



# Sant Dnyaneshwar Institute of Management and Business Administration (M.B.A.)

Bhanashivre, Tal- Newasa, Dist- Ahmednagar, Pin.414609

Date:-

## First Year MBA

(MBA Revised Curriculum 2019 CBCGS &amp; OBE Pattern)

### 101: GC – 01 Managerial Accounting

Program Outcomes (POs)		
Learners are expected to know and be able to–		
PO1	Generic and Domain Knowledge	Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues
PO2	Problem Solving & Innovation	Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques
PO3	Critical Thinking	Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
PO4	Effective Communication	Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
PO5	Leadership and Team Work	Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders
PO6	Global Orientation and Cross-Cultural Appreciation	Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
PO7	Entrepreneurship	Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
PO8	Environment and Sustainability	Ability to demonstrate knowledge of and need for sustainable development and assess the impact of

		managerial decisions and business priorities on the societal, economic and environmental aspects
PO9	<b>Social Responsiveness and Ethics</b>	Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
PO10	<b>Life Long Learning</b>	Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills

**Course Outcomes:**

**On completion of the course, learners should be able to**

CO.1	REMEMBERING	DESCRIBE the basic concepts related to Accounting, Financial Statements, Cost Accounting, Marginal Costing, Budgetary Control and Standard Costing
CO.2	UNDERSTANDING	EXPLAIN in detail, all the theoretical concepts taught through the syllabus.
CO.3	APPLYING	PERFORM all the necessary calculations through the relevant numerical problems.
CO.4	ANALYSING	ANALYSE the situation and decide the key financial as well as non-financial elements involved in the situation.
CO.5	EVALUATING	EVALUATE the financial impact of the decision.

The CO-PO Mapping Matrix										
CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	-	2	-	2	1	1	-	-	2	1
CO2	-	-	-	-	-	-	2	1	1	-
CO3	2	-	-	1	1	-	2	-	1	-
CO4	2	1	-	-	2	1	-	1	-	-
CO5	2	-	2	-	1	-	2	1	-	-





# Sant Dnyaneshwar Institute of Management and Business Administration (M.B.A.)

Bhanashivre, Tal- Newasa, Dist- Ahmednagar, Pin.414609

Date:-

## First Year MBA

(MBA Revised Curriculum 2019 CBCGS & OBE Pattern)

102: GC – 102 - Organizational Behaviour

Program Outcomes (POs)		
Learners are expected to know and be able to–		
PO1	Generic and Domain Knowledge	Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues
PO2	Problem Solving & Innovation	Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques
PO3	Critical Thinking	Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
PO4	Effective Communication	Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
PO5	Leadership and Team Work	Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders
PO6	Global Orientation and Cross-Cultural Appreciation	Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
PO7	Entrepreneurship	Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
PO8	Environment and Sustainability	Ability to demonstrate knowledge of and need for sustainable development and assess the impact of managerial decisions and business priorities on the societal,

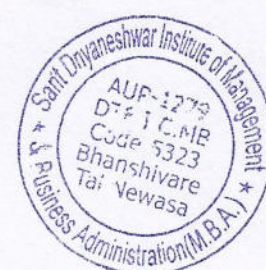
		economic and environmental aspects
PO9	<b>Social Responsiveness and Ethics</b>	Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
PO10	<b>Life Long Learning</b>	Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills

### Course Outcomes:

On completion of the course, learners should be able to

CO.1	REMEMBERING	DESCRIBE the major theories, concepts, terms, models, frameworks and  research findings in the field of organizational behavior.
CO.2	UNDERSTANDING	EXPLAIN the implications of organizational behavior from the perspectives of  employees, managers, leaders and the organization.
CO.3	APPLYING	MAKE USE OF the Theories, Models, Principles and Frameworks of  organizational behavior in specific organizational settings.
CO.4	ANALYSING	DECONSTRUCT the role of individual, groups, managers and leaders in  influencing how people behave and in influencing organizational culture at  large.
CO.5	EVALUATING	FORMULATE approaches to reorient individual, team, managerial and  leadership behaviour inorder to achieve organizational goals.

The CO-PO Mapping Matrix										
CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2	-	-	2	1	-	1	2	1	-
CO2	1	-	-	2	1	-	-	-	2	1
CO3	-	1	2	-	-	-	2	-	1	-
CO4	1	-	2	1	-	-	1	1	-	-
CO5	1	-	-	2	-	1	-	1	2	-





# Sant Dnyaneshwar Institute of Management and Business Administration (M.B.A.)

Bhanashivre, Tal- Newasa, Dist- Ahmednagar, Pin.414609

Date:-

## First Year MBA

(MBA Revised Curriculum 2019 CBCGS & OBE Pattern)

103: GC – 103 – Economic Analysis for Business Decisions

Program Outcomes (POs)		
Learners are expected to know and be able to–		
PO1	Generic and Domain Knowledge	Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues
PO2	Problem Solving & Innovation	Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques
PO3	Critical Thinking	Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
PO4	Effective Communication	Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
PO5	Leadership and Team Work	Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders
PO6	Global Orientation and Cross-Cultural Appreciation	Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
PO7	Entrepreneurship	Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
PO8	Environment and Sustainability	Ability to demonstrate knowledge of and need for sustainable development and assess the impact of managerial decisions and business priorities on the societal,

		economic and environmental aspects
PO9	<b>Social Responsiveness and Ethics</b>	Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
PO10	<b>Life Long Learning</b>	Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills

#### Course Outcomes:

On completion of the course, learners should be able to

CO.1	REMEMBERING	DEFINE the key terms in micro-economics.
CO.2	UNDERSTANDING	EXPLAIN the key terms in micro-economics, from a managerial perspective.
CO.3	APPLYING	IDENTIFY the various issues in an economics context and DEMONSTRATE their significance from the perspective of business decision making.
CO.4	ANALYSING	EXAMINE the inter-relationships between various facets of micro-economics from the perspective of a consumer, firm, industry, market, competition and business cycles.
CO.5	EVALUATING	DEVELOP critical thinking based on principles of micro-economics for informed business decision making.

The CO-PO Mapping Matrix										
CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	1	1	-	2	-	1	-	1	-	-
CO2	-	2	-	1	2	-	-	2	1	-
CO3	1	-	2	2	1	-	2	-	2	1
CO4	-	1	2	1	-	1	2	-	1	-
CO5	1	-	2	-	2	-	2	1	-	-





Sulochana Belhekar Samajik & Bahu Uddieshiya Shikshan Sanstha's

# Sant Dnyaneshwar Institute of Management and Business Administration (M.B.A.)

Bhanashivre, Tal- Newasa, Dist- Ahmednagar, Pin.414609

Date:-

## First Year MBA

(MBA Revised Curriculum 2019 CBCGS & OBE Pattern)

104: GC – 104 - Business Research Methods

Program Outcomes (POs)		
Learners are expected to know and be able to–		
PO1	Generic and Domain Knowledge	Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues
PO2	Problem Solving & Innovation	Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques
PO3	Critical Thinking	Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
PO4	Effective Communication	Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
PO5	Leadership and Team Work	Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders
PO6	Global Orientation and Cross-Cultural Appreciation	Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
PO7	Entrepreneurship	Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
PO8	Environment and Sustainability	Ability to demonstrate knowledge of and need for sustainable development and assess the impact of

		managerial decisions and business priorities on the societal, economic and environmental aspects
PO9	<b>Social Responsiveness and Ethics</b>	Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
PO10	<b>Life Long Learning</b>	Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills

#### Course Outcomes:

On completion of the course, learners should be able to

CO.1	REMEMBERING	DEFINE various concepts & terms associated with scientific business research.
CO.2	UNDERSTANDING	EXPLAIN the terms and concepts used in all aspects of scientific business research.
CO.3	APPLYING	MAKE USE OF scientific principles of research to SOLVE contemporary business research problems.
CO.4	ANALYSING	EXAMINE the various facets of a research problem and ILLUSTRATE the relevant aspects of the research process from a data driven decision perspective.
CO.5	EVALUATING	JUDGE the suitability of alternative research designs, sampling designs, data collection instruments and data analysis options in the context of a given real-life business research problem from a data driven decision perspective.

The CO-PO Mapping Matrix										
CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2	-	2	1	1	-	-	-	1	-
CO2	1	1	-	-	-	1	2	1	-	-
CO3	2	-	2	-	2	-	-	1	-	-
CO4	1	-	-	2	1	-	1	-	-	1
CO5	-	-	2	-	-	1	2	-	1	-





Sulochana Belhekar Samajik & Bahu Uddieshiya Shikshan Sanstha's

# Sant Dnyaneshwar Institute of Management and Business Administration (M.B.A.)

Bhanashivre, Tal- Newasa, Dist- Ahmednagar, Pin.414609

Date:-

## First Year MBA

(MBA Revised Curriculum 2019 CBCGS & OBE Pattern)

**105: GC** – 105 – Basics of Marketing

Program Outcomes (POs)		
Learners are expected to know and be able to–		
PO1	Generic and Domain Knowledge	Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues
PO2	Problem Solving & Innovation	Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques
PO3	Critical Thinking	Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
PO4	Effective Communication	Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
PO5	Leadership and Team Work	Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders
PO6	Global Orientation and Cross-Cultural Appreciation	Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
PO7	Entrepreneurship	Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
PO8	Environment and	Ability to demonstrate knowledge of and need for

	<b>Sustainability</b>	sustainable development and assess the impact of managerial decisions and business priorities on the societal, economic and environmental aspects
<b>PO9</b>	<b>Social Responsiveness and Ethics</b>	Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
<b>PO10</b>	<b>Life Long Learning</b>	Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills

#### Course Outcomes:

On completion of the course, learners should be able to

<b>CO.1</b>	<b>REMEMBERING</b>	<b>RECALL</b> and <b>REPRODUCE</b> the various concepts, principles, frameworks and terms related to the function and role of marketing.
<b>CO.2</b>	<b>UNDERSTANDING</b>	<b>DEMONSTRATE</b> the relevance of marketing management concepts and frameworks to a new or existing business across wide variety of sectors and
<b>CO.3</b>	<b>APPLYING</b>	<b>ILLUSTRATE</b> the role that marketing plays in the 'tool kit' of every organizational leader and manager.
<b>CO.4</b>	<b>ANALYSING</b>	<b>APPLY</b> marketing principles and theories to the demands of marketing function and practice in contemporary real world scenarios.
<b>CO.5</b>	<b>EVALUATING</b>	<b>EXAMINE</b> and <b>LIST</b> marketing issues pertaining to segmentation, targeting and positioning, marketing environmental forces, consumer buying behavior, marketing mix and Product Life Cycle in the context of real world marketing offering (commodities, goods, services, e-products/ e-services).

The CO-PO Mapping Matrix										
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	-	1	2	-	-	-	2	-	2	-
CO2	1	-	-	2	1	-	-	1	1	-
CO3	-	1	-	-	-	-	-	2	-	-
CO4	-	-	2	-	-	2	-	1	-	-
CO5	2	-	-	2	1	-	1	-	2	1





# Sant Dnyaneshwar Institute of Management and Business Administration (M.B.A.)

Bhanashivre, Tal- Newasa, Dist- Ahmednagar, Pin.414609

Date:-

## First Year MBA

(MBA Revised Curriculum 2019 CBCGS & OBE Pattern)

106: GC – 106 – Digital Business

Program Outcomes (POs)		
Learners are expected to know and be able to–		
PO1	Generic and Domain Knowledge	Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues
PO2	Problem Solving & Innovation	Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques
PO3	Critical Thinking	Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
PO4	Effective Communication	Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
PO5	Leadership and Team Work	Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders
PO6	Global Orientation and Cross-Cultural Appreciation	Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
PO7	Entrepreneurship	Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.
PO8	Environment and	Ability to demonstrate knowledge of and need for

	<b>Sustainability</b>	sustainable development and assess the impact of managerial decisions and business priorities on the societal, economic and environmental aspects
<b>PO9</b>	<b>Social Responsiveness and Ethics</b>	Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
<b>PO10</b>	<b>Life Long Learning</b>	Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills

#### Course Outcomes:

On completion of the course, learners should be able to

<b>CO.1</b>	<b>REMEMBERING</b>	DESCRIBE the conceptual framework of e commerce, mobile commerce and social commerce.
<b>CO.2</b>	<b>UNDERSTANDING</b>	SUMMARIZE the impact of information, mobile, social, digital, IOT and related technologies on society, markets & commerce.
<b>CO.3</b>	<b>APPLYING</b>	ILLUSTRATE value creation & competitive advantage in a digital Business environment.
<b>CO.4</b>	<b>ANALYSING</b>	EXAMINE the changing role of intermediaries, changing nature of supply chain and payment systems in the online and offline world.
<b>CO.5</b>	<b>EVALUATING</b>	ELABORATE upon the various types of digital business models and OUTLINE their benefits and limitations.

The CO-PO Mapping Matrix										
CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
<b>CO1</b>	-	2	-	-	1	-	-	-	2	1
<b>CO2</b>	2	-	-	1	2	-	-	-	1	-
<b>CO3</b>	-	1	2	-	-	-	2	-	2	-
<b>CO4</b>	1	1	-	2	-	1	-	1	-	-
<b>CO5</b>	-	-	2	-	2	-	-	1	2	-





Sulochana Belhekar Samajik & Bahu Uddieshiya Shikshan Sanstha's

# Sant Dnyaneshwar Institute of Management and Business Administration (M.B.A.)

Bhanashivre, Tal- Newasa, Dist- Ahmednagar, Pin.414609

Date:-

## First Year MBA

(MBA Revised Curriculum 2019 CBCGS & OBE Pattern)

### 107: GC – 107 – Management Fundamentals

Program Outcomes (POs)		
Learners are expected to know and be able to–		
PO1	<b>Generic and Domain Knowledge</b>	Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues
PO2	<b>Problem Solving &amp; Innovation</b>	Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques
PO3	<b>Critical Thinking</b>	Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
PO4	<b>Effective Communication</b>	Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
PO5	<b>Leadership and Team Work</b>	Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders
PO6	<b>Global Orientation and Cross-Cultural Appreciation</b>	Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
PO7	<b>Entrepreneurship</b>	Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.

PO8	Environment and Sustainability	Ability to demonstrate knowledge of and need for sustainable development and assess the impact of managerial decisions and business priorities on the societal, economic and environmental aspects
PO9	Social Responsiveness and Ethics	Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
PO10	Life Long Learning	Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills

#### Course Outcomes:

On completion of the course, learners should be able to

CO.1	REMEMBERING	ENUMERATE various managerial competencies and approaches to management.
CO.2	UNDERSTANDING	EXPLAIN the role and need of Planning, Organizing, Decision Making and Controlling.
CO.3	APPLYING	MAKE USE OF the principles of goal setting and planning for simple as well as complex tasks and small projects.
CO.4	ANALYSING	COMPARE and CONTRAST various organizational structures of variety of business and not-for-profit entities in a real world context.
CO.5	EVALUATING	BUILD a list of the decision making criteria used by practicing managers, leaders and entrepreneurs in routine and non-routine decision making situations and EVALUATE and EXPLAIN the same.

The CO-PO Mapping Matrix										
CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	1	2-	1	1	1	-	-	2	1	-
CO2	-	-	-	2	1	-	-	-	2	1
CO3	2	1	2	-	-	-	2	-	1	-
CO4	-	-	2	-	2	-	2	1	-	-
CO5	1	1	-	1	-	1	-	1	-	-





Sulochana Belhekar Samajik & Bahu Uddieshiya Shikshan Sanstha's

# Sant Dnyaneshwar Institute of Management and Business Administration (M.B.A.)

Bhanashivre, Tal- Newasa, Dist- Ahmednagar, Pin.414609

Date:-

## First Year MBA

(MBA Revised Curriculum 2019 CBCGS & OBE Pattern)

109: GC – 109 – Entrepreneurship Development

Program Outcomes (POs)		
Learners are expected to know and be able to–		
PO1	Generic and Domain Knowledge	Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues
PO2	Problem Solving & Innovation	Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques
PO3	Critical Thinking	Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
PO4	Effective Communication	Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
PO5	Leadership and Team Work	Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders
PO6	Global Orientation and Cross-Cultural Appreciation	Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.
PO7	Entrepreneurship	Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.

PO8	Environment and Sustainability	Ability to demonstrate knowledge of and need for sustainable development and assess the impact of managerial decisions and business priorities on the societal, economic and environmental aspects
PO9	Social Responsiveness and Ethics	Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.
PO10	Life Long Learning	Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills

#### Course Outcomes:

On completion of the course, learners should be able to

CO.1	REMEMBERING	DEFINE the key terms, LIST the Attributes and Characteristics of Entrepreneurs features and ENUMERATE the Factors influencing Entrepreneurship Growth.
CO.2	UNDERSTANDING	DISCUSS various theories of entrepreneurship and the entrepreneurship development ecosystem in Indian context.
CO.3	APPLYING	APPLY the theories of entrepreneurship and entrepreneurship development framework to analyze and identify entrepreneurial opportunities.
CO.4	ANALYSING	DISCRIMINATE between potential options available for entrepreneur for embarking on establishing a Start Up
CO.5	EVALUATING	EVALUATE the start up ecosystem and the entrepreneurial opportunities in light of requirements of a business plan.

The CO-PO Mapping Matrix										
CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	2	-	-	1	1	2	-	2	1	-
CO2	-	1	2	-	-	-	2	-	-	-
CO3	1	-	1	2	1	-	-	-	2	1
CO4	-	1	-	-	-	1	-	1	-	-
CO5	-	2	2	-	2	-	2	1	-	-

