



Prof. M. N. Navale
M.E. (Elect.) MIE, MBA
Founder President

Dr. (Mrs.) Sunanda M. Navale
B.A., M.P.M., Ph.D.
Founder Secretary

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M.Com., Ph.D., FCA
Director

2.6 Student Performance and Learning Outcomes

2.6.1 Program Outcomes (POs) and Course outcomes (COs) for all Programmes offered by the Institution

Mission Statement of SKNSSBM:

"Holistic development of students and teachers is what we believe in and work for. We strive to achieve this by imbibing a unique value system, transparent work culture, excellent academic and physical environment conducive to learning, creativity and technology transfer. Our mandate is to generate, preserve and share knowledge for developing a vibrant society."

Vision Statement of SKNSSBM:

To be renowned management institute of excellence and responsible leadership, that is Indian in character and global in relevance.

Core Values of SKNSSBM

Core values are the fundamental beliefs of an organization. They are guiding principles which commands behaviors of people and tell the difference between right and wrong. To achieve Institute's Vision and Mission, we have narrowed down following Core Values.

According to Mission and Vision statement, Core Values of our Institute are:

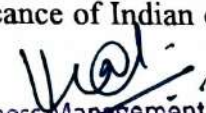
- Achieving **Excellence** in Education and Learning
- Maintaining **Transparency** on the road towards excellence
- Demonstrating **Commitment** towards stakeholders
- Being **Socially Responsible** for better future

Study MBA Programme Educational Objectives (PEOs), Programme Outcomes (POs) as mentioned in University Curriculum

• Programme Educational Objectives (PEOs)

- 1. PEO1:** Graduates of the MBA program will successfully integrate core, cross-functional and interdisciplinary aspects of management theories, models and frameworks with the real world practices and the sector specific nuances to provide solutions to real world business, policy and social issues in a dynamic and complex world.
- 2. PEO2:** Graduates of the MBA program will possess excellent communication skills, excel in cross-functional, multidisciplinary, multi-cultural teams, and have an appreciation for local, domestic and global contexts so as to manage continuity, change, risk, ambiguity and complexity.
- 3. PEO3:** Graduates of the MBA program will be appreciative of the significance of Indian ethos and values in managerial decision making and exhibit value centered leadership.



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4. PEO4: Graduates of the MBA program will be ready to engage in successful career pursuits covering a broad spectrum of areas in corporate, non-profit organizations, public policy, entrepreneurial ventures and engage in lifelong learning.

5. PEO5: Graduates of the MBA program will be recognized in their chosen fields for their managerial competence, creativity & innovation, integrity & sensitivity to local and global issues of social relevance and earn the trust & respect of others as inspiring, effective and ethical leaders, managers, entrepreneurs, intrapreneurs and change agents.

Programme Outcomes (POs):

At the end of the MBA programme the learner will possess the

1. 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

2. 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.

3. Critical Thinking - Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions

4. Effective Communication - Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large

5. 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.

6. 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.

7. Entrepreneurship - Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.

8. 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.

9. 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.

10. Life Long Learning - Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills.



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Programme Specific Outcomes (PSOs): It is expected that Institutes define the PSOs for each specialization. At SKNSSBM, we have identified PSOs specialization wise as requirement of each and every specialization tends to change. Students tend to get jobs based on their major specialization.

Following are the learning outcomes or PSOs for the institute.

Marketing Specialization:

At the end of the MBA programme, the learner with Marketing Management specialization will possess the

PSO1: Ability to contribute towards creating customer value through understanding the marketplace and customer needs, designing marketing strategies for consumers and businesses, developing integrated marketing programs and marketing channels, and building sustainable customer relationships

PSO2: Ability to demonstrate knowledge of and skills for new digital and emerging technologies impacting marketing and exhibit applied research orientation for significant issues concerning customers, marketers and relevant stakeholders

PSO3: Ability to engage in the holistic marketing in global and local context with socially responsible, ethical, and environmentally responsible underpinnings and cross-cultural appreciation

Finance Specialization:

At the end of MBA programme the learner with finance specialization will possess

PSO1: Ability to prepare financial statements and its analysis with the help of financial techniques & evaluation for development of financial plan, portfolio management for either business or individual.

PSO2: Capacity to adopt rapid changes in technology related to finance, investment, banking, financial services, risk management and its implementation for decision making in context with national and global perspective.

PSO3: Ability to apply knowledge and skills acquired of accounting, finance, investment, financial system, financial laws and taxation with critical thinking & problem solving in multifaceted situations.

Human Resource Specialization:

At the end of the MBA programme, the learner with Marketing Management specialization will possess the skill -

PSO: To understand the basic domain knowledge of HR functions and HR perspectives in legal, ethical and social responsibilities and its application in global competitive environment.

PSO2: To design and implement HR practices and policies, to encourage employee empowerment and employee engagement to cope up with talent management and maintain the positive organizational culture.



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SINHGAD TECHNICAL EDUCATION SOCIETY'S®

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Operations & Supply Chain Management (OSCM) Specialization:

At the end of the MBA programme, the learner with Operations and Supply Chain Management Specialization will possess the following PSO:

PSO1: Ability to effectively integrate various domains of operations and supply chain management with the real-world business issues and demonstrate data driven and research-based decision making.

PSO2: Ability to articulate sustainable solutions in the context of design of manufacturing processes and service systems, efficient resource management, effective planning and control of operations, productivity management and total quality management.

PSO3: Ability to exhibit the knowledge and skills of emerging operations management technologies and practices including six sigma and e-supply chain management and demonstrate application-oriented approach for process improvement.

Business Analytics (BA) Specialization:

- The course educates students in the skills and techniques involved in analytics and focuses on the development of managerial skills in a candidate.
- Students will learn about some data-focused topics like database management, social media analytics, data mining for business analytics, data science in markets, marketing analytics, Regression analysis etc.



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