none"> <li>1. Management Information Systems – Managing the Digital Firm, 9th Edition, K C Laudon, J P Laudon, PHI / Pearson</li> <li>2. Management Information System, Hitesh Gupta, International Book House PVT. LTD</li> <li>3. Decision Support Systems and Data Warehouse, B. Ravinath, New Age International Publishers</li> <li>4. Information systems management in practice – Ralph H. Sprague Jr. &amp; Barbara C. McNurlin</li> <li>5. Information system concepts for management – 4th edition Lucas</li> <li>6. Enterprise Resource Planning, Alex Leon</li> </ol>		
<b>Suggested Additional Reading</b>		
ePGPathshala: Engineering and technology Subject: Management Paper Name: P-06Management Information System URL: <a href="https://epgp.inflibnet.ac.in/ahl.php?csrno=23">https://epgp.inflibnet.ac.in/ahl.php?csrno=23</a>		
ePGPathshala: Engineering and technology Subject: Computer Science Paper Name: P-05Principles and Practices of Management. URL: <a href="https://epgp.inflibnet.ac.in/ahl.php?csrno=7">https://epgp.inflibnet.ac.in/ahl.php?csrno=7</a>		
ERP system implementation in large enterprises – a systematic literature review <a href="https://www.emeraldinsight.com/doi/full/10.1108/JEIM-07-2014-0071">https://www.emeraldinsight.com/doi/full/10.1108/JEIM-07-2014-0071</a>		
<b>Suggested Research Journal</b>		
IBIMA publishing Journal of Enterprise Resource Planning StudiesISSN : 2155-4781 <a href="https://ibimapublishing.com/journals/journal-of-enterprise-resource-planning-studies/">https://ibimapublishing.com/journals/journal-of-enterprise-resource-planning-studies/</a>		
<b>Suggested Case Studies</b>		
SAPPHIRE Case Studies <a href="https://www.sapphiresystems.com/en-in/company/resources/case-studies?gclid=EA1aIQobChMI0ouI4ODK3wIVASQrCh2mLwfoEAAYASACEgIv3_D_BwE">https://www.sapphiresystems.com/en-in/company/resources/case-studies?gclid=EA1aIQobChMI0ouI4ODK3wIVASQrCh2mLwfoEAAYASACEgIv3_D_BwE</a>		

<b>MBA -I SEM-II</b> <b>PAPER-XIV</b> <b>Research Methodology</b> <b>(Choice-Based Credit System)</b>			
<b>Course Outcomes:</b> <b>CO 1:</b> Define various terms used in research process <b>CO 2:</b> Describe research design, sample design and sampling methods <b>CO 3:</b> Apply appropriate methods for data collection for research work <b>CO4:</b> Use appropriate statistical tools for data analysis and interpretation			
Marks : 80	Total Hours of Teaching: 60	Theory: 40	Practical: 20



  
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<b>Syllabus Contents:</b>		
Unit 1: a) Theory	<b>Research Fundamentals: (a)</b> Meaning, objectives & Motivation in Research. Types of research – Research Approach. Research process (identification of research/management problem –, research question, statement of a research problem), Distinction between management problem and managerial research problems - relevance & scope of research in management.	10 Hours
b) Practical	(b) Enlist number of contemporary social and managerial problems for which research is required. Enlist questions raised out of every social and managerial problem. Discuss the research issues/problems in class for better comprehension. Prepare statement of a research problem for every social and managerial problems enlisted.	5 Hours
Unit 2: a) Theory	<b>Research Design- (a)</b> Features of good Design, Types of Research Design, Sampling Design steps in sample Design Characteristics of a good Sample Design, random samples & nonrandom sampling Design, determining size of sample. Statistical design. Measurement & scaling techniques- measurement scales, Errors in measurement. Scaling technique. Hypothesis – concept, definition, types of hypothesis, features of good hypothesis.	10 Hours
b) Practical	(b) Select any one statement of research problem out of above enlisted social or managerial problems and prepare a detailed research design. Design the research for small sample size.	5 Hours
Unit 3: a) Theory	<b>Data Collection and Analysis: (a)</b> Methods of data collection, Primary data – Schedule and questionnaire. Construction of schedule and questionnaire align with objectives framed. Collection of secondary data. Processing and analyzing data – Descriptive Analysis (Mean, Mode, Median, Standard Deviation, and Variance Analysis) Inferential Analysis ('t' test, Chi- Square test, F test), Testing of hypothesis – Procedure for hypothesis testing. Parametric and Non parametric test of hypothesis. Confidence level. Use of Ms-Excel and SPSS for data analysis – descriptive and inferential statistics.	10 Hours
b) Practical	(b) Design schedule align with hypothesis and objectives framed. Collect data of minimum 30 samples. Feed data into Ms-Excel import the same into SPSS. Process the data to test hypothesis and to suffice set objectives.	5 Hours
Unit 4: a) Theory	<b>Interpretation and Report Writing: (a)</b> Interpretation of data, Techniques of Interpretation, report writing, layout of a project report.	10 Hours
b) Practical	(b) Prepare a comprehensive report of research under study. Use layout of project report containing five chapters for righting a report.	5 Hours



**Note:** Every institute must have licensed copy of SPSS for the laboratory practical's. Minimum 5 hours practicals on SPSS should be conducted to teach descriptive and inferential analysis and hypothesis testing. Students should be motivated to analyze project data with the help of SPSS. Practical problems would be asked on hypothesis testing, statistical analysis.

**Reference Books:**

1. Research Methodology – C. R. Kothari
2. Research Methodology – Saranwala
3. Research Methodology in Management – Dr. V. P. Michael
4. Methods of Social Survey Research – Bajpai
5. Research Methodology in Commerce – S. Mohan, R. Elangovan, Deep & Deep, New Delhi
6. Research Methodology – R. Panneer Selvan, PHI
7. Research Methodology The Discipline & Its Dimensions – Jai Narain Sharma, Deep & Deep
8. Research Methodology Methods, Tools & Techniques – Gopal Lal Jain, Mangal Deep Pub. Jaipur
9. Methodology of Social Sciences Research – Dr. Raj Kumar – Book Enclave, Jaipur

**Web Sites:**

1. National Council of Applied Economic Research (NCAER) - <http://www.thinktankinitiative.org/think tanks/NCAER>
2. IMRB - International - <http://www.imrbint.com/>
3. Google Scholar - <https://scholar.google.co.in/>

**Suggested Research Journal :**

1. Indian Journal of Marketing
2. Finance India
3. ICFAI Journal of Organistical Behaviour
4. Vision
5. Economic and Political Weekly



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**MBA – 1 SEM II (Internal)**  
**PAPER – XV**  
**Managerial Skills For Effectiveness**

<b>Course Outcomes</b>	<ol style="list-style-type: none"> <li>1. Enable the students to learn the art of getting things done in the modern business world.</li> <li>2. This course will enable Students to maintain efficiency in the way how employers are performing the working tasks.</li> <li>3. Will enable skills to manage people and technology with the purpose of effective and efficient fulfillment of their tasks.</li> </ol>	
<b>Expected Skills Impartation (Through Theory and Practical)</b>	<ol style="list-style-type: none"> <li>1. Develop lateral thinking and decision making ability</li> <li>2. Strategic thinking &amp; formulating Strategies</li> <li>3. Balancing work and life</li> <li>4. Develop Personal, Individual &amp; Group Skills</li> </ol>	
<b>Marks 100</b>	<b>Total Hours of Teaching : 60</b>	<b>Theory:40      Practical :20</b>
<b>Unit 1 : a)Theory</b>	<b>Introduction &amp; Personal Skills for Managers</b> <ol style="list-style-type: none"> <li>a) Skills of effective managers – Essential management skills – what are management skills – Different methods of Improving management skills – An approach to skill development - leadership &amp; management.</li> <li>b) Personal Skills (Skill Learning) Developing Self-Awareness, Managing Personal Stress, Solving Problems Analytically and Creatively</li> </ol>	<b>10 Hrs</b>
<b>b)Practical</b>	Write a letter to the Institute Director suggesting the creative solutions to the given problem within or outside the organisation (Problem statement be decided by faculty members. Group of students should be formed and different problems to be distributed among the groups)	<b>5 Hrs.</b>
<b>Unit 2 : a)Theory</b>	<b>Interpersonal Skills for Managers</b> <ol style="list-style-type: none"> <li>a) Methods of Building Relationships by Communicating Supportively- Skill Assessment; Skill learning; Skill Analysis; Skill practice and skill application.</li> <li>b) Gaining Power and Influence: Meaning; difference between power and influence</li> <li>c) Motivational tools</li> <li>d) Conflict Management- Meaning; style; process</li> </ol>	<b>10 Hrs</b>
<b>b)Practical</b>	Case Studies on different Skill sets required for the managers should be discussed in the class including motivational and conflict management techniques.	<b>5 Hrs.</b>
<b>Unit 3 : a)Theory</b>	<b>Group Skills for Managers</b> <ol style="list-style-type: none"> <li>a) Empowering and Delegating</li> <li>b) Building Effective Teams and Teamwork</li> </ol>	<b>10 Hrs</b>



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	c) Leading Positive Change	
<b>b)Practical</b>	Class be divided into group of 5 and be given a corporate world problem statement (Difference problems for each team) Each Team to prepare a PPT Presentation focusing on 2 points:- 1)Analysis of Problem and 2) Solution to the Problem. Analyze the outcomes.	<b>5 Hrs.</b>
<b>Unit 4 : a)Theory</b>	<b>Specific Communication Skills for Manager</b> a) Making Oral and Written Presentations b) Conducting Interviews c) Conducting Meetings	<b>10 Hrs</b>
<b>b)Practical</b>	1. Exercises for Making Effective Oral and Written Presentations – Assignment :Speaking as a Leader 2. Exercises for Conducting Special-Purpose Interviews. Evaluating the New Employee-Orientation Program (Role Play – Interviewer & Interviewee) 3. Skill Practice Exercises For Conducting Meetings Role Play - Preparing and Conducting a Team Meeting.	<b>5 Hrs.</b>
<b>Note: Students are required to keep a separate Journal for all practical</b>		
<b>Reference Books:</b> Developing Management Skills Eighth Edition, David A. Whetten, Kim S. Cameron, Prentice Hall (Pearson)		
<b>Suggested Additional Readings: (Web source URL)</b> Managerial Leadership :- <a href="https://www.researchgate.net/profile/Gary_Yukl/publication/237935280_Manual_Leadership_A_Review_of_Theory_and_Research/links/56eeac3708aed17d09f8201b/Managerial-Leadership-A-Review-of-Theory-and-Research.pdf">https://www.researchgate.net/profile/Gary_Yukl/publication/237935280_Manual_Leadership_A_Review_of_Theory_and_Research/links/56eeac3708aed17d09f8201b/Managerial-Leadership-A-Review-of-Theory-and-Research.pdf</a> The impact of managerial skills on employee outcomes: A cross cultural study <a href="https://www.researchgate.net/publication/233242456_The_impact_of_managerial_skills_on_employee_outcomes_A_cross_cultural_study">https://www.researchgate.net/publication/233242456_The_impact_of_managerial_skills_on_employee_outcomes_A_cross_cultural_study</a>		
<b>Suggested Research Journal:</b> <a href="http://www.researchgate.net">www.researchgate.net</a>		
<b>Suggested Case studies:</b> i) Skill Analysis – Cases involving self awareness Case – Decision Dilemmas i) Skill Analysis –Cases Involving Building Positive Relationships Case - Find somebody else i) Skill Analysis – Cases involving Empowerment & Delegation Case – Changing the Portfolio.		

<b>MBA I Sem II</b> <b>Option B</b> <b>Total Quality Management</b> <b>Paper – XVI ( I )</b>	
<b>Course Outcomes</b>	1. Describe principles of business and social excellence. 2. Illustrate models and quality management methodology for the



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	<p>implementation of total quality management in any sphere of business and public sector.</p> <ol style="list-style-type: none"> <li>Describe various principles and core concepts of Total Quality Management.</li> <li>Describe principles of total quality management and peculiarities of their implementation.</li> <li>Understand the part Total Quality Management play in management to understand the essential steps for the successful implementation of Total Quality Management.</li> <li>Analyzing and solving problems of organization using quality management systems.</li> </ol>	
<b>Expected Skills Impartation</b>	1. Analysis and synthesis.	
<b>Marks 50</b>	<b>Total Hours of Teaching : 30      Theory:20      Practical :10</b>	
<b>Unit 1 : a)Theory</b>	<p><b>Introduction to Quality Management:</b></p> <p>Definition of Quality, Dimensions of Quality, Quality Planning, Quality costs – Basic concepts of Total Quality Management, Historical Review, Principles of TQM, Quality in Manufacturing and Service Systems, Economic Issues - Quality and Price – Quality and Market Share – Quality and Cost, Quality Council, Quality Statements, Barriers to TQM Implementation. Elements of Total Quality Management– A Customer Focus – Fact-Based Management – Continuous Improvement – Teamwork and Participation. Customer Perception of Quality, Customer Complaints, Service Quality, Customer Retention, Employee Involvement, Benefits of Total Quality Management. The Deming Management Philosophy – Profound Knowledge – The Impact of Profound Knowledge – Deming's 14 Points for Management- PDCA Cycle, The Juran Philosophy – The Juran Quality Trilogy. The Crosby Philosophy. The Taguchi Loss Function, 5S, Kaizen, Performance Measures</p>	<b>10 Hrs</b>
<b>b)Practical</b>	Seminar presentation and group discussions on the concepts and cases referred.	<b>5 Hrs.</b>
(Videos of students during practical session to be recorded and preserved for evaluation )		
<b>Unit 2 : a)Theory</b>	<p><b>Total Quality Management:</b></p> <p>Ishikawas Seven Quality Tools, Ishikawa Fish bone diagram – Nominal Group Technique – Quality Circles – Flow Charts – Pareto Analysis– Poka Yoke (Mistake Proofing), Benchmarking, Reasons to Benchmark, Benchmarking Process, Quality Function Deployment (QFD), House of Quality, QFD Process, Benefits, Taguchi Quality Loss Function, Total Productive Maintenance (TPM) Concept, Improvement Needs, FMEA, Stages of FMEA, Cybernetic Analysis. Concept and Components – Types of failure – Reliability of system – Success and Failure models in series and parallel – Methods of achieving higher reliability – Concept of maintainability and availability – Weibull Distribution (Bath Tub curve), Comparison with reliability ,MTBF, MTTF and FMEA. The ISO 9001:2000 Quality Management System Standard - The ISO 14001:2004 Environmental Management System Standard - ISO 27001:2005 Information Security Management System - ISO / TS16949:2002 for Automobile Industry - CMMI Fundamentals and Concepts</p>	<b>10 Hrs</b>



  
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<b>b)Practical</b>	Visit a mid cap organization and observe the total quality management systems implemented. Prepare a report and submit.	<b>5 Hrs.</b>
(All the practical's to be conducted under the supervision of experts )		
<b>Reference Books:</b>		
1. Dale H.Besterfield et al, Total Quality Management, Third edition, Pearson Education Shridhara Bhat K, Total Quality Management – Text and Cases, Himalaya Publishing House, First Edition 2002.		

<b>MBA I Sem II Option B Negotiation Skills Paper - XVI (II)</b>		
<b>Course Outcomes</b>	<ol style="list-style-type: none"> <li>1. Students will learn interview skill.</li> <li>2. Students will be able to develop confidence in participating in group discussions.</li> <li>3. Students will able to deal with problematic people.</li> <li>4. Students will learn negotiation and decision making techniques.</li> </ol>	
<b>Expected Skills Impartation (Through Theory and Practical)</b>	<ol style="list-style-type: none"> <li>2. People Skill</li> <li>3. Negotiation Skill</li> <li>4. Decision Making Skill</li> </ol>	
<b>Marks 50</b>	<b>Total Hours of Teaching : 30</b>	<b>Theory:20 Practical :10</b>
<b>Unit 1 : a)Theory</b>	a)Interview Skill--Preparation for interview, how to answer the questions at interview, b)Group Discussion-- Prerequisites of a Group Discussion--Benefits of Group --Do's and Don'ts in Group Discussion----Accept criticism	<b>10 Hrs</b>
<b>b)Practical</b>	a)Mock interview of each student to be conducted and suggestions to be given for improvement. b)Group discussion to be conducted on relevant topic.	<b>5 Hrs.</b>
(Videos of students during practical session to be recorded and preserved for evaluation )		
<b>Unit 2 : a)Theory</b>	a)People Skill --- Calming angry customers ---Handling annoying subordinates, co-workers and bosses ---Dealing with sarcasm and the 'silent treatment' ---Preventing abusive language and behavior ---Recognizing and circumventing office politics b)Negotiation Skill ---Negotiation Fundamentals ---Negotiation Styles ---Major Negotiation Concepts c)Decision Making Skill ---What is Decision Making? ---Steps for Decision Making ---Decision Making Techniques.	<b>10 Hrs</b>
<b>b)Practical</b>	a) Role play on handling difficult people. b) Role play of negotiation at the time of interview, at the time of	<b>5 Hrs.</b>



	buying. c) Role play to check the decision making ability.	
(All the practicals to be conducted by experts ) (Videos of students during practical session to be recorded and preserved for evaluation )		
<b>Reference Books:</b> a) How to Deal With People Problems & Problem People ----Ken Lloyd ----Jaico Publishing House b) Dealing with Difficult People ----Roberta Cava ----Jaico Publishing House e) Soft Skills: An Integrated Approach to Maximise Personality ---Gajendra Singh Chauhan---Wiley Publisher		
<b>Suggested Additional Readings: (Web source URL)</b>		
<b>Suggested Research Journal:</b>		
<ul style="list-style-type: none"> <li>• <b>Suggested Case studies:</b> Caselet 1: Negotiating During Interview</li> <li>• Caselet 2: Decision Making at Swift Technologies-----An Integrated Approach to Maximise Personality ---Gajendra Singh Chauhan---Wiley Publisher</li> </ul>		

	<b>MBA- I Sem-II</b> <b>Option B</b> <b>Taxation</b> <b>Paper - XVI ( III)</b>	
	<b>Course Outcomes:</b> 1. Explain the terms of GST 2. Compute GST for a given case 3. Understand the process of online submission and documentations.	
	Expected Skills Implementation (Through theory and Practical's) : Calculation of GST for given case. Online filing of GST for a given case with documentation.	
Unit-1.	<b>Introduction overview, evaluation and registration under GST</b>	
	Indirect tax structure in India, Introduction to Goods and Service Tax (GST) - Key Concepts, Phases of GST, GST Council, Taxes under GST, Cess, Registration under GST: Threshold for Registration, Regular Tax Payer, Composition Tax Payer, Casual Taxable Person, Non-Resident Taxable Person, Unique Identification Number, Registration Number Format.	15 hours
Unit-2	<b>GST Implementation</b>	
	Supply under GST and Valuation of Supply: Supply, Place of Supply, Interstate Supply, Export of Service, Export of Goods, Import of Service, Import of Goods, Valuation of Supply (Numerical on valuation and calculation of tax.  Input Tax Credit under GST & Returns: Input tax credit process, Negative List for Input tax credit, Input Tax Credit Utilization and Input Tax Credit Reversal, Types of GST returns and their due dates, late filing, late fee and interest. Custom Duty and Indirect Taxation: Definitions of certain terms relating to the custom act, custom tariff act, Levy and types of custom duties, Indirect taxation applicable to few commodities levied by either Central or	15 hours



	State Government.	
Practical	Visit a GST practitioner nearby and understand the process of GST, GST calculations, Submission of GST to tax department, online process and the like.	
	References: Indirect Taxes : V. S. Datey – Taxman Publication M Vat Subramanian Snow White Publication Systematic Approach to Taxation – Dr. Girish Ahuja & Dr. Ravi Gupta	
	Websites: Website of Custom Department, Website of Excise Department, Website of Sales Tax Department	

**MBA- I Sem-II**  
**Option B**  
**E-Business**  
**Paper - XVI (IV)**

	Journals: The Chartered Accountant The Management Accountant	
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<p>Course Outcomes: After completion of course students will be able to -</p> <p>1) Understand the concept, need and e-Business components</p> <p>2) Recognize different Information Technology components required for implementation of e-business.</p> <p>3) Analyze impact of e-business on the performance of organization.</p>		
	<p>Expected Skills Implementation (Through theory and Practical's) :</p> <p>1. Designing prototype of e-business model.</p>	
Unit No.	Contents	Number of Sessions
I	<p><b>e- Business :</b>            Introduction to e-business            e-business models and applications,            e-business architecture.            Managing Security threats in e-Business.            Development and the economic influence of the e-business.            Issues in e-business            Impact of e- business on business organizations            Basic element of e-business: ICT Infrastructure , m-Commerce</p>	10
	<p>Practical: Application of e-business in various sectors            Case study based on practicing e-business in the organizations</p>	05
II	<p><b>E-Business Applications</b>            E-Products and E-Services            Classification of business webs: agora, aggregation, value chain, alliance, e-SCM and e-services, e-procurement, e-contracting, e-tendering, Government Electronic Market Portal</p>	10
	Practical : Process of e-tendering	05
<p>References:</p> <p>1. Gary Schneider, Electronic Commerce, Sixth Edition, Course Technologies, 2006, ISBN: 0-619-21704-9</p> <p>2. Management Information Systems –Text and Cases- Waman Jawadekar, McGraw Hill</p> <p>3. Management Information Systems-Managing a Digital Firm by Kenneth C Laudon, Jane P Laudon. PHI</p> <p>4. E-Commerce by Murthy</p> <p>5. Management Information System by Dr. V. D. Nandavadekar , Success Publication, Pune</p> <p>6. Information Technology and E Business by Dr. S. Victor Anandkumar</p> <p>7. e Commerce and e Business by Zorayda Ruth B. Andam</p> <p>8. Government of India e- Market website: <a href="http://www.gem.gov.in">www.gem.gov.in</a></p>		



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<b>MBA Part-I Semester-II</b> <b>Computer Applications for Business</b> <b>(Choice Based Credit System)</b> <b>[Optional B]</b> <b>Paper – XVI ( V)</b>				
<b>Course Outcomes:</b>	Students who complete this course should be able to: 1. Make use of Ms-Office for business applications. 2. Create interactive presentations and documents. 3. Analyze and Visualize business data using Ms-Excel.			
<b>Expected Skills Implementation</b>	1. Business document development skill 2. Presentation Skill 3. Data Analysis Skill			
<b>Marks:50</b>	<b>Hours of Teaching:30</b>	<b>Theory:10</b>	<b>Practical:20</b>	<b>Credit Points:02</b>
<b>Syllabus Contents:</b>				
<b>Unit I:</b>	<b>MS-Word and PowerPoint:</b>			05
<b>a) Theory</b>	MS-Word-Word Processing: Introduction to MS Office components, Introduction and working with MS Word, Word basic commands <b>Formatting Documents-</b> Setting Font style, alignment, Indent, paragraph setting, page setting, and document style. <b>Tables-</b> Creating and formatting table, Border setting, Merging, Splitting, Sorting, Insertion and deletion of row column. <b>Tools:</b> Word completion, spell check, Mail merge, Macros, Temples, using wizards document security, <b>Drawing:</b> Inserting picture, drawing, formatting picture, grouping, ordering, and rotatating picture. ----- <b>Ms-PowerPoint:</b> Creating presentation, using templates, setting presentation layout. <b>Formatting Presentation:</b> Adding style, management objet, header & footer, slide background, slide layout. <b>Graphics and Effects:</b> Inserting, drawing pictures, setting animation & transition effect, Adding multimedia files to presentation.			
<b>b) Practical</b>	Creating resume using Ms-Word. Create job application and send to different companies using mail merge. Create interactive power point presentation on any topic.			10
<b>Unit II:</b>	<b>Ms-Excel:</b>			05
<b>a) Theory</b>	Introduction to spreadsheet, sorting, filtering of data, Relative reference, absolute reference and mixed reference formula, editing formula, Naming cell and range. <b>Formatting Worksheet:</b> Assigning and removing formats, using auto formats, custom formats, custom borders, controlling column height and width. Analyzing Data: Entering Functions in worksheet, Mathematical functions, text functions, logical functions, and financial functions. <b>Statistical Analysis:</b> Average, Median, Min, Max, Median, Mode, Standard deviation, variance, percentile function,			



	quartile function COUNT, COUNTA, COUNTIF, COUNTBLANK , SUM, SUMIF. What-If-Analysis, Goal Seek, Solver, Scenario Manager, Pivot table, Pivot Chart. <b>Data Visualization:</b> Introduction to data visualization, Basic Charts in Excel, Creating Embedded charts, Creating charts and chart sheet. Different types of charts.	
<b>b)Practical</b>	Implementation of functions, charts, statistical analysis	10
<b>Reference Books :</b>	1. Fundamentals of Computer by P.K.Sinha 2. Computer Today – Basundara 3. Fundamentals of Computer – V.Rajaraman 4. 2 MS – OFFICE -97 By Gini Courter and Annette Marquis, BCB publication 5. Foundations of Information Technology Coursebook 9: Windows 7 and MS Office 2007 (With MS Office 2010 Updates)- SangeetaPanchal,AlkaSabharwal	
<b>Additional Readings:</b>	<a href="https://www.tutorialspoint.com/excel/">https://www.tutorialspoint.com/excel/</a> <b>How to give Citation to research Document in Ms-Word:</b> <a href="https://nptel.ac.in/courses/121106007/12">https://nptel.ac.in/courses/121106007/12</a> <b>Introduction to Data Analytics:</b> <a href="https://nptel.ac.in/courses/110106064/20">https://nptel.ac.in/courses/110106064/20</a>	
<b>Suggested Journals:</b>	Microsoft-office-training-manuals Microsoft Office 2016- Joan Lambert Curtis Frye	
<b>Suggested Case Studies:</b>	1. Region wise product sale analysis 2. Gender-wise Comparative study of result of your college. 3. Case Study on stock market analysis.	

<b>MBA Part-I Semester-II Behavioral Finance (Choice Based Credit System) [Optional B] Paper – XVI ( VI)</b>				
<b>Course Outcomes:</b>	Understand the concepts of Behavioural Finance. Construct behavioral measurement instrument. Analyze behavior with respect to financial decisions			
<b>Expected Skills Implementation</b>	Analytical skills			
<b>Marks:50</b>	<b>Hours of Teaching:30</b>	<b>Theory:10</b>	<b>Practical:20</b>	<b>Credit Points:02</b>
<b>Syllabus Contents:</b>				
<b>Unit I: a) Theory</b>	<b>Behavioral finance: introduction.</b> Psychology and market people. Investors, portfolio managers, analysts: are they rational? Bounded rationality in real market conditions. Decision-making process and behavioral biases. <b>Utility/ Preference Functions:</b> Expected Utility Theory [EUT] and			10



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	<p>Rational Thought: Decision making under risk and uncertainty - Expected utility as a basis for decision-making – Theories based on Expected Utility Concept – Decision making in historical prospective - Allais and Elsberg’s Paradoxes - Rationality from an economics and evolutionary prospective – Herbert Simon and bounded rationality- Investor rationality and market efficiency - Empirical data that questions market efficiency</p> <p><b>Behavioral Factors and Financial Markets:</b> The Efficient Markets Hypothesis – Fundamental Information and Financial Markets - Information available for Market Participants and Market Efficiency -Market Predictability –The Concept of limits of Arbitrage Model - Asset management and behavioral factors - Active Portfolio Management: return statistics and sources of systematic underperformance. - Fundamental Information, Technical Analysis, and Behavioral Factors</p>	
<b>b) Practical</b>	Interview 30 samples investors on the basis of scheduled develop containing aspects of behavioral finance and analyze the data.	05
<b>Unit II:</b> <b>a) Theory</b>	<p><b>External Factors and Investor Behavior:</b> Weather, Emotions, and Financial Markets: Sunshine, Geomagnetic Activity - Mechanisms of the External Factor influence on risk perception and attitudes - Connection to human psychophysiology and emotional regulation - Misattribution as a mechanism for externals factors influence - Statistical methodology for capturing the effects of external influence onto stock market returns - Emotional content of news articles and their correlation with market dynamics - Social trends and market dynamics: music, fashion, demographics - Active portfolio management</p> <p><b>Behavioral Corporate Finance:</b> The decision-making process in reality. First level: rational managers. Managerial financing and investment decisions as rational responses to securities market mispricing.</p> <p>Second level: less than rational managers. Behavioral biases of managers. Capital structure choice: behavioral aspects. Investment policy: real investments and M&amp;A deals.</p> <p><b>Emotions and Decision</b> – Making: Experimental measurement of risk-related - Measuring Risk - Emotional mechanisms in modulating risk-taking attitude - Neurophysiology of risk taking. Personality traits and risk attitudes in different domains - Evolutionary prospective and emotions. Proximal and ultimate mechanisms framework – Making decisions with “play” and real money.</p>	10
<b>b) Practical</b>	Visit the profit making organization nearby and study their investment patters. Also discuss the impact of concept behavioral finance on the decision making of a company.	5
<b>Reference Books :</b>	<p>References:-</p> <p>Behavioral Finance: Psychology, Decision-Making, and Markets", by Ackert and Deaves.</p> <p>Behavioural Finance by Prasanna <a href="#">Chandra</a></p> <p>Behavioural Finance by <a href="#">Shuchita Singh</a> , <a href="#">ShilpaBahi</a></p> <p>Understanding Behavioral Finance by Ackert</p> <p>Behavioural Finance by <a href="#">Sulphey M.M</a></p>	



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	Handbook of Behavioral Finance – Brian R. Bruce Behavioral finance - Wiley Finance - Joachim Goldberg, Rüdiger von Nitzsch	
<b>Additional Readings:</b>	<a href="https://www.investopedia.com/university/behavioral_finance/">https://www.investopedia.com/university/behavioral_finance/</a> <a href="https://www.genesiswealthmanagement.com/behavioral-finance">https://www.genesiswealthmanagement.com/behavioral-finance</a>	
<b>Suggested Journals:</b>	IUP Journal of Behavioural Finance	

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**2.5.1 Mechanism of internal/ external assessment is transparent and the grievance redressal system is time- bound and efficient Write description in a maximum of 500 word**

**Internal Assessment Mechanism:**

- Internal assessment is carried out as per guidelines of university syllabus.
- Conducts meeting and finalize the academic plan and teaching plan.
- Routine class tests, assignments, open book tests and group activities etc are conducted by the respective subject teachers during their allotted tutorial hours as a part of continuous assessment.
- The examination committee coordinates for the in semester assessment/Sessional/Mid term/Internal examinations. Invigilation schedule is communicated to all the staff via notice and circulars.
- Internal examinations question papers are prepared as per the guidelines of the university. The question paper format is verified by the HOD to ensure the standard evaluation scheme.
- The average Internal examinations marks of the students are displayed on the notice board at the end of each term, before sending them to the university.
- The evaluation of Internal examinations papers is made mandatory within fixed period of time from the date of exam of the respective subject.
- The internal assessment of Seminars and projects of PG students are carried out at College. All the faculty members and respective guides evaluate the progress of students assigning marks.

**External Assessment Mechanism:**

External assessment schedule was declared by university after completion of exam.

External /university exams assessment schedule was declared by university. Shivaji university kolhapur carried out assessment by physical mode, while DBATU ,Lonere university complete the assessment via online mode by generating login Id's of respective subject teachers.

**Grievance Redressal System:**

**University examination** related grievances are forwarded as per the guidelines of university. To obtain this service, students should first register through the given procedure and register subject-wise complaint with detailed information and by uploading necessary documents. After registration, the concerned examination department will know the current status of the complaint and take appropriate action. Students can track the flow of grievance through his login.

**Internal examination** related grievances are raised by students after the display of mark sheet on notice board are immediately verified and rectified by respective subject teachers.

