

Sanjivani Rural education society's
Sanjivani arts, Commerce and Science College,
Kopargaon

PO's and CO's

Glossary for exemplars

Sanjivani Rural Education Society's

Sanjivani Arts Commerce & Science College Kopergaon

Department of BBA-IB

Program Objectives:

1. To Equip the students With the Industrial Liberalization and Globalization of trade and emphasis on global markets, there is a great scope for employment as well as self-employment in international business dealing with variety of innovative products and services.
2. To develop professionals with strong ethical values in International Logistics.
3. To develop proactive thinking to perform various roles in Supply- Chain Management, Storage, Transportation and Distribution.
4. To Harness entrepreneurial approach and skill sets.

Program Outcomes for BBA-IB

1. Apply knowledge of Management theories and practices to solve business problems.
2. Ability to develop analytical and critical thinking abilities for decision making.
3. Ability to understand analyse and communicate global economic legal and ethical aspects of business.
4. Ability to lead themselves and others to achieve self and organizational goals.
5. Ability to understand, analyse the risk and scope in international market.

Program Specific Outcomes:

1. Demonstrate critical thinking skills in understanding managerial issues and problems related to the global economy and international business
2. The graduates would be able to consolidate the thus acquired knowledge into practical skills
3. Understand the international trade procedure and documentation.
4. Analyse the theoretical knowledge with the practical aspects of Organizational setting and techniques or management for being entrepreneur.
5. Apply & Understand the managerial knowledge in the business for effective decision-making leadership skills through internship training.



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Department of BBA

Principles of Management

CO Number	Cognitive Abilities	Course Outcome
CO 101. 1	REMEMBERING	DEFINE various concepts related to Principles of Management
CO 101. 2	UNDERSTANDING	INTERPRETING and synthesizing management concepts; connecting principles of management to real-world examples; recognizing relationships between management principles.
CO 101. 3	APPLYING	APPLYING management principles in different situations; demonstrating a comprehensive understanding of management principles and how they can be used to improve organizational performance.
CO 101. 4	ANALYSING	IDENTIFYING and analyzing the strengths and weaknesses of various management approaches; determining the most appropriate management approach for a given situation
CO 101. 5	EVALUATING	ASSESSING the outcomes of management strategies; determining the impact of management decisions on the organization; making decisions about the success or failure of management strategies.
CO101. 6	CREATING	DEVELOPING new management strategies; creating innovative ways to use management principles; combining different management approaches to create unique solutions

Business Communication Skills

CO Number	Cognitive Abilities	Course Outcome
CO 102. 1	REMEMBERING	DEFINE various concepts related to Business Communication
CO 102. 2	UNDERSTANDING	<ul style="list-style-type: none"> • UNDERSTANDING the purpose of communication. • Being aware of cultural and language differences • Understanding nonverbal communication signals • Recognizing the impact of communication on relationships
CO 102. 3	APPLYING	<ul style="list-style-type: none"> • APPLYING & Adapting communication to various contexts • Using the right tone and vocabulary for the audience.
CO 102. 4	ANALYSING	<ul style="list-style-type: none"> • ANALYSING communication messages for accuracy and consistency • Identifying potential misunderstandings and discrepancies
CO 102. 5	EVALUATING	<ul style="list-style-type: none"> • ASSESING the impact of communication on relationships



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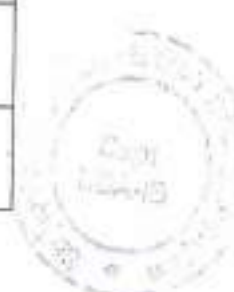
		<ul style="list-style-type: none"> • Analyzing the effectiveness of communication strategies • Measuring the success of communication efforts
CO 102. 6	CREATING	<ul style="list-style-type: none"> • Creating clear and effective messages • Combining multiple communication methods to reach a larger audience • Developing persuasive communication strategies

Business Accounting:

CO Number	Cognitive Abilities	Course Outcome
CO 103. 1	REMEMBERING	DEFINE various concepts related to Accounting
CO 103. 2	UNDERSTANDING	EXPLAIN the role of accounting in business world.
CO 103. 3	APPLYING	MAKE USE i.e. cultivate right approach towards classifications of different transactions and their implications
CO 103. 4	ANALYSING	ILLUSTRATE subsidiary books with the help of accounting rules.
CO 103. 5	EVALUATING	DESIGN trial balance, trading account & balance sheet
CO 103. 6	CREATING	CREATE financial statement of sole proprietorship, bank reconciliation statement.

Business Economics- Micro

CO Number	Cognitive Abilities	Course Outcome
CO 104. 1	REMEMBERING	DEFINE various concepts related to Micro-Economics
CO 104. 2	UNDERSTANDING	UNDERSTANDING economic concepts and theories related to microeconomics..
CO 104. 3	APPLYING	APPLYING economic theories and concepts to analyze microeconomic issues.
CO 104. 4	ANALYSING	ANALYSING economic data and evidence to make informed microeconomic decisions..
CO 104. 5	EVALUATING	EVALUATING economic policy and its impact on microeconomic conditions
CO 104. 6	CREATING	DEVELOPING economic models and theories to explain microeconomic phenomena.



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Business Mathematics

CO Number	Cognitive Abilities	Course Outcome
CO 105. 1	REMEMBERING	DEFINE various concepts related to Business Mathematics
CO 105. 2	UNDERSTANDING	INTERPRETING and summarizing data, making calculations, and recognizing patterns.
CO 105. 3	APPLYING	APPLYING mathematical concepts and processes to solving real-world business problems
CO 105. 4	ANALYSING	ANALYZING business data to identify trends and make predictions..
CO 105. 5	EVALUATING	EVALUATING the accuracy of conclusions drawn from mathematical data and the effectiveness of solutions.
CO 105. 6	CREATING	Combining & CREATING data from multiple sources to create new information for solving real world business problems.

Business Demography

CO Number	Cognitive Abilities	Course Outcome
CO 106. 1	REMEMBERING	DEFINE various concepts related to Business Demography
CO 106. 2	UNDERSTANDING	UNDERSTAND the basic components of business demography, such as population size, composition, and structure
CO 106. 3	APPLYING	MAKE USE i.e. Utilize methods and data to assess how various populations and demographics could affect business operations
CO 106. 4	ANALYSING	IDENTIFY trends in business demography and make predictions about potential impacts.
CO 106. 5	EVALUATING	EVALUATE Identify trends in business demography and make predictions about potential impacts.
CO 106. 6	CREATING	CREATE strategies to respond to changes in business demography.



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Basics of Cost Accounting

CO Number	Cognitive Abilities	Course Outcome
CO 201. 1	REMEMBERING	DEFINE various concepts related to Cost Accounts
CO 201. 2	UNDERSTANDING	INTERPRETING and explaining the purpose and use of cost accounting, including the interpretation of data and the analysis of cost behavior.
CO 201. 3	APPLYING	APPLYING accounting principles to practical problems and to analyze the results of cost accounting activities.
CO 201. 4	ANALYSING	IDENTIFYING break down cost information into its components and to identify relationships among the elements of cost.
CO 201. 5	EVALUATING	ASSESSING the validity and usefulness of cost accounting information, and to make informed decisions based on cost data.
CO 201. 6	CREATING	Ability to formulate cost accounting solutions and to create new methods of cost accounting.

Global Origin & Business Development

CO Number	Cognitive Abilities	Course Outcome
CO 202. 1	KNOWLEDGE	UNDERSTANDING of the origins and development of global business, including international trade, investment, and finance.
CO 202. 2	COMPREHENSION	EXPLAINING the key components of international business, such as international markets, the global economy, and the role of multinational corporations..
CO 202. 3	APPLYING	APPLYING the principles of global business to specific scenarios.
CO 202. 4	ANALYSING	ANALYZING the impact of global business practices on different countries and regions.
CO 202. 5	EVALUATING	ASSESSING the effectiveness of global business strategies and making recommendations for improvement.
CO 202. 6	CREATING	Developing and proposing solutions for global business issues and challenges..



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Commercial Geography

CO Number	Cognitive Abilities	Course Outcome
CO 203. 1	KNOWLEDGE	UNDERSTANDING the characteristics of commercial geography, such as its scope, concepts, and methods..
CO 203. 2	COMPREHENSION	INTERPRETING information related to commercial geography and applying it in a meaningful context.
CO 203. 3	APPLYING	APPLYING knowledge of commercial geography to analyze and solve problems related to the commercial environment.
CO 203. 4	ANALYSING	EXAMINING and evaluating different commercial geography topics and sources to identify patterns and trends..
CO 203. 5	EVALUATING	ASSESSING the validity of commercial geography-related information and making informed decisions.
CO 203. 6	CREATING	COMBINING different concepts, theories, and techniques related to commercial geography to create new ideas.

Principles of Marketing

CO Number	Cognitive Abilities	Course Outcome
CO 204. 1	KNOWLEDGE	REMEMBERING key principles of marketing and their definitions.
CO 204. 2	COMPREHENSION	UNDERSTANDING the main concepts and theories of marketing and their application.
CO 204. 3	APPLYING	APPLYING marketing principles to different business contexts and scenarios.
CO 204. 4	ANALYSING	ANALYZING different marketing strategies to identify strengths and weaknesses..
CO 204. 5	EVALUATING	ASSESSING the effectiveness of different marketing techniques and approaches
CO 204. 6	CREATING	CREATING new marketing strategies and plans based on marketing principles.



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Business Statistics

CO Number	Cognitive Abilities	Course Outcome
CO 205. 1	KNOWLEDGE	REMEMBERING basic concepts in business statistics
CO 205. 2	COMPREHENSION	UNDERSTANDING the key principles of business statistics and their application.
CO 205. 3	APPLYING	APPLYING business statistics to solve business problems
CO 205. 4	ANALYSING	ANALYZING data to identify trends and relationships.
CO 205. 5	EVALUATING	EVALUATING the accuracy of statistical results and the appropriateness of a statistical model for a given problem
CO 205. 6	CREATING	CREATING new statistical models to analyze data and combine statistical data sets to form new conclusions

Fundamentals of Computers

CO Number	Cognitive Abilities	Course Outcome
CO 206. 1	KNOWLEDGE	REMEMBER key terms related to computers
CO 206. 2	COMPREHENSION	UNDERSTANDING the functions and purposes of computer hardware and software.
CO 206. 3	APPLYING	APPLYING computer hardware and software to solve problems
CO 206. 4	ANALYSING	ANALYSING the components of a computer system and their interactions.
CO 206. 5	EVALUATING	EVALUATING the effectiveness of computer programs and applications.
CO 206. 6	CREATING	CREATING new computer programs to solve specific problems.



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Elements of HRM

CO Number	Cognitive Abilities	Course Outcome
CO 301. 1	REMEMBERING	DEFINE various concepts related to Human Resource Management
CO 301. 2	UNDERSTANDING	-EXPLAINING the different roles of HRM -INTERPRETING relevant legislation -Identifying job requirements -Describing the performance appraisal process.
CO 301. 3	APPLYING	-APPLYING HRM principles to a given situation - Developing job descriptions -ADAPTING recruitment and selection processes -Implementing performance management systems -Developing policies for compensation and benefits.
CO 301. 4	ANALYSING	-ANALYSING HRM needs and processes -EXAMINING the impact of legal requirements on HRM -Evaluating performance management systems -Comparing compensation and benefits packages
CO 301. 5	EVALUATING	-EVALUATING & Assessing HRM strategies.
CO 301. 6	CREATING	-CREATING HRM strategies -DESIGNING legal and ethical frameworks -Creating recruitment and selection plans -Constructing performance evaluation systems -Developing compensation and benefits packages

Global Competencies and Personality Development

CO Number	Cognitive Abilities	Course Outcome
CO 302. 1	REMEMBERING	DEFINE various concepts related to Global Competencies and personality Development
CO 302. 2	UNDERSTANDING	EXPLAIN the role of Forex Management in business world.
CO 302. 3	APPLYING	APPLY global competencies and personality development strategies to team and individual situations
CO 302. 4	ANALYSING	EXAMINE the impact of global competencies and personality development on organizational culture.
CO 302. 5	EVALUATING	ASSESS the outcomes of global competencies and personality development initiatives
CO 302. 6	CREATING	CREATE a plan for implementing global competencies and personality development



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International Economics

CO Number	Cognitive Abilities	Course Outcome
CO 303.1	REMEMBERING	DEFINE various concepts related to International Economics. - Historical Context - Concepts and Theories
CO 303.2	UNDERSTANDING	UNDERSTANDING the Basics of International Economics: balance of payments, exchange rates, and foreign direct investment Analysis
CO 303.3	APPLYING	APPLY economic theories to international economic phenomena - Apply economic tools, such as game theory and econometrics, to international economic policy making
CO 303.4	ANALYSING	- ANALYZE the impact of international agreements on economic growth - Assess the potential for national economies to benefit from global trade.
CO 303.5	EVALUATING	EVALUATE the effectiveness of different international economic policies - Evaluate the impact of international economic developments on a particular country
CO 303.6	CREATING	- Synthesize the economic effects of international trade agreements - Synthesize the economic effects of international capital flows Evaluation - Create a model for predicting the effects of currency fluctuations on the economy - Create a plan for managing global financial risks in the context of international economics

Production & Operations Management

CO Number	Cognitive Abilities	Course Outcome
CO 304.1	REMEMBERING	DEFINE various concepts related to Production and Operations Management
CO 304.2	UNDERSTANDING	INTERPRETING the production and operations management process.
CO 304.3	APPLYING	APPLYING the principles and concepts of production and operations management in order to create a successful production and operations system
CO 304.4	ANALYSING	EXAMINING the production and operations data to determine the best course of action.



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CO 304.5	EVALUATING	EVALUATING the success of a production and operations system and making necessary changes.
CO 304.6	CREATING	CREATING new production and operations plans based on the data gathered and analyzed.

Supply Chain Management + Business Exposure

CO Number	Cognitive Abilities	Course Outcome
CO 306.1	REMEMBERING	DEFINE various concepts related to Supply Chain Management + Business Exposure
CO 306.2	UNDERSTANDING	UNDERSTANDING of how supply chain management and business exposure affect organizations and their stakeholders.
CO 306.3	APPLYING	Ability to APPLY knowledge of supply chain management and business exposure to practical situations.
CO 306.4	ANALYSING	ANALYSING of the risks, opportunities, and implications of supply chain management and business exposure.
CO 306.5	EVALUATING	ASSESSING the effectiveness of supply chain management and business exposure strategies.
CO 306.6	CREATING	CREATING of innovative solutions to supply chain management and business exposure challenges.

Import Export Procedure

CO Number	Cognitive Abilities	Course Outcome
CO 401.1	REMEMBERING	DEFINE various terms and concepts related to import/export procedure.
CO 401.2	UNDERSTANDING	EXPLAIN purpose and meaning of import/export procedure.
CO 401.3	APPLYING	APPLY the principles and concepts of import/export procedure in a given context.
CO 401.4	ANALYSING	EXAMINE the components of import/export procedure to detect relationships and identify problems.
CO 401.5	EVALUATING	ASSESSING the effectiveness of import/export procedure and make recommendations for improvement.
CO 401.6	CREATING	CREATE new solutions for import/export problems



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Business Ethics

CO Number	Cognitive Abilities	Course Outcome
CO 402. 1	REMEMBERING	DEFINING the basic principles and concepts of business ethics.
CO 402. 2	UNDERSTANDING	UNDERSTANDING the potential impacts of ethical decisions on business operations
CO 402. 3	APPLYING	APPLYING ethical principles to evaluate and make decisions in business contexts.
CO 402. 4	ANALYSING	ANALYSING the ethical implications of business operations and policies.
CO 402. 5	EVALUATING	EVALUATING the ethical implications of business decisions based on a set of core ethical values.
CO 402. 6	CREATING	CREATING ethical business strategies that consider the potential impacts on stakeholders.

Management Information System

CO Number	Cognitive Abilities	Course Outcome
CO 402. 1	REMEMBERING	REMEMBERING the basic concepts, principles, and components of a Management Information System.
CO 402. 2	UNDERSTANDING	UNDERSTANDING the potential impacts of ethical decisions on business operations
CO 402. 3	APPLYING	APPLYING ethical principles to evaluate and make decisions in business contexts.
CO 402. 4	ANALYSING	ANALYSING the ethical implications of business operations and policies.
CO 402. 5	EVALUATING	EVALUATING the ethical implications of business decisions based on a set of core ethical values.
CO 402. 6	CREATING	CREATING ethical business strategies that consider the potential impacts on stakeholders.



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International Warehouse & Supply Chain Management II

CO Number	Cognitive Abilities	Course Outcome
CO 406. 1	REMEMBERING	DEFINE various concepts related to International Warehouse & Supply Chain Management
CO 406. 2	UNDERSTANDING	UNDERSTANDING of how International Warehouse & Supply Chain Management affect organizations and their stakeholders.
CO 406. 3	APPLYING	Ability to APPLY knowledge of International Warehouse & Supply Chain Management to practical situations.
CO 406. 4	ANALYSING	ANALYSING of the risks, opportunities, and implications of International Warehouse & Supply Chain Management
CO 406. 5	EVALUATING	ASSESSING the effectiveness of International Warehouse & Supply Chain Management strategies.
CO 406. 6	CREATING	CREATING of innovative solutions to International Warehouse & Supply Chain Management challenges.



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International Relations

CO Number	Cognitive Abilities	Course Outcome
CO 501.1	REMEMBERING	DEFINING & Recognizing basic facts and theories about International Relations
CO 501.2	UNDERSTANDING	EXPLAINING & INTERPRETING material related to international relations.
CO 501.3	APPLYING	APPLYING international relations theories to analyze and interpret current events
CO 501.4	ANALYSING	ANALYZING the causes and effects of international relations.
CO 501.5	EVALUATING	EVALUATING the implications of international relations policies and decisions
CO 501.6	CREATING	CREATING new theories, models, and strategies for international relations.

International Business Law

CO Number	Cognitive Abilities	Course Outcome
CO 502.1	REMEMBERING	DEFINING & comprehending of facts, terms, and concepts related to international business law.
CO 502.2	UNDERSTANDING	INTERPRETING international business law and understanding of its implications.
CO 502.3	APPLYING	APPLYING international business law principles and practices to solve problems.
CO 502.4	ANALYSING	ANALYZING and Breakdown of international business law information into its component parts to identify relationships and make inferences.
CO 502.5	EVALUATING	ASSESSING the value, importance, or quality of international business law information, ideas, and solutions.
CO 502.6	CREATING	INTEGRATION of international business law information from several sources to create original ideas or solutions.

Foreign Exchange Management:

CO Number	Cognitive Abilities	Course Outcome
CO 504.1	REMEMBERING	DEFINING & Understanding the different types of foreign exchange transactions, the risks and rewards associated with them, and the regulations governing them
CO 504.2	UNDERSTANDING	INTERPRETING foreign exchange data and making informed decisions about foreign exchange activities.
CO 504.3	APPLYING	APPLYING foreign exchange principles to identify and execute appropriate foreign exchange transactions.
CO 504.4	ANALYSING	ANALYZING various aspects of foreign exchange markets and transactions to identify opportunities and develop strategies.
CO 504.5	EVALUATING	EVALUATING the effectiveness of foreign exchange management strategies and making adjustments as needed.
CO 504.6	CREATING	DEVELOPING plans and strategies for managing foreign exchange activities.



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International Marketing Management

CO Number	Cognitive Abilities	Course Outcome
CO 505A. 1	REMEMBERING	DEFINING & Recognizing basic facts and theories about International Marketing Management
CO 505A. 2	UNDERSTANDING	INTERPRET and apply the information to a variety of international marketing contexts.
CO 505A. 3	APPLYING	Ability to APPLY the knowledge and skills to develop successful international marketing strategies.
CO 505A. 4	ANALYSING	ANALYZE international markets and identify opportunities and risks.
CO 505A. 5	EVALUATING	ASSESS the effectiveness of international marketing plans and strategies.
CO 505A. 6	CREATING	CREATE innovative international marketing plans and to develop effective solutions.

International Financial Management.

CO Number	Cognitive Abilities	Course Outcome
CO 505B. 1	REMEMBERING	-DEFINING international financial management concepts -Explaining the role of international financial institutions -Understanding the key concepts of foreign exchange
CO 505B. 2	UNDERSTANDING	-UNDERSTANDING the benefits and risks of international investments -Describing the different types of international financial instruments.
CO 505B. 3	APPLYING	-APPLYING the theories of international finance to real-world cases.
CO 505B. 4	ANALYSING	-ANALYSING the impact of international financial regulations -Comparing and contrasting different international financial markets.
CO 505B. 5	EVALUATING	-EVALUATING the effectiveness of international financial policies
CO 505B. 6	CREATING	-DESIGNING international financial management systems

Legal Dimensions of IMM

CO Number	Cognitive Abilities	Course Outcome
CO 506A. 1	REMEMBERING	-DEFINING international marketing management concepts -RECOGNIZE the relevant laws and regulations governing international marketing -Identify the different legal frameworks applicable to international marketing
CO 506A. 2	UNDERSTANDING	-INTERPRET the international marketing laws and regulations -EXPLAIN the implications of international marketing activities on legal compliance.
CO 506A. 3	APPLYING	-IMPLEMENT legal frameworks into international marketing strategies



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		-APPLY the international marketing laws and regulations to specific marketing activities -Utilize legal strategies to mitigate risks associated with international marketing
CO 506A. 4	ANALYSING	-CRITICALLY EVALUATE international marketing plans from a legal perspective -ANALYZE the potential legal risks associated with international marketing -Examine the legal implications of different international marketing decisions
CO 506A. 5	EVALUATING	-ASSESS the effectiveness of legal strategies in international marketing -JUDGE the appropriateness of legal frameworks for international marketing
CO 506A. 6	CREATING	-DEVELOP legal strategies for international marketing - CREATE legal frameworks for international marketing activities - DEVELOP legal policies for international marketing operations

Legal Dimensions of IFM

CO Number	Cognitive Abilities	Course Outcome
CO 506B. 1	REMEMBERING	DEFINE the legal aspects of international financial management
CO 506B. 2	UNDERSTANDING	INTERPRETING the legal implications of international financial management decisions.
CO 506B. 3	APPLYING	APPLYING legal principles to international financial management decisions.
CO 506B. 4	ANALYSING	ANALYZING the legal implications of different international financial management strategies.
CO 506B. 5	EVALUATING	-EVALUATING the legal implications of international financial management decisions and strategies.
CO 506B. 6	CREATING	DEVELOPING legal strategies to maximize the efficacy of international financial management decisions.

New Venture Creations & Startup

CO Number	Cognitive Abilities	Course Outcome
CO 601. 1	REMEMBERING	-RECALL the key terms and concepts related to new venture creation and startup development -Identify the characteristics of successful entrepreneurs and startup ventures.
CO 601. 2	UNDERSTANDING	-UNDERSTANDING the importance of market research in new venture creation. -ANALYZE the challenges and opportunities associated with starting a new venture. -DISCUSS the role of innovation and creativity in successful startup ventures.
CO 601. 3	APPLYING	-DEVELOP a business plan for a new venture. -CREATE a marketing plan for a new product or service. -APPLY knowledge of funding sources to secure startup capital.
CO 601. 4	ANALYSING	-EVALUATE the potential risks and rewards associated with a new venture. -ANALYZE the competitive landscape and market potential for a new product or service.



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		-IDENTIFY the strengths and weaknesses of different financing options for a new venture.
CO 601. 5	EVALUATING	-ASSESS the viability and scalability of a new venture idea. -EVALUATE the effectiveness of a startup team's leadership and management practices. -JUDGE the impact of external factors such as market trends or regulatory changes on a new venture.
CO 601. 6	CREATING	-DEVELOP a new product or service idea and outline a plan for bringing it to market. -CREATE a new business model that disrupts an existing industry. -INVENT a new approach to funding or financing new ventures.

International Project Management

CO Number	Cognitive Abilities	Course Outcome
CO 602. 1	REMEMBERING	-RECALL the key terms and definitions related to project management. -IDENTIFY the different phases of a project life cycle -LIST the various project management methodologies and tools.
CO 602. 2	UNDERSTANDING	-UNDERSTANDING the importance of project scope and project planning. -ANALYZE the impact of culture and communication on international project management.. -DISCUSS the role of project managers and team members in project success.
CO 602. 3	APPLYING	-DEVELOP a project plan for a new international project. -APPLY project management tools and techniques to manage project risks and issues..
CO 602. 4	ANALYSING	-EVALUATE the effectiveness of different project management methodologies. -IDENTIFY the root causes of project failures and develop solutions to address them.
CO 602. 5	EVALUATING	-ASSESS the effectiveness of project management strategies in achieving project goals. -EVALUATE the impact of external factors such as political instability or currency fluctuations on international projects. -JUDGE the impact of project management decisions on the overall success of a project.
CO 602. 6	CREATING	-DEVELOP a new project management methodology that is tailored to international projects. -CREATE a risk management plan for a complex international project. -INVENT a new project management tool or software that addresses a specific need in international project management.

Decision Making and Risk Management

CO Number	Cognitive Abilities	Course Outcome
CO 603. 1	REMEMBERING	-RECALL the key terms and definitions related to decision making and risk management. -IDENTIFY the different types of risks and decision-making models -LIST the various tools and techniques used in risk management



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CO 603. 2	UNDERSTANDING	-UNDERSTANDING the importance of risk management in decision making. -ANALYZE the impact of biases and heuristics on decision making. -DISCUSS the role of stakeholders in decision making and risk management.
CO 603. 3	APPLYING	-DEVELOP a risk management plan for a particular industry or organization. -APPLY decision-making models to make informed decisions in real-life scenarios. -USE different risk management tools and techniques to assess and mitigate risks.
CO 603. 4	ANALYSING	-EVALUATE the effectiveness of different decision-making models in various situations -IDENTIFY the root causes of risks and develop strategies to address them.
CO 603. 5	EVALUATING	-ASSESS the effectiveness of risk management strategies in minimizing potential losses. -EVALUATE the impact of different decision-making approaches on organizational performance -JUDGE the appropriateness of risk management strategies and decisions based on ethical considerations.
CO 603. 6	CREATING	-DEVELOP a new decision-making model that incorporates risk management principles. -CREATE a risk management plan for a complex international project. -INVENT a new project management tool or software that addresses a specific need in international project management.

Management of Agribusiness & Agri Exports

CO Number	Cognitive Abilities	Course Outcome
CO 604. 1	REMEMBERING	-RECALL the key terms and definitions related to agribusiness and Agri exports.. -IDENTIFY the different stages in the value chain of agri products. -LIST the various export promotion policies and regulations..
CO 604. 2	UNDERSTANDING	-UNDERSTANDING the importance of risk management in decision making. -ANALYZE the challenges and opportunities associated with managing agribusinesses and agri exports.. -DISCUSS the role of policies and regulations in the agri export industry.
CO 604. 3	APPLYING	-DEVELOP a business plan for a new agribusiness venture. -APPLY marketing strategies to promote agri export products in international markets.. -USE different supply chain management techniques to optimize the agribusiness process.
CO 604. 4	ANALYSING	-EVALUATE the effectiveness of different marketing strategies in promoting agri export products. -ANALYZE the impact of climate change and environmental factors on agribusinesses. -IDENTIFY the root causes of risks and develop strategies to address them.
CO 604. 5	EVALUATING	-ASSESS the effectiveness of agribusiness and agri export policies and regulations. -EVALUATE the impact of international trade agreements on the agri export industry. -JUDGE the appropriateness of agribusiness and agri export management strategies based on ethical considerations.



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CO 604. 6	CREATING	-DEVELOP a new agribusiness model that incorporates sustainable farming practices. -CREATE a new agri export product that meets the needs of a specific international market. -INVENT a new supply chain management tool or technique that addresses a specific need in agribusiness management.
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International Service Management

CO Number	Cognitive Abilities	Course Outcome
CO 605A. 1	REMEMBERING	-RECALL the key terms and definitions related to service management. -IDENTIFY the different types of services and service delivery channels. -LIST the various strategies and models used in international service management.
CO 605A. 2	UNDERSTANDING	-UNDERSTANDING the importance of customer service and satisfaction in international service management. -ANALYZE the impact of culture and globalization on international service management. -DISCUSS the role of technology and innovation in service delivery.
CO 605A. 3	APPLYING	-DEVELOP a service blueprint for a new international service. -APPLY service quality management tools and techniques to improve customer satisfaction.
CO 605A. 4	ANALYSING	-EVALUATE the effectiveness of different service delivery models in international markets. -ANALYZE the impact of cultural differences on service quality and customer satisfaction. -IDENTIFY the root causes of service failures and develop solutions to address them.
CO 605A. 5	EVALUATING	-ASSESS the effectiveness of service quality management strategies in improving customer loyalty. -EVALUATE the impact of international service management on organizational performance. -JUDGE the appropriateness of service delivery strategies based on ethical considerations.
CO 605A. 6	CREATING	-DEVELOP a new service model that meets the needs of a specific international market. -CREATE a digital service platform that provides personalized services to customers. -INVENT a new service quality management tool or technique that addresses a specific need in international service management.

International Human Resource Management

CO Number	Cognitive Abilities	Course Outcome
CO 606A. 1	REMEMBERING	-RECALL the key terms and definitions related to international human resource management. -IDENTIFY the different types of human resource management practices in different countries. -LIST the various challenges and opportunities associated with managing international human resources.
CO 606A. 2	UNDERSTANDING	-UNDERSTANDING the importance of cultural differences in managing international human resources. -ANALYZE the impact of globalization on the labor market and employment practices. -DISCUSS the role of international labor standards and regulations in human resource management.



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CO 606A. 3	APPLYING	<ul style="list-style-type: none"> -DEVELOP a training and development program for international employees. -APPLY recruitment and selection strategies to identify and hire employees in different international markets. -USE performance management techniques to evaluate and improve employee performance in a global context.
CO 606A. 4	ANALYSING	<ul style="list-style-type: none"> -EVALUATE the effectiveness of different compensation and benefits models in international markets. -ANALYZE the impact of cultural differences on employee motivation and engagement. -IDENTIFY the root causes of cross-cultural misunderstandings and develop solutions to address them.
CO 606A. 5	EVALUATING	<ul style="list-style-type: none"> -ASSESS the effectiveness of human resource management strategies in improving employee retention and satisfaction. -EVALUATE the impact of international human resource management on organizational performance. -JUDGE the appropriateness of human resource management practices based on ethical considerations.
CO 606A. 6	CREATING	<ul style="list-style-type: none"> -DEVELOP a new diversity and inclusion policy that meets the needs of a specific international workforce. -CREATE a cross-cultural training program that prepares employees for global assignments. -INVENT a new performance management tool or technique that addresses a specific need in international human resource management.

Cross Cultural Relationship Management.

CO Number	Cognitive Abilities	Course Outcome
CO 606A. 1	REMEMBERING	<ul style="list-style-type: none"> -RECALL key terms and definitions related to cross-cultural relationships -IDENTIFY the different cultural factors that impact cross-cultural relationships. -LIST the various challenges and opportunities associated with managing cross-cultural relationships.
CO 606A. 2	UNDERSTANDING	<ul style="list-style-type: none"> -UNDERSTANDING the importance of cultural intelligence and diversity management in cross-cultural relationships. -ANALYZE the impact of globalization on cross-cultural relationships and communication. -DISCUSS the role of stereotypes and biases in cross-cultural relationships.
CO 606A. 3	APPLYING	<ul style="list-style-type: none"> -DEVELOP intercultural conflict resolution strategies to address misunderstandings and disagreements. -APPLY cross-cultural communication skills to build positive relationships with individuals from different cultures. -USE empathy and active listening skills to better understand and connect with individuals from different cultures.
CO 606A. 4	ANALYSING	<ul style="list-style-type: none"> -EVALUATE the effectiveness of different cultural adaptation strategies in cross-cultural relationships -ANALYZE the impact of cultural differences on trust and rapport in cross-cultural relationships. -IDENTIFY the root causes of cross-cultural conflicts and develop solutions to address them.
CO 606A. 5	EVALUATING	<ul style="list-style-type: none"> -ASSESS the effectiveness of cross-cultural relationship-building strategies in improving collaboration and teamwork. -EVALUATE the impact of cross-cultural relationships on personal and professional growth. -JUDGE the appropriateness of cross-cultural practices and communication strategies based on ethical considerations.



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CO 606A. 6	CREATING	<ul style="list-style-type: none"> -DEVELOP a new cross-cultural training program that prepares individuals for international assignments. -CREATE a cultural awareness campaign that promotes understanding and respect for different cultures. -INVENT a new cross-cultural communication tool or technique that addresses a specific need in cross-cultural relationships.
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Brand Management

CO Number	Cognitive Abilities	Course Outcome
CO 606A. 1	REMEMBERING	<ul style="list-style-type: none"> -RECALL key terms and definitions related to brand management. -LIST the various elements of a brand, including brand name, logo, tagline, packaging, and brand personality.
CO 606A. 2	UNDERSTANDING	<ul style="list-style-type: none"> -UNDERSTANDING the importance of brand management in creating a strong brand identity and building brand equity. -ANALYZE the role of brand management in differentiating a brand from its competitors and creating a unique value proposition.
CO 606A. 3	APPLYING	<ul style="list-style-type: none"> -DEVELOP a brand extension strategy to leverage an existing brand to enter a new market or product category. -APPLY branding strategies to create a brand identity and positioning for a new product or service. -USE market research and consumer insights to create a targeted brand messaging and communication strategy.
CO 606A. 4	ANALYSING	<ul style="list-style-type: none"> -EVALUATE the effectiveness of different branding strategies in creating brand awareness, loyalty, and equity. -ANALYZE the impact of brand architecture on brand portfolio management and brand hierarchy. -IDENTIFY the strengths and weaknesses of different branding elements, such as brand name, logo, and packaging.
CO 606A. 5	EVALUATING	<ul style="list-style-type: none"> -ASSESS the effectiveness of a brand management strategy in achieving business goals, such as market share, revenue growth, and profitability. -EVALUATE the impact of brand crises and reputation management on brand equity and consumer perceptions. -JUDGE the ethical implications of different brand management practices and decisions.
CO 606A. 6	CREATING	<ul style="list-style-type: none"> -DEVELOP a brand management plan for a company entering a new market or expanding its product portfolio. -CREATE a new brand identity and positioning for an established brand to address changing market trends and consumer preferences. -INVENT a new brand concept and identity that appeals to a specific target audience and market segment.


 Head
 Department of BBA-IB,
 Sanjivani Arts, Commerce &
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PO's and CO's
Glossary for exemplars

Department of Physics

PROGRAMME OBJECTIVES: (POs)

The principal objectives of the program can be stated as follows:

1. To foster scientific attitude, provide in-depth knowledge of scientific and technological concepts of Physics.
2. To enrich knowledge through problem solving, minor/major projects, seminars, tutorials, review of research articles/papers, participation in scientific events, study visits, etc.
3. To familiarize with recent scientific and technological developments.
4. To create foundation for research and development in Physics.
5. To help students to learn various experimental and computational tools thereby developing analytical abilities to address real world problems.
6. To train students in skills related to research, education, industry, and market.
7. To help students to build-up a progressive and successful career in Physics.



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F.Y.B.Sc
2019 Choice Based Credit System Pattern

Semester	Coarse code	Coarse Name	Course Objectives (Cos)
I	PHY-111	Mechanics and Properties of Matter	<ol style="list-style-type: none"> 1. Understand the features of non-inertial systems and fictitious forces 2. Understand and analyse the features of central forces with respect to planetary motion 3. Understand the basics ideas of harmonic oscillations 4. Understand and analyse the basics concepts of wave motion
I	PHY-112	Physics Principles and Applications	<ol style="list-style-type: none"> 1. To understand the general structure of atom, spectrum of hydrogen atom. 2. To understand the atomic excitation and LASER principles. 3. To understand the bonding mechanism and its different types.
I	PHY-113	Physics Laboratory 1A	<ol style="list-style-type: none"> 1. Understand and analyse the features of central forces with respect to planetary motion 2. Understand the basics ideas of harmonic oscillations 3. To understand the atomic excitation and LASER principles. 4. To demonstrate an understanding of electromagnetic waves and its spectrum.
II	PHY-121	Heat and Thermodynamics	<ol style="list-style-type: none"> 1. Understand the zero and first laws of thermodynamics 2. Understand the thermodynamics description of the ideal gas 3. Understand the second law of thermodynamics
II	PHY-122	Electricity and Magnetism	<ol style="list-style-type: none"> 1. To understand the concept of the electric force, electric field and electric potential for stationary charges. 2. Able to calculate electrostatic field and potential of charge distributions using Coulomb's law and Gauss's law. 3. To understand the dielectric phenomenon and effect of electric field on dielectric.
II	PHY-123	Physics Laboratory 1B	<ol style="list-style-type: none"> 1. Understand the zero and first laws of thermodynamics 2. Understand the thermodynamics description of the ideal gas 3. To understand the dielectric phenomenon and effect of electric field on dielectric.



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S.Y.B.Sc
2019 Choice Based Credit System Pattern

Semester	Coarse code	Coarse Name	Coarse Objectives (Cos)
III	PHY-231	Mathematical Methods in Physics-I	<ol style="list-style-type: none"> 1. Understand the complex algebra useful in physics courses. 2. Understand the concept of partial differentiation. 3. Understand the role of partial differential equations in physics. 4. Understand vector algebra useful in mathematics and physics.
III	PHY-232(A)	Electronics-I	<ol style="list-style-type: none"> 1. Apply different theorems and laws to electrical circuits. 2. Understand the relations in electricity. 3. Understand the parameters, characteristics and working of transistors. 4. Understand the functions of operational amplifiers. 5. Design circuits using transistors and applications of operational amplifiers.
III	PHY-233	Physics Laboratory-2A	<ol style="list-style-type: none"> 1. Use various instruments and equipment. 2. Design experiments to test a hypothesis and/or determine the value of an unknown quantity. 3. Investigate the theoretical background of an experiment. 4. Setup experimental equipment to implement an experimental approach.
IV	PHY-241	Oscillations, Waves and Sound	<ol style="list-style-type: none"> 1. To study underlying principles of oscillations and its scope in development. 2. To understand and solve the equations / graphical representations of motion for simple harmonic, damped, forced oscillators and waves. 3. To explain oscillations in terms of energy exchange with various practical applications.
IV	PHY-242	Optics	<ol style="list-style-type: none"> 1. Acquire the basic concept of wave optics. 2. Describe how light can constructively and destructively interfere. 3. Explain why a light beam spread out after passing through an aperture
IV	PHY-243	Physics Laboratory-2B	<ol style="list-style-type: none"> 1. Use various instruments and equipment. 2. Design experiments to test a hypothesis and/or determine the value of an unknown quantity. 3. Investigate the theoretical background of an experiment. 4. Setup experimental equipment to implement an experimental approach.



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T.Y.B.Sc

2019 Choice Based Credit System Pattern

Semester	Coarse code	Coarse Name	Coarse Objectives (Cos)
V	PHY-351	Mathematical Methods in Physics-II	<ol style="list-style-type: none"> 1. Understand the complex algebra useful in physics courses. 2. Understand the concept of partial differentiation. 3. Understand the role of partial differential equations in physics. 4. Understand vector algebra useful in mathematics and physics.
V	PHY-352	Electrodynamics	<ol style="list-style-type: none"> 1. Understand and apply the fundamentals of vector calculus 2. Understand and analyse the electrostatic properties of physical systems 3. Understand the mechanism of electric field in matter 4. Understand the mechanism of magnetic field in matter
V	PHY-353	Classical Mechanics	<ol style="list-style-type: none"> 1. Understand the basic ideas of frames of reference and the principles of conservation of energy and momentum 2. Understand the concepts of relativity 3. Understand the basic ideas of modern physics 4. Understand the basic ideas of oscillations and waves
V	PHY-354	Atomic and Molecular Physics	<ol style="list-style-type: none"> 1. Describe the atomic spectra of one and two valance electron atoms. 2. Explain the change in behaviour of atoms in external applied electric and magnetic field. 3. explain rotational, vibrational, electronic and Raman spectra of molecules. 4. Describe electron spin and nuclear magnetic resonance spectroscopy and their applications.
V	PHY-355	Computational Physics	<ol style="list-style-type: none"> 1. Understand the Basics of Python programming 2. Understand the applications of Python modules 3. Understand the basic techniques of numerical analysis 4. Understand and apply computational techniques to physical problems
V	PHY-356(B)	Elements of Materials Science	<ol style="list-style-type: none"> 1. Understand the basic ideas of bonding in material 2. Describe crystalline and non- crystalline materials 3. Understand the types of imperfections and diffusion mechanisms in solids 4. Describe the different properties of ceramics and polymers



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V	PHY-357	Physics Laboratory-3A	<ol style="list-style-type: none"> 1. Apply and illustrate the concepts of properties of matter through experiments 2. Apply and illustrate the concepts of electricity and magnetism through experiments 3. Apply and illustrate the concepts of optics through experiments
V	PHY-358	Physics Laboratory-3B	<ol style="list-style-type: none"> 1. Apply and illustrate the concepts of properties of matter through experiments 2. Apply and illustrate the concepts of optics and spectroscopy through experiments 3. Apply and illustrate the principles of heat through experiments
V	PHY-359	Project-I	<ol style="list-style-type: none"> 1. Introduction to foundations of Project Work. 2. Introduction of Project Research Methodology. 3. Study of Data Collection Methods. 4. Project Problem Writing and Presentation Skills.
V	PHY-3510(J)	Introduction to Arduino	<ol style="list-style-type: none"> 1. Understand general concepts of Programming Arduino Boards. 2. Apply the knowledge gain to design applications using Arduino in different domains. 3. To analyse and evaluate the performance of various Arduino based devices. 4. Learn and understand about any new IDE, compiler, and MCU chip in Arduino compatible boards or similar types
V	PHY-3511 (L)	Physics Workshop Skill	After completion of this course students will able to handle and test various instruments.
VI	PHY-361	Solid State Physics	<ol style="list-style-type: none"> 1. Understand the basic aspects of crystallography in solid state physics 2. Understand the basic elements of spectroscopy 3. Understand the basics ideas of microwave and infra-red spectroscopy 4. Understand the fundamental ideas of photonics
VI	PHY-362	Quantum Mechanics	<ol style="list-style-type: none"> 1. Understand the particle properties of electromagnetic radiation 2. Describe Rutherford – Bohr model of the atom 3. Understand the wavelike properties of particles 4. Apply the principles of wave mechanics to the Hydrogen atom
VI	PHY-363	Thermodynamics and Statistical Physics	<ol style="list-style-type: none"> 1. Understand the zero and first laws of thermodynamics 2. Understand the thermodynamics description of the ideal gas 3. Understand the second law of thermodynamics and its applications Understand the second law of thermodynamics and its applications 4. Understand the basic ideas of entropy



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VI	PHY-364	Nuclear Physics	<ol style="list-style-type: none"> 1. Understand the basic aspects of nuclear structure and fundamentals of radioactivity 2. Describe the different types of nuclear reactions and their applications 3. Understand the principle and working of particle detectors 4. Describe the principle and working of particle accelerators
VI	PHY-365(A)	Electronics-II	<ol style="list-style-type: none"> 1. Understand the basic concepts of interference and diffraction 2. Understand the concepts of polarization 3. Understand the fundamentals of electronics 4. Understand the important principles of laser physics
VI	PHY-366(R)	Lasers	<ol style="list-style-type: none"> 1. Understand the basic concepts of interference and diffraction 2. Understand the concepts of polarization 3. Understand the fundamentals of electronics 4. Understand the important principles of laser physics
VI	PHY-367	Physics Laboratory-4A	<ol style="list-style-type: none"> 1. Apply and illustrate the concepts of properties of matter through experiments 2. Apply and illustrate the concepts of electricity and magnetism through experiments 3. Apply and illustrate the concepts of optics through experiments
VI	PHY-368	Physics Laboratory-4B	<ol style="list-style-type: none"> 1. Apply and illustrate the concepts of properties of matter through experiments 2. Apply and illustrate the concepts of optics and spectroscopy through experiments 3. Apply and illustrate the principles of heat through experiments
VI	PHY-369	Physics Project-II	<ol style="list-style-type: none"> 1. Introduction to foundations of Project Work. 2. Introduction of Project Research Methodology. 3. Study of Data Collection Methods. 4. Project Problem Writing and Presentation Skills.
VI	PHY-3610 (W)	Applications of Internet of Things (IOT)	<ol style="list-style-type: none"> 1. To introduce the terminology, technology and its applications 2. To introduce the concept of M2M (machine to machine) with necessary protocols 3. To introduce the C# Language which is used in many IoT devices 4. To introduce the Raspberry PI platform, that is widely used in IoT applications.
VI	PHY-3611 (Y)	Microcontroller	<ol style="list-style-type: none"> 1. To make students familiar with the constructions and working principle of microprocessor 2. To make students aware about microprocessor 3. After successful completion of this course students are supposed to develop their own applications/mini projects using microcontroller.

