



JAYAWANT SHIKSHAN PRASARAK MANDAL'S

# KAUTILYA INSTITUTE OF MANAGEMENT & RESEARCH

(Approved by AICTE, New Delhi, Govt. of Maharashtra & Affiliated to Savitribai Phule Pune University)

**NAAC ACCREDITED WITH "A" GRADE**

Gat. No. 720 (1&2), Wagholi, Pune-Nagar Road, Pune-412 207.

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**Prof. Dr. T. J. Sawant**

**B.E. PGDM, PH.D**

**FOUNDER SECRETARY**

**Dr.H.D.Patil**

**B.E. , MBA, PH.D**

**DIRECTOR**

## MBA PROGRAMME OBJECTIVE

1. To equip the students with requisite knowledge, skills & right attitude necessary to provide effective leadership in a global environment.
2. To develop competent management professionals with strong ethical values, capable of assuming a pivotal role in various sectors of the Indian Economy & Society, aligned with the national priorities.
3. To develop proactive thinking so as to perform effectively in the dynamic socio-economic and business ecosystem.
4. To harness entrepreneurial approach and skill sets.

## MBA PROGRAMME OUTCOMES (POs)

1. Demonstrate knowledge of business administration including its multiple functional disciplines
2. Apply theoretical concepts in identifying and solving critical business problems
3. Perform effectively, efficiently and ethically in diverse sectors of industries
4. Exhibit entrepreneurial skills for developing business, economy and society

## PROGRAMME EDUCATIONAL OBJECTIVES (PEO)

1. To equip the students with requisite knowledge, skills & right attitude necessary to provide effective leadership in a global environment.
2. To develop competent management professionals with strong ethical values, capable of assuming a pivotal role in various sectors of the Indian Economy & Society, aligned with the national priorities
3. To develop proactive thinking so as to perform effectively in the dynamic socio-economic and business ecosystem.
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## PROGRAMME SPECIFIC OUTCOMES (PSOs)

### MARKETING MANAGEMENT

1. The students will be able to formulate marketing strategies for effective process and create benefits/value to the organization and all stakeholders.
2. The students will be able to exhibit multiple communication skills including written, oral, audio/visual and digital.
3. Students will be able to apply consumer behavior theories in the tasks, projects, organization and live case studies.
4. The students will be able to evaluate legal and ethical effects of their actions and decisions.

### FINANCIAL MANAGEMENT

1. Students will be able to describe and distinguish among alternative derivative instruments, including the different types of exposures multinational corporations face when using derivative instruments.
2. Students will be able to understand the financial statement, analyze and value securities, including debt and equity instruments.
3. Students will be able to actually practice Tax liability when they work for the organization.

### HUMAN RESOURCE MANAGEMENT

1. Students will understand the importance of human resources and their effective management in organizations they will be able to demonstrate a basic understanding of different tools used in forecasting and planning human resource needs in the organization when they actually work.
2. Students will be able to analyze the key issues related to administering the human elements such as motivation, compensation, appraisal, career planning, diversity, ethics, and training and also will be able to outline the current theory and practice of recruitment and selection.
3. Students will be able to develop, analyze and apply advanced training strategies and specifications for the delivery of training programs. Students will be able to understand roles at various levels of the organization and leading teams.
4. Students will assess & interpret the role of resistance and commitment in relation to change, propose change strategies for enhancing organizational development, and facilitate change implementation the change when they will work in the organization.



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## OPERATIONS MANAGEMENT

1. Operations management is the business function responsible for planning, coordinating, and controlling varied resources. Operations Management (OM) expounds overall challenges for Operations Managers.
2. The Operations Management helps students to understand the Strategic decisions. Students learn the application part through planning.
3. Further they understand what the skills are required to worker and what talents are required such as technological competence and knowledge of processes to be used.
4. SCM plays an important role in understanding distribution decisions. External suppliers provide the necessary raw materials, services, and component parts. Logistics includes distribution Management includes the packaging, storing & handling of products.

## INFORMATION TECHNOLOGY

1. To understand and apply the theories of Information Technology (IT) in the organization to improve its performance.
2. To analyze hardware, software, and systems applications that support technologies.
3. To carry out organizational systems analysis, design, planning, and integration of technology.
4. To create strategic technology management policies and procedures for the business.

  
**DIRECTOR**  
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