



CRITERIA 1-Curriculum Aspects

1.1.1 The Institution ensures effective curriculum planning and delivery Through a well-planned and documented process including Academic Calendar and conduct of continuous internal Assessment

Sr .N o	Particulars	Data available on link	Page Numbers / Link
1	College Development Committee (CDC)		2-2
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3	List of Coordinators (Specialization wise)		39-39
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5	Mapping of courses for participative, experiential learning & problem solving learning		67-71
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10	Feedback System 1) Analysis of Feedback take from stakeholders about Academic performance ,Infrastructure & Ambience 2) Action taken reports on stakeholders feedback	https://www.lotuscentre.ac.in/wp-content/uploads/2022/07/1.4.1-II.pdf https://www.lotuscentre.ac.in/wp-content/uploads/2022/07/1.4.1-I.pdf	
11	Conduct of Continuous Internal Assessment - Syllabus –SPPU Comprehensive Concurrent Evaluation (CCE) - Flowchart of Examination of students - Supporting Documents of CCE - Online Examination SPPU-Grievance procedure demonstration - SPPU-Online Examination User Guide - Examination Orientation For Students (Supporting Documents)		81-288
12	Sample Course File	https://www.lotuscentre.ac.in/wp-content/uploads/2022/07/1.1.1.pdf	



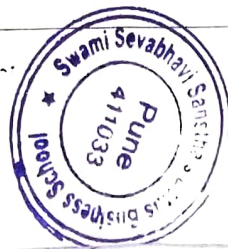
Innovating Business Leadership

LBS



College Development Committee

Sr. No.	Name	Role	Position
1	Mr. Bhavesh Patel	Chairperson	Trustee & Vice Chairman, Swami SevabhaviSanstha
2	Mr. Makrand Deshpande	Member	Secretary, Swami SevabhaviSanstha
3	Mr. Sunil Kasat	Member	Industry Expert
4	Dr. Bharat Kasar	Member	Expert- Research
5	Dr. Sunil Dhanawade	Member	Expert- Education
6	Mr. ShriramTotla	Member	Alumni
7	Mrs. Rohana Zende	Member	Social Worker
8	Dr. Ganesh Pathak	Member	Head Research & IQAC Coordinator
9	Dr. Manisha Purohit	Member	Head Academics
10	Dr. Rajesh Gade	Member	Nominee Teaching Representative
11	Ms. Pranita Arbat	Member	Women Teacher Representative
12	Mr. Rushikesh Kolhe	Member	Nominee Non-Teaching Representative
13	Ms. Aishwarya Bhadange	Member	President Of College student Council
14	Dr. Satish Warpade	Member Secretary	Director, Lotus Business School



Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune 411 033

Savitribai Phule Pune University
(Formerly University of Pune)



Circular No. 284 of 2020

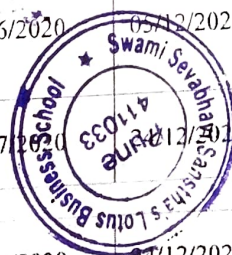
Important Notification

**Dates of Commencement and Conclusion of Ist & IInd terms for the Academic Year 2020-2021
For affiliated Colleges/recognised Institutes Only.**

It is hereby informed that, the dates of Commencement and conclusion of the Ist and IInd term of for the Academic Year 2020-2021 University Courses, under various faculties shall be as under :

Dates of Commencement and conclusion of First Year of academic session 2020-21 will be declared later.

Sr. No.	Name of the Courses and Faculties	2020-2021			
		First Term		Second Term	
		Commencement	Conclusion	Commencement	Conclusion
1	Science & Technology				
	Science	15/06/2020	05/12/2020	01/01/2021	15/05/2021
	Engineering : SE,TE,BE	15/06/2020	05/12/2020	01/01/2021	15/05/2021
	Engineering :ME - II Year. MCA- II & III Year	01/07/2020	24/12/2020	19/01/2021	31/05/2021
	B.Architecture II, III, IV & V Year.	15/06/2020	05/12/2020	01/01/2021	15/05/2021
	M. Architecture II Year.	01/07/2020	24/12/2020	19/01/2021	31/05/2021
	B. Pharmacy	15/06/2020	05/12/2020	01/01/2021	15/05/2021
	M. Pharmacy	01/07/2020	24/12/2020	19/01/2021	31/05/2021
2	Commerce & Management				
	Commerce	15/06/2020	05/12/2020	01/01/2021	15/05/2021
	Management	01/07/2020	24/12/2020	19/01/2021	31/05/2021
3	Humanities				
	Arts & Fine Arts	15/06/2020	05/12/2020	01/01/2021	15/05/2021
	Mental Moral and Social Sciences				
4	Inter-disciplinary Studies				
	Law : UG & PG (II/III/IV/V Year.)	01/07/2020	24/12/2020	19/01/2021	31/05/2021
	Education II Year. (B.Ed., M.Ed.)	01/07/2020	24/12/2020	19/01/2021	31/05/2021
4	Physical Education II Year. (B.P.Ed., M.P.Ed.)	01/07/2020	24/12/2020	19/01/2021	31/05/2021



[Signature]
Director
Swami Sevabha Sanshodhan Sanstha
Lotus Business School
Pune 411 033

SAVITRIBAI PHULE PUNE UNIVERSITY
(Formerly University of Pune)



Circular No. 06 / 2021

Under the initiative "Mission Begin Again", phase-wise unlocking process subsequent to the lockdown declared due to COVID-19 Pandemic, has begun in the State of Maharashtra and reopening of universities and colleges is a part of the same. University Departments and colleges/institutions are likely to face a number of issues after reopening. In order to facilitate successful reopening of University Departments and colleges/institutions, and smooth conduct of teaching-learning process in offline mode, certain measures are required to be ensured by the University Departments and colleges/institutions for the safety and health of all the concerned, in advance.

It is notified to all Heads of University Departments, Principal/Directors of colleges/institutions to take necessary steps to ensure appropriate preparations for reopening of University Departments and colleges/institutions, in advance, in accordance with the U.G.C. Guidelines dated 6.11.2020, directions/ guidelines issued by the State Government and local authorities from time to time. Attached herewith copies for ready reference. **Date of reopening of University Departments and colleges/institutions will be notified in due course of time as per the directives of the State Government.**

This Circular is issued in supersession of the Circular No. 03/2021 dated 4.1.2021 in this regard.

Ganeshkhind, Pune }
Ref No: - PGS/56 }
Date: 07/01/2021 }

7/1/2021
Deputy Registrar
(P.G. Admission)



Director
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033

SAVITRIBAI PHULE PUNE UNIVERSITY
(Formerly University of Pune)



Circular No. 06 / 2021

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Deputy Registrar
(P.G. Admission)



Director
Swami Sevabhai Sanstha's
Lotus Business School
Pune - 411 033

School Pune



डॉ. आर. मनोज कुमार
संयुक्त सचिव
Dr. R. Manoj Kumar
Joint Secretary



सत्यमेव जयते

विश्वविद्यालय अनुदान आयोग
University Grants Commission
(शिक्षा मंत्रालय, भारत सरकार)
(Ministry of Education, Govt. of India)
पश्चिम क्षेत्रीय कार्यालय, गणेशखिंड, पुणे-४११००७
Western Regional Office, Ganeshkhind, Pune - 411007
Ph: 020 - 25696896, 25696897
Email: wrougc@gmail.com

By Email

No.F.2-30/14(General Circular/WRO)

To,

November 6, 2020

The Vice Chancellors/Directors of
(All the Universities/HEIs in the States of
Maharashtra, Gujarat, and Goa) and

The Principals of
(All the Colleges of Maharashtra, Gujarat, Goa and
UTs of Daman & Diu and Dadra & Nagar Haveli)

Subject : UGC Guidelines for Re-opening the Universities and Colleges Post
Lockdown due to COVID-19 Pandemic - reg.

Dear Madam/Sir,

Please find enclosed herewith a copy of letter D.O.No.14-8/2020(CPP-II) dated 5th November, 2020 from the Secretary, UGC regarding UGC Guidelines for Re-opening the Universities and Colleges post Lockdown due to COVID-19 Pandemic. The attached letter is self-explanatory. You are requested to comply with the instructions contained in the letter and take necessary action in this regard.

A copy of UGC Guidelines for Re-opening the Universities and Colleges post Lockdown due to COVID-19 Pandemic is also attached herewith.

With regards,

Yours sincerely,

R. Manoj Kumar

(Dr. R. Manoj Kumar)
Joint Secretary

Encl:-

1. Letter of Secretary, UGC, dated 05/11/2020
2. UGC Guidelines



Swami Sevahnavi
Director
Swami Sevahnavi Sanstha's
Lotus Business School
Pune - 411 037

March 2018



ज्ञान - विज्ञान विभूतये

प्रो. रजनीश जैन
सचिव

Prof. Rajnish Jain
Secretary



सत्यमेव जयते

विश्वविद्यालय अनुदान आयोग
University Grants Commission

(शिक्षा मंत्रालय, भारत सरकार)
(Ministry of Education, Govt. of India)

बहादुरशाह जफर मार्ग, नई दिल्ली-110002
Bahadur Shah Zafar Marg, New Delhi-110002

Ph : 011-23236288 / 23239337

Fax : 011-2323 8858

E-mail : secy.ugc@nic.in

5th November, 2020

D.O. 14-8/2020(CPP-II)

Subject: UGC guidelines for Re-Opening the Universities and Colleges Post Lockdown due to COVID-19 Pandemic

Respected Madam /Sir,

Universities and other educational institutions across the country have been closed since 16th March, 2020 when the Government of India announced a countrywide lockdown as one of the measures to contain the COVID-19 outbreak. Keeping in view of the COVID-19 pandemic and subsequent lockdown, the University Grants Commission issued "Guidelines on Examinations and Academic Calendar for the Universities in View of Covid-19 pandemic and subsequent Lockdown" on 29th April, 2020 and then, on 6th July, 2020. The universities and colleges have put in their best efforts to continue their academic programmes and complete the syllabi using various ICT tools of teaching and learning since their closure from mid-March onwards.

The new academic session is going on and the universities and colleges need a customized plan, as per the local conditions where they are located, to deal with any eventuality arising due to the COVID -19 before resuming the activities on campuses. The top priority, while opening the institutions, should be the safety, health and well-being of the students, teachers and staff. In view of this, UGC has framed "Guidelines for Re-Opening the Universities and Colleges Post Lockdown due to COVID-19 Pandemic" (Annexure-I) which provide in detail the measures to be taken before re-opening of campuses. These Guidelines have also been vetted by the Ministry of Health & Family Welfare and approved by the Ministry of Home Affairs and the Ministry of Education. The Guidelines may be adopted by the institutions as per the local conditions and directives of the Government authorities.

You are requested to adopt these guidelines and take necessary steps to implement them accordingly. Further, the universities/colleges have to ensure that it is prepared in all respects to carry out the academic activities following necessary advisories / guidelines / directions issued by the Central / State Government, Ministry of Education (MoE) or UGC from time to time to prevent the spread of COVID-19.

With kind regards,



(Signature)
Director

Yours sincerely,

Swami Sevabnavi Sanstha's
Lotus Business School
Pune 411 022

(Rajnish Jain)

Encl : As above

To

1. The Vice-Chancellor of All Universities

राज्यातील शाळा सुरक्षितपणे सुरु
करण्यासाठी मार्गदर्शक सूचना
निर्गमित करण्याबाबत.

महाराष्ट्र शासन
शालेय शिक्षण व क्रीडा विभाग
शासन परिपत्रक क्रमांक संकीर्ण २०२०/प्र.क्र.१४०/एसडी-६
मादम कामा मार्ग, हुतात्मा राजगुरु चौक,
मंत्रालय, मुंबई-४०० ०३२.
दिनांक :- १० नोव्हेंबर, २०२०

- वाचा :- १) शासन परिपत्रक क्र.संकीर्ण २०२०/प्र.क्र.८६/एसडी-६; दिनांक १५ जून, २०२०.
२) शासन परिपत्रक क्र.संकीर्ण २०२०/प्र.क्र.८६/एसडी-६; दिनांक २४ जून, २०२०.
३) शासन परिपत्रक क्र.संकीर्ण २०२०/प्र.क्र.८६/एसडी-६; दिनांक २२ जूलै, २०२०.
४) शासन परिपत्रक क्र.संकीर्ण २०२०/प्र.क्र.८६/एसडी-६; दिनांक १७ ऑगस्ट, २०२०.
५) शासन परिपत्रक क्र.संकीर्ण २०२०/प्र.क्र.८६/एसडी-६; दिनांक २९ ऑक्टोबर, २०२०.
६) केंद्र शासनाच्या दि.०८.०९.२०२० रोजीच्या मार्गदर्शक सूचना.

पार्श्वभूमी :-

या विभागाच्या संदर्भ क्र. ०१ येथील शासन परिपत्रकानुसार राज्यात कोव्हीड- १९ च्या प्रादुर्भावामुळे उद्भवलेल्या परिस्थितीत राज्यातील शाळा प्रत्यक्षात सुरु करणे शक्य नसल्याने दि.१५ जून, २०२० पासून शैक्षणिक वर्ष सुरु करून स्थानिक परिस्थितीनुसार प्रत्यक्ष शाळा टप्प्या-टप्प्याने सुरु करण्याबाबत निर्णय घेण्याचे अधिकार संबंधित जिल्हाधिकारी, महानगरपालिका आयुक्त यांच्या सहाय्याने संबंधित शाळा व्यवस्थापन समिती यांना प्रदान करण्यात आले आहेत. त्याचबरोबर शाळांमध्ये शिक्षकांच्या उपस्थितीबाबत दिनांक २४ जून, २०२० रोजीच्या परिपत्रकान्वये मार्गदर्शक सूचना निर्गमित करण्यात आल्या आहेत. कोरोनाच्या प्रादुर्भावामुळे विद्यार्थ्यांचे शिक्षण थांबू नये यासाठी वरील संदर्भ क्रमांक ०३ येथील परिपत्रकान्वये पूर्व प्राथमिक ते इयत्ता १२ वी पर्यंतच्या विद्यार्थ्यांसाठी ऑनलाईन शिक्षणाचा कालावधी व शिक्षणाच्या स्वरूपाबाबत मार्गदर्शक सूचना निर्गमित करण्यात आल्या होत्या.

राज्यात Mission Begin Again अंतर्गत राज्यातील सर्व आस्थापना टप्प्या - टप्प्याने सुरु करण्यासाठी मार्गदर्शक सूचना (SOP) निर्गमित करण्यात येत आहेत. त्याच धर्तीवर शैक्षणिक वर्ष दि.१५ जून, २०२० पासून सुरु झाले असले तरी प्रत्यक्ष शिक्षण इयत्ता १२ वी ते इयत्ता १२ वी साठी शाळा सुरु करण्याबाबतचा प्रस्ताव शासनाच्या विचाराधीन होता.



(Signature)
Director
Swami Sevabnavi Sanstha's
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Mumbai - 411 022

परिपत्रक:-

१. राज्यातील इयत्ता ९ वी ते इयत्ता १२ वी चे वर्ग दिनांक २३ नोव्हेंबर, २०२० पासून सुरु करण्यास मान्यता देण्यात येत आहे. तसेच इयत्ता ९ वी ते १२ वी चे वसतिगृह व आश्रमशाळा विशेषतः आंतरराष्ट्रीय विद्यार्थ्यांचे वसतिगृह सुरु करण्यास मान्यता देण्यात येत आहे. शाळा सुरु करण्यापूर्वी व शाळा सुरु झाल्यानंतर आरोग्य, स्वच्छता व इतर सुरक्षाविषयक उपाययोजनांबाबतच्या मार्गदर्शक सूचना सोबत जोडलेल्या परिशिष्ट-अ व परिशिष्ट-ब मध्ये देण्यात आल्या आहेत.
२. कोविड-१९ बाबत केंद्र व राज्य शासनाच्या सूचनांचे पालन करण्यात यावे. विद्यार्थ्यांच्या उपस्थितीबाबत पालकांकडून आवश्यक ती लेखी संमती घेण्यात यावी.
३. या विभागाच्या संदर्भाधीन दिनांक १५ जुन, २०२० व दिनांक २९ ऑक्टोबर, २०२० रोजीच्या परिपत्रकातील सूचनांचे पालन करण्यात यावे.
४. सदर शासन परिपत्रक महाराष्ट्र शासनाच्या www.maharashtra.gov.in या संकेत स्थळावर उपलब्ध करण्यात आले असून त्याचा संगणक संकेतांक २०२०१११०१६४२४८३६२१ असा आहे. सदर परिपत्रक डिजिटल स्वाक्षरीने साक्षांकित करुन निर्गमित करण्यात येत आहे.

महाराष्ट्राचे राज्यपाल यांच्या आदेशानुसार व नावाने.

**RAJENDRA
SHANKARRAO PAWAR**

Digitally signed by RAJENDRA SHANKARRAO PAWAR
DN: cn=RAJENDRA SHANKARRAO PAWAR, o=GOVERNMENT OF MAHARASHTRA, ou=EDUCATION &
SPORT DEPARTMENT, postalCode=400032, st=Maharashtra,
2.5.4.20=6791846887019ef64ad6ddc2495ca280267cd84755ee63fa70c45
cf755d9373,
serialNumber=01d5ac9d2276f738d4d5a366976b3175db4f058411807fb
1031c17dd155677, cn=RAJENDRA SHANKARRAO PAWAR
Date: 2020.11.10 16:52:07 +05'30

(राजेंद्र पवार)

उप सचिव, महाराष्ट्र शासन

प्रति,

- १) मा. राज्यपालांचे सचिव, राजभवन, मुंबई.
- २) मा. मुख्यमंत्री, महाराष्ट्र राज्य यांचे प्रधान सचिव.
- ३) मा. उप मुख्यमंत्री, महाराष्ट्र राज्य यांचे सचिव.
- ४) मा. अध्यक्ष व मा. उपाध्यक्ष, विधान परिषद, विधान भवन, मुंबई.
- ५) मा. सभापती व मा. उपसभापती, विधान सभा, विधान भवन, मुंबई.
- ६) मा. मंत्री, (शालेय शिक्षण) यांचे खाजगी सचिव.
- ७) मा. राज्यमंत्री, (शालेय शिक्षण) यांचे खाजगी सचिव.
- ८) आयुक्त (शिक्षण), महाराष्ट्र राज्य, पुणे.
- ९) राज्य प्रकल्प संचालक, महाराष्ट्र प्राथमिक शिक्षण परिषद, मुंबई.

- १०) संचालक, राज्य शैक्षणिक संशोधन व प्रशिक्षण परिषद, महाराष्ट्र, पुणे.
- ११) शिक्षण संचालक (माध्यमिक व उच्च माध्यमिक), शिक्षण संचालनालय, महाराष्ट्र राज्य, पुणे.
- १२) शिक्षण संचालक (प्राथमिक), शिक्षण संचालनालय, महाराष्ट्र राज्य, पुणे.
- १३) प्रभारी संचालक, बालभारती,
- १४) सर्व विभागीय शिक्षण उपसंचालक.
- १५) मुख्य कार्यकारी अधिकारी, जिल्हा परिषद, सर्व
- १६) शिक्षणाधिकारी प्राथमिक/माध्यमिक (सर्व)
- १७) प्राचार्य, जिल्हा शिक्षण व प्रशिक्षण संस्था (सर्व).
- १८) प्रशासन अधिकारी, महानगरपालिका (सर्व)
- १९) निवडनस्ती(कार्या.एसडी-६)



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शासन परिपत्रक क्रमांक संकीर्ण २०२०/प्र.क्र.१४०/एसडी-६; दि. १० नोव्हेंबर, २०२० सोबतचे

परिशिष्ट-अ

शाळा सुरु करण्यापूर्वी आरोग्य, स्वच्छता व इतर सुरक्षाविषयक उपाययोजनांबाबतच्या मार्गदर्शक सूचना

१) शाळेत स्वच्छता व निर्जंतुकीकरण विषयक सुविधा सुनिश्चित करणे:-

- शाळेत हात धुण्यासाठी सुविधा उपलब्ध करून देणे.
- Thermometer, Thermal Scanner/Gun, Pulse Oxymeter, जंतूनाशक, साबण, पाणी इत्यादी आवश्यक वस्तुंची उपलब्धता तसेच शाळेची स्वच्छता व निर्जंतुकीकरण स्थानिक प्रशासनाने (ग्रामीण व शहरी) सुनिश्चित करावी. वापरण्यात येणारे thermometer हे calibrated contactless infrared digital thermometer असावे.
- शाळा वाहतुक सुविधांचे निर्जंतुकीकरण सुनिश्चित करावे.
- एखाद्या शाळेत क्वारंटाईन सेंटर असल्यास स्थानिक प्रशासनाने ते इतर ठिकाणी स्थानापन्न करावे. स्थानिक प्रशासनाने अशा शाळेचे हस्तांतरण शाळा व्यवस्थापनाकडे करण्यापूर्वी त्याचे पूर्णतः निर्जंतुकीकरण करावे.
- क्वारंटाईन सेंटर इतर ठिकाणी नेणे शक्य नसल्यास शाळा खुल्या परिसरात किंवा इतर ठिकाणी भरवावी.

२) शिक्षकांची कोविड-१९ बाबतची चाचणी:-

- शाळेतील सर्व शिक्षक व शिक्षकेत्तर कर्मचाऱ्यांनी दि. १७ ते २२ नोव्हेंबर, २०२० या दरम्यान कोविड-१९ साठीची RTPCR चाचणी करणे बंधनकारक असेल. शिक्षक व शिक्षकेत्तर कर्मचाऱ्यांनी सदर चाचणीचे प्रयोगशाळेने दिलेले प्रमाणपत्र शाळा व्यवस्थापनास सादर करावे. सदर प्रमाणपत्राची शाळा व्यवस्थापनाने पडताळणी करावी.
- ज्या शिक्षक व शिक्षकेत्तर कर्मचाऱ्यांचे चाचणी अहवाल positive असतील त्यांनी डॉक्टरांनी प्रमाणित केल्यानंतरच शाळेत उपस्थित राहवे.
- ज्या शिक्षक व शिक्षकेत्तर कर्मचाऱ्यांचे चाचणी अहवाल negative आहेत त्यांनी शाळेत उपस्थित राहताना कोविड-१९ संदर्भातील सर्व मार्गदर्शक सूचनांचे पालन करणे आवश्यक राहिल. तसेच कोविड-१९ बाबतची लक्षणे आढळल्यास त्यांनी त्वरीत चाचणी करावी.

३) कार्यगट गठीत करणे:- सर्व भागधारकांचे त्यांच्या विशिष्ट जबाबदाऱ्यांसहित विविध कार्यगट गठित करावे जसे आपत्कालीन गट, स्वच्छता पर्यवेक्षण गट, इत्यादी. शिक्षक, विद्यार्थी व इतर भागधारक या गटांचे सभासद म्हणून सहकार्याने काम करतील.

४) बैठक व्यवस्था :-

- वर्गखोली तसेच स्टाफ रुम मधील बैठक व्यवस्था शारीरिक अंतर (Physical Distancing) च्या नियमानुसार असावी.
- वर्गांमध्ये एका बाकावर एक विद्यार्थी याप्रमाणे नावानिशी बैठक व्यवस्था असावी.

५) शारीरिक अंतर (Physical distancing) च्या नियमांच्या अंमलबजावणीकरिता विविध चिन्हे व खुणा प्रदर्शित करणे :-

- शाळेत दर्शनी भागावर Physical distancing, मास्कचा वापर इत्यादी संदर्भात मार्गदर्शक सूचना असणारे posters/stickers प्रदर्शित करावे.
- थूंकण्यावरील बंदीची काटेकोरपणे अंमलबजावणी करावी.
- शाळेच्या अंतर्गत व बाह्य परिसरामध्ये रांगेत उभे राहण्याकरिता किमान सहा फूट इतके शारीरिक अंतर (Physical distance) राखले जाईल याकरिता विशिष्ट चिन्हे जसे चौकोन, वर्तुळ इत्यादींचा वापर गर्दी होणारी ठिकाणे जसे पाणी पिण्याच्या सुविधा, हात धुण्याच्या सुविधा, स्वच्छतागृहे इत्यादी ठिकाणी करण्यात यावा.
- शारीरिक अंतर (Physical distance) राखण्यासाठी येण्या व जाण्याचे वेगवेगळे मार्ग निश्चित करणाऱ्या बाणांच्या खुणा दर्शविण्यात याव्यात.

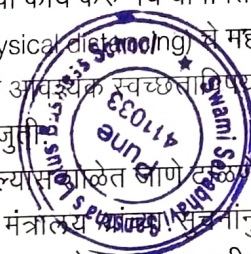
६) शाळेतील कार्यक्रम आयोजनावरील निर्बंध :- परिपाठ, स्नेह संमेलन, क्रीडा व इतर तत्सम कार्यक्रम ज्यामुळे अधिक गर्दी होऊ शकते अशा कार्यक्रमांच्या आयोजनावर कडक निर्बंध असेल. शिक्षक- पालक बैठका ऑनलाईन घ्याव्यात.

७) पालकांची संमती:-

- विद्यार्थ्यांनी शाळेत उपस्थित राहण्यापूर्वी त्यांच्या पालकांची लेखी संमती आवश्यक असेल. शाळा व्यवस्थापन समितीने पालकांशी वरील विषयी चर्चा करावी.
- आजारी असलेल्या मुलांना पालकांनी शाळेत पाठवू नये.
- विद्यार्थ्यांना त्यांच्या पालकांच्या संमतीने घरी राहुन देखील अभ्यास करता येईल. अशा विद्यार्थ्यांच्या शैक्षणिक प्रगतीच्या मुल्यांकनाकरिता विशिष्ट योजना राज्य शैक्षणिक संशोधन व प्रशिक्षण परिषद, महाराष्ट्र यांनी तयार करण्यात यावी.

८) विद्यार्थी, पालक, शिक्षक व समाजातील सदस्य यांना कोविड-१९ च्या संदर्भातील आव्हाने व त्याबाबतची त्यांची भूमिका याबाबत जागरूक करणे:-

- शाळा सुरु करण्यापूर्वीच विद्यार्थी, पालक, शिक्षक व समाजातील सदस्य यांच्यात जागरूकता निर्माण करण्याकरिता शाळा व्यवस्थापन समितीने पत्रके, पत्रे व सार्वजनिक घोषणांच्या माध्यमांचा वापर करून पुढील मुद्द्यांबाबत कार्यवाही करावी:-
 - i. वैयक्तिक स्वच्छता व नेहमी वापरण्यात येणारे पृष्ठभागांचे निर्जंतुकीकरण इत्यादीबाबत काय करावे किंवा काय करू नये याबाबतच्या सुचना.
 - ii. शारीरिक अंतर पालनाचे (Physical distancing) से महत्त्व.
 - iii. कोविड-१९ च्या प्रतिबंधासाठी आवश्यक स्वच्छता विषयक सवयी.
 - iv. कोविड-१९ बाबतच्या गैरसमजुती.
 - v. कोविड-१९ ची लक्षणे आढळल्यास शाळेत जाणे टाळावे.
- केंद्रीय आरोग्य व कुटुंब कल्याण मंत्रालय यांच्या सूचनांनुसार, सर्वच कर्मचारी जे (कोविड-१९च्या अनुषंगाने) अधिक उच्च धोक्याच्या पातळीमध्ये आहेत, जसे वयोवृद्ध कर्मचारी, दिव्यांग कर्मचारी, गरोदर महिला कर्मचारी व जे कर्मचारी औषध-उपचार



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घेत आहेत, त्यांनी अधिक काळजी घ्यावी. त्यांनी शक्यतो विद्यार्थ्यांच्या प्रत्यक्ष संपर्कात येऊ नये.

९) शाळेतील उपस्थिती व वैद्यकीय रजा याबाबतच्या धोरणांमध्ये सुधारणा करणे:-

- विद्यार्थ्यांची शाळेतील उपस्थिती बंधनकारक नसून पूर्णतः पालकांच्या संमती वर अवलंबून असेल.
- पूर्ण उपस्थितीबाबतची पारितोषिके बंद करण्यात यावी.
- शाळेतील कर्मचाऱ्यांना त्यांना नेमून दिलेल्या कामाव्यतिरिक्त आणिबाणीच्या प्रसंगी इतर कर्मचाऱ्यांची कामे करण्यासाठी प्रशिक्षित करावे.

१०) माहितीचे एकत्रिकरण :-

- विद्यार्थी, पालक व शिक्षकांकडून पुढील माहिती स्वयंघोषित करून घ्यावी:-
त्यांची आरोग्याची स्थिती, आरोग्य सेतू ॲप वरील तपासणी अहवाल, तसेच अलीकडील आंतरराष्ट्रीय व आंतरराज्य प्रवासाची माहिती.
- स्थानिक प्रशासनाकडून राज्य व जिल्हा helpline तसेच जवळील कोविड सेंटर बदलची माहिती.

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शासन परिपत्रक क्रमांक संकीर्ण २०२०/प्र.क्र.१४०/एसडी-६; दि. १० नोव्हेंबर, २०२० सोबतचे

परिशिष्ट-ब

शाळा सुरु झाल्यानंतर आरोग्य, स्वच्छता व इतर सुरक्षाविषयक उपायोजनाबाबतच्या मार्गदर्शक सूचना:-

१) शाळेत व शाळेच्या परिसरात स्वच्छता व आरोग्यदायी परीस्थिती सतत राखणे:-

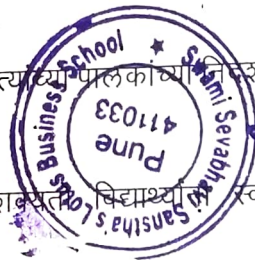
- शाळेचा परिसर दररोज नियमितपणे स्वच्छ केला जावा.
- शाळेतील वर्गखोल्या व वर्गखोल्यांच्या बाहेरील नेहमी स्पर्श होणारा पृष्ठभाग जसे लॅचेस, अध्ययन-अध्यापन साहित्य, डेस्क, टॅबलेट्स, खुर्च्या इ.वारंवार स्वच्छता व निर्जंतुकीकरण करण्यात यावे.
- शाळेतील व शाळेच्या परिसरातील सर्व कचरा नियमितपणे विल्हेवाट लावण्यात यावी.
- हात धुण्याच्या सर्व ठिकाणी साबण, हॅन्डवॉश व स्वच्छ पाण्याची व्यवस्था करण्यात यावी.
- शक्य झाल्यास अल्कोहोल मिश्रित हॅन्ड सॅनिटायझर सर्व महत्वाच्या ठिकाणी ठेवण्यात यावा.
- शाळेतील स्वच्छतागृहाचे वारंवार निर्जंतुकीकरण करण्यात यावे.
- सुरक्षित व स्वच्छ पिण्याचे पाणी विद्यार्थ्यांना उपलब्ध होईल याची दक्षता घेण्यात यावी.
- विद्यार्थ्यांनी सोबत वॉटर बॉटल आणण्यासाठी त्यांना प्रोत्साहित करावे.
- शाळा सुरु होण्यापूर्वी व शाळा सुटल्यानंतर शाळा व वर्ग खोल्यांचे नियमितपणे निर्जंतुकीकरण करण्यात यावे.
- वरील सर्व स्वच्छतेमध्ये विद्यार्थ्यांना सहभागी करून घेऊ नये.

२) शाळेत विद्यार्थ्यांना सुरक्षित ठेवणे :-

- सर्व विद्यार्थी, शिक्षक व कर्मचारी वर्ग यांनी शाळेत येताना व शाळेत असेपर्यंत तसेच, शाळेत कोणतीही कृती करताना मास्कचा वापर करावा. तसेच, विद्यार्थी मास्कची अदलाबदल करणार नाहीत याची दक्षता घ्यावी.
- विद्यार्थी, शिक्षक व कर्मचारी वर्गाची दररोज साधी आरोग्य चाचणी जसे Thermal Screening घेण्यात यावी.
- विद्यार्थी, शिक्षक व शाळेतील कर्मचाऱ्यांव्यतिरिक्त इतर कोणत्याही व्यक्तिला शाळेचा आवारात व शाळेच्या प्रवेशद्वारावर प्रवेश देऊ नये.
- काही विद्यार्थी सूचनांचे पालन करत नसल्यास ते त्यांच्या पालकांच्या निदर्शनांस आणावे.

३) विद्यार्थ्यांच्या सुरक्षित प्रवासाची सोय करणे :-

- कोविड-१९ संसर्ग टाळण्यासाठी पालकांनी शाळेतील विद्यार्थ्यांना स्वतः ल्याच्या वैयक्तिक वाहनाने शाळेत सोडावे.



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- शाळा वाहतुकीच्या वाहनाचे दिवसातून किमान दोनवेळा (विद्यार्थी वाहनात येतांना व वाहनातून उतरल्यानंतर) निर्जंतुकीकरण करण्यात यावे.
- वाहनचालक व वाहक यांनी स्वतः तसेच विद्यार्थी शारीरिक अंतराचे पालन करतील, याची दक्षता घ्यावी. किमान ६ फुट अंतर राखण्यात यावे.
- बस / कार यांच्या खिडक्यांना पडदे नसावेत. सामान्यतः खिडक्या उघड्या ठेवण्यात याव्यात.
- वातानुकूलित बसेस मध्ये २४ ते ३० डिग्री सेल्सिअस तापमान राखावे.
- शक्य असल्यास वाहनात हॅन्ड सॅनिटायझर ठेवण्यात यावे.

४) शिक्षक व शिक्षकेतर कर्मचारी व विद्यार्थी यांचा सुरक्षित प्रवेश व गमन (Entry and Exit) :-

- विद्यार्थ्यांनी शाळेने निश्चित केल्याप्रमाणे शाळेत उपस्थित रहावे. शाळेत वावरताना त्यांनी किमान ६ फुट अंतराचे पालन करावे.
- विद्यार्थी व कर्मचारी वर्गाचे आगमन व गमन (Entry and Exit) यांचे वेळापत्रक अशा प्रकारे निश्चित करावे, ज्यामुळे शाळेत होणारी गर्दी टाळली जाईल.
- विविध इयत्तांचे वर्ग सुरु होण्याच्या व संपण्याच्या वेळामध्ये किमान १० मिनिटांचे अंतर असावे.
- शाळेच्या परिसरात चार पेक्षा जास्त विद्यार्थी एकत्र जमणार नाहीत, ही मुख्यध्यापकांची जबाबदारी असेल.
- शाळेस एकापेक्षा अधिक प्रवेशद्वार असल्यास शाळेत येताना व जाताना सर्व प्रवेशद्वारांचा वापर करावा.
- शाळेच्या बाहेरील वाहनांची गर्दी टाळण्यासाठी वाहतुक पोलिस किंवा समाजातील स्वयंसेवकाची मदत घ्यावी.
- शाळेच्या प्रमुखांनी आजारी असल्याच्या कारणामुळे कर्मचाऱ्यास रजेवर राहण्याची परवानगी देण्यात यावी.
- कुटुंबातील एखादा सदस्य किंवा घराजवळील एखादी व्यक्ती ताप / खोकला यांनी आजारी असल्यास आपल्या मुलांना शाळेत न पाठविण्याबाबत पालकांना अवगत करावे.

५) वर्गखोल्या व इतर ठिकाणी सुरक्षिततेच्या मानकांची खात्री करावी :-

- शाळेत प्रात्यक्षिक कार्ये (Practicals) घेताना विद्यार्थ्यांचे लहान लहान गट करून घेण्यात यावेत म्हणजे शारीरिक अंतराचे (Physical Distancing) पालन करणे सुलभ होईल.
- विद्यार्थ्यांनी कोणतेही साहित्य जसे पुस्तके, वही, पेन, पेन्सिल, वॉटर बॉटल, इत्यादींची अदलाबदल करू नये.
- ज्या विद्यार्थ्यांनी ऑनलाईन शिक्षणाचा पर्याय स्वीकारला असेल त्यांच्यासाठी ऑनलाईन गृहपाठाची व्यवस्था करावी.

- शक्य असल्यास वर्ग खुल्या परिसरात घ्यावेत. शक्य नसल्यास वर्गखोल्यांची दारे व खिडक्या उघड्या ठेवण्यात याव्यात. कोणत्याही परिस्थितीत बंद खोल्यांमध्ये वर्ग भरवण्यात येऊ नये.
- उदवाहन (lift) व व्हरांड्यांतील उपस्थित व्यक्तीच्या संख्येवर निर्बंध आणावेत.
- स्वच्छतागृहामध्ये अधिक गर्दी होऊ नये, याची दक्षता घ्यावी.
- विद्यार्थ्यांनी प्रत्येक कृती केल्यानंतर हात स्वच्छ धुवावेत.
- वातानुकूलित वर्ग खोल्यांचे तापमान २४ ते ३० डिग्री सेंटिग्रेड ठेवावे.

६) अभ्यासवर्गाची व्यवस्था:-

- शाळा व्यवस्थापन समितीने शाळेतील गर्दी टाळण्यासाठी एक दिवसआड विद्यार्थ्यांना शाळेत बोलवावे (५० टक्के विद्यार्थी एका दिवशी व उर्वरित ५० टक्के विद्यार्थी दुसऱ्या दिवशी). अशाप्रकारे एकाच दिवशी ५० टक्के विद्यार्थी ऑनलाईन वर्गात व उर्वरित ५० टक्के विद्यार्थी प्रत्यक्ष वर्गात उपस्थित राहून शिक्षण घेतील.
- इयत्ता निहाय ऑनलाईन व ऑफलाईन वर्गांचे वेळापत्रक, शिक्षकांची जबाबदारी निश्चिती याची जबाबदारी संबंधित शाळेच्या मुख्याध्यापकांची असेल. शक्यतो मुख्य विषय (Core Subjects) जसे गणित, विज्ञान व इंग्रजी शाळेत शिकवावेत व उर्वरित विषय शासनाने वेळोवेळी निर्गमित केलेल्या सूचनांप्रमाणे ऑनलाईन पद्धतीने शिकवावेत.
- प्रत्यक्ष वर्गाचा कालावधी ३ ते ४ तासांपेक्षा अधिक असू नये. प्रत्यक्ष वर्गाकरिता जेवणाची सुट्टी नसेल.

७) कोविड-१९ संशयित आढळल्यास करावयाची कार्यवाही :-

- शिक्षक, कर्मचारी वर्ग किंवा विद्यार्थी संशयित आढळल्यास त्यास एका खोलीत इतरांपासून वेगळे ठेवावे.
- तात्काळ रुग्णालय किंवा जिल्हा व राज्य संपर्क क्रमांकास (Helpline) कळवावे. त्यानंतर सर्व परिसराचे व त्या जागेचे निर्जंतुकीकरण करावे. राज्य व जिल्हा helpline क्रमांक तसेच जवळील कोविड सेंटर बदलची माहिती मुख्याध्यापक व प्रत्येक शिक्षकांच्या मोबाईलमध्ये असावी.

८) मानसिक व सामाजिक कल्याण :-

- चिंता आणि निराशा यासारख्या मानसिक आरोग्याच्या समस्या नोंदविणाऱ्या किंवा सांगणाऱ्या विद्यार्थी आणि शिक्षकांसाठी नियमित समुपदेशन केले जाईल, याची सुनिश्चिती करावी.
- शिक्षकांनी, शालेय समुपदेशकांनी आणि शालेय आरोग्य कर्मचाऱ्यांनी विद्यार्थ्यांचे व आपले मानसिक स्थिरता निश्चित करण्यासाठी एकत्रितपणे कार्य करावे.

उपरोक्त सूचनांव्यतिरिक्त स्थानिक परिस्थितीनुसार शाळांनी आवश्यक मार्गदर्शक सूचना निश्चित कराव्यात.



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Academic Calendar for MBA

Semester II & IV (2016-17)

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
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January 2017

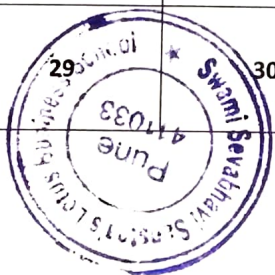
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26 Republic Day	27 Junoon 2017	28 Junoon 2017
29 Junoon 2017	30 Junoon 2017	31				

February 2017

			1	2	3	4
5	6	7	8	9	10	11
12	13 Feet on street	14	15	16	17	18 FDP
19	20	21	22	23	24	25
26 Parents Meeting	27	28 Management Event				

March 2017

			1	2	3	4 Industrial Visit
5	6	7	8 Women's Day Guest Lecture	9 MCQ Test	10 MCQ Test	11 MCQ Test
12	13 Dhulivandan	14 MCQ Test	15 MCQ Test	16 University online Exam- MBA IV	17 University online Exam- MBA IV	18 University online Exam- MBA IV
19	20 MCQ Test	21 Campus To Market	22	23	24	25
26	27	28 Gudhipadwa	29	30	31	



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	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
April 2017	April 2017						
							1
	2	3 University online Exam- MBA II	4 University online Exam- MBA II	5 University online Exam- MBA II	6 University online Exam- MBA II	7 University online Exam- MBA II	8 University online Exam- MBA II
	9	10 Pre-final Exam	11 Pre-final Exam	12 Pre-final Exam	13 Pre-final Exam	14 Ambedkar Jayanti	15 Pre-final Exam
	16	17 Revision Classes	18 Revision Classes	19 Revision Classes	20 Revision Classes	21 PL	22 PL
	23	24 PL	25 University Theory Exam	26 University Theory Exam	27 University Theory Exam	28 University Theory Exam	29 University Theory Exam
	30						
May 2017	May 2017						
		1 Maharashtra Day	2 University Theory Exam	3 University Theory Exam	4 University Theory Exam	5 University Theory Exam	6 University Theory Exam
	7	8 University Theory Exam	9 University Theory Exam	10	11	12	13
	14	15	16	17	18	19	20
	21	22	23	24	25	26	27
	28	29	30	31			
	Sunday/Off/ PL	Guest Lecture/student Activity/Industrial visit		University/Institute holiday		Examination	



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Lotus Business School, Pune

Academic Calendar for MBA

Semester I & III (2017-18)

July 2017

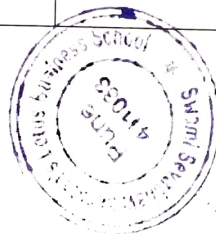
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24 Induction	25 Induction	26 Induction	27 Induction	28 Induction	29 Induction
30 Induction	31 Induction					

August 2017

		1	2 Commencement of Classes	3	4	5
6	7	8	9	10	11	12
13	14	15 Independence Day	16	17	18 Fresher's Party	19
20	21	22	23	24	25 Ganesh Chaturthi	26
27	28	29	30	31		

September 2017

					1	2 Bakri Eid
3	4 Teachers Day	5 Anant Chaturdashi	6	7 SIP Presentation	8	9
10	11 Class Test I	12 Class Test I	13 Class Test I	14 Class Test I	15 Class Test I	16 Class Test I
17	18	19 Feet on Street	20	21	22	23
24	25	26 Live Assignment	27	28	29	30 Dussehra



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October 2017

1	2 Gandhi Jayanti	3	4	5	6 Industrial Visit	7
8	9 Class Test II	10 Class Test II	11 Class Test II	12 Class Test II	13 Class Test II	14 Class Test II
15	16 Diwali	17 Diwali	18 Diwali	19 Diwali	20 Diwali	21 Diwali
22	23	24	25	26	27	28 Parents Meeting
29	30 MCQ Test	31 MCQ Test				

November 2017

			1 MCQ Test	2 MCQ Test	3 MCQ Test	4 MCQ Test
5	6	7	8 University Online Exam	9 University Online Exam	10 University Online Exam	11 University Online Exam
12	13 University Online Exam	14 University Online Exam	15 Revision Classes	16 Revision Classes	17 Revision Classes	18 Revision Classes
19	20 Prefinal Exam	21 Prefinal Exam	22 Prefinal Exam	23 Prefinal Exam	24 Prefinal Exam	25 Prefinal Exam
26	27 PL	28 PL	29 PL	30 PL		

December 2017

					1 PL	2 PL
3	4 PL	5 PL	6 University Theory Exam	7 University Theory Exam	8 University Theory Exam	9 University Theory Exam
10	11 University Theory Exam	12 University Theory Exam	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						
Sunday/Off/PL		Guest Lecture/student Activity/Industrial visit		University/Institute holiday		Examination

Note- This Academic calendar is subject to change.

Head- Academics



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Lotus Business School, Pune

Academic Calendar for MBA
Semester II & IV (2017-18)

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
January 2018	January 2018						
		1	2 Commencement of classes	3	4	5	6
	7	8	9	10	11	12	13 Campus To Market
	14	15	16	17	18	19	20
	21	22	23	24	25	26 Republic Day/ Junoon 2018(Annual Event)	27 Junoon 2018(Annual Event)
	28 Junoon 2018(Annual Event)	29 Junoon 2018(Annual Event)	30 Junoon 2018(Annual Event)	31			

February 2018	February 2018						
					1	2	3
	4	5 Class Test I	6 Class Test I	7 Class Test I	8 Class Test I	9 Class Test I	10 Class Test I
	11	12	13 Mahashivratri	14	15	16	17 Industrial Visit
	18	19	20 Synnovation	21	22 Intercollegiate Fest	23 Intercollegiate Fest	24 Intercollegiate Fest
	25 Parents Meeting	26	27	28			

March 2018	March 2018						
					1 Class Test II	2 Holi	3 Class Test II
	4	5 Class Test II	6 Class Test II	7 Class Test II	8 Women's Day	9 Class Test II	10
	11	12	13	14	15	16	17 FDP
	18	19 MCQ Test	20 MCQ Test	21 MCQ Test	22 MCQ Test	23 MCQ Test	24 MCQ Test
	25	26	27	28	29 Mahavir Jayanti	30 Good Friday	31

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							Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
April 2018													
April 2018	1	2	3	4	5	6	University online Exam	7	University online Exam				
	8	9	10	11	12	13	University online Exam	14	University online Exam	15	University online Exam	16	Ambedkar Jayanti
	15	16	17	18	19	20	Pre-final Exam	21	Pre-final Exam	22	Pre-final Exam	23	Revision Classes
	22	23	24	25	26	27	Revision Classes	28	Revision Classes	29	PL	30	PL
	29	30					University Theory Exam						
May 2018													
May 2018			1	2	3	4		5					
			Maharashtra Day	PL	PL	PL		PL					
	6	7	8	9	10	11	University Theory Exam	12	University Theory Exam	13	University Theory Exam	14	University Theory Exam
	13	14	15	16	17	18		19					
	20	21	22	23	24	25		26					
	27	28	29	30	31								
Sunday/Off /PL		Guest Lecture/student Activity/Industrial visit			University/Institute holiday			Examination					

Note- This Academic calendar is subject to change.

Head- Academics



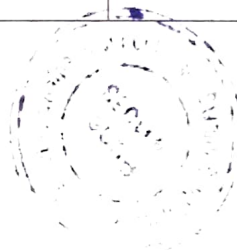
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Lotus Business School, Pune

Academic Calendar for MBA

Semester I & III (2018-19)

July 2018							
July 2018	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6	7
	8	9	10	11	12	13	14
	15	16	17	18	19	20	21
	22	23	24	25	26	27	28
	29	30 Induction	31 Induction				
August 2018							
August 2018				1 Induction	2 Induction	3 Induction	4 Induction
	5 Induction	6 Outbound Activity	7	8 Commencement of Regular classes	9	10	11
	12	13	14	15 Independence Day	16	17	18
	19	20	21	22 Bakr Id	23	24	25
	26 Raksha Bandhan	27	28	29	30	31	
September 2018							
September 2018							1
	2	3	4	5 Teacher's Day	6	7	8
	9	10	11	12	13	14	15
	16	17	18	19	20	21	22
	23	24	25	26	27	28	29
	30						




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October 2018

October 2018

1	2 Gandhi Jayanti	3	4	5	6 Industrial Visit	7
8	9 Class Test II	10 Class Test II	11 Class Test II	12 Class Test II	13 Class Test II	14 Class Test II
15	16 Diwali	17 Diwali	18 Diwali	19 Diwali	20 Diwali	21 Diwali
22	23	24	25	26	27	28 Parents Meeting
29	30 MCQ Test	31 MCQ Test				

November 2018

November 2018

			1 MCQ Test	2 MCQ Test	3 MCQ Test	4 MCQ Test
5	6	7	8 University Online Exam	9 University Online Exam	10 University Online Exam	11 University Online Exam
12	13 University Online Exam	14 University Online Exam	15 Revision Classes	16 Revision Classes	17 Revision Classes	18 Revision Classes
19	20 Prefinal Exam	21 Prefinal Exam	22 Prefinal Exam	23 Prefinal Exam	24 Prefinal Exam	25 Prefinal Exam
26	27 PL	28 PL	29 PL	30 PL		

December 2018

December 2018

					1 PL	2 PL
3	4 PL	5 PL	6 University Theory Exam	7 University Theory Exam	8 University Theory Exam	9 University Theory Exam
10	11 University Theory Exam	12 University Theory Exam	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						
Sunday/Off/ PL	Guest Lecture/student Activity/Industrial visit		University/Institute holiday		Examination	

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Lotus Business School, Pune

Academic Calendar for MBA

Semester II & IV (2018-19)

Semester II & IV (2018-19)							
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
January 2019							
January 2018		1	2 Commencement of classes	3	4	5	6
	7	8	9	10	11	12	13 Campus To Market
	14	15	16	17	18	19	20
	21	22	23	24	25	26 Republic Day/ Junoon 2018(Annual Event)	27 Junoon 2018(Annual Event)
	28 Junoon 2018(Annual Event)	29 Junoon 2018(Annual Event)	30 Junoon 2018(Annual Event)	31			
February 2019							
February 2018					1	2	3
	4	5 Class Test I	6 Class Test I	7 Class Test I	8 Class Test I	9 Class Test I	10 Class Test I
	11	12	13 Mahashivratri	14	15	16	17 Industrial Visit
	18	19	20 Synnovation	21	22 Intercollegiate Fest	23 Intercollegiate Fest	24 Intercollegiate Fest
	25 Parents Meeting	26	27	28			
March 2019							
March 2018					1 Class Test II	2 Holi	3 Class Test II
	4	5 Class Test II	6 Class Test II	7 Class Test II	8 Women's Day	9 Class Test II	10
	11	12	13	14	15	16	17 FDP
	18	19 MCQ Test	20 MCQ Test	21 MCQ Test	22 MCQ Test	23 MCQ Test	24 MCQ Test

Director
Swami Sevabnavi Sanstha's
Lotus Business School

October 2019

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
April 2018	April 2018						
	1	2	3	4	5	6 University online Exam	7 University online Exam
	8	9 University online Exam	10 University online Exam	11 University online Exam	12 University online Exam	13 Pre-final Exam	14 Ambedkar Jayanti
	15	16 Pre-final Exam	17 Pre-final Exam	18 Pre-final Exam	19 Pre-final Exam	20 Pre-final Exam	21 Revision Classes
	22	23 Revision Classes	24 Revision Classes	25 PL	26 PL	27 PL	28 PL
	29	30 University Theory Exam					
May 2018	May 2018						
			1 Maharashtra Day	2 PL	3 PL	4 PL	5 PL
	6	7 University Theory Exam	8 University Theory Exam	9 University Theory Exam	10 University Theory Exam	11 University Theory Exam	12 University Theory Exam
	13	14	15	16	17	18	19
	20	21	22	23	24	25	26
	27	28	29	30	31		
	Sunday/Off /PL	Guest Lecture/student Activity/Industrial visit		University/Institute holiday		Examination	

Note- This Academic calendar is subject to change.



(Signature)
Director
Swami Sevahnavi Sanstha's
Lotus Business School
Pune - 411 033

Lotus Business School, Pune

Academic Calendar for MBA
Semester I & III (2019-20)

July 2019

July 2019	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5	6
	7	8	9	10	11	12	13
	14	15	16	17	18	19	20
	21	22	23	24	25	26	27
	28	29	30 Reporting	31 Reporting			

August 2019

				1 Induction	2 Induction	3 Induction
August 2019	4 Induction	5 Induction	6 Industry Visit	7 Outbound Activity	8	9 Commencement of Regular classes
	11 FAGC	12 Bakri Id	13	14	15 Independence Day/CSR	16
	18 FAGC	19	20 Inauguration of startup & Innovation cell	21	22 SIP Presentation	23 SIP Presentation
	25 FAGC	26	27	28	29	30
						31 Fresher's Party

September 2019

September 2019							
	1 FAGC	2 Ganesh Chaturthi	3	4	5 Teacher's Day	6 Gauri Poojan	7 Feet on Street
	8 FAUL	9	10 Moharam	11	12 Anant Chaturdashi	13 Alumni Meet	14 Guest Lecture-I
	15 FAGL	16	17	18 Industry Visit	19	20 Director	21 Final submission of subject file Sem- I
	22 FAUL	23 Internal Examination	24 Internal Examination	25 Internal Examination	26 Internal Examination	27 Internal Examination	28 Internal Examination
	29 FAUL	30					
Sunday/ Holidays	Induction Program			Guest Lecture/student Activity/Industrial visit		Examination	

October 2019

October 2019	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2 Gandhi Jayanti	3	4	5
	6 FAGC	7	8 Dussehra	9	10	11	12 Guest Lecture-II
	13 FAGC	14	15	16	17	18 Mock SIP viva	19 Mock SIP viva
	20 FAGC	21	22	23	24 Diwali Vacation	25 Diwali Vacation	26 Diwali Vacation
	27 Diwali Vacation	28 Diwali Vacation	29 Diwali Vacation	30 Diwali Vacation	31 Diwali Vacation		

November 2019

November 2019						1	2
	3	4 Final Submission of SIP Report	5	6	7	8	9
	10 FAGC	11	12 Gurunanak Jayanti	13	14	15	16 Guest Lecture-III
	17 FASC	18	19	20	21	22	23
	24 FASC 2	25	26	27	28	29	30 Final Submission of subject file Sem- II

December 2019

December 2019	1	2 Revision of Sem I	3 Revision of Sem I	4 Revision of Sem I	5 Revision of Sem I	6 Revision of Sem I	7 Revision of Sem I
	8	9	10	11	12	13	14
	15	16 University Exams	17 University Exams	18 University Exams	19 University Exams	20 University Exams	21 University Exams
	22	23 University Exams	24 University Exams	25 Christmas	26 University Exams	27 Industry Desk Research	28 Industry Desk Research
	29	30 Industry Desk Research	31 Industry Desk Research				
	Sunday/ Holidays	Induction Program		Guest Lecture/student Activity/Industrial Visit		Examination	



Director
 Swami Sevabnavi Sanstha's
 Lotus Business School
 Pune - 411 004

Note- This Academic calendar is subject to change.

January 2020

January 2020

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1 Commencement of III Sem	2 WIP Submission	3	4
5	6	7	8	9	10	11 Guest Lecture-I
12	13	14	15 Makar Sankranti	16	17	18
19	20	21	22	23	24	25
26 Republic Day/ CSR	27 Junoon	28 Junoon	29 Junoon	30 Junoon	31	

February 2020

February 2020

						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15 Guest Lecture-II
16	17	18	19 Industry Visit	20	21 Mahashivratri	22 Synnovation
23	24	25	26	27	28	29

March 2020

March 2020

1	2 Commencement of IV Sem	3	4	5	6	7
8	9 Holi	10	11	12	13	14 Guest Lecture-III
15	16	17	18	19	20	21
22	23	24	25 Gudi Padwa	26	27	28
29	30	31				
Sunday/ Holidays	Induction Program		Guest Lecture/Student Activity/Industrial visit		Signature	



Signature
Swami Sevabnavi Sanstha's
Lotus Business School
Date: 21/03/2020

April 2020							
April 2020	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3	4
	5	6	7	8	9	10	11 Guest Lecture-IV
	12	13	14	15	16	17	18
	19	20 Revision of Sem II	21 Revision of Sem II	22 Revision of Sem II	23 Revision of Sem II	24 Revision of Sem II	25 Revision of Sem II
	26	27 Revision of Sem II	28 Revision of Sem II	29 Revision of Sem II	30 Revision of Sem II		
May 2020	May 2020						
						1 Maharashtra Day	2
	3	4 University Exam	5 University Exam	6 University Exam	7 University Exam	8 University Exam	9 University Exam
	10	11 University Exam	12 University Exam	13 University Exam	14 University Exam	15 University Exam	16 University Exam
	17	18	19	20	21	22	23 Id-ul-fitr
	24	25 SIP guideline session	26	27	28	29	30
	31						
	Sunday/Off/PL	Induction Program		Guest Lecture/student Activity/Industrial visit		Examination	

Note- This Academic calendar is subject to change.



(Signature)
Director
Swami Sevahnavi Sanstha's
Higher Business School

April 2021



Academic Calendar for MBA (CPP) Semester I & II (2020-21)



January 2021

January 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26 Republic Day	27	28	29
30	31					

February 2021

February 2021

	1	2	3	4	5	6 Industry Guest
7	8	9	10	11	12	13
14	15 Ankuran 2021	16 Ankuran 2021	17	18	19 Chhatrapati Shivaji Maharaj Jayanti	20 CPP1
21	22	23	24	25	26	27 CPP1
28						

March 2021

March 2021

	1	2	3	4	5 Fresher's Party	6 CPP- 2
7	8 Women's Day	9	10	11	12	13 CPP- 2
14	15	16	17	18	19	20 CPP-3
21	22	23	24	25	26	27 CPP- 3
28	29 Holi	30				

Sunday/Holidays

Program/ Activity

Guest Lecture/ student
Activity/ Industrial visit

Examination
Swami Sevabhai Sanstha's
Lotus Business School
Date: 11/03/21



April 2021

April 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 Internal Exam Sem-I	2 Internal Exam Sem-I	3 CPP- 4
4	5 Internal Exam Sem-I	6 Internal Exam Sem-I	7 Internal Exam Sem-I	8 Internal Exam Sem-I	9 Internal Exam Sem-I	10 CPP- 4
11	12 Gudi Padava	13	14 Ambedkar Jayanti	15 Commenceme nt of Sem-II	16	17 CPP- 5
18	19	20	21	22	23	24 CPP- 5
25	26	27	28 Synnovation	29 HR-Insight	30 Alma Connect	

May 2021

May 2021

						1 Maharashtra Din
2	3	4	5	6	7	8 CPP- 6
9	10	11	12	13	14	15 CPP-6
16	17	18	19	20	21	22 CPP- 7
23	24	25	26	27	28 Industry Visit	29 CPP- 7
30	31					

June 2021

June 2021

		1	2	3	4	5 CPP- 8
6	7	8	9	10	11	12 CPP- 8
13	14	15	16	17	18	19 CPP- 9
20	21 Yoga Day	22	23	24	25	26 CPP- 9
27	28 Internal Exam Sem-II	29 Internal Exam Sem-II	30 Internal Exam Sem-II			

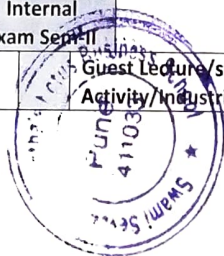
Sunday/Holiday

Program/ Activity

Guest Lecture/student
Activity/Industrial visit

Direct Examination

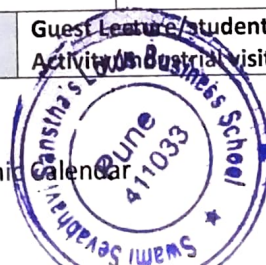
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 004



October 2021							
October 2021	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1 Internal Exam Sem-III	2 Gandhi Jayanti
	3	4 Commencement of Sem-IV	5	6	7	8	9 CPP- 16 Navratri Celebration
	10	11 Bhaishree Birthday	12	13	14	15 Dashera	16 CPP- 17
	17	18	19	20	21	22	23 CPP- 17
	24	25	26	27	28	29	30
		Junoon 2021					
	31						
November 2021							
November 2021		1	2	3	4	5	6
		Diwali					
	7	8	9	10	11	12	13 CPP- 18
	14	15	16	17	18	19 International Mens Day	20 CPP- 18
	21	22	23	24	25	26	27 CPP- 19
	28	29	30				
December 2021							
December 2021				1	2	3	4 CPP- 19
	5	6 Internal Exam Sem-IV	7 Internal Exam Sem-IV	8 Internal Exam Sem-IV	9 Internal Exam Sem-IV	10 Internal Exam Sem-IV	11 CPP- 20
	12	13	14	15	16	17	18 CPP-20
	19	20	21	22	23	24	25 Christmas
	26	27	28	29	30	31	
	Sunday/Holiday	Program/ Activity		Guest Lecture/Student Activity/Industrial visit		Examination	

Note-

- This Academic calendar is subject to change.
- SPPU examination schedule not mentioned in Academic Calendar



Swami Sevabnavi Sanstha's
Lotus Business School
Pune, 11/10/21

Academic Calendar for MBA (CPP) (2022-23)

January 2022

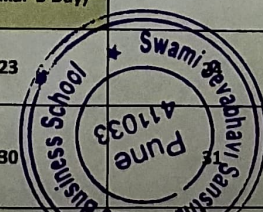
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
January 2022							1
	2	3	4	5 Induction	6	7	8
	9	10	11	12	13	14 Industry Environment Analysis	15 Industry Environment Analysis
	16	17	18	19	20	21 Agriculture & Food Industry Environmental Analysis	22 Agriculture & Food Industry Environmental Analysis
	23 Agriculture & Food Industry Environmental Analysis	24	25	26 Republic Day Ideation ceremony	27	28 SMART-Gen, SMART-ABM SMART-PHM (Prof. Rajesh Gade Birthday)	29 SMART-Gen, SMART-ABM SMART-PHM
	30 SMART-Gen, SMART-ABM SMART-PHM	31					

February 2022

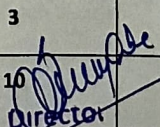
			1 (Internal Exams- Sem-III)	2 (Internal Exams- Sem-III)	3 (Internal Exams- Sem-III)	4 (Mr. Bhavesh Bhai Patel-B'Day) (Internal Exams- Sem-III)	5
February 2022	6	7	8	9	10	11	12
	13	14	15	16	17 (Ms. Nutan Gholap-B'day)	18	19 Shiv Jyanti
	20	21	22	23 (Ms. Vanashree Gosavi-B'Day)	24	25 Business Analysis for Decision Making	26 Business Analysis for Decision Making
	27	28					

March 2022

			1	2	3	4	5
March 2022	6	7	8 Women's Day	9	10	11 CPP-Digitization	12 CPP-Digitization
	13	14	15	16 (Mr. Charudatta Bhodhankar-B'Day)	17	18	19
	20	21	22	23	24	25 (Dr. Dhananjay Deshpande-B'Day)	26
	27	28	29	30			
Sunday/Holidays		Program/ Activity		Guest Lecture/Activity/Industrial visit			



Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033

April 2022							
April 2022	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1	2 Gudi Padava
	3	4	5	6	7 CPP-Digital Marketing	8 CPP-Digital Marketing	9 CPP-Digital Marketing
	10	11	12	13	14 (Dr.B.R Ambedkar Jayanti) (Dr. Ganesh Pathak-B'Day)	15 CPP- Agriculture and Food Product/Pharmaceutical Packaging Management	16 CPP- Agriculture and Food Product/Pharmaceutical Packaging Management
	17 CPP- Agriculture and Food Product/Pharmaceutical Packaging Management	18	19	20	21	22	23
	24	25	26	27	28	29 Synnovation (Dr.Anil Poman-B'Day)	30 HR-Insight
May 2022							
May 2022	1 Maharashtra Day	2	3	4 (Shyam Puyed-B'Day)	5	6	7
	8	9	10	11	12 (Mr. Vivek Keskar-B'Day)	13	14
	15 (Mr. Sunil Prajapati-B'Day)	16	17	18 (Ms. Sonali Indalkar-B'Day)	19	20 CPP -Export Import Management in Agriculture and Food Sector/ Pharmaceutical and Healthcare Industry	21 CPP -Export Import Management in Agriculture and Food Sector/ Pharmaceutical and Healthcare Industry
	22	23	24	25	26	27	28 Industry Visit
	29	30	31				
June 2022							
June 2022				1	2	3	4
	5	6	7	8	9	10	11
	12	13	14	15(Prof. Pranita Arbat-B'Day)	16	 Swami Sevabnavi Sanstha's Lotus Business School Pune - 411 032	
	19	20	21 Yoga Day	22	23 CPP- Intellectual Property Right for Pharmaceutical and Healthcare Industry	24 CPP- Intellectual Property Right for Pharmaceutical and Healthcare Industry	25 CPP- Intellectual Property Right for Pharmaceutical and Healthcare Industry
	26	27	28	29	30		
Sunday/Holiday		Program/ Activity		Guest Lecture/student Activity/Industrial visit		Examination	

July 2022

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
July 2022						1	2
	3	4	5	6	7	8	9
	10	11	12	13	14	15 CPP- Financial / Banking Analytics CPP-Marketing Analytics	16 CPP- Financial / Banking Analytics CPP-Marketing Analytics
	17	18 (Dr. Makarand Deshpande- B'Day)	19	20	21 (Mr.Rajnikant Dhamal & Mr. Navnath Tanpure- B'Day)	22	23
	24	25	26	27	28	29 (Dr. Manisha Purohit-B'Day)	30
	31						

August 2022

August 2022		1	2	3	4CPP- Marketing of Financial Products	5 CPP-Marketing of Financial Products	6 CPP-Marketing of Financial Products
	7	8	9	10	11	12	13
	14	15 Independence Day	16	17	18	19 (Mr. Rushikesh Kolhe-B'Day)	20
	21	22	23	24	25	26	27 UDDAN
	28	29	30	31 (Ganesh Chaturthi)			

September 2022

September 2022					1 Swami Sevabnavi Sanstha's Lotus Business School Pune-411 034	2 Director	3
	4	5 Teacher's Day	6	7	8	9 Ganesh Visarjan	10
	11	12	13	14	15 (Dr. Jasmeet Chhabda- B'Day)	16(CPP- Presentations Skill & Presentation)	17 (CPP- Presentations Skill & Presentation)
	18	19	20	21	22	23 (CPP-Investment Advisor)	24 (CPP-Investment Advisor)
	25	26	27 (CPP-Quality Assurance& Control Mgt)	28 (CPP-Quality Assurance& Control Mgt)	29 (CPP-Quality Assurance& Control Mgt)	30 (CPP-Quality Assurance& Control Mgt) (Dr. Satish Warpade-B'Day)	
	Sunday/Holiday		Program/ Activity		Guest Lecture/student Activity/Industrial visit		Examination

October 2022						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1 (Garba Night) (Prof. Chandrakant Thorat B'day)
2 Gandhi Jyanti	3	4	5 (Dussehra)	6	7	8
9	10	11	12 (Bhaishree Ji-Chairman B'day)	13 CPP-SAPM CPP-Production Planning & Control	14 CPP-SAPM CPP-Production Planning & Control (Prof. Sudarshan Babar-B'Day)	15 CPP-SAPM CPP-Production Planning & Control
16 CPP-SAPM CPP-Production Planning & Control	17	18	19	20	21	22
23	24 (Diwali Vacation)	25 (Diwali Vacation)	26 (Diwali Vacation)	27 (Diwali Vacation)	28 (Diwali Vacation)	29 (Diwali Vacation)
30	31					
November 2022						
		1	2	3 CPP-Supply Chain Mgt	4 CPP-Supply Chain Mgt	5 CPP-Supply Chain Mgt
6 CPP-Supply Chain Mgt	7	8	9 (Mr. Pravin Talekar B'Day)	10	11 CPP- Corporate Etiquettes & Business Ethics	12 CPP- Corporate Etiquettes & Business Ethics
13	14	15	16	17	18	19 International Men's Day
20	21	22	23	24	25 CPP-Financial Reporting Analysis	26 CPP-Financial Reporting Analysis
27	28	29	30			
December 2022						
			1	2	3	4
5	6 (JUNOON)	7	8	9	10	11 (Mr. Sachin Bagave B'Day)
12	13	14 (Prof. Prajakta G. B'Day)	15	16 CPP- Event Management	17 CPP- Event Management	18
19	20	21	22	23	24	25 Christmas
26	27	28				
Sunday/Holiday		Program/ Activity	Guest Lecture/student Activity/Industrial visit		Examination	

Note- This Academic calendar is subject to change, SPPU examination schedule not mentioned in Academic Calendar



LBS

Innovating Business Leadership



Lotus Business School

List of Coordinators

Sr.No	Specializations	Name of Coordinators
1	Academic Head	Dr.Manisha Purohit
2	Agri Business management	Prof.Sudarshan Babar
3	Pharmaceuticals & Healthcare Management	Prof.Prajakta Gajare
4	Financial Management	Dr.Anil Poman
5	Marketing Management	Prof.Pranita Arbat
6	General Management	Dr.Dananjay Deshpande




Director
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033



LBS
Innovating Business Leadership



**Coverage of Curriculum aspect, CO-PO, CCE, Evaluation
etc. in orientation (Ankuran) every year**

Sr. No	Particular	Coverage of Curriculum aspect, CO-PO, CCE, Evaluation etc. in orientation (Ankuran) every year	Page No
1	Ankuran 2018-19	Academics and Examinations by Prof.Pranita Arbat Academic & Statutory committees by Prof .Rajesh & Prof. Pushkarni	2-5
2	Ankuran 2019-20	Academics and Examinations by Prof.Pranita Arbat	6-11
3	Ankuran 2020-21	Academics @ LBS, explained by Dr.Ganesh Pathak, Academic Head Examinations by Prof.Pranita Arbat	12-22
4	Ankuran 2021-22	Academics @ LBS by Dr.Manisha Purohit Examinations by Prof.Pranita Arbat	23-26




Director
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033.



Swami Sevabhavi Sanstha's
LOTUS BUSINESS SCHOOL
Innovating Business Leadership



Invitation

Induction Program of Batch 2021-23



An Endeavour To Enable Tomorrow

5th January 2022 | 10:15 am Onward
Venue: Ankuran, Lotus Business School,
Pune

www.lotuscentre.ac.in




Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 033

Ankuran – Induction Program (5th January, 2022)

Objectives:

The Purpose of Ankuran Program is to

- Help new students adjust in the new environment,
- Orientation of academics, events, examination, admin, placements etc. departments of the institute.
- Inculcate in them the ethos and culture of the institution,
- Help them build bonds with other students and faculty members,
- Expose them to a sense of larger purpose and self exploration.
- To make students aware about Program outcomes, Graduate Attributes, Program Structure

Target Audience:

All new admitted 1st year students

Work Distribution:



Schedule and Responsibility

Time	Particular	Responsibility
	Wednesday 05 th Jan 2022	
10.15 to 10.30	Inauguration & Lightning of Lamp	Mrs.Nutan Gholap
10.30 to 10.50	Executive Director Address	Mr.Charudatta Bodhankar
10.50 to 11.10	Director Address	Dr. Satish Warpade
11.10 to 11.30	Academics @LBS	Dr.Manisha Purohit
11.30 to 11.50	CPP Certification	Dr.Ganesh Pathak
11.50 to 11.55	CPP- ABM	Prof. Sudarshan Babar
11.55 to 12.00	CPP- PHM	Prof. Prajakta Gajare
12.00 to 12.05	CPP-Marketing	Prof.Pranita Arbat
12.05 to 12.10	CPP-Finance	Dr. Anil Poman
12.10 to 12.40	Examination	Prof.Pranita Arbat
12.40 to 1.00	Placement@LBS	Prof.Pranita Arbat
01.00 to 01.30	Lunch Break	
01.30 to 02.00	Life at Lotus	Prof.Pranita Arbat
02.00 to 02.30	Administration	Prof. Sunil Prajapati/Mr. Rushikesh Kolhe
02.30 to 02.45	Code of Conduct	Dr. Dhananjay Deshpande
02.45 to 03.00	LBS-Staff Introduction	Prof. Chandrakant Thorat
03.00 to 03.10	Hi-Tea	Mr. Pravin Talekar
03.10 Onwards		Uniform Measurement
All Technical Support		Mr.Rajnikant Dhamal




Director
Swami Sevabhi Sanstha's
Lotus Business School
Pune - 411 033



Wednesday 5th January 2022 - 10:15 AM Onward

Inauguration & Lightning of Lamp

Executive Director Address	Mr. Charudatta Bodhankar Executive Director, LBS, Pune
Director Address	Dr. Satish Warpade Director, LBS, Pune
Academics@ LBS	Dr. Manisha Purohit , Academic Head
MBA@ LBS	Dr. Ganesh Pathak , Research & Innovation Head
CPP- ABM	Prof. Sudarshan Babar , HOD, ABM
CPP- PHM	Prof. Prajakta Gajare , HOD, PHM
CPP-Marketing	Prof. Pranita Arbat , HOD, Marketing
CPP-Finance	Dr. Anil Poman , HOD, Finance
Examination@ LBS	Prof. Pranita Arbat , COE, Examinations
Life@ LBS	Prof. Pranita Arbat , Event Head
Lunch Break	
Placement@ LBS	Prof. Vivek Keskar Head-Placements & Corporate Relations
Admin@ LBS	Prof. Sunil Prajapati , Administration Head
Campus Rules@ LBS	Dr. Dhananjay Deshpande , HOD, MBA
Team@ LBS	Prof. Chandrakant Thorat Assistant Professor LBS, Pune
Vote of Thanks	Dr. Rajesh Gade , Admission Head

Hi-Tea | Uniform Measurement

Contact:

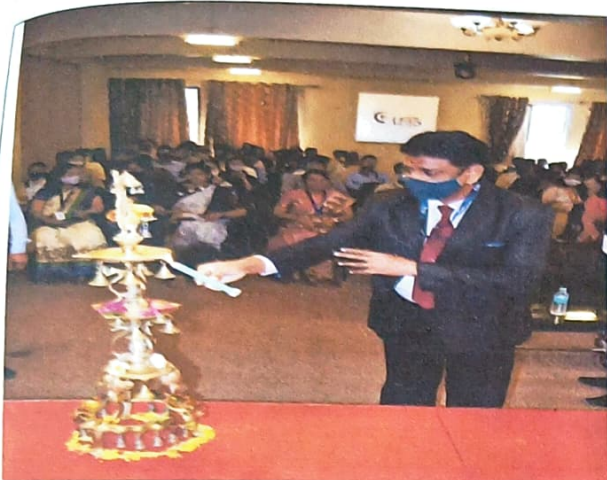
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Expenditure Statement:

Sr. No.	Particulars	Expenses	Person Incharge
1	Lunch	20000	Pravin Sir
2	Hi-Tea		Pranita Mam
	Total	20000	




Director
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 037



Director
 Swami Sevabnavi Sanstha's
 Lotus Business School
 Pune - 411 033

DAY 1
2nd September 2020
Wednesday | (11.00 am to 01.00pm)

GUEST OF HONOUR



Mr. Charudatta Bodhankar
Executive Director, LBS



Dr. Satish Warpade
Director, LBS



Mr. Atul Suri
Vice President &
Strategic Business Unit Head,
Alembe Pharmaceuticals Limited



Mr. Shitij Agrawaal
Chief Executive Officer,
Sahyadri Agro Retail Ltd.

DAY 2
3rd September 2020
Thursday | (11 am to 1.30 pm)

Academics @ LBS

Staff @ LBS



Dr. Manisha Purohit
Associate Professor

Placement @ LBS



Mr. Vivek Keskar
Head, Placement &
Industry Relations



Dr. Ganesh Pathak
Academic Head



Prof. Pranita Arbat
Academic Coordinator

DAY 3
4th September 2020
Friday | (11.00 am to 01.00pm)

**Administrative Process
@ LBS**

CPP @ LBS

Dr. Manisha Purohit
Agri Business Management

Dr. Ganesh Pathak
Pharma & Healthcare Management

Dr. Dhananjay Deshpande
General Management

Prof. Nilofar Sayyad
Screening Test

Activities @ LBS



Ms. Trupti Rai
Student Activity Coordinator



Mr. Sunil Prajapati
Head, Student Sections

Contact No : 7498121610 | 7498103036 | 8805935581



The link will be shared with you 30 mins before the event



Signature
Director
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033

Activity Title: Ankuran 2020

Objectives:

The Purpose of Ankuran Program is to

- Help new students adjust in the new environment,
- Inculcate in them the ethos and culture of the institution,
- Help them build bonds with other students and faculty members,
- Expose them to a sense of larger purpose and self exploration.
- Orientation of academics, events, examination, admin, placements etc. departments of the institute.

Overview:

Lotus Business School organized the online Ankuran program from 2nd September to 4th September 2020 to welcome MBA batch 2020-22. Industry guests were invited from Agriculture and Pharma background to guide the students related to respective fields and to make students understand the scenario. How student should work on their skill sets and shared technical concepts overview by the industry guests.

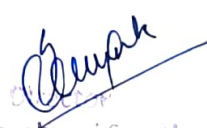
From Agriculture background Mr. Shitij Agrawal, Chief Executive Officer, Sahyadri Agro Retails Ltd. and from pharma background Mr. Atul Suri, Vice President & Strategic Business Unit Head, Alembic Pharmaceuticals Limited were invited for Ankuran program.

Mr. Charudatta Bodhankar, Executive Director, Lotus Business School, and Dr. Satish Warpade, Director, Lotus Business School have also given inputs to students for future planning and positive approach towards the things. Dr. Ganesh Pathak and Prof. Pranita Arbat have given the orientation of academics and CPP. Prof. Vivek Keskar has explained about the placement activities. Dr. Manisha Purohit has introduced the Lotus family (staff) members to the students. Events at Lotus presented by Ms. Trupti Rai and administrative process explained by Mr. Sunil Prajapati.

Target Audience:

All the 1st year students of LBS. (the new batch of 2020)




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Lotus Business School
Pune - 411 033

Work Distribution:

Day 1 - Anchoring by Trupti Maam
Speech by Director & Executive Director
Speech by Special Guest - Atul Suri & Shitij Agrawal
Day 2 - Anchoring by Nilofar Maam
Staff @ LBS
Dr.Manisha Purohit
Academics @ LBS
Dr.Ganesh Pathak
Prof.Pranita Arbat
Placement @ LBS
Mr.Vivek Keskar
Day 3 - Anchoring by Pushkarni Maam
CPP @ LBS - Agri Business Management
Dr.Manisha Purohit
CPP @ LBS - Pharma & Healthcare Management
Dr.Ganesh Pathak
CPP @ LBS -General Management
Prof.Pranita Arbat
Activities @ LBS
Ms.Trupti Rai
Administrative @ LBS
Prof.Sunil Prajapati
Screening Test
Prof. Nilofar Sayyad
Day 4 - Anchoring by Vanashree Maam
Management Games by Pushkarni Maam
Every day IT support by
Rajnikant Dhamal
Sonali Indalkar
Pranita Arbat
Admission team suport for Management Games



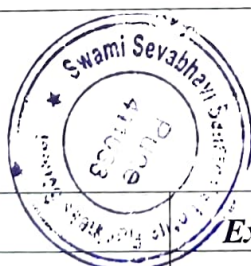
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Lotus Business School
Pune - 411 033

Schedule:

Schedule for Induction Program "Ankuran 2020"	
2nd September 2020	
11.00 - Welcome speech (Anchoring- Ms.Trupti Rai)	
11.10 to 11.30 - Director Opening speech	
11.30 to 12.00 - Executive Director speech	
12.00 to 12.30- ABM guest speech (Mr. Shitij Agarwaal - Chief Executive Officer, Sahyadri Agro Retails Ltd.)	
12.30 to 1.00 - PHM guest speech (Mr.Atul Suri - Vice President & Strategic Business Unit Head, Alembic Pharmaceuticals Ltd)	
1.00 - Vote of Thanks	
3rd September 2020	
11.00 to 12.00- Academic Department Presentation (Prof.Pranita Arbat and Dr.Ganesh Pathak)	
12.00 to 12.15 - Staff introduction (Dr.Manisha Purohit)	
12.15 to 12.30 – Break	
12.30 to 1.30- Placement department presentation (Mr.Vivek Keskar)	
4th September 2020	
11.00 to 11.30- Importance and details of CPP	
ABM- Dr.Manisha Purohit	
PHM- Dr.Ganesh Pathak	
General- Dr. Pranita Arbat	
11.30 to 12.00 Students Activities at LBS- Ms.Trupti Rai	
12.00 to 12.15 Admission Procedure- Prof.Sunil Prajapati	
12.15 to 1.00 Students Test (Google form- English and Apti)-Prof.Nilofar Sayyad	
5th September 2020	
11 am to 12.30 Management Games	

Expenditure Statement:

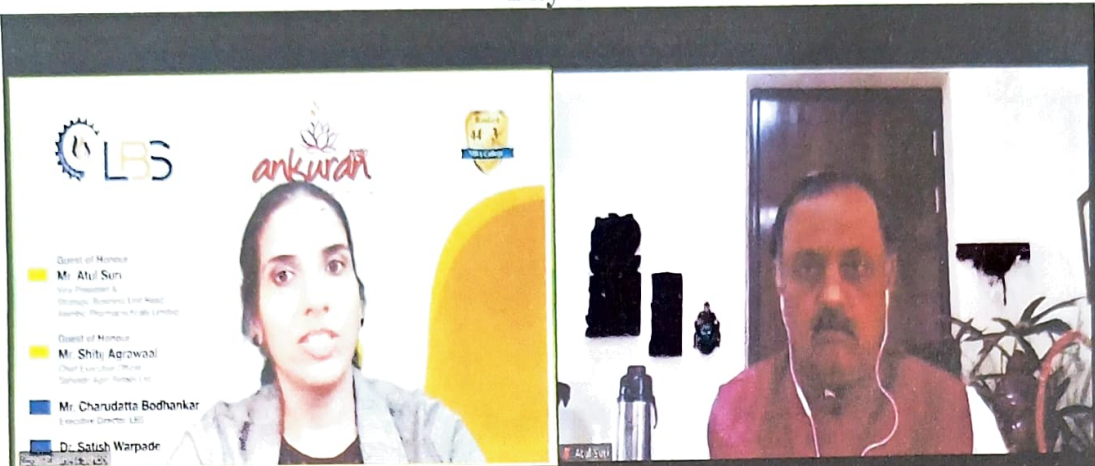
Sr. No.	Particulars	Expenses	Person Incharge
1	Zoom license	1300	Rajnikant Sir
2	2 Background curtains	900	Rajnikant Sir
	Total	2200	



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Photographs

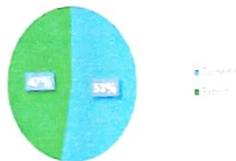
Day 1



Indian Pharma Industry : Overall Numbers and Growth

Alembic

Pharma Industry : FY 20



- Pharma Industry in India in FY 20 was \$ 38 Billion
 - Domestic Market : **US\$ 20.03 billion** (Rs 1,48,000 crore)
 - Pharmaceuticals Exports : **US\$ 18 billion**

- By 2025,
 - Indian pharmaceutical sector is expected to grow to **US\$ 100 billion**.
 - Medical device market is expected to grow **US\$ 25 billion**.
 - India's biotechnology industry comprising biopharmaceuticals, bio-services, bio-agriculture, bio-industry, and bioinformatics is expected grow at an average growth rate of around 30 per cent a y-o-y to reach **US\$ 100 billion**.



Specific Skills in Demand

Alembic

Skills Survey was conducted by Alembic in partnership with Skill India, based on a standardized analysis of Skill India survey.



Top five specific skills are from the communication and teamwork domain







Guest of Honour
Mr. Atul Suri
 Vice President &
 Strategic Business Unit Head
 Alembic Pharmaceuticals Limited

Guest of Honour
Mr. Shitij Agrawal
 Chief Executive Officer
 Sahyadri Agro Retail Ltd

Mr. Charudatta Bodhankar
 Executive Director, LBS



Zoom Meeting

Security Participants Chat Share Screen Playback Recording Reactions

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EMPLOYABILITY ACROSS DOMAINS (in %)

	2016	2017	2018	2019	2020
BE/BTech	52.58	50.69	51.52	57.09	49
MBA	44.56	42.28	39.4	36.44	54
BArts	27.11	35.66	37.39	29.3	48
BCom	20.58	37.98	33.93	30.06	47
BSc	35.24	31.76	33.62	47.37	34
MCA	39.81	31.36	43.85	43.19	25
Polytechnic	15.89	25.77	32.67	18.05	32
BPharma	40.62	42.30	47.78	36.29	45

Source: India Skills Report 2020





Guest of Honour
Mr. Atul Suri
 Vice President &
 Strategic Business Unit Head
 Alembic Pharmaceuticals Limited

Guest of Honour
Mr. Shitij Agrawal
 Chief Executive Officer
 Sahyadri Agro Retail Ltd

Mr. Charudatta Bodhankar
 Executive Director, LBS



Adapted: Hignestri is leading

Speaker View

Maharashtra - Agriculture Vision 2030



Average Rs. 2.50 lakh income per farmer family



Total revenue of Rs. 40,000 crore



Average employment generation 1000 people per lakh acres



Average employment generation 1000 people per lakh acres

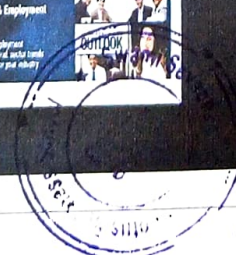
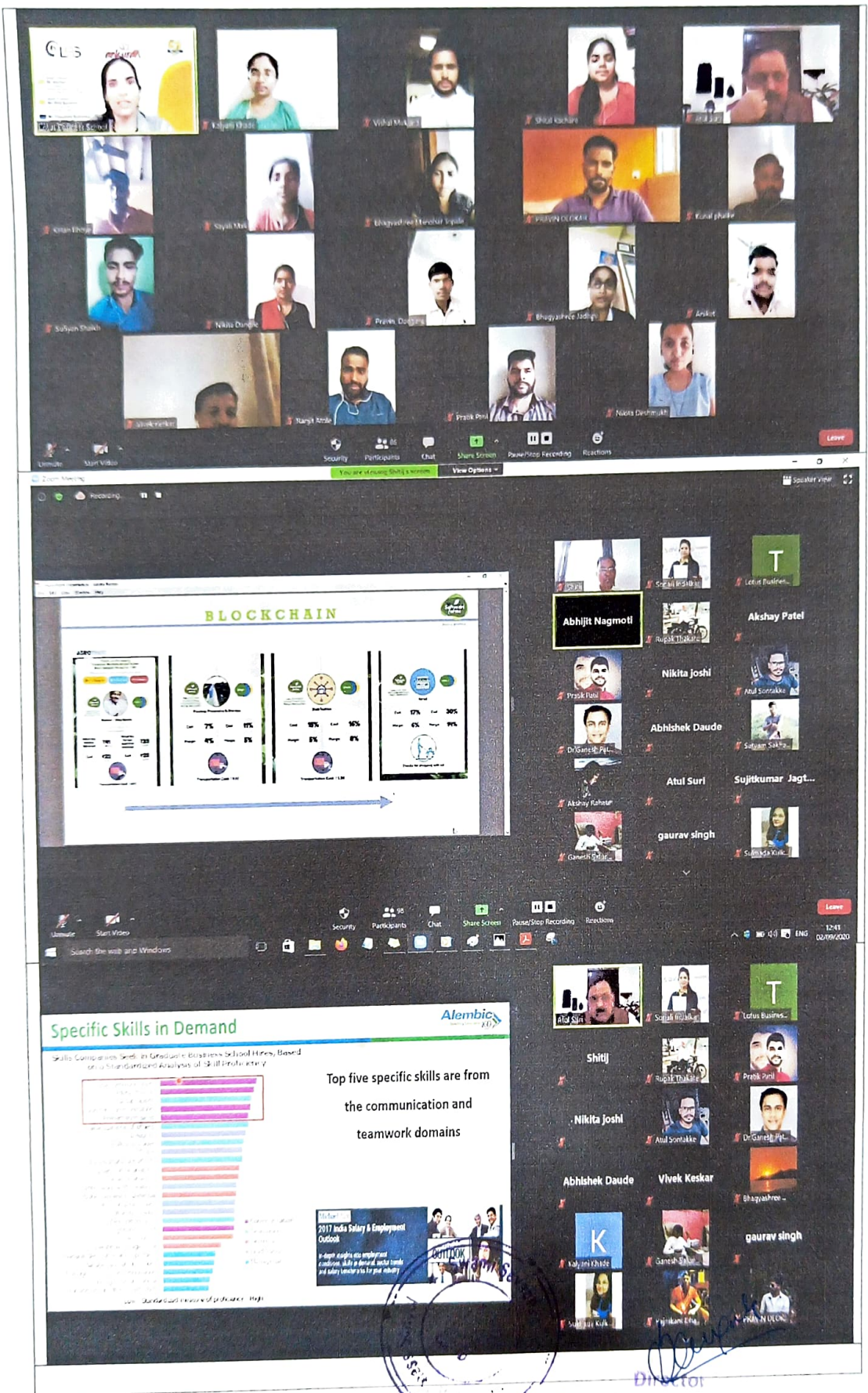


Vision 2030



Swami Sevabnavi

Director
 Swami Sevabnavi Sanstha's
 Lotus Business School
 Pune - 411 027



Director
Swami Sevabnavi Sanstha's
Lotus Business School
Mumbai, India

Day 2

LBS

Teaching Pedagogy

Synchronous	Asynchronous
Students learn at the same time	Students learn at different times
Communication happens in real time	Communication is not real time
Possibly more engaging and effective	Possibly more convenient and flexible
Allows for instant feedback and clarification	Allows students to work at their own pace
Examples Live conferencing, live chat, live classroom videos	Examples Email, screencasts, flipped videos, long pre-recorded videos

LBS *ankuram*

Staff @ LBS
Dr. Manisha Purichit
Academics @ LBS
Dr. Ganesh Pathak
Prof. Pranita Arhat
Placement @ LBS
Mr. Vivek Keskar

Lotus Business School

LBS

Graduate Attributes (GAs):

At the end of the MBA programme the learner shall exhibit

- GAT: Managerial competence
- GA2: Proficiency in Communication, Collaboration, Teamwork and Leadership
- GA3: Competence in Creativity & Innovation

LBS *ankuram*

Staff @ LBS
Dr. Manisha Purichit
Academics @ LBS
Dr. Ganesh Pathak
Prof. Pranita Arhat
Placement @ LBS
Mr. Vivek Keskar

Lotus Business School

Mr. Charudatta Bodhankar

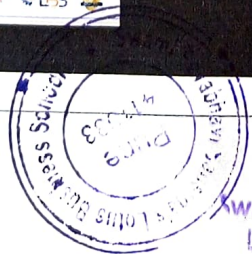
Current Designation: Trustee & Executive Director
Qualification: BBA, PGP - IIM Kolkatta
Experience: 20+ years in
* Retail Education
* Insurance
* FMCG
* Management & Overseas Education

ankuram **LBS**

LBS *ankuram*

Staff @ LBS
Dr. Manisha Purichit
Academics @ LBS
Dr. Ganesh Pathak
Prof. Pranita Arhat
Placement @ LBS
Mr. Vivek Keskar

Lotus Business School



Signature
Director
Swami Sevabnavi Sanstha's
Lotus Business School
Bhubaneswar - 751 022

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Lotus Business School

Day 4

The screenshot displays a Zoom meeting interface. At the top, a banner reads "You are viewing Lotus Business School's screen". The main content area shows a presentation slide titled "Brand Ambassador" with the LBS logo. To the right, a grid of participants is visible, including: Sandip Poul, Shankar vitthal..., Bhagyashree..., Aishwarya Bhad..., Pratik Arbat, Rushikesh More, Sayali Mali, Abhishek Daude, Lobhe Dinesh, Rajnikant Dh..., Anshay Bharg..., Anshay Rahate, and others. The bottom of the screen shows the Zoom toolbar with options like "Unmute", "Start Video", "Security", "Participants", "Chat", "Share Screen", "Pause/Stop Recording", and "Reactions".

Brand
Ambassador

Swami Sevabhravi Sanstha's
Lotus Business School
Pune - 411 037



An Endeavour To Enable Tomorrow

Ankuran 2019



Director
Director

**Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033**

Inauguration Ceremony Schedule

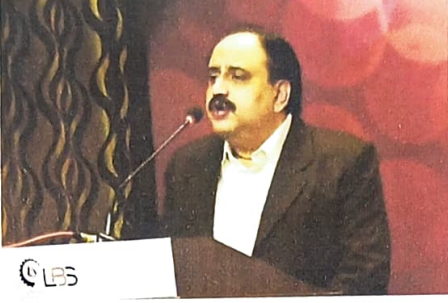
Timing	Particulars	Resource Person
10.00 am to 10.03 am	Arrival & welcome	Trupti Rai
10.03 am to 10.05 am	National Anthem	
10.06 am to 10.10 am	Lamp Lighting	All Dignitaries
10.11 am to 10.25 am	Welcome Speech	Dr. Satish Warpade Director, Lotus Business School, Pune
10.26 am to 10.40 am	Group Introduction	Mr. Charudatta Bodhankar Trustee & Executive Director, Lotus Business School, Pune
10.41 am to 11.00 am	Chief Guest	Dr. S. P. Raut Chairman, Maharashtra State Organic Farming Policy Committee
11.01 am to 11.20 am	Chief Guest	Mr. Girish Iyer Gen. Manager, & Country Head, CITCO
11.21 am to 11.40 am	Guest of Honor	Dr. Mahesh Burande Director, Institute of Pharma. Education & Research, Pune
11.41 am to 12.05 pm	President	Mr. Sanjeev Pendharkar MD, Vicco Laboratories
12.06 pm to 12.10 pm	Vote of Thanks	Dr. Ganesh Pathak Associate Professor, Lotus Business School, Pune




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Ankuran Day 1

Ankuran is the beginning of Budding Managers at Lotus Business School. Every year we start our academics with "Ankuran" which is Induction Program for New Batch. In Ankuran we try to give insight about our KSAEE (Knowledge, Skills, Attitude, Experience, Exposure) Process.

	
Mr. Charuddata Bodhankar, LBS	Mr. Sanjeev Pendharkar (MD, Vicco Laboratories)
	
Mr. S.P Raut (Chairman of Maharashtra State Organic Farming Policy Committee)	Mr. Tejas Toro

Ankuran 2019 (Induction Program) was scheduled on 1st August, 2019 to help new students adjust and feel comfortable in the new environment, inculcate in them the ethos and culture of the institution, help them build bonds with other students and faculty members, and expose them to a sense of larger purpose and self exploration. For the Inauguration ceremony we had invited guest from varied industries like honorable guest Mr. Sanjeev Pendharkar (MD, Vicco Laboratories), Mr. S.P Raut (Chairman of Maharashtra State Organic Farming Policy Committee) & Mr. Girish Iyer (General Manager & Country Head of Citco Shared Services (India) Pvt. Ltd.). Welcome speech was given by Executive Director of Lotus Business School - Mr. Charudatta Bodhankar who introduced the Bhaishree Group & Chairman Shri Rameshbhai (Bhaishree) Patel and his journey & Dr. Satish Warpade, Director of Lotus Business School introduced Lotus Business School. After the inauguration function of Ankuran 2019 we had arranged a special session for Agri Business Management students by Mr. Anil Hanegawae (Agri Value Training).



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Ankuran Day 2



On the second day of Ankuran 2019, Ms. Chandni Mirwani (Senior Cluster Head – Aditya Birla, Sunlife) took a session on Insurance. For General Management students session was taken by Ms. Virginia Sebastian (Human Resource - Allstate Solutions Pvt Ltd.) who explained to the students about the opportunities in Finance sector & Mr. Kiran Gadsing (Proprietor - Dolphin Industries) explained to the students about the Industrial scenario & shared his experience with them. For Agri Business Management students a session was taken on Agri Finance by Mr. Hariharan , Mr. Akash Mhaskar (Senior Research Analyst) took a session for Pharma & Health Care Management students & spoke to students about the current scenario in Pharma Industry.




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Ankuran Day 3



On the 3rd day of Ankuran 2019 Dr. Kishan Pawar (Associate Professor in English Department of English Dayanand College of Art, Commerce & Science, Mumbai) took a session emphasizing the importance of English language and share his valuable experiences with the students. He shared various small techniques to improve English communication skills. Mr. Arvind Navagire (Founder of Arvind Learning Solutions) took a workshop on Soft skills. A session was also organized on communication for students by Mr. Arvind Navagire.

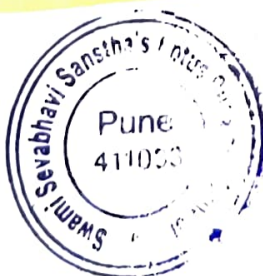


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Ankuran Day 4



On the 4th day of Ankuran 2019 an Alumni session was arranged with the purpose to have interaction with the new students. In this session each alumni shared their experiences and importance of academics to achieve success in career. On same day motivational session was taken by Brigadier Dr. A. K. Lal. He explained the students about the importance of having a disciplined life to be successful in life. For the General Specialization students Mr. Anirban Goswami (From Concentrix) took session. For Agri Business Management students Mr. Jayesh Shevale had taken session on Agri inputs and processing. Ms. Neha Wagh (HR Manager- Sahyadri Group of Hospitals) had session on opportunities in healthcare industry and Ms. Jyotsna Pradhan (General Manager Sales -USV Pvt. Limited) had taken session on opportunities in Pharma sector for Pharma and Healthcare Management students. Students also had meditation session on Stress Management. Prof. Pranita Arbat, Assistant Professor, Lotus Business School, Pune has given orientation about academics.



Pranita Arbat
Director
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Swami Sevabhavi Sanstha's
LOTUS BUSINESS SCHOOL
Innovating Business Leadership

ANKURAN 2018
(Induction Program)



[Signature]
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Lotus Business School
Pune 411 033

Activity Title: ANKURAN 2018

Objectives:

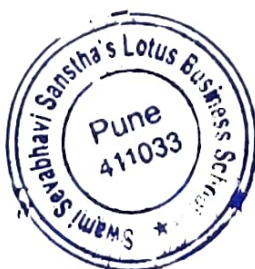
1. The term induction is generally used to describe the whole process whereby the incumbents adjust to or acclimatize to their new roles and environment. In other words, it is a well-planned event to educate the new entrants about the environment in a particular institution, and connect them with the people in it.
2. Purpose of the Student Induction Program is to help new students adjust and feel comfortable in the new environment, inculcate in them the ethos and culture of the institution, help them build bonds with other students and faculty members, and expose them to a sense of larger purpose and self exploration, also to make students aware about curriculum details, Objectives, evaluation etc
3. To learn about the institutional policies, processes, practices, culture and values, and their mentor groups are formed.

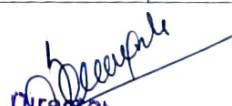
Target Audience:

First year MBA students

Schedule:

INDUCTION 2018							
Sr. No.	Date	Time	Activity	Speakers: General	ABM	HCM	HTM
1	1st August	10.30-12.00	National Anthem				
			Inauguration and Lamp Lightning				




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		11.30-1.00	Internal Speaker	Academic and Code Of Conduct by Anamica Ma'am			
		1.00-2.00	Lunch break				
		2.00-3.00	Guest Speaker		Mr Santosh Ugale, DYGM , Reliance Retail Ltd	Mr Sameer Burande, CEO , IPER	Mr Manoj Menon, Director O Hotel
		3.00-4.00	Guest Speaker	Ms Shraddha Ganapule, DM, Vodafone	Mr Pandurang Taware, VP, ATDC	Mr Sameer Bhide, MD, Procure Pharma,	Mr Pandurang Taware, VP, ATDC
		4.00-4.30	Tea Break				
		4.30-6.00	Management Game				
5	5th August	9.30-11.30	Guest Speaker	Mr Ram Jadhav, GM, Weikfield			
		11.30-1.00	Internal Speaker	Committee Formation by Rajesh Gade Sir/ Pushkarni			
		1.00-2.00	Lunch break				
		2.00-3.00	Guest Speaker	Session by Dr Satish warpade/ Dr Mahesh Burande/ Ms Shoma shrivastava/ Mr Sagar Desai/Mrs Sanjivani Nipse			
		3.00-4.00	Guest Speaker				
		4.00-4.30	Tea Break				
		4.30-6.00	Motivational Speaker	Mr Tejas Toro			
6	6th August	Outbound activity					




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			Trustee's Address by Shri Charudatta Bodhankar sir				
			Chief guest Address by Mr Sunil Borade Sir				
			Vote of Thanks by Dr Satish Warpade sir				
		12.00- 1.00	Session by Director Dr Satish Warpade Sir				
		1.00-2.00	Lunch break				
		2.30-3.30	Internal Speaker	Mr Devang Joshi/ Pushkarni Khade	Mr Sagar Desai	Mr Mahesh Burande	Mrs Sanjivani Nipse
		3.30-4.30	Tea Break				
		4.30-6.00	Motivational Speaker	Mr Ashish Patil			
2	2nd August	9.30- 11.30	Guest Speaker	Mr Siddharth Bajpai, GM ,TOI			
		11.30- 1.00	Internal Speaker	Faculty Introduction by Sanjivani Ma'am			
		1.00-2.00	Lunch break				
		2.00-3.00	Guest Speaker	S D Ghodekar, Owner, The Creation	Mr Devendra Gupta, CEO Founder Ecozen	Mr. R B Joshi ,EX asst Commissioner,FDA	Mr. Niramal Ganguly, Event Manager
		3.00-4.00	Guest Speaker	Mr Arvind Kumar sharma, Mapro	Mr. Syed Fasiuddin, VP Operations, Desai Brothers	Mr. B R Masal, Ex Joint commissioner, FDA	Mr. Sameer vyas, Holiday INN
		4.00-4.30	Tea Break				
		4.30-6.00	Management Game				
3	3rd August	9.30- 11.30	Guest Speaker	Mr Anand Palsuley, Vice president, Navbharat			
		11.30- 1.00	Internal Speaker	Examination session by Pranita Ma'am			
		1.00-2.00	Lunch break				
		2.00-3.00	Guest Speaker	Mr Amrut Kirpekar, Sub Broker, Asit C Mehta	Dr Sandeepa Kanitkar, MD, Kan Biosys	Ms Kirti Aphale,Pharma Consultant	Mr Abhijeet Rege, Sayaji
		3.00-4.00	Guest Speaker	Ms Virgina Sebastian , HR , Allstate	Mr Abhijeet Parilkar, GM HR, John Deere	Dr sudhir Pandya, Pharma Consultant	
		4.00-4.30	Tea Break				
		4.30-6.00	Management Game				
4	4th August	9.30- 11.30	Guest Speaker	Mr Vikrant Joshi,AVP, Anand Rathi			



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Photographs



Manojkumar
Director
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033

Criterion I Curricular Aspects
1.1.1 Outcome from Courses taught

Programme: MBA

Student Centric Method : Abbreviations

Sr No	Experiential Learning (EL)	Participative Learning (PL)	Problem Solving Methods (PSM)
1	Classroom sessions	Group Discussion	Case studies
2	Industrial visit	Presentation	Research Based Projects
3	Field visit observation	Role play	Simulation in Classroom
4	Focus group interview	Workshop and seminars	Role play
5	SIP/Dissertation	Committees cell and activities	Think Tank
6	Student Profiling assessment	Quizes(Kahoot)	SIP/Dissertation
7	APPLE(Content Creation)	Zoom room	
8	Event- a) Junoon b) Synnovation c) HR Insight	Management Games	

Semester I

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
101 GC – 01	Managerial Accounting	EL-1,3,7,8(a)	PL-1,4,8	PSM-1,3
102 GC-02	Organizational Behavior	EL-1,3,8	PL-1,2,6,7,8	PSM-1,4
103 GC-03	Economic Analysis for Business Decisions	EL-1,3,5,7,8 (b)& (c)	PL-1,4,6,	PSM-1,6
104 GC-04	Business Research Methods	EL-1,5,7	PL-2,4,6,7	PSM-1,2,6
105 GC-05	Basics of Marketing	EL-1,3,5,8(a)	PL-2,3,8	PSM-1,5,6
106 GC-06	Digital Business	EL-1,5,7	PL-1,2,6,7	PSM-1,6
107 GE - UL - 01	Management Fundamentals	EL-1,8(a)	PL-1,3,5,8	PSM-1,6
109 GE - UL - 03	Entrepreneurship Development	EL-1,4,7	PL-1,2,4	PSM-1,4
110 GE - UL - 04	Essentials of Psychology for Managers	EL-1	PL-1,3,8	PSM-1,4,9
113 GE - IL - 01	Verbal Communication Lab	EL-1,4,7,8	PL-1,2,3,5,8	PSM-4,5
115 GE - IL - 03	Selling & Negotiation Skills Lab	EL-1	PL-3,8	PSM-4
116 GE - IL - 04	MS Excel	EL-1		PSM-6

Semester II Core Subjects

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
201 GC – 07	Marketing Management	EL-1,3,5,8(a)	PL-2,3,8	PSM-1,5,6
202 GC – 08	Financial Management	EL-1,2,5,7,8(a)	PL--1	PSM-1,5,6

GC – 09	Human Resource Management	EL-1,3,4,5	PL-2,3,4,6,7,8	PSM-1,4,5,6
04 GC – 10	Operations & Supply Chain Management	EL-1,2,4,5	L-1,4,6	PSM-1,6
207 GE - UL - 07	Contemporary Frameworks in Management	EL-1,3,6,7	L-1,4,6	PSM-1
210 GE - UL - 10	Qualitative Research Methods	EL-1,5,7	PL-3,6	PSM-1,2,4,6
209 GE-UL	Start Up and New Venture Management			
214 GE – IL - 09	Industry Analysis & Desk Research		PL-3,6	PSM-1,6
Semester II- Marketing Management (MKT)				
205 SC – MKT-01	Marketing Research	EL-1,6,8(a)	PL-4,6	PSM-1,2,4,5,6
206 SC – MKT-02	Consumer Behaviour	EL-1,4,6,8(a)	PL-2,3	PSM-1,4,6
219 SE – IL - MKT- 03	Personal Selling Lab	EL-1,3	PL-3	PSM-4
220 SE – IL - MKT- 04	Digital Marketing - I	1,8(a)	PL-4,7	PSM-1,6
Semester II- Financial Management (FIN)				
205 SC – FIN - 01	Financial Market & Banking Operations	EL-1,6	PL-4	PSM-1,6
206 SC – FIN - 02	Personal Financial Planning	EL-1	PL-4	PSM-1
217 SE – IL - FIN - 01	Securities Analysis & Portfolio Mgtm.	EL-1	PL-4	PSM-1,6
224 SE – IL - FIN - 08	General Insurance - Health & Vehicle	EL-1	PL-4	PSM-1,6
Semester II- Human Resource Management (HRM)				
205 SC – HRM – 01	Competency Based Human Resource Management	EL-1,4,5,8(a)	PL-4,6	PSM-1,4,6
206 SC – HRM – 02	Employee Relations & Labour Legislation	EL-1	PL-4	PSM-1,4,6
218 SE – IL - HRM - 02	Lab in Recruitment and Selection	EL-1	PL-3	PSM-1,4,6
221 SE – IL - HRM - 05	HR Analytics	EL-1	PL-4	PSM-1,4,6
Semester II- Operations & Supply Chain Management (OSCM)				
205 SC –OSCM - 01	Services Operations Management - I	EL-1,2,5	PL-4	PSM-1,6
206 SC – OSCM - 02	Supply Chain Management	EL-1,2,5	PL-4	PSM-1,6
218 SE – IL - OSCM - 02	Productivity Management	EL-1,2,5	PL-4	PSM-1,6
219 SE – IL - OSCM - 03	Inventory Management	EL-1,2,5	PL-4	PSM-1,6
Semester III- Common Subjects				
Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
301GC – 11	Strategic Management	EL-1,4,5	PL-1,2,3,4,7	PSM-1,5,6

GC - 12	Decision Science	EL-1	PL-6	PSM-5
03 GC-13	Summer Internship Project*	EL-1,2,5	PL-4	PSM-1,2,6
307 GE - UL - 14	International Business Environment	EL-1	PL-1,4	PSM-1
309 GE - UL - 16	Knowledge Management	EL-1,4,8©	PL-1,5	PSM-1
311GE - UL - 18	Management of Non-profit organizations	EL-1,4,8©	PL-1,6	PSM-1

Semester III-Marketing Management (MM)

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
304 SC – MKT-03	Services Marketing	EL-1,5	PL-2,4	PSM-1,5,6
305 SC – MKT-04	Sales & Distribution Management	EL-1,5	PL-2,4	PSM-6
312 SE – IL - MKT- 07	Business to Business Marketing	EL-1,3,4,5	PL-2,4	SM-6
313 SE – IL - MKT- 08	International Marketing	EL-1	PL-4	PSM-1
314 SE – IL - MKT- 09	Digital Marketing - II	EL-1,8(a)	PL-4,7	PSM-1,6

Semester III- Financial Management (FM)

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
304 SC - FIN - 03	Advanced Financial Management	EL-1,2,5,7,8(a)	PL-4,6	PSM-1,3,6
305 SC – FIN - 04	International Finance	EL-1,5,7	PL-4,6	PSM-1,3,6
312 SE – IL - FIN - 09	Behavioural Finance	EL-1,7,8(a)	PL-8	PSM-1,6
313 SE – IL - FIN - 10	Technical Analysis of Financial Markets	EL-1,5	PL-4	PSM-2,6
318 SE – IL - FIN - 15	Digital Banking	EL-1,5,7	PL-4	PSM-6

Semester III-Human Resource Management (HRM)

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
304 SC – HRM - 03	Strategic Human Resource Management	EL-1,4,5,8 ©	PL-1,2,3,7	PSM-1,4,5,6
305 SC – HRM - 04	HR Operations	EL-1,5,8c	PL-1,2,4,7	PSM-1,4,6
314 SE – IL - HRM - 09	HR perspective in Mergers and Acquisition	EL-1,5,8c	PL-1,2,3,7	PSM-1,4,6
318 SE – IL - HRM - 13	Performance Management System	EL-1,5,8c	PL-1,2,3,7	PSM-1,4,5,6
319 SE – IL - HRM - 14	Change Management & New Technologies in HRM	EL-1,5,8c	PL-1,2,4,7	PSM-1,4,6

Semester III-Operations and Supply chain Management (OSCM)

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
304 SC – OSCM - 03	Services Operations Management - II	EL-1,5	PL-4	PSM-1,6

SC - OSCM - 07	Logistics Management	EL-1,5	PL-4	PSM-1,6
312 SE - IL - OSCM - 07	Manufacturing Resource Planning	EL-1,5	PL-4	PSM-1,6
314 SE - IL - OSCM - 09	Business Excellence	EL-1	PL-4	PSM-1,6
317 SE - IL - OSCM - 12	Six Sigma for Operations	EL-1,5	PL-4	PSM-1,6

Semester III-Rural Agree Business Management (RABM)

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
SC - RABM - 01	Agriculture and Indian Economy	EL-1,2,5,7	PL-4	PSM-1,6
SE - RABM - 04	Rural Marketing - I	EL-1,5	PL-2	PSM-1,6

Semester III-Pharma and Healthcare Management (PHCM)

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
SC - PHCM- 01	Fundamentals of Pharma and Healthcare Management	EL-1,2,5,7	PL-4	PSM-1,6
SE - PHCM- 04	Information Technology in Pharma and Healthcare	EL-1,5	PL-2	PSM-1,6

Semester IV-Common Subjects

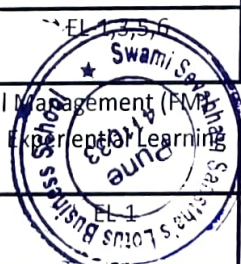
Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
401 GC - 14	Enterprise Performance Management	EL-1,3,7	PL-4	PSM-1
402 GC - 15	Indian Ethos & Business Ethics	EL-1	PL-2	PSM-1
405 GE - UL - 19	Global Strategic Management	EL-1	PL-4	PSM-1
408 GE - UL - 22	Corporate Social Responsibility & Sustainability	EL-1,7	PL-2	PSM-1

Semester IV Marketing Management (MM)

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
404 SC - MKT- 06	Marketing Strategy	EL-1,5,6	PL-1,3,4	PSM-1,4,6
403 SC - MKT- 05	Marketing 4.0	EL-1,5,6	PL-1,3,4	PSM-1,4,6
412 SE - IL - MKT- 16	Retail Marketing	EL-1,3,5,6	PL-1,3,4	PSM-1,4,6
410 SE - IL - MKT- 14	Rural & Agriculture Marketing	EL-1,3,5,6	PL-1,3,4	PSM-1,4,6

Semester-IV Financial Management (FM)

Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
403 FIN SC - FIN - 05	Financial Laws	EL-1	PL-4,6	PSM-1,4
404 FIN SC - FIN - 06	Current Trends & Cases in Finance	EL-1,2,4,5	PL-4,6	PSM-1



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IN SE – IL - - 25	Rural and Micro Finance	EL-1	PL-4,6	PSM-1
415 FIN SE – IL - FIN – 27	Agricultural Insurance	EL-1	PL-1	PSM-1,6
Semester IV Operations and Supply Chain Management (OSCM)				
Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
403 SC – OSCM - 05	E Supply Chains & Logistics	EL-1,5	PL-4	PSM-1,6
404 SC – OSCM - 06	Industry 4.0	EL-1,5	PL-4	PSM-1,6
409 SE – IL - OSCM – 14	Enterprise Resource Planning	EL-1,5	PL-4	PSM-1,6
411 SE – IL - OSCM – 16	Supply Chain Strategy	EL-1,5	PL-4	PSM-1,6
Semester IV Rural & Agri Business Management (RABM)				
Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
SC – RABM – 02	ICT for Agriculture Management	EL-1,	PL-2,4	PSM-1,6
SE – RABM – 06	Rural Marketing II	EL-1,	PL-4	PSM-1,6
Semester IV Pharma & Healthcare management (PHC)M				
Course Code	Course Title	Experiential Learning	Participative Learning	Problem Solving Methods
SC – PHCM- 02	Pharma and healthcare regulatory environment in India	EL-1,	PL-2,4	PSM-1,6
SE – PHCM- 05	Pharmaceutical Import and Export	EL-1,	PL-4	PSM-1,6




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List of Alumni, Guest Sessions Conducted for students Development

Sr.No	Academic Year	Name of the Activity
1	2021-22	Book review activity in Library
2		Pharma Summit 2022
3		Quantitative Aptitude session by Prof.Sunil Prajapati
4		Career counseling session by Mr.Amankhan Pathan
5		Career counseling session by Chetan Yeolekar
6		Career counseling session by Sanjay Unde
7		Career counseling session by Nishant Mishra
8		Career counseling session by Dr.Davendar Duggal
9		Career counseling session by Mr.Madhav Kawathekar
10		Alumni session by Chaitanya Patil
11		Alumni session by Jeevan Naik


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1	2020-21	Quantitative Aptitude session by Prof.Sunil Prajapati
2		Career counseling session Guest session by Abhay Shende
3		Career counseling session Guest session by Adv. Madhvai
4		Career counseling session Guest session by Satyajit Wale
5		Career counseling session by IPS officer Mr. Yogesh Patil
6		Alumni session by Ankit Pareek
7		Alumni session by Shriram Totla
8		Alumni session by Aroha Deshpande & Abhishek Patki
9		Alumni session by Trilok Sahani
10		Alumni session by Omkar Bhagat
11		Alumni session by Shrinivas Jadhav
12		Alumni session by Arpit Salvi
13		Alumni session by Dhiraj Kulkarni
14		Quantitative Aptitude session by Prof.Sunil Prajapati
1	2019-20	Career counseling session by Omkar Kukade
2		Career counseling session by Dinesh Desai
3		Career counseling session by Cheerag Goel
4		Career counseling session by Dr.Deepak Toshniwal
5		Career counseling session by Ketki George
6		Career counseling session by Mr.Satish Belhekar
7		Career counseling session by Mathew Lawrence
8		Career counseling session by Mr.Vikrant Adhav
9		Career counseling session by Mr.Shrikant Gurav
10		Career counseling session by Tushar Deshmukh


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11		Quantitative Aptitude session by Prof.Sunil Prajapati
12		Synnovation 2020
1	2018-19	Career counseling session by Mr.Sagar Desai session(B2B)
2		Career counseling session by Mr.G.r.Kadam Session (B2C)
3		Quantitative Aptitude session by Prof.Sunil Prajapati
4		Synnovation 2019
5		Alumni Session by Yugandhara Bobade
6		Career counseling session by Soham Wagh
7		Career counseling session by Sudheera mam
8		Career counseling session by Hariharan
9		Communication session by Dr.Kisan Pawar
10		Industry mentoring program
1	2017-18	Quantitative Aptitude session by Prof.Sunil Prajapati
2		Sales pitch activity for Agri Business Management Students
3		Sales Force Automation for reporting
4		Career counseling session by Mr.Shiv Khera


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Events/activities Conducted in last 5 Years

Sr.No	Date of event/activity (DD-MM-YYYY)	Name of the event/activity
1	21st June 2022	International Yoga Day
2	9th March 2022	Session conducted for school girls at Chandkhed on "Importance of hygiene for women's health"
3	5th January 2022	Ankuran 2021
4	2nd August 2021	AD ON SHOW-An online
5	15th August 2021	Independence Day
6	29th August 2021	UDAAN –Excellence Unfolded 2019-21
7	Oct-21	Ganesh Festival
8	12th October 2021	Blood Donation Camp (Bhaishree Shri Rameshbhai Patel's 72nd Birthday)
9	29 th October 2021	Vaccination drive
10	19th November 2021	Men's Day Celebration
11	14th December to 18th December 2021	JUNOON 2021:
12	25th November 2021	LPL Auction
13	11th December 2021	LPL Conference
14	14th & 15th December 2021	LBS Premier League-LPL (Cricket Matches)
15	16th & 17th December 2021	Volleyball
16	16th & 17th December 2021	Table tennis
17	16th & 17th December 2021	Golf
18	16th & 17th December 2021	Tug of War
19	16th & 17th December 2021	Carom
20	16th & 17th December 2021	Chess
21	16th & 17th December 2021	sack race
22	16th December 2021	Zoomba Session
23	18th December 2021	Cultural Night
24	18th December 2021	Solo Dance



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Sr.No	Date of event/activity (DD-MM-YYYY)	Name of the event/activity
25	18th December 2021	Group Dance
26	18th December 2021	Drama
27	18th December 2021	Fashion Show
28	15th August 2020	Independence Day
29	Aug-20	Ganesh Festival 2020
30	2nd September to 4th September 2020	Ankuran - Induction Program
31	5th September 2020	Management Games (Online)
32	5th September 2020	Teacher's Day Celebration
33	5th September 2020	Tree Plantation
34	26th January 2021	Republic Day
35	19th February 2021	Chhatrapati Shivaji Maharaj Jayanti
36	8th March 2021	Women's Day Celebration
37	21st June 2021	International Yoga Day
38	5th June 2021	Tree Plantation
39	26th January 2020	Republic Day Celebration
40	26 th January 2020 to 31 st January 2020	JUNOON 2020:
41	26th January 2020	Management Games
42	27th & 28th January 2020	Cricket
43	29th January 2020	VolleyBall
44	29th January 2020	Sack race
45	29th January 2020	Golf
46	29th January 2020	Tug of War
47	30th January 2020	Chess
48	30th January 2020	Carrom
49	30th January 2020	Table Tennis
50	31st January 2020	JUNOON Party
51	19th Feb 2020	Chhatrapati Shivaji Maharaj Jayanti
52	21st June 2020	International Yoga Day Celebration
53	8th March 2020	International Women's Day
54	3 rd October 2019	Garba/Navratri celebration
55	5th September 2019	Teacher's Day Celebration
56	15th August 2019	Independence Day
57	2nd September to 8th September 2019	Ganesh Festival
58	12th October 2019	Blood donation camp 2019
59	1st August to 7th August 2019	Ankuran 2019
60	31st August 2019	Fresher's Mania
61	19th November 2019	International Men's Day
62	26th January 2019	Republic Day Celebration
63	21st June 2019	International Yoga Day Celebration
64	19th Feb 2019	Chhatrapati Shivaji Maharaj Jayanti




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Sr.No	Date of event/activity (DD-MM-YYYY)	Name of the event/activity
65	23rd to 25th January 2019	Day's Celebration
66	23rd January 2019	Mismatch Day
67	24th January 2019	Twins Day
68	25th January 2019	Traditional Day
69	26th January - 30th January 2019	JUNOON 2019
70	26th January & 29th January 2019	Kabaddi
71	26th January & 29th January 2019	Volleyball
72	26th January & 29th January 2019	Chess
73	26th January & 29th January 2019	Table-tennis
74	26th January & 29th January 2019	Pool
75	26th January & 29th January 2019	Carom
76	26th January & 29th January 2019	GYM
77	26th January & 29th January 2019	Tug of War
78	27th January 2019	Cricket
79	30th January 2019	Culmination ceremony
80	15th April 2019	Farewell Party-2019
81	1st August - 6th August 2018	Ankuran 2018
82	15th August 2018	Independence Day
83	31st August 2018	Fresher's Mania
84	19th November 2018	International Men's Day Celebration
85	26th January 2018	Republic Day Celebration
86	27th January - 30th January 2018	JUNOON 2018
87	27th January & 29th January 2018	KHO-KHO
88	27th January & 29th January 2018	Kabaddi
89	27th January & 29th January 2018	Volleyball
90	27th January & 29th January 2018	Relay race
91	27th January & 29th January 2018	Hurdle race
92	27th January & 29th January 2018	Carom
93	27th January & 29th January 2018	Chess
94	27th January & 29th January 2018	Pool
95	27th January & 29th January 2018	Table-tennis
96	27th January & 29th January 2018	Tug of War
97	28th January 2018	Cricket
98	30th January 2018	Annual Function
99	8th March 2018	International Women's Day Celebration
100	26th January 2017	Republic Day Celebration
101	24th July - 31st July 2017	Ankuran 2017
102	15th August 2017	Independence Day
103	31st August 2017	Fresher's Mania




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List of MoU with Industry for benefit for students

Name of the institution/ industry/ corporate house with whom MoU is signed	Year	Duration	Activities under MOU
SSPM Dr.N.J.Paulbudhe College of Pharmacy,Ahmednagar	2022	5 year	Career Counseling Session
Sarhad College of Arts, Commerce and Science Katraj, Pune-46.	2021	5 year	Certification Program,Career Counselling Sessions
ASPIRE	2021	Till either party terminates	Profession Development & Soft skill sessions
Qual Campus solutions Pvt Ltd	2021	Till either party terminates	ERP Implementation
Loknete Dr.Balasaheb Vikhe Patil,Pravara Rural Educator Society	2020	5 year	Career Counselling Session
National Agriculture & Food Analysis & Research Institute (NAFARI)	2020	3 year	Guest Session
Pro Wisdom	2019	3 year	Guest Session ,Industry Partner
JSPM's Rejashri Shahu College of Engineering ,Pune	2019	Till either party terminates	Quality Initiatives
Millionminds Consultancy Pvt. Ltd	2018	5 year	Value Added Program,Industry Partner,Placement



List of MoU with Industry for benefit for students

Dr.Mahesh Burande,Director,IPER,Pune	2018	3 year	Guest Session
Mapro Foods Pvt.Ltd	2018	3 year	Industry Visit ,Guest Session,Internship Support
Nulife Pharmaceuticals ,Pune	2018	3 year	Industry Visit,Internship,Placement
The O Hotel,Pune	2018	3 year	Hospitality Services, Seminar
Kalash Seeds Pvt.Ltd		3 year	Training Program
Glocal Support Pvt.Ltd	2017	5 year	Certification Program,Internship,Placement
Global Fortune Mission India Pvt.Ltd under MoU	2017	5 year	Training & Development ,Value added programme
Sharadchandra Pawar Institute of Management,Otur	2017	5 year	Career Counseling Session,Resource Person for FDP
Vikram Tea	2016	6 year	Research Project,Traning Sessions
Bhasishree Ventures	2016	6 year	Research Project,Traning Sessions




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List of Workshop organized

Name of the workshop/ seminar/ conference	Year	Date From – To
Intellectual property Rights	2021	16/8/2021 - 22/08/2021
Research Proposal for getting Research Grants	2021	23 / 12/2021-23 / 12/2021
Research Methodology/	2020	10/2/2020-10/2/2020
Research Methodology/	2020	09/12/2020-09/12/2020
Basic Outline of Research Proposals & Guidelines for Ph.D Interview	2019	23/10/2019-23/10/2019
Outcome based Education (OBE) & research skills in OBE.	2019	20/7/2019-20/7/2019
Effective use of Teaching Aids	2019	10/07/2019 -10/07/2019
Research Methodology/	2019	5/7/2019-5/7/2019
Entrepreneurship Development	2019	24/8/2019-24/8/2019
Intellectual Property Rights	2019	11/5/2019 - 11/5/2019
Ethics in research	2019	10/7/2019-10 /07/2019
Use of Excel in research	2017	05/08/2017 - 05 / 08/2017



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Conduct of Continuous Internal Assessment

INDEX

S.NO	Title
1.	SYLLABUS- SPPU COMPREHENSIVE CONCURRENT EVALUATION
2.	FLOW CHARTS-EXAMINATION OF STUDENTS
3.	COMPREHENSIVE CONCURRENT EVALUATION- (SUPPORTING DOCUMENT)
4.	ONLINE EXAMINATION-SPPU GRIEVANCE PROCEDURE DEMONSTRATION
5	SPPU-ONLINE EXAMINATION USER GUIDE
6.	EXAMINATION ORIENTATION FOR STUDENTS (SUPPORTING DOCUMENTS)



Syllabus-SPPU

Comprehensive

Concurrent

Evaluation

2 year, 4 Semester Full time Programme
Choice Based Credit System (CBCS) and Grading System
Outcome Based Education Pattern

MBA I effective from AY 2019-20

MBA II effective from AY 2020-21

- 1.0 **Preamble:** The revised MBA Curriculum 2019 builds on the implementation of the Choice Based Credit System (CBCS) and Grading System initiated in the AY 2013. The curriculum takes the MBA programme to the next level in terms of implementing Outcome Based Education along with the Choice Based Credit System (CBCS) and Grading System.
- 2.0 **Definitions:**
- 2.1 **Outcome Based Education:**
- 2.1.1 **Outcome Based Education (OBE) Approach:** Outcomes are about performance, and this implies:
- There must be a performer – the student (learner), not only the teacher
 - There must be something performable (thus demonstrable or assessable) to perform
 - The focus is on the performance, not the activity or task to be performed
- 2.1.2 **Programme Educational Objectives (PEOs):** Programme Educational Objectives are a set of broad future-focused student performance outcomes that explicitly identify what students will be able to do with what they have learned, and what they will be like after they leave school and are living full and productive lives. Thus PEOs are what the programme is preparing graduates for in their career and professional life (to attain within a few years after graduation¹).
- 2.1.3 **Graduate Attributes (GAs):** Graduate Attributes (GAs) are the qualities, knowledge and capabilities that students are encouraged to take responsibility for developing throughout their studies and are the defining characteristics of the students passing out of the MBA program. These attributes include, but go beyond, the disciplinary expertise or technical knowledge.
- 2.1.4 **Programme Outcomes (POs):** Programme Outcomes are a set of narrow statements that describes what students (learners) of the programme are expected to know and be able to perform or attain by the time of graduation.
- 2.1.5 **Programme Specific Outcomes (PSOs):** Programme Outcomes are a set of narrow statements that describes what students (learners) of a particular specialization of the programme are expected to know and be able to perform or attain by the time of graduation. PSOs are also a function of the various course combinations offered by the Institute.
- 2.1.6 **Learning Outcomes:** A learning outcome is what a student CAN DO as a result of a learning experience. It describes a specific task that he/she is able to perform at a given level of competence under a certain situation. The three broad types of learning outcomes are:
- Disciplinary knowledge and skills
 - Generic skills
 - Attitudes and values
- 2.1.7 **Course Outcomes (COs):** A set of specific statements that describes the complex performances a student should be capable of as a result of learning experiences within a course.
- 2.1.8 **Teaching and Learning Activities (TLAs):** The set of pedagogical tools and techniques or the teaching and learning activities that aim to help students to attain the intended learning outcomes and engage them in these learning activities through the teaching process.
- 2.1.9 **Outcome Based Assessment (OBA):** An assessment system that asks course teachers to first identify what it is that we expect students to be able to do once they have completed a course or program. It then asks course teachers to provide evidence that they are able to do so. In other words, how will each learning outcome be assessed? What evidence of student learning is most relevant for each learning outcome and what standard or criteria will be used to evaluate that evidence? Assessment is therefore a key part of outcome-based education and used to determine whether or not a qualification has been achieved.
- 2.2 **Credit:** In terms of credits, for a period of one semester of 15 weeks:

¹ Graduation refers to passing out of the MBA programme. Graduation does NOT refer to 10+2+3/4 degree e.g. M. Ed, etc.



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8. Relevant activity charts, tables, graphs, diagrams, AV material, etc.
9. Learning of the student through the project.
10. Contribution to the host organization.
11. References in appropriate referencing styles (APA, MLA, Harvard, Chicago Style etc.).

The completion of the SIP shall be certified by the respective Faculty Guide & approved by the Director of the Institute. The external organization (Corporate / NGO/ SME / Government Entity/ Cooperative/ etc.) shall also certify the SIP work.

The students shall submit a spiral bound copy of the SIP report by 15th September. The Institute shall conduct an internal viva-voce for evaluation of the SIP for 50 marks between 15th September to 30th September. The Panel shall comprise of two evaluators appointed by the Director of the Institute / Head of Department (for MBA departments in engineering colleges). Institutes are encouraged to involve senior alumni, industry experts, recruiters to conduct the internal viva-voce. The internal viva-voce panel shall provide a detailed assessment of the SIP report and suggest changes required, if any.

After the internal viva-voce, the student shall finalize the SIP report by incorporating all the suggestions and recommendations of the internal viva-voce panel. The internal guide shall then issue the Institute's Certificate to the student.

The student shall submit TWO hard copies & one soft copy (CD) of the project report before 30th October in Sem III. One hard copy of the SIP report is to be returned to the student by the Institute after the External Viva-Voce. In the interest of environmental considerations, students are encouraged to print their project reports on both faces of the paper. Spiral bound copies may be accepted.

There shall be an external viva-voce for the SIP for 50 marks. The external viva-voce shall be conducted after the theory exam of Semester III.

The Internal & the External viva-voce shall evaluate the SIP based on:

1. Adequacy of work undertaken by the student
2. Application of concepts learned in Sem I and II
3. Understanding of the organization and business environment
4. Analytical capabilities
5. Technical Writing & Documentation Skills
6. Outcome of the project – sense of purpose
7. Utility of the project to the organization
8. Variety and relevance of learning experience

Copies of SIP report and records of evaluation shall be maintained by the Institute for a period of 3 academic years.

7.0 Comprehensive Concurrent Evaluation (CCE) / Concurrent Internal Evaluation (CIE):

1. The course teacher shall prepare the scheme of Comprehensive Concurrent Evaluation (Formative Assessment) before commencement of the term. The scheme of Comprehensive Concurrent Evaluation shall explicitly state the linkages of each CCE with the Course Outcomes and define the targeted attainment levels for each CO.
2. The Director / Head of the Department / designated academic authority shall approve the scheme of Comprehensive Concurrent Evaluation with or without modifications.
3. The course teacher shall display, on the notice board, the approved CCE scheme of the course and the same shall also be hosted on the website, not later than the first week of the term.
4. Each CCE item shall be of minimum 25 marks.
5. For a 3 Credit Course there shall be a MINIMUM of three CCE items. The final scores shall be converted to 50, using an average or best two out of three formula.
6. For 2 Credit Course there shall be a MINIMUM of two CCE items. The final scores shall be converted to 50.
7. For a 1 Credit Course there shall be a MINIMUM of one CCE item.
8. CCE shall be spread through the duration of course and shall be conceptualized, executed, assessed and documented by the course teacher along with student wise and class wise attainment levels of the COs and the attainment levels of the course.



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9. The assessment outcome of each CCE shall be duly signed by the course teacher, programme coordinator / academic head and the Director / Head of the Department / designated academic authority of the Institute.
10. A copy of the duly signed CCE outcome shall be displayed on the notice boards, within a week of the assessment and course teachers shall guide the students on a need basis.
11. Institute may conduct additional make up / remedial CCE items at its discretion.
12. At the end of the term aggregate CCE scores / grades shall be calculated and the CG attainment levels shall be calculated by the course teacher. The same shall be displayed on the notice board.

7.1 Comprehensive Concurrent Evaluation Methods; Course teachers shall opt for a combination of one or more CCE methods listed below.

Group A (Individual Assessment) – Not more than 1 per course

1. Class Test
2. Open Book Test
3. Written Home Assignment
4. In-depth Viva Voce

Group B (Individual Assessment) – Atleast 1 per course

5. Case Study
6. Caselet
7. Situation Analysis
8. Presentations

Group C (Group Assessment) – Not more than 1 per course

9. Field Visit / Study tour and report of the same
10. Small Group Project & Internal Viva-Voce
11. Model Development
12. Role Play
13. Story Telling
14. Fish Bowls

Group D (Creative - Individual Assessment) – Not more than 1 per course

15. Learning Diary
16. Scrap Book / Story of the week / Story of the month
17. Creating a Quiz
18. Designing comic strips
19. Creating Brochures / Bumper Stickers / Fliers
20. Creating Crossword Puzzles
21. Creating and Presenting Posters
22. Writing an Advice Column
23. Library Magazines based assessment
24. Peer assessment
25. Autobiography/Biography
26. Writing a Memo
27. Work Portfolio

Group E (Use of Literature / Research Publications- Individual Assessment) – Not more than 1 per course

28. Book Review
29. Drafting a Policy Brief
30. Drafting an Executive Summary
31. Literature Review
32. Term Paper
33. Thematic Presentation
34. Publishing a Research Paper
35. Annotated Bibliography



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46. Creating Taxonomy
47. Creating Concept maps

Group F (Use of Technology - Individual Assessment) – Not more than 1 per course

38. Online Exam
39. Simulation Exercises
40. Gamification Exercises
41. Presentation based on Google Alerts
42. Webinar based assessment
43. Creating Webpage / Website / Blog
44. Creating infographics / Infomercial
45. Creating podcasts / Newscast
46. Discussion Boards

Rubrics: The course teacher shall design Rubrics for each CCE. Rubrics are scoring tools that define performance expectations for learners. The course teacher shall seek approval for the rubrics from the Director / Head of the Department / other designated competent academic authority of the institute. The course teacher shall share the approved Rubrics with the students at the start of the course. The rubric shall detail the following:

1. Linkages of the CCE to COs.
2. A description of the assessment - brief concept note
3. Criteria that will be assessed - the expected learning outcomes.
4. Descriptions of what is expected for each assessment component - the expectations from the student.
5. Substantive description of the expected performance levels indicating mastering of various components - the assessment criteria.
6. The team composition, if applicable.
7. The format and mode of submission, submission timelines
8. Any other relevant details.

7.3 Safeguards for Credibility of CCE: The following practices are encouraged to enhance transparency and authenticity of concurrent evaluation:

1. Involving faculty members from other management institutes.
2. Setting multiple question paper sets and choosing the final question paper in a random manner.
3. One of the internal faculty members (other than the course teacher) acting as jury during activity based evaluations.
4. Involvement of Industry personnel in evaluating projects / field based assignments.
5. Involvement of alumni in evaluating presentations, role plays, etc.
6. 100% moderation of answer sheets, in exceptional cases.

7.4 Retention of CCE Documents: Records of CCE shall be retained for 3 years from the completion of the Academic Year, i.e. **Current Academic Year (CAY) + 3 years**. Likewise records of assessments to decide the learning needs of students for opting for **Foundation Courses / capabilities for Enrichment Courses/ ASCC/ start-up option** etc. shall be retained for 3 years from the completion of the Academic Year.

8.0 End Semester Evaluation (ESE):

1. The End Semester Evaluation (Summative Evaluation) for the Generic Core (GC), Subject Core (SC) and the Generic Elective (GE - UL) course shall be conducted by the Savitribai Phule Pune University.
2. The ESE shall have 5 questions each of 10 marks.
3. All questions shall be compulsory with internal choice within the questions.
4. The broad structure of the ESE question paper shall be as follows:

Question Number	COGNITIVE ABILITIES EVALUATED	Nature
Q.1	REMEMBERING	Answer any 5 out of 8 (2 marks each)
Q.2	UNDERSTANDING	Answer any 2 out of 3 (5 marks each)
Q.3	APPLYING	Answer 3 (a) or 3 (b) (10 marks)



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Flowchart Examination of Students

Examination of Students

Institute Level

1. Appointment of CEO
2. Communicate method of examination (Online/Offline/MDQs/Subjective)
3. Schedule prepare as per Academic calendar
4. Well in advance

1. Assessment in 8-10 days
2. Communication of assessment in 8-10 days
3. Grievance resolution within five days of assessment sharing

1. Process is structured and well executed.
2. Time based approach to resolve Grievances
3. Multiple opportunities for Grievances redressal

Transparency

Time Bound

Efficient

University Level

Offline

1. Appointment of CEO
2. In-time communication of time table & plan
3. Execution as per norms
4. Availability of photocopy of answer sheet

1. After result limited time window for application for photocopy of answer sheet
2. For Grievance another window is available for revulation of assessment

1. Multiple opportunities for Grievance redressal
2. Grievance addresses resolve with structured system

Online

1. In Time communication of Time table, Instructions and Plan
2. Execution as per norms
3. Sharing of Assessment

1. Marks displayed between 2-3 days after the exams.
2. Grievance can be resolved within 2 days of submitting the grievance

1. Process is structured and well based.
2. All necessary steps taken for fair means.



Signature
Director
Swami Sevabharati Sanstha
Lotus Business School
Phone: 911 022



**Supporting
Documents-
Comprehensive
Concurrent
Evaluation (CCE)**



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LOTUS BUSINESS SCHOOL
Innovating Business Leadership

Notice

Ref/LBS/Academics/11/39

Date: 01/11/2016

This is to inform All **Semester I & III** students that Your Internal Exams are scheduled from 14th November 2016 onwards

Dress code: - College Uniform with ID card

Attendance is Mandatory

[Signature]
Director
Lotus Business School
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 033

Please put it in notice board.





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LOTUS BUSINESS SCHOOL
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PREFINAL EXAMINATION TIMETABLE- NOVEMBER 2016

MBA SEMESTER I (2016 PATTERN)

Date	Subject	Time
14.11.2016 MONDAY	101: ACCOUNTING FOR BUSINESS DECISIONS	10.00 am To 12.30 pm
15.11.2016 TUESDAY	107: MANAGEMENT FUNDAMENTALS	10.00 am To 12.30 pm
16.11.2016 WEDNESDAY	102-ECONOMIC ANALYSIS FOR BUSINESS DECISIONS	10.00 am To 12.30 pm
17.11.2016 THURSDAY	108: BUSINESS COMMUNICATION	10.00 am To 12.30 pm
18.11.2016 FRIDAY	103-LEGAL ASPECTS OF BUSINESS	10.00 am To 12.30 pm
19.11.2016 SATURDAY	109: MS EXCEL & ADVANCE EXCEL LAB	10.00 am To 12.30 pm
21.11.2016 MONDAY	104-BUSINESS RESEARCH METHODS	10.00 am To 12.30 pm
22.11.2016 TUESDAY	110: SELLING & NEGOTIATION SKILL LAB	10.00 am To 12.30 pm
23.11.2016 WEDNESDAY	105-ORGANISATIONAL BEHAVIOUR	10.00 am To 12.30 pm
24.11.2016 THURSDAY	106-BASICS OF MARKETING	10.00 am To 12.30 pm

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MBA SEMESTER III (2013 PATTERN)

Date	Subject	Time
14.11.2016 Monday	301: STRATEGIC MANAGEMENT	10.00 am To 12.30 pm
15.11.2016 Tuesday	307(MKT): INTEGRATED MARKETING MANAGEMENT	10.00 am To 12.30 pm
16.11.2016 Wednesday	302: ENTERPRISE PERFORMANCE MANAGEMENT	10.00 am To 12.30 pm
17.11.2016 Thursday	308MKT: PRODUCT MANAGEMENT	10.00 am To 12.30 pm
18.11.2016 Friday	303 : STARTUP AND NEW VENTURE MANAGEMENT	10.00 am To 12.30 pm
19.11.2016 Saturday	312MKT: CUSTOMER RELATIONSHIP MANAGEMENT	10.00 am To 12.30 pm
21.11.2016 Monday	305 (MKT) CONTEMPORARY MARKETING RESEARCH	10.00 am To 12.30 pm
	305(FIN) FINANCIAL REGULATORY FRAMEWORK	
22.11.2016 Tuesday	315(MKT):MARKETING OF FINANCIAL SERVICES I	10.00 am To 12.30 pm
23.11.2016 Wednesday	306(MKT) CONSUMER BAHAVIOUR	10.00 am To 12.30 pm
	306(FIN)MERCHANT BANKING & FINANCIAL SERVICES	


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Notice

Ref/LBS/Academics/04/37

Date: 04/04/2017

This is to inform All **MBA Semester II & IV** students that Your Internal Exams are scheduled from 10th April 2017 Onwards

Dress code: - College Uniform with ID card

Attendance is Mandatory

(Prof. Dr. Satish Warpade)

Director, Lotus Business School

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MBA II SEMESTER

PREFINAL EXAMINATION TIMETABLE

Date	Subject	Time
10.04.2017 MONDAY	201: MARKETING MANAGEMENT	10.00 am To 12.15 pm
11.04.2017 TUESDAY	202: FINANCIAL MANAGEMENT	10.00 am To 12.15 pm
12.04.2017 WEDNESDAY	203: HUMAN RESOURCE MANAGEMENT	10.00 am To 12.15 pm
13.04.2017 THURSDAY	204: DECISION SCIENCE	10.00 am To 12.15 pm
15.04.2017 SATURDAY	205: OPERATIONS & SUPPLY CHAIN MANAGEMENT	10.00 am To 12.15 pm
17.04.2017 MONDAY	206: MANAGEMENT INFORMATION SYSTEM	10.00 am To 12.15 pm

A. Harishankar
HEAD- ACADEMICS



Director
Director
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Internal Exam -Time Table - Semester - IV

Date	Day	Time	Subject Code & Name
10-04-2017	Monday	10.00 AM to 12.15 PM	401-Managing for Sustainability
11-04-2017	Tuesday	10.00 AM to 12.15 PM	403-MKTG/HR/FIN
12-04-2017	Wednesday	10.00 AM to 12.15 PM	404-MKTG/HR/FIN
13-04-2017	Thursday	10.00 AM to 12.15 PM	405-MKTG/HR 409-FIN
15-04-2017	Saturday	10.00 AM to 12.15 PM	408-MKTG/HR 410-FIN
17-04-2017	Monday	10.00 AM to 12.15 PM	413-MKTG 410-HR /FIN
18-04-2017	Tuesday	10.00 AM to 12.15 PM	415 -MKTG 414-HR 413-FIN

[Signature]
Head Academic

Lotus Business School, Pune



[Signature]
Director

Lotus Business School, Pune

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Marketing

403-Services Marketing

404-Sales & Distribution Management

405-Retail Marketing

408-International Marketing

413-E-Marketing

415-Marketing of Financial Services-2

HR

403-Industrial Relations

404-Strategic Human Resource Management

405-OD & Development

408-Change Management

410-Lab in CSR

414- Best Practices in HR

Finance

403- International Finance

404-Corporate Finance

409- Indirect Taxation

410-Financial Risk Management

412-Banking Operations-2

413-Wealth & Portfolio Management



Deepak
Director
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Notice

Ref/LBS/Academics/10/33

Date: 02/10/2018

This is to inform All **MBA Semester I & III** students that Your Internal Exams are scheduled from 15th Oct 2018 onwards

Dress code: - College Uniform with ID card

Attendance is Mandatory


(Prof. Dr. Satish Warpade)
Director, Lotus Business School

Director,
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INTERNAL EXAMS- SCHEDULE BATCH 2018-2020(SEM-I)

Sr. No.	Name of the Subject	Date	Time
1	Legal Aspects of Business	15/10/2018	11.00 -1.30 pm
2	Business Research Methods	16/10/2018	11.00 -1.30 pm
3	Economics Analysis for Business Decisions	17/10/2018	11.00 -1.30 pm
4	Accounting for Business Decisions	19/10/2018	11.00 -1.30 pm
5	Organisational Behaviour	20/10/2018	11.00 -1.30 pm
6	Basics of Marketing	21/10/2018	11.00 -1.30 pm

Prepared By

Anamica Bansal

Anamica Bansal
Academic Coordinator

Approved By :

Prof. (Dr.) Anish Warpade

Prof. (Dr.) Anish Warpade
Director
Swami Sevabnavi Sanstha's
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Notice

Ref/LBS/Academics/03/31

Date: 08/03/2019

This is to inform All **MBA Semester II & IV** students that Your Internal Exams are scheduled from 18th March 2019 Onwards

Dress code: - College Uniform with ID card

Attendance is Mandatory

(Prof. Dr. Satis  Warpade)
Director, Lotus Business School

Director
Swami Sevabhavi Sanstha's
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Internal Exams- SCHEDULE BATCH 2018-2020 (Semester II)

Sr. No.	Name of the Subject	Date	Time
1	Human Resource Management	18/03/2019	12.00-1.00 pm
2	Operations & Supply Chain Management	19/03/2019	12.00-1.00 pm
3	Management Information Systems	20/03/2019	12.00-1.00 pm
4	Financial Management	22/03/2019	12.00-1.00 pm
5	Decision Science	23/03/2019	12.00-1.00 pm
6	Marketing Management	23/03/2019	2.30-3.30 pm

Prepared By

Anamika Bansal
Anamika Bansal
Academic Coordinator

Approved By :

Prof. (Dr.) Sushant Warade
Prof. (Dr.) Sushant Warade
Director

Swami Sevabnavi Sanstha's
Swami Sevabnavi Sanstha's
Lotus Business School
Date: 17-03-19





Lotus Business School

S.No. 52/53, Jhambe Road, Pune Mumbai Expressway, Punawale,
Pune. 411033

Notice

Ref/LBS/Academics/0031

Date: 3/10/2019

This is to inform All **MBA Semester I & III** students that Your Internal Exams are scheduled from 15th Oct 2019 onwards

Dress code: - College Uniform with ID card

Attendance is Mandatory

(Prof. Dr. Sushil Warpade)
Director
Swami Sevabnavi Sanatha's
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CLASS TEST SCHEDULE (BATCH 2019-2020)

Date	Time	Subject Code	Name of the Subject
15/10/19	10 AM to 12PM	102	Organisational Behavior
	1 PM to 3 PM	107	Management Fundamentals (UL)
16/10/19	10 AM to 12PM	103	Economic Analysis for Business Decisions
	1 PM to 3 PM	112	Demand Analysis & Forecasting (UL)
17/10/19	10 AM to 12PM	104	Business Research Methods
	1 PM to 3 PM	109	Entrepreneurship Development (UL)
18/10/19	10 AM to 12PM	105	Basics of Marketing
	1 PM to 3 PM	106	Digital Business
19/10/19	10 AM to 12PM	101	Managerial Accounting

Prepared By

Prof. Pranita Arbat

Dr. Dhyanraj Deshpande
Academic Coordinator

Approved By :



Prof. (Dr.) Satish Deshpande
Director
Samsi Sanstha's
Lotus Business School
Pune - 411 033

SAVITRIBAI PHULE PUNE UNIVERSITY

FORMERLY UNIVERSITY OF PUNE



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 Email : con@unipune.ac.in
 Web : <http://www.unipune.ac.in>

EXAMINATION SECTION
 Ganeshkhind, Pune- 411 007
 (Maharashtra) INDIA

November/December 2019 Examination Circular No. 490

ONLINE EXAMINATION FOR MBA SEMESTER I, II, III & IV (2013/2016) PATTERN

DATE & DAY	NAME OF SUBJECT & CODE	TIME
SEMESTER – II(Pattern 2013/2016)		
09/01/2020 THURSDAY	201: MARKETING MANAGEMENT	10:00 a.m. Onwards
10/01/2020 FRIDAY	202: FINANCIAL MANAGEMENT	
11/01/2020 SATURDAY	203: HUMAN RESOURCE MANAGEMENT	
13/01/2020 MONDAY	204: DECISION SCIENCE	
14/01/2020 TUESDAY	205: OPERATIONS & SUPPLY CHAIN MANAGEMENT	
16/01/2020 THURSDAY	206: MANAGEMENT INFORMATION SYSTEMS	
SEMESTER – I(Pattern 2013/2016)		
02/01/2020 THURSDAY	101: ACCOUNTING FOR BUSINESS DECISIONS	10.00a.m. Onwards
03/01/2020 FRIDAY	102-ECONOMIC ANALYSIS FOR BUSINESS DECISIONS	
04/01/2020 SATURDAY	103-LEGAL ASPECTS OF BUSINESS	
06/01/2020 MONDAY	104-BUSINESS RESEARCH METHODS	
07/01/2020 TUESDAY	105-ORGANISATIONAL BEHAVIOUR	
08/01/2020 WEDNESDAY	106-BASICS OF MARKETING	



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SEMESTER - IV (Pattern 2013)

TIME 03.00 p.m. Onwards

DATE & DAY	NAME OF SUBJECT & CODE	
09/01/2020 THURSDAY	401 - MANAGING FOR SUSTAINABILITY	
10/01/2020 FRIDAY	402(MKT)	SERVICES MARKETING
	403(FIN)	INTERNATIONAL FINANCE
	403(IT)	SOFTWARE PROJECT MANAGEMENT
	403(OPE)	OPERATIONS STRATEGY
	403(HR)	INDUSTRIAL RELATIONS
	403(IB)	INTERNATIONAL BUSINESS ENVIRONMENT
	403(SCM)	STRATEGIC SUPPLY CHAIN MANAGEMENT
	403(RABM)	RURAL CREDIT AND FINANCE
	403(FBM)	ESSENTIALS OF FAMILY BUSINESS MANAGEMENT - II
	403(TM)	TECHNOLOGY COMPETITION AND STRATEGY
11/01/2020 SATURDAY	404(MKT)	SALES AND DISTRIBUTION MANAGEMENT
	404(FIN)	CORPORATE FINANCE
	404 (IT)	ENTERPRISE RESOURCE PLANNING (ERP)
	404(OPE)	TOTAL QUALITY MANAGEMENT
	404(HR)	STRATEGIC HUMAN RESOURCE MANAGEMENT
	404(IB)	INDIAN ECONOMY AND TRADE DEPENDENCIES
	404(SCM)	KNOWLEDGE MANAGEMENT IN SUPPLY CHAINS
	404(RABM)	RURAL MARKETING - II
	404(FBM)	MANAGING INNOVATION - II
	404(TM)	MANAGING INNOVATION - II



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SEMESTER - IV (Pattern 2016)
TIME 03.00p.m. Onwards

DATE & DAY	NAME OF SUBJECT & CODE	
09/01/2020 THURSDAY	401 - MANAGING FOR SUSTAINABILITY	
10/01/2020 FRIDAY	403 MKT	SERVICES MARKETING
	403 FIN	INDIRECT TAXATION
	403 IT	SOFTWARE PROJECT MANAGEMENT
	403 OPE	OPERATIONS STRATEGY AND RESEARCH
	403 HR	EMPLOYMENT RELATIONS
	403 IB	INTERNATIONAL BUSINESS ENVIRONMENT
	403 SCM	STRATEGIC SUPPLY CHAIN MANAGEMENT
	403 RABM	RURAL CREDIT AND FINANCE
	403 FBM	ESSENTIALS OF FAMILY BUSINESS MANAGEMENT-II
	403 TM	TECHNOLOGY COMPETITION AND STRATEGY
	403 BIM	BANKING REGULATIONS AND LEGAL ASPECTS
	403 HM	INTRODUCTION TO MEDICAL / HEALTHCARE TERMINOLOGY
	403 ED	SOCIAL ENTREPRENEURSHIP
	403 SER	STRATEGIC SERVICES MARKETING
	403 RM	E-COMMERCE AND DIGITAL MARKETING IN RETAIL
	403 MC	STRATEGIC BRAND MANAGEMENT
	403 THM	STRATEGIC HOSPITALITY MANAGEMENT
	403 DFM	DEFENCE ECONOMICS
11/01/2020 SATURDAY	404 MKT	SALES AND DISTRIBUTION MANAGEMENT
	404 FIN	INTERNATIONAL FINANCE
	404 IT	ENTERPRISE RESOURCE PLANNING (ERP)
	404 OPE	TOTAL QUALITY MANAGEMENT
	404 HR	STRATEGIC HUMAN RESOURCE MANAGEMENT
	404 IB	INDIAN ECONOMY AND TRADE DEPENDENCIES
	404 SCM	KNOWLEDGE MANAGEMENT IN SUPPLY CHAINS
	404 RABM	RURAL MARKETING - II
	404 FBM	MANAGING INNOVATION - II
	404 TM	MANAGING INNOVATION - II
	404 BIM	TRENDS IN INSURANCE MANAGEMENT
	404 HM	STRATEGIC PLANNING AND HEALTHCARE MANAGEMENT
	404 ED	INVESTING IN SCIENCES & TECHNOLOGY
	404 SER	SECTORAL SERVICES MANAGEMENT
	404 RM	INTERNATIONAL RETAILING
	404 MC	INTERNET MARKETING II
	404 THM	TOURISM PLANNING AND DEVELOPMENT
	404 DFM	NATIONAL POWER AND DEFENCE POLICY




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02/01/2020 THURSDAY	301: STRATEGIC MANAGEMENT
03/01/2020 FRIDAY	302: ENTERPRISE PERFORMANCE MANAGEMENT
04/01/2020 SATURDAY	303 : STARTUP AND NEW VENTURE MANAGEMENT
06/01/2020 MONDAY	305 (MKT) CONTEMPORARY MARKETING RESEARCH
	305(FIN) FINANCIAL REGULATORY FRAMEWORK
	305 (IT) IT MANAGEMENT
	305(OPE) PLANNING & CONTROL OF OPERATIONS
	305 (HR) LABOUR LAWS
	305(IB) INTERNATIONAL BUSINESS ECONOMICS
	305(SCM) ESSENTIALS OF SUPPLY CHAIN MANAGEMENT
	305(RABM) AGRICULTURE AND INDIAN ECONOMY
	305(FBM) ESSENTIALS OF FAMILY BUSINESS MANAGEMENT- I
	305(TM) FUNDAMENTALS OF TECHNOLOGY MANAGEMENT
07/01/2020 TUESDAY	306(MKT) CONSUMER BAHAVIOUR
	306(FIN) MERCHANT BANKING & FINANCIAL SERVICES
	306(IT) E-BUSINESS
	306(OPE) INVENTORY MANAGEMENT
	306(HR) PERFORMANCE MANAGEMENT
	306(IB) EXPORT DOCUMENTATION AND PROCEDURES
	306(SCM) LOGISTICS MANAGEMENT
	306(RABM) RURAL MARKETING - I
	306(FBM) MANAGING INNOVATION - I
	306(TM) MANAGING INNOVATION - I

(Signature)
 Director
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02/01/2020 THURSDAY	301: STRATEGIC MANAGEMENT	
03/01/2020 FRIDAY	302: ENTERPRISE PERFORMANCE MANAGEMENT	
04/01/2020 SATURDAY	303 : STARTUP AND NEW VENTURE MANAGEMENT	
06/01/2020 MONDAY	305 BIM	BANKING CONCEPTS AND OPEARATIONS
	305(DFM)	EVOLUTION OF STRATEGIC THOUGHT OF DEFENCE
	305ED	CHANGE, CREATIVITY, INNOVATION AND ENTREPRENEURSHIP
	305 FBM	ESSENTIALS OF FAMILY BUSINESS MANAGEMENT - I
	305FIN	DIRECT TAXATION
	305HM	INTRODUCTION TO HEALTHCARE MANAGEMENT
	305HR	LABOUR & SOCIAL SECURITY LAWS
	305IB	INTERNATIONAL BUSINESS ECONOMICS
	305IT	IT MANAGEMENT AND CYBER LAWS
	305MC	INTEGRATED MARKETING COMMUNICATION
	305MKT	CONTEMPORARY MARKETING RESEARCH
	305OPE	PLANNING AND CONTROL OF OPERATIONS
	305RABM	AGRICULTURE AND INDIAN ECONOMY
	305RM	INTRODUCTION TO RETAILING
	305SCM	ESSENTIALS OF SUPPLY CHAIN MANAGEMENT
	305SER	SERVICES BUSINESS MANAGEMENT
	305 THM	FUNDAMENTALS OF HDSPITALITY MANAGEMENT
	305TM	FUNDAMENTALS OF TECHNOLOGY MANAGEMENT
	07/01/2020 TUESDAY	306 BIM
306DFM		STRATEGIC DEFENCE MANAGEMENT
306ED		FINANCE FOR ENTREPRENEURS
306FBM		MANAGING INNOVAGTION-I



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07/01/2020 TUESDAY	306FIN	FINANCIAL SYSTEM OF INDIA, MARKETS AND SERVICES
	306HM	INFORMATION TECHNOLOGY IN HEALTHCARE
	306HR	HUMAN RESOURCE ACCOUNTING & COMPENSATION MANAGEMENT
	306IB	EXPORT DOCUMENTATION AND PROCEDURES
	306IT	E-BUSINESS AND BUSINESS INTELLIGENCE
	306MC	INTERNET MARKETING I
	306MKT	CONSUMER BEHAVIOUR
	306OPE	INVENTORY MANAGEMENT
	306RABM	RURAL MARKETING I
	306RM	RETAIL STORES AND OPERATION MANAGEMENT
	306SCM	LOGISTICS MANAGEMENT
	306SER	SERVICES PERFORMANCE MANAGEMENT
	306THM	TOURISM AND TRAVEL MANAGEMENT
	306TM	MANAGING INNOVATION I

The Directors of all affiliated Management Institutes are requested to bring the content of this notification to the notice of all the students, teachers and all other concerned.

Ganeshkhind, Pune-411 007

Ref.No. XCT/Mngt./1689

Date: 06/12/2019


Director

Board of Examinations and Evaluation




Director
Swami Seva Bhavi Sanstha's
Lotus Business School
Pune - 411 033



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LOTUS BUSINESS SCHOOL
Innovating Business Leadership

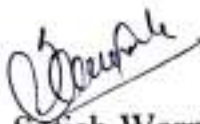
Notice

Ref/LBS/Academics/06/32

Date: 04/06/2020

This is to inform All **MBA Semester II & IV** students that Your Internal Exams are scheduled from 15th June 2020 Onwards on Online Mode.

Attendance is Mandatory


(Prof. Dr. Satish Warpade)

Director, Lotus Business School

Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 034



Lotus Business School
Internal Exam (Online Test)

Date	Subject Code	Subject Name
15/06/2020	201	Marketing Management
16/06/2020	202	Financial Management
17/06/2020	203	Human Resource Management
18/06/2020	204	Operation and Supply chain Management
19/06/2020	205	MKT-Marketing Research
		OSCM-Services Operations Management I
		FIN-Financial Market & Banking Operations
20/06/2020	206	MKT-Consumer Behaviour
		OSCM-Supply Chain Management
		FIN- Personal Financial Planning
22/06/2020	207	Contemporary framework in Management
23/06/2020	209	Startup and new management system
24/06/2020	210	Qualitative Research Methods
25/06/2020	219 MKT	MKT- Personal Selling Lab
	218 OSCM	OPE- Productivity Mgmt
	217 FIN	FIN - Securities Analysis & Portfolio Mgtm.
26/06/2020	220 MKT	MKT- Digital Marketing I
	219 OSCM	OPE- Inventory Mgmt
	224 FIN	FIN - General Insurance - Health & Vehicle

(Signature)
Director
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033



Notice

All the students of MBA-II year are hereby informed that the end term online internal MCQ examination will be scheduled from 29th December to 31st December 2020. Attendance is mandatory.

No repeat test will be conducted. Absentee will be marked as absent, resulting into loss of 50% marks out of 50 marks of internal assessment, please be noted. Google link will be shared before 10 min of scheduled time. Time Table is as follows:

Sr.No.	Major-Minor Combination	29th December 2020		30th December 2020		31st December 2020		
		11.00 AM - 1.00 PM		11.00 AM - 1.00 PM		11.00 AM - 2.00 PM		
		GC-301	GC-302	SC-1	SC-2	IL-1	IL-2	IL-3
1	Marketing - ABM	301	302	304 MKT	RABM 01	312 MKT	314 MKT	RABM 04
2	OSCM - ABM	301	302	304 OSCM	RABM 01	312 OSCM	314 OSCM	RABM 04
3	Marketing - PHM	301	302	304 MKT	PHCM 01	312 MKT	314 MKT	PHCM 04
4	OSCM - PHM	301	302	304 OSCM	PHCM 01	312 OSCM	314 OSCM	PHCM 04
5	Marketing - Finance	301	302	304 MKT	304 FIN	312 MKT	314 MKT	312 FIN
6	Marketing - OSCM	301	302	304 MKT	305 OSCM	312 MKT	314 MKT	312 OSCM
7	Finance - HR	301	302	304 FIN	304 HRM	312 FIN	318 FIN	312 HR
8	Finance - Marketing	301	302	304 FIN	304 MKT	312 FIN	318 FIN	312 MKT
9	Marketing	301	302	304 MKT	305 MKT	312 MKT	313 MKT	314 MKT
10	Finance	301	302	304 FIN	305 FIN	312 FIN	318 FIN	314 FIN



Prof. Pranita Arbat
College Examination Officer



Dr. Satish Warbade
Director
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033

17th December 2020

Notice

All the students of MBA-II year are hereby informed that the end term online internal MCQ examination will be scheduled from 29th December to 31st December 2020. Attendance is mandatory.

No repeat test will be conducted. Absentee will be marked as absent, resulting into loss of 50% marks out of 50 marks of internal assessment, please be noted. Google link will be shared before 10 min of scheduled time. Time Table is as follows:

Rural & Agribusiness Management (RABM) & Pharma & Healthcare Management (PHM)

Code	Subject	Date	Time	Coordinator	Marks
301	Strategic Management	29th December 2020	10.00 AM to 11.00 AM	Dr.Manisha Purohit	50
302	Decision Science	29th December 2020	02.00 PM to 03.00 PM	Dr.Dhananjay Deshpande	50
304 MKT	Services Marketing	30th December 2020	10.00 AM to 11.00 AM	Prof.Pranita Arbat	50
312 MKT	B2B Mkt	31st December 2020	10.00 AM to 11.00 AM	Prof.Pranita Arbat	25
314 MKT	Digital Marketing 2	31st December 2020	12.00 PM to 01.00 PM	Dr.Ganesh Pathak	25
304 OSCM	Services operation management2	30th December 2020	10.00 AM to 11.00 AM	Prof.Pranita Arbat	50
305 OSCM	Logistics Management	31st December 2020	10.00 AM to 11.00 AM	Dr.Dhananjay Deshpande	50
313 OSCM	Total Quality Management	31st December 2020	12.00 PM to 01.00 PM	Dr.Manisha Purohit	25
RABM-01	Agriculture Indian Economy	30th December 2020	02.00 PM to 03.00 PM	Dr.Manisha Purohit	50
RABM-04	Rural Marketing 2	31st December 2020	02.00 PM to 03.00 PM	Dr.Dhananjay Deshpande	25
PHCM-01	Fundamentals of Pharma & Healthcare Management	30th December 2020	02.00 PM to 03.00 PM	Dr.Ganesh Pathak	50
PHCM-04	Information Technology in Pharma & Healthcare	31st December 2020	02.00 PM to 03.00 PM	Dr.Ganesh Pathak	25

General Management

301	Strategic Management	29th December 2020	10.00 AM to 11.00 AM	Dr.Manisha Purohit	50
302	Decision Science	29th December 2020	02.00 PM to 03.00 PM	Dr.Dhananjay Deshpande	50
304 MKT	Services Marketing	30th December 2020	10.00 AM to 11.00 AM	Prof.Pranita Arbat	50
305 MKT	Sales and distribution Mgmt	30th December 2020	02.00 PM to 03.00 PM	Dr.Ganesh Pathak	50
312 MKT	B2B Mkt	31st December 2020	10.00 AM to 11.00 AM	Prof.Pranita Arbat	25
314 MKT	Digital Marketing 2	31st December 2020	12.00 PM to 01.00 PM	Dr.Ganesh Pathak	25
313 MKT	Interanational Marketing	31st December 2020	02.00 PM to 03.00 PM	Dr.Dhananjay Deshpande	25
304 OSCM	Services operation management2	30th December 2020	10.00 AM to 11.00 AM	Prof.Pranita Arbat	50
312 OSCM	Manufacture resource planning	30th December 2020	02.00 PM to 03.00 PM	Prof.Pranita Arbat	25
305 OSCM	Logistics Management	31st December 2020	10.00 AM to 11.00 AM	Dr.Dhananjay Deshpande	50
313 OSCM	Total Quality Management	31st December 2020	12.00 PM to 01.00 PM	Dr.Manisha Purohit	25
314 OSCM	Business Excellence	31st December 2020	02.00 PM to 03.00 PM	Dr.Manisha Purohit	25
304 FIN	Advanced Financial Management	30th December 2020	10.00 AM to 11.00 AM	Prof.Nilofar Sayyad	50
305 FIN	International Finance	30th December 2020	02.00 PM to 03.00 PM	Prof.Nilofar Sayyad	50
312 FIN	Behavoiurial Finance	31st December 2020	10.00 AM to 11.00 AM	Prof.Nilofar Sayyad	25
314 FIN	Digital Banking	31st December 2020	12.00 PM to 01.00 PM	Prof.Nilofar Sayyad	25
313 FIN	Commodities Market	31st December 2020	02.00 PM to 03.00 PM	Prof.Nilofar Sayyad	25

Arbat

Prof.Pranita Arbat
College Examination Officer



Dr. Satish
Dr.Satish
Director
Swami Sevabhai Sanstha's
Lotus Business School
Pune 411033

Sr.No.	Major-Minor Combination	29th December 2020		30th December 2020		31st December 2020		
		11.00 AM - 1.00 PM		11.00 AM - 1.00 PM		11.00 AM - 2.00 PM		
		GC-301	GC-302	SC-1	SC-2	IL-1	IL-2	IL-3
1	Marketing - ABM	301	302	304 MKT	RABM 01	312 MKT	314 MKT	RABM 04
2	OSCM - ABM	301	302	304 OSCM	RABM 01	312 OSCM	314 OSCM	RABM 04
3	Marketing - PHM	301	302	304 MKT	PHCM 01	312 MKT	314 MKT	PHCM 04
4	OSCM - PHM	301	302	304 OSCM	PHCM 01	312 OSCM	314 OSCM	PHCM 04
5	Marketing - Finance	301	302	304 MKT	304 FIN	312 MKT	314 MKT	312 FIN
6	Marketing - OSCM	301	302	304 MKT	305 OSCM	312 MKT	314 MKT	312 OSCM
7	Finance - HR	301	302	304 FIN	304 HRM	312 FIN	318 FIN	312 HR
8	Finance - Marketing	301	302	304 FIN	304 MKT	312 FIN	318 FIN	312 MKT
9	Marketing	301	302	304 MKT	305 MKT	312 MKT	313 MKT	314 MKT
10	Finance	301	302	304 FIN	305 FIN	312 FIN	318 FIN	314 FIN



Director
 Swami Vivekanand Sanstha's
 Lotus Business School
 Pune
 411 003



Lotus Business School

S.No. 52/53, Jhambe Road, Pune Mumbai Expressway, Punawale,
Pune. 411033

Notice

Ref/LBS/Academics/03/32

Date: 25/03/2021

This is to inform All **MBA Semester I & III** students that Your Internal Exams are scheduled from 5th April 2021 Onwards on Online Mode.

Attendance is Mandatory

(Prof. Dr. Satish Warpade)
Director

Satish Warpade
Director, Lotus Business School
Lotus Business School
Pune - 411 033

Put on notice board
SV



Lotus Business School

Time Table

Internal Online Examination

w.e.f. 5th April 2021

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
11.00 to 12.30	Managerial Accounting (101)	Organisational Behaviour (102)	Economic Business Decision (103)	Business Research Methods (104)	Basics of Marketing (105)	
12.30 to 01.00	Lunch Break					
1.00 to 1.30	Management Fundamentals (107)	Entrepreneurship Development (109)	Verbal Communication Lab(113)	Selling & Negotiation Skills Lab(115)	Essentials of Psychology for Managers(110)	

Prepared By

Prof. Pranita Arbat
Exam Head

Approved By

Dr. Satish W. Wadgaonkar
Director
Lotus Business School
Pune - 411 032



Lotus Business School

Time Table

Internal Online Examination

w.e.f. 19th July 2021

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
11.00 to 12.30	(201) Marketing Management	(203) Human Resource Management	(205) MKT-Marketing Research OSCM-Services Operations Management 1 FIN-Financial Market & Banking Operations HRM-Competency based HRM	(207) Contemporary framework in Management	(210) Qualitative Research Methods	220 MKT- Digital Marketing 1 219 OSCM-Inventory Mgmt 224 FIN-General Insurance - Health & Vehicle 221HRM - HR Analytics
12.30 to 01.00	Lunch Break					
1.00 to 2.30	(202) Financial Management	(204) Operation and Supply chain Management	206 MKT-Consumer Behaviour 206 OSCM-Supply Chain Management 206 FIN- Personal Financial Planning 206HRM- Employee Relations & labour legislation	(209) Startup and new management system	219 MKT- Personal Selling Lab 218 OSCM-Productivity Mgmt 217 FIN-Securities Analysis & Portfolio Mgmt. 218HRM- Lab in Recruitment & Selection	

Prof. Pranita Arbat
College Examination Officer



for more books
and queries

Dr. Satish Upadhye

Director
Swami Sevabhai Sanstha's
Business School

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Business School

Sem IV Time Table

Sr.No.	Major-Minor Combination	26th July 2021		27th July 2021		28th July 2021		29th July 2021	
		11.00 AM - 1.00 PM		11.00 AM - 1.00 PM		11.00 AM - 1.00 PM		11.00 AM - 1.00 PM	
		GC-301	GC-302	SC-1	SC-2	UL-1	UL-2	IL-1	IL-2
1	Marketing - ABM	401	402	404 MKT	RABM 02	405	408	410 MKT	RABM-01
2	OSCM - ABM	401	402	403 OSCM	RABM 02	405	408	409 OSCM	RABM-01
3	Marketing - PHM	401	402	404 MKT	PHCM 02	405	408	410 MKT	PHCM-01
4	OSCM - PHM	401	402	403 OSCM	PHCM 02	405	408	409 OSCM	PHCM-01
5	Marketing - Finance	401	402	404 MKT	404FIN	405	408	410 MKT	413FIN
6	Marketing - OSCM	401	402	404 MKT	403 OSCM	405	408	410 MKT	409 OSCM
7	Finance - HR	401	402	404FIN	404 HRM	405	408	413FIN	412 HRM
8	Finance - Marketing	401	402	404 FIN	404 MKT	405	408	413FIN	410 MKT
9	Marketing	401	402	403 MKT	404 MKT	405	408	410 MKT	412MKT
10	Finance	401	402	403 FIN	404 FIN	405	408	413 FIN	415FIN




 Director
 Swami Seva Navali Sanstha's
 Lotus Business School
 Pune - 411 033

Lotus Business School

MBA IV SEM - Internal Examination August 2021 - Telephonic Viva Schedule

Date : 7th & 9th August 2021

Roll No.	Students Name	Specializations		Faculty
1	Adarsh Bhosale	MBA-PHCM	OPSC	Dr. Ganesh Pathak
2	Aditya Ashok Kumbhar	MBA-PHCM	OPSC	Dr. Ganesh Pathak
3	Akshay Bhusari	MBA-PHCM	OPSC	Dr. Ganesh Pathak
4	Priyanka Mahajan	MBA-PHCM	OPSC	Dr. Ganesh Pathak
5	Sanika Purushottam Shinde	MBA-PHCM	OPSC	Dr. Ganesh Pathak
6	Sujata Jadhav	MBA-PHCM	OPSC	Dr. Ganesh Pathak
7	Sujit Sakham Mote	MBA-PHCM	OPSC	Dr. Ganesh Pathak
18	Shubham Dhanaji Nimbalkar	MBA-PHCM	OPSC	Dr. Ganesh Pathak
37	Abhishek Anant Pimpalkar	MBA-PHCM	Marketing	Dr. Ganesh Pathak
39	Apurva Pardeshi	MBA-PHCM	Marketing	Dr. Ganesh Pathak
40	Balaji Shivaji Madole	MBA-PHCM	Marketing	Dr. Ganesh Pathak

108	Lalit Shirish Behere	MBA-GENERAL	Finance	Dr. Anil Poman
109	Mahesh Vajinath Palaskar	MBA-GENERAL	Finance	Dr. Anil Poman
111	Aditi Kothekar	MBA-GENERAL	Finance	Dr. Anil Poman
113	DIPSHIKHA THUL	MBA-GENERAL	Finance	Dr. Anil Poman
114	Rohini Tanajirav Kokatepatil	MBA-GENERAL	Finance	Dr. Anil Poman
117	Shital Ligade	MBA-GENERAL	Finance	Dr. Anil Poman
119	Vanashri laxman Mannonalkar	MBA-GENERAL	Finance	Dr. Anil Poman
128	Shweta Borle	MBA-GENERAL	Finance	Dr. Anil Poman
131	Namosh Salunkhe	MBA-GENERAL	Finance	Dr. Anil Poman
84	Rahul Pradeep Rao Bambal	MBA-ABM	Marketing	Dr. Anil Poman
44	Priyanka Kapure	MBA-PHCM	Marketing	Dr. Anil Poman
46	Snehal Gele	MBA-PHCM	Marketing	Dr. Anil Poman

126	Vinaya Khaire	MBA-GENERAL	HRM	Dr. Manisha P.
27	Rupali Prafulla Mahant	MBA-ABM	OPSC	Dr. Manisha P.
28	Rushikesh Babasaheb Dhokale	MBA-ABM	OPSC	Dr. Manisha P.
29	Sanjita Purushottam Yadav	MBA-ABM	OPSC	Dr. Manisha P.
31	Shivani Pradeep Dongare	MBA-ABM	OPSC	Dr. Manisha P.
32	Sunidhi Patil	MBA-ABM	OPSC	Dr. Manisha P.
33	Yogesh Rangrao Karande	MBA-ABM	OPSC	Dr. Manisha P.
34	Nikhil Jadhav	MBA-ABM	OPSC	Dr. Manisha P.
35	Abhishek Keshav Kudnar	MBA-ABM	OPSC	Dr. Manisha P.
87	Sharad Ramnath Kalwane	MBA-ABM	Marketing	Dr. Manisha P.

8	Aditya Shivaji Thorbole	MBA-ABM	OPSC	Prof. Chandrakant T.
11	Dipika Prabhakar Walse	MBA-ABM	OPSC	Prof. Chandrakant T.
12	Kaiwalya Sunil Kulkarni	MBA-ABM	OPSC	Prof. Chandrakant T.
14	Omkar Hanumant Bhagat	MBA-ABM	OPSC	Prof. Chandrakant T.
15	Pooja Mohanlal Choudhary	MBA-ABM	OPSC	Prof. Chandrakant T.
16	Prachi Shivshankar Madye	MBA-ABM	OPSC	Prof. Chandrakant T.
17	Sapana Shashikant Wagh	MBA-ABM	OPSC	Prof. Chandrakant T.
21	Sneha Ramesh Donode	MBA-ABM	OPSC	Prof. Chandrakant T.
22	Snehal Bambal	MBA-ABM	OPSC	Prof. Chandrakant T.



Swami Vivekananda Sanstha
Lotus Business School
Phone: 022-2510377

23	Akash Eknath Wagh	MBA-ABM	OPSC	Prof. Chandrakant T.
24	Omkar Machindra Guldagad	MBA-ABM	OPSC	Prof. Chandrakant T.
60	Mayur Dattatraya Jadhav	MBA-ABM	Marketing	Prof. Pranita
61	Neha Laxman Shirude	MBA-ABM	Marketing	Prof. Pranita
63	Rushikesh Devram Hase	MBA-ABM	Marketing	Prof. Pranita
121	Vinit More	MBA-GENERAL	Marketing	Prof. Pranita
122	Rahul Chavan	MBA-GENERAL	Marketing	Prof. Pranita
123	Vishal Vilas Pudat	MBA-GENERAL	Marketing	Prof. Pranita
124	Abhijeet Shrirame	MBA-GENERAL	Marketing	Prof. Pranita
125	Suraj Khalkhair	MBA-GENERAL	Marketing	Prof. Pranita
127	Reshma Makarand	MBA-GENERAL	Marketing	Prof. Pranita
130	Shubham Rajegore	MBA-GENERAL	Marketing	Prof. Pranita
48	Akash Vilas Jagtap	MBA-ABM	Marketing	Dr. Dhananjay D.
50	Aniket Kailas Saryam	MBA-ABM	Marketing	Dr. Dhananjay D.
52	Ashwin Subhash Rathod	MBA-ABM	Marketing	Dr. Dhananjay D.
57	Mahesh Annappa Chavan	MBA-ABM	Marketing	Dr. Dhananjay D.
65	Shivkumar Bhimrao Jundale	MBA-ABM	Marketing	Dr. Dhananjay D.
66	Showrab Ashok Gavali	MBA-ABM	Marketing	Dr. Dhananjay D.
67	Shubham Anantrao Ambhore	MBA-ABM	Marketing	Dr. Dhananjay D.
69	Simran Nandkumar Desai	MBA-ABM	Marketing	Dr. Dhananjay D.
70	Sourabh Tukaram Zagade	MBA-ABM	Marketing	Dr. Dhananjay D.
106	Shradhha Dattatray Nalawade	MBA-ABM	Marketing	Dr. Dhananjay D.
107	Aparna Alaspure	MBA-ABM	Marketing	Dr. Dhananjay D.
75	Ajay ramhari Bhor	MBA-ABM	Marketing	Prof. Pushkarni
76	Akshay Dhanaji Kakade	MBA-ABM	Marketing	Prof. Pushkarni
78	Ganesh Narayan Ombale	MBA-ABM	Marketing	Prof. Pushkarni
81	Kiran Sarjerao Jagdhane	MBA-ABM	Marketing	Prof. Pushkarni
98	Vishal Rambhau Shendge	MBA-ABM	Marketing	Prof. Pushkarni
101	Anagha Shankar Thorat	MBA-ABM	Marketing	Prof. Pushkarni
102	Laxmikant Vitthal Donode	MBA-ABM	Marketing	Prof. Pushkarni
103	Mayur Anandrao Dhalgude	MBA-ABM	Marketing	Prof. Pushkarni
104	Sandeep Kenjale	MBA-ABM	Marketing	Prof. Pushkarni
105	Shivani Prakash Bodake	MBA-ABM	Marketing	Prof. Pushkarni
71	Vishal Jankar	MBA-ABM	Marketing	Prof. Rajesh G.
85	Rohan Janardhan Raje	MBA-ABM	Marketing	Prof. Rajesh G.
86	Sangramsinh Mahadeo Vhanmane	MBA-ABM	Marketing	Prof. Rajesh G.
90	Shubham Dnyaneshwarrao Kadu	MBA-ABM	Marketing	Prof. Rajesh G.
95	Tejas Dilip Sawant	MBA-ABM	Marketing	Prof. Rajesh G.
25	Pooja Nitin Ballal	MBA-ABM	OPSC	Prof. Rajesh G.
26	Priyanka Sadashiv Borchate	MBA-ABM	OPSC	Prof. Rajesh G.
118	Swapnil Raut	MBA-GENERAL	Marketing	Prof. Rajesh G.
120	Vikarm Jadhavar	MBA-GENERAL	Marketing	Prof. Rajesh G.
42	Poonam Anande	MBA-PHCM	Marketing	Prof. Rajesh G.
43	Prajakta Bansode	MBA-PHCM	Marketing	Prof. Rajesh G.

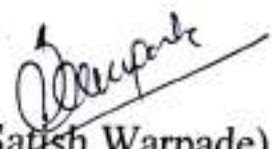
Notice

Ref/LBS/Academics/03/32

Date: 04/03/2022

This is to inform all **MBA first year** students that your **Internal Exams of Semester 1** is scheduled from 14th to 21st March 2022 on **OFFLINE MODE.**

Attendance is Mandatory


(Prof. Dr. Satish Warpade)

Director, Lotus Business School

Director
Swami Sahasra Sanstha's
Lotus Business School
Pune - 411033



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WhatsApp group.


LOTUS BUSINESS SCHOOL
INTERNAL EXAMINATIONS
SEMESTER-I-PRIDE/HONOUR/GLORY/ASPIRE

S.No	Day & Date	Time	Subject Name & Code
1	14/03/22 (Monday)	10.00 AM to 11.00 AM	101 GC - 01 Managerial Accounting
		12.00 PM to 1.00PM	102 GC - 02 Organizational Behaviour
2	15/03/22(Tuesday)	10.00 AM to 11.00 AM	103 GC - 03 Economic Analysis for Business Decisions
		12.00 PM to 1.00PM	104 GC - 04 Business Research Methods
3	16/03/22 (Wednesday)	10.00 AM to 11.00 AM	105 GC - 05 Basics of Marketing
		12.00 PM to 1.00PM	106 GC - 06 Digital Business
4	17/03/22(Thursday)	10.00 AM to 11.00 AM	107 GE - UL - 01 Management Fundamentals
		12.00 PM to 1.00PM	109 GE - UL - 03 Entrepreneurship Development
	18/03/22(Friday)		Dhulivandan(Holiday)
5	19/03/22(Saturday)	10.00 AM to 11.00 AM	110 GE - UL - 04 Essentials of Psychology for Managers
		12.00 PM to 1.00PM	115 GE - IL - 03 Selling & Negotiation Skills Lab
6	21/03/22(Monday)	10.00 AM to 11.00 AM	116 GE - IL - 04 MS Excel
		12.00 PM to 1.00PM	113 GE - IL - 01 Verbal Communication Lab

Dr. Manisha Purohit
Dr. Manisha Purohit
 Academic & Examination Head



Dr. Sanjay Warade
Dr. Sanjay Warade
 Director
 Lotus Business School
 Lotus Business School
 Pune - 411 037

Lotus Business School
Internal Examination Schedule -Sem- III

Sr.No.	Major-Minor Combination	4th Feb 2022									
		1st Feb 2022		2nd Feb 2022		3rd Feb 2022			2.00 PM - 4.00 PM		
		11.00 AM - 1.00 PM	2.00 PM - 4.00 PM	11.00 AM - 1.00 PM	2.00 PM - 4.00 PM	11.00 AM - 1.00 PM		2.00 PM - 4.00 PM	11.00 AM - 2.00 PM		
		GC-301	GC-302	SC-1	SC-2	UL-1	UL-2	UL-3	IL-1	IL-2	IL-3
1	Marketing - ABM	301	302	304 MKT	RABM 01	307 GE - UL	309 GE - UL	311 GE - UL	312 MKT	314 MKT	RABM 04
2	OSCM - ABM	301	302	304 OSCM	RABM 01	307 GE - UL	309 GE - UL	311 GE - UL	312 OSCM	314 OSCM	RABM 04
3	Marketing - PHM	301	302	304 MKT	PHCM 01	307 GE - UL	309 GE - UL	311 GE - UL	312 MKT	314 MKT	PHCM 04
4	OSCM - PHM	301	302	304 OSCM	PHCM 01	307 GE - UL	309 GE - UL	311 GE - UL	312 OSCM	314 OSCM	PHCM 04
5	HRM-ABM	301	302	304 HR	RABM 01	307 GE - UL	309 GE - UL	311 GE - UL	314 HR - IL	318 HR-IL	RABM 04
6	HRM-PHM	301	302	304 HR	PHCM 01	307 GE - UL	309 GE - UL	311 GE - UL	314 HR - IL		319 HR-IL/PHCM 04
7	Marketing - Finance	301	302	304 MKT	304 FIN	307 GE - UL	309 GE - UL	311 GE - UL	312 MKT	314 MKT	312 FIN
8	Marketing - OSCM	301	302	304 MKT	305 OSCM	307 GE - UL	309 GE - UL	311 GE - UL	312 MKT	314 MKT	312 OSCM
9	Finance - HR	301	302	304 FIN	304 HRM	307 GE - UL	309 GE - UL	311 GE - UL	312 FIN	318 FIN	319 HR
10	Finance - Marketing	301	302	304 FIN	304 MKT	307 GE - UL	309 GE - UL	311 GE - UL	312 FIN	318 FIN	312 MKT
11	Marketing	301	302	304 MKT	305 MKT	307 GE - UL	309 GE - UL	311 GE - UL	312 MKT	314 MKT	314 MKT
12	Finance	301	302	304 FIN	305 FIN	307 GE - UL	309 GE - UL	311 GE - UL	312 FIN	318 FIN	313 FIN
13	OSCM	301	302	304(OSCM)	305(OSCM)	307 GE - UL	309 GE - UL	311 GE - UL	312 OSCM	314 OSCM	317 OSCM
14	Human Resource Management	301	302	304 HR	305 HR	307 GE - UL	309 GE - UL	311 GE - UL	314 HR - IL	318 HR-IL	319 HR-IL

Dr. Manish Purohit
 Academic & Examination Head



Dr. Sanjay Warpade
 Director
 Lotus Business School
 Kothrud, Pune 411033

Notice

Ref/LBS/Academics/03/31

Date: 04/03/2022

This is to inform All **MBA Semester III** students that Your Internal Viva Voce is scheduled on 26th March 2022 on **OFFLINE MODE**. Students have to submit Two Black Bound Hard copies and soft copy in CD of SIP report on or before 21st March 2022.

Dress code: - College Uniform with ID card

Attendance is Mandatory

(Prof. Dr. Satish Warpade)

Director, Lotus Business School

Swami Sevabhavi Sanstha
Lotus Business School
Pune - 411 033

Pl. Circulate in WhatsApp groups also



SAVITRIBAI PHULE PUNE UNIVERSITY

(Formerly University of Pune)



EXAMINATION CIRCULAR NO.363 OF. 2019
PROGRAMME OF M.B.A. SEMESTER - (I to IV) (2016 PATTERN)

Examination of OCT/NOV-2019
(Under Faculty of COMMERCE AND MANAGEMENT : B)MANAGEMENT)
INSTRUCTIONS FOR CANDIDATES

- Candidates are required to be present at the examination centre, THIRTY MINUTES before the time fixed for paper.
- Candidates are forbidden from taking any material into the examination hall, that can be used for malpractice at the time of examination.
- **Candidates are requested to see the Notice Board at their place of examination regularly for changes if any, that may be notified later in the program.**
- No request for any special concession such as a change in time or any day fixed for the University Examination on any ground shall be granted.
- **Candidates are requested to note the Day, Date and Time of every Paper on every day.**
- Use of non programmable calculator is permitted.

Signature
Director
Swami Sevabnavi Sanstha
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Day & Date	SEMESTER-II Time-10.00 AM To 12.15 PM	SEMESTER-IV Time-02.00 PM To 04.15 PM
Tuesday 26/11/2019	201:- MARKETING MANAGEMENT	401:- Managing for Sustainability
Wednesday 27/11/2019	202:- FINANCIAL MANAGEMENT	403 BIM:- Banking Regulations and Legal Aspects
		403 DFM:- Defence Economics
		403 ED:- Social Entrepreneurship
		403 FBM:- Essentials of Family Business Management - II
		403 FIN :- Indirect Taxation
		403 HM:- Introduction to Medical / Healthcare Terminology
		403 HR :- Employment Relations
		403 IB:- International Business Environment
		403 IT:- Software Project Management
		403 MC:- Strategic Brand Management
		403 MKT:- Services Marketing
		403 OPE:- Operations Strategy and Research
		403 RABM:- Rural Credit and Finance
		403 RM:- E - Commerce and Digital Marketing in Retail
		403 SCM:- Strategic Supply Chain Management
		403 SER:- Strategic Services Marketing
		403 THM:- Strategic Hospitality Management
		403 TM:- Technology Competition and Strategy
Thursday 28/11/2019	203:- HUMAN RESOURCE MANAGEMENT	404 BIM:- Trends in Insurance Management
		404 DFM:- National Power and Defence Policy
		404 ED:- Investing in Science & Technology
		404 FBM:- Managing Innovation - II

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**PROGRAMME OF M.B.A. SEMESTER - (I to IV)
(2016 PATTERN)/363/S-2019**

Thursday 28/11/2019		404 FIN:- International Finance
		404 HM:- Strategic Planning and Healthcare Management
		404 HR:- Strategic Human Resource Management
		404 IB:- Indian Economy and Trade Dependencies
		404 IT:- Enterprises Resource Planning (ERP)
		404 MC:- Internet Marketing II
		404 MKT:- Sales and Distribution Management
		404 OPE:- Total Quality Management
		404 RABM:- Rural Marketing -II
		404 RM:- International Retailing
		404 SCM:- Knowledge Management in Supply Chains
		404 SER:- Sectoral Services Management
		404 THM:- Tourism Planning and Development
		404 TM:- Managing Innovation - II
Friday 29/11/2019	204:- DECISION SCIENCE	
Saturday 30/11/2019	205:- OPERATIONS & SUPPLY CHAIN MANAGEMENT	
Monday 02/12/2019	206:- MANAGEMENT INFORMATION SYSTEMS	

Day & Date	SEMISTER-I Time-10.00 AM To 12.15 PM	SEMISTER-III Time-02.00 PM To 04.15 PM
Tuesday 03/12/2019	101:- ACCOUNTING FOR BUSINESS DECISIONS	301:- Strategic Management
Wednesday 04/12/2019	102:- ECONOMIC ANALYSIS FOR BUSINESS DECISIONS	302:- Enterprise Performance Management
Thursday 05/12/2019	103:- LEGAL ASPECTS OF BUSINESS	303:- Startup and New Venture Management
Saturday 07/12/2019	104:- BUSINESS RESEARCH METHODS	305 BIM:- Banking Concepts and Operations
		306 FM:- Evolution of Strategic Thought of PG

OCT/NOV2019

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Saturday 07/12/2019		305 ED:- Change, Creativity, Innovation and Entrepreneurship
		305 FBM:- Essentials of Family Business Management - I
		305 FIN:- Direct Taxation
		305 HM:- Introduction to Healthcare Management
		305 HR:- Labour & Social Security Laws
		305 IB:- International Business Economics
		305 IT:- IT Management and Cyber Laws
		305 MC:- Integrated Marketing Communication
		305 MKT:- Contemporary Marketing Research
		305 OPE:- Planning and Control of Operations
		305 RABM:- Agriculture and Indian Economy
		305 RM:- Introduction to Retailing
		305 SCM:- Essentials of Supply Chain Management
		305 SER:- Services Business Management
		305 THM:- Fundamentals of Hospitality Management
		305 TM:- Fundamentals of Technology Management
Monday 09/12/2019	105:- ORGANIZATIONAL BEHAVIOUR	306 BIM:- Principles and Practices of Insurance
		306 DFM:- Strategic Defence Management
		306 ED:- Finance for Entrepreneurs
		306 FBM:- Managing Innovation - I
		306 FIN:- Financial System of India, Markets and Services
		306 HM:- Information Technology in Healthcare
		306 HR:- Human Resource Accounting & Compensation Management
		306 IB:- Export Documentation and Procedures

**PROGRAMME OF M.B.A. SEMESTER - (I to IV)
(2016 PATTERN)/363/S-2019**

Monday 09/12/2019		306 IT:- E-Business and Business Intelligence
		306 MC:- Internet Marketing I
		306 MKT:- Consumer Behaviour
		306 OPE:- Inventory Management
		306 RABM:- Rural Marketing I
		306 RM:- Retail Stores and Operation Management
		306 SCM:- Logistics Management
		306 SER:- Services Performance Management
		306 THM:- Tourism and Travel Management
		306 TM:- Managing Innovation - I
Tuesday 10/12/2019	106:- BASICS OF MARKETING	

NOTE: -

The practical and oral examination will be held before theory examination.

Ganeshkhind, Pune - 411 007

Ref.No/XCT/1309

Date:12/10/2019

Director

Board of Examinations And Evaluation

(Signature)
Director
Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 033



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Timetable For M.B.A.(HRD)(Rev.2020), M.B.A.(IT)(Rev.2020), MBA 2019 CREDIT PATTERN & MCA(MANAGEMENT)(Rev.2020) Fresh & Backlog Online Examination of March/April 2021

Faculty of Commerce & Management : Management

COURSE NAME	SUBJECT CODE	SUBJECT NAME	YEAR	SEM.	Exam. Date	TIME SLOT
M.B.A.(Human Resource Development)(Rev.2020)	111	PRINCIPLE AND PRACTICE OF MANAGEMENT	1	1	24-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Human Resource Development)(Rev.2020)	112	ORGANIZATIONAL BEHAVIOUR	1	1	25-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Human Resource Development)(Rev.2020)	113	ECONOMICS FOR HUMAN RESOURCE MANAGEMENT	1	1	26-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Human Resource Development)(Rev.2020)	114	HUMAN RESOURCE MANAGEMENT	1	1	27-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Human Resource Development)(Rev.2020)	115	LABOUR LAWS - I	1	1	28-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Human Resource Development)(Rev.2020)	116	RESEARCH METHODOLOGY	1	1	29-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Human Resource Development)(Rev.2020)	117	PERSONNEL ADMINISTRATION SYSTEM	1	1	30-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Human Resource Development)(Rev.2020)	118	ENTREPRENEURSHIP AND NEW VENTURE PLANNING	1	1	1-Oct-2021	09:00 AM To 11:00 AM
M.B.A.(Human Resource Development)(Rev.2020)	119	ACCOUNTING FOR HR	1	1	3-Oct-2021	09:00 AM To 11:00 AM
M.B.A.(Human Resource Development)(Rev.2020)	211	LABOUR WELFARE	1	2	24-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Human Resource Development)(Rev.2020)	212	INDUSTRIAL ORGANIZATIONAL PSYCHOLOGY	1	2	25-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Human Resource Development)(Rev.2020)	213	INDUSTRIAL RELATIONS	1	2	26-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Human Resource Development)(Rev.2020)	214	TRAINING & DEVELOPMENT	1	2	27-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Human Resource Development)(Rev.2020)	215	LABOUR LAWS - II	1	2	28-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Human Resource Development)(Rev.2020)	216	FINANCE FOR HR	1	2	29-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Human Resource Development)(Rev.2020)	217	FUTURE OF WORK PLACES	1	2	30-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Human Resource Development)(Rev.2020)	218	MANAGEMENT OF EMPLOYEE TRANSFORMATION	1	2	1-Oct-2021	12:00 PM To 02:00 PM
M.B.A.(Human Resource Development)(Rev.2020)	219	BUSINESS LAW	1	2	3-Oct-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	111	C PROGRAMMING & DATA STRUCTURE	1	1	24-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	112	SOFTWARE ENGINEERING WITH LINUX	1	1	25-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	113	DBMS	1	1	26-Sep-2021	09:00 AM To 11:00 AM



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Course Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM	Exam Date	TIME SLOT
M.B.A.(Information Technology)(Rev.2020)	114	PRM & OB	1	1	27-Sep-2021	08:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	115	FUNDAMENTALS OF INFORMATION TECHNOLOGY	1	1	28-Sep-2021	08:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	116	DIGITAL MARKETING	1	1	29-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	117	E-COMMERCE	1	1	30-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	118	WEB DESIGNING	1	1	1-Oct-2021	08:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	213	BUSINESS PROCESS DOMAIN	1	2	24-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	214	ORACLE	1	2	25-Sep-2021	02:00 PM To 04:00 PM
M.B.A.(Information Technology)(Rev.2020)	215	CLOUD INFRASTRUCTURE & SERVICES	1	2	26-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	216	SOFTWARE PROJECT MANAGEMENT	1	2	27-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	217	CURRENT TRENDS IN IT	1	2	28-Sep-2021	02:00 PM To 04:00 PM
M.B.A.(Information Technology)(Rev.2020)	218	BASIC OF BUSINESS ANALYTICS	1	2	29-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	219	INFORMATION SYSTEM AUDIT	1	2	30-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	211MT	BASICS OF NETWORKING	1	2	24-Sep-2021	11:00 PM To 03:00 PM
M.B.A.(Information Technology)(Rev.2020)	211SD	JAVA PROGRAMMING	0	2	25-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	211ST	INTRODUCTION TO SOFTWARE TESTING LIFE CYCLE - (STLC)	1	2	26-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	212MT	SERVER & DESKTOP TECHNOLOGIES	1	2	27-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	212SD	MOBILE PROGRAMMING USING ANDROID	0	2	28-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	212ST	SOFTWARE QUALITY ASSURANCE	0	2	29-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	101	GC-01 MANAGERIAL ACCOUNTING	1	1	24-Sep-2021	08:00 AM To 11:00 AM
MBA 2019 CREDIT PATTERN	102	GC-02 ORGANIZATIONAL BEHAVIOUR	1	1	25-Sep-2021	08:00 AM To 11:00 AM
MBA 2019 CREDIT PATTERN	103	GC-03 ECONOMIC ANALYSIS FOR BUSINESS DECISIONS	1	1	26-Sep-2021	08:00 AM To 11:00 AM
MBA 2019 CREDIT PATTERN	104	GC-04 BUSINESS RESEARCH METHODS	0	1	27-Sep-2021	09:00 AM To 11:00 AM
MBA 2019 CREDIT PATTERN	105	GC-05 BASICS OF MARKETING	1	1	28-Sep-2021	09:00 AM To 11:00 AM
MBA 2019 CREDIT PATTERN	106	GC-06 DIGITAL BUSINESS	1	1	29-Sep-2021	09:00 AM To 11:00 AM
MBA 2019 CREDIT PATTERN	107	GE-UG-01 MANAGEMENT FUNDAMENTALS	1	1	30-Sep-2021	09:00 AM To 11:00 AM
MBA 2019 CREDIT PATTERN	108	GE-UG-02 INDIAN ECONOMY	1	1	01-Oct-2021	09:00 PM To 11:00 PM



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COURSE NAME	SUBJECT CODE	SUBJECT NAME	YEAR	SEM	Exam Date	TIME SLOT
MBA 2019 CREDIT PATTERN	109	GE-UL-01 ENTREPRENEURSHIP DEVELOPMENT	1	1	3-Oct-2021	09:00 PM To 11:00 AM
MBA 2019 CREDIT PATTERN	110	GE-UL-04 ESSENTIALS OF PSYCHOLOGY FOR MANAGERS	1	1	4-Oct-2021	09:00 PM To 11:00 AM
MBA 2019 CREDIT PATTERN	111	GE-UL-05 LEGAL ASPECTS OF BUSINESS	1	1	5-Oct-2021	09:00 PM To 11:00 AM
MBA 2019 CREDIT PATTERN	112	GE-UL-06 DEMAND ANALYSIS & FORECASTING	1	1	6-Oct-2021	09:00 PM To 11:00 AM
MBA 2019 CREDIT PATTERN	201	SC-27 MARKETING MANAGEMENT	1	2	25-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	202	SC-08 FINANCIAL MANAGEMENT	1	2	26-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	203	SC-09 HUMAN RESOURCES MANAGEMENT	1	2	27-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	204	SC-10 OPERATIONS & SUPPLY CHAIN MANAGEMENT	1	2	30-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	301	GE-UL-07 CONTEMPORARY FRAMEWORKS IN MANAGEMENT	1	2	3-Oct-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	302	GE-UL-08 GEOGRAPHICS & WORLD ECONOMIC SYSTEMS	1	2	3-Oct-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	303	GE-UL-09 START UP AND NEW VENTURE MANAGEMENT	1	2	4-Oct-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	210	SC-UL-13 QUALITATIVE RESEARCH METHODS	1	2	5-Oct-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	211	SC-UL-11 BUSINESS ENVIRONMENT & SOCIETY	1	2	6-Oct-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	212	SC-UL-12 BUSINESS PROCESS RE-ENGINEERING	1	2	8-Oct-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	205 BA	SC-BA-01 BASIC BUSINESS ANALYTICS USING R	1	2	28-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	205 FB	SC-FB-01 FINANCIAL MARKETS AND BANKING OPERATIONS	1	2	28-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	205 HR	SC-HRM-01 COMPETENCY BASED HUMAN RESOURCE MANAGEMENT	1	2	28-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	205 MKT	SC-MKT-02 MARKETING RESEARCH	1	2	28-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	206 OSCM	SC-OSCM-01 SERVICES OPERATIONS MANAGEMENT - I	1	2	28-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	206 BA	SC-BA-02 DATA MINING	1	2	29-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	206 FB	SC-FB-02 PERSONAL FINANCIAL PLANNING	1	2	29-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	206 HR	SC-HRM-02 EMPLOYER RELATIONS & LABOUR LEGISLATION	1	2	29-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	206 MKT	SC-MKT-02 CONSUMER BEHAVIOUR	1	2	29-Sep-2021	12:00 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	206 OSCM	SC-OSCM-02 SUPPLY CHAIN MANAGEMENT	1	2	29-Sep-2021	12:00 PM To 02:00 PM
MCA(MANAGEMENT)(Rev.2020)	121	IT11 JAVA PROGRAMMING			09:00 AM To 11:00 AM	
MCA(MANAGEMENT)(Rev.2020)	122	IT12 DATA STRUCTURE AND ALGORITHMS			09:00 AM To 11:00 AM	



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Course_Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM.	Exam_Date	TIME SLOT
MCA(MANAGEMENT)(Rev.2010)	123	IT13 OBJECT ORIENTED SOFTWARE ENGINEERING	1	1	26-Sep-2021	09.00 AM To 11.00 AM
MCA(MANAGEMENT)(Rev.2010)	124	IT14 OPERATING SYSTEM CONCEPTS	1	1	27-Sep-2021	09.00 AM To 11.00 AM
MCA(MANAGEMENT)(Rev.2010)	125	IT15 NETWORK TECHNOLOGIES	1	1	28-Sep-2021	09.00 AM To 11.00 AM
MCA(MANAGEMENT)(Rev.2010)	221	IT21 PYTHON PROGRAMMING	1	2	24-Sep-2021	12.00 PM To 02.00 PM
MCA(MANAGEMENT)(Rev.2010)	222	IT22 SOFTWARE PROJECT MANAGEMENT	1	2	25-Sep-2021	12.00 PM To 02.00 PM
MCA(MANAGEMENT)(Rev.2010)	223	IT21 OPTIMIZATION TECHNIQUES	1	2	26-Sep-2021	12.00 PM To 02.00 PM
MCA(MANAGEMENT)(Rev.2010)	224	IT23 ADVANCED INTERNET TECHNOLOGIES	1	2	27-Sep-2021	12.00 PM To 02.00 PM
MCA(MANAGEMENT)(Rev.2010)	225	IT24 ADVANCED DBMS	1	2	28-Sep-2021	12.00 PM To 02.00 PM



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Timetable For Fresh & Backlog Online Examination of March/April 2021

Faculty of Commerce & Management / Management :

Course Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM.	Exam Date	TIME SLOT
MBA 2019 CREDIT PATTERN	301	SC-EL-STRATEGIC MANAGEMENT	2	4	11-Aug-2021	09:30 AM To 11:30 AM
MBA 2019 CREDIT PATTERN	302	SC-LE-DISCUSSION SKILLS	2	5	12-Aug-2021	09:30 AM To 11:30 AM
MBA 2019 CREDIT PATTERN	304 RA	SC-BA-03 ADVANCED STATISTICAL METHODS USING R	2	3	13-Aug-2021	09:30 AM To 11:30 AM
MBA 2019 CREDIT PATTERN	304 FA	SC-FIN-01 ADVANCED FINANCIAL MANAGEMENT	2	5	14-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	304 HR	SC-HRM-01 STRATEGIC HUMAN RESOURCE MANAGEMENT	2	3	17-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	304 RI	SC-IR-01 IMPORT EXPORT DOCUMENTATION AND PROCEDURES	2	3	18-Aug-2021	09:30 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	304 MCT	SC-MKT-02 SERVICES MARKETING	2	4	20-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	304 OSCM	SC-OSCM-03 SERVICE OPERATIONS MANAGEMENT - I	2	3	23-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	304 PHCM	SC-PHCM-01 FUNDAMENTALS OF PHARMACEUTICALS MANAGEMENT	2	3	23-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	304 RABW	SC-RABW-05 AGRICULTURE AND RURAL ECONOMY	2	4	24-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	304 THM	SC-THM-03 FUNDAMENTALS OF HOSPITALITY MANAGEMENT	2	3	25-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	305 NA	SC-BA-24 MACHINE LEARNING & COGNITIVE INTELLIGENCE USING PYTHON	2	4	26-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	305 FN	SC-FIN-04 INTERNATIONAL FINANCE	2	3	27-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	305 HR	SC-HRM-04 HR OPERATIONS	2	3	28-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	305 MMT	SC-MKT-04 SALES & DISTRIBUTION MANAGEMENT	2	3	29-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	305 OSCM	SC-OSCM-04 LOGISTICS MANAGEMENT	2	3	30-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	306	SC-UL-13 INTERNATIONAL BUSINESS ECONOMICS	2	3	31-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	307	SC-UL-14 INTERNATIONAL BUSINESS ENVIRONMENT	2	4	1-Sep-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	308	SC-UL-15 PROJECT MANAGEMENT	2	3	2-Sep-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	309	SC-UL-16 KNOWLEDGE MANAGEMENT	2	3	3-Sep-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	310	SC-UL-17 CORPORATE GOVERNANCE	2	3	4-Sep-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	311	SC-UL-18 MANAGEMENT OF NON-PROFIT ORGANIZATIONS	2	3	5-Sep-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	401	SC-14 ENTERPRISE PERFORMANCE MANAGEMENT	2	3	6-Sep-2021	03:00 PM To 05:00 PM



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Course Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM.	Exam Date	TIME SLOT
MBA 2019 CREDIT PATTERN	402	SC-15 INDIAN ETHICS & BUSINESS ETHICS	2	4	12-Aug-2021	12:00 PM to 02:30 PM
MBA 2019 CREDIT PATTERN	403 BA	SC-BA-05 ECONOMICS OF NETWORK INDUSTRIES	2	4	16-Aug-2021	12:30 PM to 03:00 PM
MBA 2019 CREDIT PATTERN	403 FIN	SC-FIN-05 FINANCIAL LAWS	2	4	19-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	403 HR	SC-HRM-05 ORGANIZATIONAL DIAGNOSIS & DEVELOPMENT	2	4	17-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	403 MKT	SC-MKT-05 MARKETING 4.0	2	4	18-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	403 OSCM	SC-OSCM-05 SUPPLY CHAIN & LOGISTICS	2	4	20-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	403 QA	SC-QA-05 ARTIFICIAL INTELLIGENCE IN BUSINESS APPLICATIONS	2	4	21-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	404 FIN	SC-FIN-06 CURRENT TRENDS & CASES IN FINANCE	2	4	23-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	404 HR	SC-HRM-06 CURRENT TRENDS & CASES IN HUMAN RESOURCE MANAGEMENT	2	4	24-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	404 IS	SC-IS-02 GLOBAL TRADE AND LOGISTICS MANAGEMENT	2	4	25-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	404 MKT	SC-MKT-06 MARKETING STRATEGY	2	4	26-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	404 OSCM	SC-OSCM-06 INDUSTRY 4.0	2	4	27-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	404 PHCM	SC-PHCM-01 PHARMA AND HEALTHCARE REGULATORY ENVIRONMENT IN INDIA	2	4	28-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	404 RBM	SC-RBM-02 ICT FOR AGRICULTURE MANAGEMENT	2	4	29-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	404 THM	SC-THM-02 TOURISM & TRAVEL MANAGEMENT	2	4	30-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	405	GE-UL-19 GLOBAL STRATEGIC MANAGEMENT	2	4	31-Aug-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	406	GE-UL-20 TECHNOLOGY COMPETITION & STRATEGY	2	4	1-Sep-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	407	GE-UL-21 CYBER LAWS	2	4	2-Sep-2021	09:00 AM to 11:00 AM
MBA 2019 CREDIT PATTERN	408	GE-UL-22 CORPORATE SOCIAL RESPONSIBILITY & SUSTAINABILITY	2	4	3-Sep-2021	09:00 AM to 11:00 AM

[Signature]
 Director
 Gwami Sevabnavi Sanstha's
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 Pune - 411 037



SAVITRIBAI PHULE PUNE UNIVERSITY

(Formerly University of Pune)

Timetable For Fresh & Backlog Online Examination of **October/November 2021**

Faculty of Commerce & Management : Management

Course Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM	Exam Date	TIME SLOT
MBA (REV.2010)	305 TM	FUNDAMENTALS OF TECHNOLOGY MANAGEMENT	2	3	6 April, 2022	10:00 AM To 12:00 PM
MBA (REV.2010)	306 TM	MANAGING INNOVATION-I	2	3	7 April, 2022	10:00 AM To 12:00 PM
MBA (REV.2010)	325 TM	DIRECT TAXATION	2	3	8 April, 2022	10:00 AM To 12:00 PM
MBA (REV.2010)	335 IT	IT MANAGEMENT & CYBER LAWS	2	3	8 April, 2022	10:00 AM To 12:00 PM
MBA (REV.2014)	316 OPE	PLANNING & CONTROL OF OPERATIONS	2	3	8 April, 2022	10:00 AM To 12:00 PM
MBA (REV.2014)	336 WBA	PRINCIPLES & PRACTICES OF INSURANCE	2	3	9 April, 2022	10:00 AM To 12:00 PM
MBA (REV.2010)	316 HR	HUMAN RESOURCE ACCOUNTING & COMPENSATION MANAGEMENT	2	3	9 April, 2022	10:00 AM To 12:00 PM
MBA (REV.2010)	338 IT	E-BUSINESS & BUSINESS INTELLIGENCE	2	3	9 April, 2022	10:00 AM To 12:00 PM
MBA (REV.2016)	336 OPE	INVENTORY MANAGEMENT	2	3	9 April, 2022	10:00 AM To 12:00 PM
MBA (REV.2016)	336 RABM	16-RABM- RURAL MARKETING-I	2	4	6 April, 2022	04:00 PM To 06:00 PM
MBA (REV.2010)	440	FINANCING IN RURAL DEVELOPMENT	2	4	7 April, 2022	04:00 PM To 06:00 PM
MBA (REV.2010)	404 B	INDIAN ECONOMY & TRADE DEPENDENCIES	2	4	8 April, 2022	04:00 PM To 06:00 PM
MBA (REV.2010)	433 BBA	BANKING REGULATIONS & LEGAL ASPECTS	2	4	8 April, 2022	04:00 PM To 06:00 PM
MBA (REV.2016)	433 FM	INDIRECT TAXATION	2	4	8 April, 2022	04:00 PM To 06:00 PM
MBA (REV.2016)	433 IT	SOFTWARE PROJECT MANAGEMENT	2	4	8 April, 2022	04:00 PM To 06:00 PM
MBA (REV.2016)	455 OPE	OPERATIONS STRATEGY & RESEARCH	2	4	8 April, 2022	04:00 PM To 06:00 PM



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 Faculty of Commerce & Management
 Pune - 411 003

COURSE NAME	SUBJECT CODE	SUBJECT NAME	YEAR	SEM	Term Date	TIME SLOT
MBA (REV.2016)	433 SCM	STRATEGIC SUPPLY CHAIN MANAGEMENT	2	4	8 April, 2022	04:00 PM TO 05:00 PM
MBA (REV.2016)	434 BM	TRENDS IN INSURANCE MANAGEMENT	2	4	8 April, 2022	04:30 PM TO 05:30 PM
MBA (REV.2016)	434 HM	GE-PHON STRATEGIC PLANNING AND HEALTHCARE MANAGEMENT	2	4	8 April, 2022	04:00 PM TO 05:00 PM
MBA (REV.2016)	439 IT	ENTERPRISE RESOURCE PLANNING (ERP)	2	4	9 April, 2022	04:00 PM TO 05:00 PM
MBA (REV.2016)	434 OPE	TOTAL QUALITY MANAGEMENT	2	4	9 April, 2022	04:30 PM TO 05:30 PM
MBA (REV.2016)	434 RBMM	GE-RBMM: RURAL MARKETING-II	2	4	9 April, 2022	04:00 PM TO 05:00 PM
MBA (REV.2016)	434 SCM	KNOWLEDGE MANAGEMENT IN SUPPLY CHAINS	2	4	9 April, 2022	04:30 PM TO 05:30 PM
MBA (REV.2016)	434 IB	INDIAN ECONOMY & TRADE DEPENDENCIES	2	4	9 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	101	GC-01 MANAGERIAL ACCOUNTING	1	1	8 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	102	GC-02 ORGANIZATIONAL BEHAVIOUR	1	1	20 April, 2022	10:30 AM TO 11:30 PM
MBA 2019 CREDIT PATTERN	103	GC-03 ECONOMIC ANALYSIS FOR BUSINESS DECISIONS	1	1	28 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	104	GC-04 BUSINESS RESEARCH METHODS	1	1	31 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	105	GC-05 BASICS OF MARKETING	1	1	05 April, 2022	10:00 AM TO 11:00 PM
MBA 2019 CREDIT PATTERN	106	GC-06 DIGITAL BUSINESS	1	1	14 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	107	GE-UL-01 MANAGEMENT FUNDAMENTALS	1	1	17 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	108	GE-UL-02 INDIAN ECONOMY	1	1	19 April, 2022	10:30 AM TO 11:30 PM
MBA 2019 CREDIT PATTERN	109	GE-UL-03 ENTREPRENEURSHIP DEVELOPMENT	1	1	27 April, 2022	10:00 AM TO 11:00 PM
MBA 2019 CREDIT PATTERN	110	GE-UL-04 ESSENTIALS OF PSYCHOLOGY FOR MANAGERS	1	1	08 April, 2022	10:30 AM TO 11:30 PM
MBA 2019 CREDIT PATTERN	111	GE-UL-05 LEGAL ASPECTS OF BUSINESS	1	1	28 April, 2022	10:00 AM TO 11:00 PM

Course Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM	Exam Date	TIME SLOT
MBA 2019 CREDIT PATTERN	112	GE-UL-06 DEMAND ANALYSIS & FORECASTING	1	1	23 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	201	GC-07 MARKETING MANAGEMENT	1	1	9 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	202	GC-08 FINANCIAL MANAGEMENT	1	2	17 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	203	GC-09 HUMAN RESOURCES MANAGEMENT	1	2	9 April, 2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	204	GC-10 OPERATIONS & SUPPLY CHAIN MANAGEMENT	1	2	26 April, 2022	04:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	207	GE-UL-07 CONTEMPORARY FRAMEWORKS IN MANAGEMENT	1	2	23 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	208	GE-UL-08 GEOPOLITICS & WORLD ECONOMIC SYSTEMS	1	2	18 April, 2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	209	GE-UL-09 START UP AND NEW VENTURE MANAGEMENT	1	2	25 April, 2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	230	GE-UL-10 QUALITATIVE RESEARCH METHODS	1	2	21 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	211	GE-UL-11 BUSINESS GOVERNMENT & SOCIETY	1	2	27 April, 2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	212	GE-UL-12 BUSINESS PROCESS RE-ENGINEERING	1	2	19 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	205 BA	SC-BA-01 BASIC BUSINESS ANALYTICS USING R	1	2	8 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	205 FM	SC-FIN-01 FINANCIAL MARKETS AND BANKING OPERATIONS	1	2	16 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	205 HR	SC-HRM-01 COMPETENCY BASED HUMAN RESOURCE MANAGEMENT	1	2	7 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	205 MKT	SC-MKT-01 MARKETING RESEARCH	1	2	19 April, 2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	205 OISCN	SC-OISCN-01 SERVICES OPERATIONS MANAGEMENT - I	1	2	7 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	206 BA	SC-BA-02 DATA MINING	1	2	16 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	206 FIN	SC-FIN-02 PERSONAL FINANCIAL PLANNING	1	2	23 April, 2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	206 HR	SC-HRM-02 EMPLOYEE RELATIONS & LABOUR LEGISLATION	1	2	12 April, 2022	10:00 AM To 12:00 PM



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Course Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM.	Exam Date	TIME SLOT
MBA 2019 CREDIT PATTERN	206 MKT	SC-MKT-02 CONSUMER BEHAVIOUR	1	2	6-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	206 OSCM	SC-OSCM-03 SUPPLY CHAIN MANAGEMENT	1	2	6-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	300	SC-12 STRATEGIC MANAGEMENT	2	3	22-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	302	SC-12 DECISION SCIENCE	2	3	18-Apr-2022	04:00 PM TO 06:00 PM
MBA 2019 CREDIT PATTERN	306	GE-UL-13 INTERNATIONAL BUSINESS ECONOMICS	2	3	7-Apr-2022	04:00 PM TO 06:00 PM
MBA 2019 CREDIT PATTERN	307	GE-UL-14 INTERNATIONAL BUSINESS ENVIRONMENT	2	3	6-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	308	GE-UL-15 PROJECT MANAGEMENT	2	3	22-Apr-2022	04:00 PM TO 06:00 PM
MBA 2019 CREDIT PATTERN	309	GE-UL-16 KNOWLEDGE MANAGEMENT	2	3	12-Apr-2022	04:00 PM TO 06:00 PM
MBA 2019 CREDIT PATTERN	310	GE-UL-17 CORPORATE GOVERNANCE	2	3	08-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	321	GE-UL-18 MANAGEMENT OF NON-PROFIT ORGANIZATIONS	2	3	19-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	304 BA	SC-BA-03 ADVANCED STATISTICAL METHODS USING R	2	3	26-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	304 FM	SC-FM-03 ADVANCED FINANCIAL MANAGEMENT	2	3	15-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	304 HR	SC-HRM-03 STRATEGIC HUMAN RESOURCE MANAGEMENT	2	3	16-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	304 IS	SC-IS-01 IMPORT EXPORT DOCUMENTATION AND PROCEDURES	1	3	13-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	304 MKT	SC-MKT-03 SERVICES MARKETING	1	3	7-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	304 OSCM	SC-OSCM-03 SERVICES OPERATIONS MANAGEMENT - II	1	3	6-Apr-2022	04:00 PM TO 06:00 PM
MBA 2019 CREDIT PATTERN	304 PHCM	SC-PHCM-01 FUNDAMENTALS OF PHARMA AND HEALTHCARE MANAGEMENT	1	3	15-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	304 RABM	SC-RABM-01 AGRICULTURE AND INDIAN ECONOMY	1	3	13-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	304 THM	SC-THM-01 FUNDAMENTALS OF HOSPITALITY MANAGEMENT	1	3	11-Apr-2022	10:00 AM TO 12:00 PM

Course_Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM	Exam Date	TIME SLOT
MBA 2019 CREDIT PATTERN	305 BA	SC-BA-04 MACHINE LEARNING & COGNITIVE INTELLIGENCE USING PPT	2	3	8-Apr-2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	305 FIN	SC-FIN-04 INTERNATIONAL FINANCE	2	3	26-Apr-2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	305 HR	SC-HRM-04 HR OPERATIONS	2	3	27-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	305 MKT	SC-MKT-04 SALES & DISTRIBUTION MANAGEMENT	2	3	11-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	305 OSCM	SC-OSCM-04 LOGISTICS MANAGEMENT	2	3	23-Apr-2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	401	GE-14 ENTERPRISE PERFORMANCE MANAGEMENT	2	4	9-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	402	GE-15 INDIAN ETHOS & BUSINESS ETHICS	2	4	25-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	406	GE-UL-19 GLOBAL STRATEGIC MANAGEMENT	2	4	9-Apr-2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	406	GE-UL-20 TECHNOLOGY COMPETITION & STRATEGY	2	4	23-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	407	GE-UL-21 CYBER LAWS	2	4	16-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	408	GE-UL-22 CORPORATE SOCIAL RESPONSIBILITY & SUSTAINABILITY	2	4	13-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	403 BA	SC-BA-05 ECONOMICS OF NETWORK INDUSTRIES	2	4	7-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	403 FIN	SC-FIN-05 FINANCIAL LAWS	2	4	11-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	403 HR	SC-HRM-05 ORGANIZATIONAL DIAGNOSIS & DEVELOPMENT	2	4	8-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	403 MKT	SC-MKT-05 MARKETING 4.0	2	4	8-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	403 OSCM	SC-OSCM-05 SUPPLY CHAINS & LOGISTICS	2	4	11-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	404 BA	SC-BA-06 ARTIFICIAL INTELLIGENCE IN BUSINESS APPLICATIONS		4	18-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	404 FIN	SC-FIN-06 CURRENT TRENDS & CASES IN FINANCE			7-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	404 HR	SC-HRM-06 CURRENT TRENDS & CASES IN HUMAN RESOURCE MANAGEMENT			13-Apr-2022	10:00 AM To 12:00 PM



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 Director
 L. V. S. Business
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Course Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM	Exam Date	TIME SLOT
MBA 2019 CREDIT PATTERN	404 IB	SC-IB-02 GLOBAL TRADE AND LOGISTICS MANAGEMENT	2	4	8-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	404 MBT	SC-MKT-06 MARKETING STRATEGY	2	4	12-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	404 OSCM	SC-OSCM-05 INDUSTRY 4.0	2	4	17-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	404 PHCM	SC-PHCM-02 PHARMA AND HEALTHCARE REGULATORY ENVIRONMENT IN	2	4	6-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	404 RBAM	SC-RBAM-02 ICT FOR AGRICULTURE MANAGEMENT	2	4	11-Apr-2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	404 THM	SC-THM-02 TOURISM & TRAVEL MANAGEMENT	2	4	8-Apr-2022	10:00 AM TO 12:00 PM



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EXAMINATION SECTION
 Ganeshkhind, Pune- 411 007
 (Maharashtra) INDIA

October/November 2018 Examination Circular No. 406

Revised as on dated 26/09/2018

ONLINE EXAMINATION FOR MBA SEMESTER I, II, III & IV (2013/2016) PATTERN

SEMESTER I, II, III & IV (2013/2016) PATTERN		
DATE & DAY	NAME OF SUBJECT & CODE	TIME
SEMESTER - II (Pattern 2013/2016)		
22.10.18 MONDAY	201: MARKETING MANAGEMENT	10:00 a.m. Onwards
23.10.18 TUESDAY	202: FINANCIAL MANAGEMENT	
24.10.18 WEDNESDAY	203: HUMAN RESOURCE MANAGEMENT	
25.10.18 THURSDAY	204: DECISION SCIENCE	
26.10.18 FRIDAY	205: OPERATIONS & SUPPLY CHAIN MANAGEMENT	
27.10.18 SATURDAY	206: MANAGEMENT INFORMATION SYSTEMS	
SEMESTER - I (Pattern 2013/2016)		
29.10.18 MONDAY	101: ACCOUNTING FOR BUSINESS DECISIONS	10.00a.m. Onwards
30.10.18 TUESDAY	102-ECONOMIC ANALYSIS FOR BUSINESS DECISIONS	
31.10.18 WEDNESDAY	103-LEGAL ASPECTS OF BUSINESS	
01.11.18 THURSDAY	104-BUSINESS RESEARCH METHODS	
02.11.18 FRIDAY	105-ORGANISATIONAL BEHAVIOUR	
03.11.18 SATURDAY	106-BASICS OF MARKETING	

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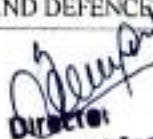
DATE & DAY	NAME OF SUBJECT & CODE	
22.10.18 MONDAY	401 - MANAGING FOR SUSTAINABILITY	
23.10.18 TUESDAY	403(MKT)	SERVICES MARKETING
	403(FIN)	INTERNATIONAL FINANCE
	403(IT)	SOFTWARE PROJECT MANAGEMENT
	403(OPE)	OPERATIONS STRATEGY
	403(HR)	INDUSTRIAL RELATIONS
	403(IB)	INTERNATIONAL BUSINESS ENVIRONMENT
	403(SCM)	STRATEGIC SUPPLY CHAIN MANAGEMENT -
	403(RABM)	RURAL CREDIT AND FINANCE
	403(FBM)	ESSENTIALS OF FAMILY BUSINESS MANAGEMENT - II
24.10.18 WEDNESDAY	403(TM)	TECHNOLOGY COMPETITION AND STRATEGY
	404(MKT)	SALES AND DISTRIBUTION MANAGEMENT
	404(FIN)	CORPORATE FINANCE
	404 (IT)	ENTERPRISE RESOURCE PLANNING (ERP)
	404(OPE)	TOTAL QUALITY MANAGEMENT
	404(HR)	STRATEGIC HUMAN RESOURCE MANAGEMENT
	404(IB)	INDIAN ECONOMY AND TRADE DEPENDENCIES
	404(SCM)	KNOWLEDGE MANAGEMENT IN SUPPLY CHAINS
	404(RABM)	RURAL MARKETING - II
	404(FBM)	MANAGING INNOVATION - II
	404(TM)	MANAGING INNOVATION - II



SEMESTER - IV (Pattern 2016)

TIME 03.00p.m. Onwards

DATE & DAY	NAME OF SUBJECT & CODE
22.10.18 MONDAY	401 - MANAGING FOR SUSTAINABILITY
23.10.18 TUESDAY	403 MKT SERVICES MARKETING
	403 FIN INDIRECT TAXATION
	403 IT SOFTWARE PROJECT MANAGEMENT
	403 OPE OPERATIONS STRATEGY AND RESEARCH
	403 HR EMPLOYMENT RELATIONS
	403 IB INTERNATIONAL BUSINESS ENVIRONMENT
	403 SCM STRATEGIC SUPPLY CHAIN MANAGEMENT
	403 RABM RURAL CREDIT AND FINANCE
	403 FBM ESSENTIALS OF FAMILY BUSINESS MANAGEMENT-II
	403 TM TECHNOLOGY COMPETITION AND STRATEGY
	403 BIM BANKING REGULATIONS AND LEGAL ASPECTS
	403 HM INTRODUCTION TO MEDICAL / HEALTHCARE TERMINOLOGY
	403 ED SOCIAL ENTREPRENEURSHIP
	403 SER STRATEGIC SERVICES MARKETING
	403 RM E-COMMERCE AND DIGITAL MARKETING IN RETAIL
	403 MC STRATEGIC BRAND MANAGEMENT
	403 THM STRATEGIC HOSPITALITY MANAGEMENT
	403 DFM DEFENCE ECONOMICS
24.10.18 WEDNESDAY	404 MKT SALES AND DISTRIBUTION MANAGEMENT
	404 FIN INTERNATIONAL FINANCE
	404 IT ENTERPRISES RESOURCE PLANNING (ERP)
	404 OPE TOTAL QUALITY MANAGEMENT
	404 HR STRATEGIC HUMAN RESOURCE MANAGEMENT
	404 IB INDIAN ECONOMY AND TRADE DEPENDENCIES
	404 SCM KNOWLEDGE MANAGEMENT IN SUPPLY CHAINS
	404 RABM RURAL MARKETING - II
	404 FBM MANAGING INNOVATION - II
	404 TM MANAGING INNOVATION - II
	404 BIM TRENDS IN INSURANCE MANAGEMENT
	404 HM STRATEGIC PLANNING AND HEALTHCARE MANAGEMENT
	404 ED INVESTING IN SCIENCES & TECHNOLOGY
	404 SER SECTORAL SERVICES MANAGEMENT
	404 RM INTERNATIONAL RETAILING
	404 MC INTERNET MARKETING II
	404 THM TOURISM PLANNING AND DEVELOPMENT
	404 DFM NATIONAL POWER AND DEFENCE POLICY


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SEMESTER - III (Pattern 2013)

TIME 03:00 p.m. Onwards

29.10.18 MONDAY	301: STRATEGIC MANAGEMENT
30.10.18 TUESDAY	302: ENTERPRISE PERFORMANCE MANAGEMENT
31.10.18 WEDNESDAY	303 : STARTUP AND NEW VENTURE MANAGEMENT
01.11.18 THURSDAY	305 (MKT) CONTEMPORARY MARKETING RESEARCH
	305(FIN) FINANCIAL REGULATORY FRAMEWORK
	305 (IT) IT MANAGEMENT
	305(OPE) PLANNING & CONTROL OF OPERATIONS
	305 (HR) LABOUR LAWS
	305(IB) INTERNATIONAL BUSINESS ECONOMICS
	305(SCM) ESSENTIALS OF SUPPLY CHAIN MANAGEMENT
	305(RABM) AGRICULTURE AND INDIAN ECONOMY
	305(FBM) ESSENTIALS OF FAMILY BUSINESS MANAGEMENT - I
	305(TM) FUNDAMENTALS OF TECHNOLOGY MANAGEMENT
02.11.18 FRIDAY	306(MKT) CONSUMER BEHAVIOUR
	306(FIN) MERCHANT BANKING & FINANCIAL SERVICES
	306(IT) E-BUSINESS
	306(OPE) INVENTORY MANAGEMENT
	306(HR) PERFORMANCE MANAGEMENT
	306(IB) EXPORT DOCUMENTATION AND PROCEDURES
	306(SCM) LOGISTICS MANAGEMENT
	306(RABM) RURAL MARKETING - I
	306(FBM) MANAGING INNOVATION - I
	306(TM) MANAGING INNOVATION - I

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SEMESTER - III (Pattern 2016)

TIME 03:00 p.m. Onwards

29.10.18 MONDAY	301: STRATEGIC MANAGEMENT
30.10.18 TUESDAY	302: ENTERPRISE PERFORMANCE MANAGEMENT
31.10.18 WEDNESDAY	303 : STARTUP AND NEW VENTURE MANAGEMENT
01.11.18 THURSDAY	305 BIM
	BANKING CONCEPTS AND OPEARATIONS
	305(DFM)
	EVOLUTION OF STRATEGIC THOUGHT OF DEFENCE
	305ED
	CHANGE, CREATIVITY, INNOVATION AND ENTREPRENEURSHIP
	305 FBM
	ESSENTIALS OF FAMILY BUSINESS MANAGEMENT - I
	305FIN
	DIRECT TAXATION
	305HM
	INTRODUCTION TO HEALTHCARE MANAGEMENT
	305HR
	LABOUR & SOCIAL SECURITY LAWS
	305IB
	INTERNATIONAL BUSINESS ECONOMICS
	305IT
	IT MANAGEMENT AND CYBER LAWS
02.11.18 FRIDAY	305MC
	INTEGRATED MARKETING COMMUNICATION
	305MKT
	CONTEMPORARY MARKETING RESEARCH
	305OPE
	PLANNING AND CONTROL OF OPERATIONS
	305RABM
	AGRICULTURE AND INDIAN ECONOMY
	305RM
	INTRODUCTION TO RETAILING
	305SCM
	ESSENTIALS OF SUPPLY CHAIN MANAGEMENT
	305SER
	SERVICES BUSINESS MANAGEMENT
	305 THM
	FUNDAMENTALS OF HOSPITALITY MANAGEMENT
	305TM
	FUNDAMENTALS OF TECHNOLOGY MANAGEMENT
	306 BIM
	PRINCIPLES AND PRACTICES OF INSURANCE
	306DFM
	STRATEGIC DEFENCE MANAGEMENT
	306ED
	FINANCE FOR ENTREPRENEURS
	306FBM
	MANAGING INNOVAGTION-I

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02.11.18 FRIDAY	306FIN	FINANCIAL SYSTEM OF INDIA, MARKETS AND SERVICES
	306HM	INFORMATION TECHNOLOGY IN HEALTHCARE
	306HR	HUMAN RESOURCE ACCOUNTING & COMPENSATION MANAGEMENT
	306IB	EXPORT DOCUMENTATION AND PROCEDURES
	306IT	E-BUSINESS AND BUSINESS INTELLIGENCE
	306MC	INTERNET MARKETING I
	306MKT	CONSUMER BEHAVIOUR
	306OPE	INVENTORY MANAGEMENT
	306RABM	RURAL MARKETING I
	306RM	RETAIL STORES AND OPERATION MANAGEMENT
	306SCM	LOGISTICS MANAGEMENT
	306SER	SERVICES PERFORMANCE MANAGEMENT
	306THM	TOURISM AND TRAVEL MANAGEMENT
	306TM	MANAGING INNOVATION I

The Directors of all affiliated Management Institutes are requested to bring the content of this notification to the notice of all the students, teachers and all other concerned.

Ganeshkhind, Pune-411 007

Ref.No. XCT/Mngt./1503

Date: 05/10/2018

Asheesh

Director

Board of Examinations and Evaluation



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Innovating Business Leadership

Notice

Ref/LBS/Academics/02/31

Date: 08/02/2019

This is to inform All **MBA Semester II & IV** students that Your Internal Exams are scheduled from 18th February 2019 Onwards

Dress code: - College Uniform with ID card

Attendance is Mandatory


(Prof. Dr. Satish Warpade)
Director, Lotus Business School
Swami Sevabhavi Sanstha's
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M.B.A.
(101)- Managerial Accounting
(2019 Pattern) (Semester - I)

Marks- 50

Time: 2.00 Hours

Instructions:

1. All Questions are Compulsory.
2. Each Question has internal options.
3. Use of simple calculator is allowed.
3. Your answer should be specific and to the point.

(10)

Q 1. Multiple Choice Questions (Any 5)

1. Calculate the prime cost from the following information:

Direct material purchased: Rs. 1,00,000

Manufacturing overheads: Rs. 30,000

Direct material consumed: Rs. 90,000

Direct labour: Rs. 60,000

Direct expenses: Rs. 20,000

(a) Rs. 1,70,000

(b) Rs. 2,00,000

(c) Rs. 1,80,000

(d) Rs. 2,10,000

2. A Ltd is a manufacturing company that has no production resource limitations for the foreseeable future. The Managing Director has asked the company managers to coordinate the preparation of their budgets for the next financial year. In what order should the following budgets be prepared?

(1) Sales budget

(2) Cash budget

(3) Production budget

(4) Purchase budget

(5) Finished goods inventory budget

(a) (2), (3), (4), (5), (1)

(b) (1), (5), (3), (4), (2)

(c) (1), (4), (5), (3), (2)

(d) (4), (5), (3), (1), (2)

3. Fill in the blank

Golden rule of Nominal Accounts Debit all.....and Credit.....

4. True or False

"Debit the giver and credit the receiver"

5. One sentence answer

Book-keeping is.....?



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6. Find out correct equation

- (a) Prime Cost = Direct Material + Direct Labour + Direct Expenses + Overheads
 (b) Prime Cost = Direct Material + Direct Labour + Direct Expenses + Factory Overheads
 (c) Prime Cost = Direct Material + Direct Labour + Direct Expenses
 (d) Prime Cost = Direct Material + Direct Labour + Direct Expenses + Indirect Labour

7. Following item is excluded from cost sheet

- (a) Consumable stores
 (b) Dividend Paid
 (c) Director fees
 (d) Free samples

8. Conversion cost includes cost of converting.....into.....

- (a) Raw material, WIP
 (b) Finished goods, saleable goods
 (c) WIP, Finished goods
 (d) Raw material, finished goods

(10)

Q 2) Solve any Two:

- A) Accounting concept and conventions
 B) Role of Chief Finance Officer and Chief Cost & Work Accountant
 C) Journalise the following transaction in the books of ABC Ltd.

- 5th Jan 2019 Started business with cash Rs. 100000 and bank loan Rs. 50000/-
 6th Jan 2019 Open bank account with SBI and cash deposited Rs. 20000/-
 7th Jan 2019 Purchase building worth Rs. 50000/-
 8th Jan 2019 Purchase furniture worth Rs. 10000 by cheque
 10th Jan 2019 Purchase goods worth Rs. 20000 on cash
 12th Jan 2019 Sold goods worth Rs. 30000 to Mr. Jay on cash
 15th Jan 2019 Purchase goods worth Rs. 35000 on credit by Miss. Rani
 20th Jan 2019 Sold goods worth Rs. 40000 on credit to Mr. Raja
 25th Jan 2019 Cash withdraw from bank Rs. 10000
 30th Jan 2019 Paid Rent Rs. 5000 and Salary Rs. 10000

Q3 A) from the following trail balance of Shri. Ram; finalized Trading and Profit and Loss Account for the year ended 31st March 2018 and a balance sheet as on that date after making necessary adjustments.

(10)

Particulars	DR	CR
Ram Capital Account		36000
Ram's Drawings	3000	
Purchases	20000	
Return Inward	5000	
Return Outward		800
Office furniture	6000	
Buildings	8000	
Office expenses	1200	
Stock on 1 April 2018	7000	
Sundry expenses	400	
Rent, Rate and Taxes	600	



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Wages and salaries	8000	30000
Sales		
Carriage Inward	200	
Carriage outward	300	
Bills receivable	1200	900
Bills payable		
Travelling and conveyance	750	1200
RDD as on 1 st April 2018		
Bad debts	300	
Sundry debtors	12000	
Insurance premium	300	
Cash in hand	500	
Cash at bank	2500	3850
Sundry creditors		72750
	72750	72750

Adjustment:

1. Closing stock as on 31st March 2019 amounted to Rs. 10,800/-.
2. Depreciation on office furniture and building at 10%.
3. Rent outstanding Rs.150/-.
4. Insurance prepaid amounted to Rs.100/-.
5. Maintain Reserve for Doubtful debts at 5% on Sundry Debtors.

OR

Q3 B) you as a Finance manager find out requirement of cash for the month of May, June & July, 2019 on the basis of the following information and take decision if any requirement of Bank overdraft facilities required.

(10)

Month	Credit Sales	Credit Purchases	Wages	Manufacturing Expenses	Office Expenses	Selling Expenses
March	60,000	36,000	9,000	4,000	2,000	4,000
April	62,000	38,000	8,000	3,000	1,500	5,000
May	64,000	33,000	10,000	4,500	2,500	4,500
June	58,000	35,000	8,500	3,500	2,000	3,500
July	56,000	39,000	9,500	4,000	1,000	4,500
August	60,000	34,000	8,000	3,000	1,500	4,500

1. Cash Balance on 1st May 2019, 8,000 Rs.
2. Plant costing Rs.16, 000 is due for delivery in July, payable 10% on delivery & the balance after 3 months.
3. Advance tax of Rs. 8,000 each is payable in March & June.
4. Period of credit allowed by Suppliers is 2 months & to customers is 1 month.
5. Lag in Payment of Manufacturing expenses is $\frac{1}{2}$ month.
6. Lag in payment of office & selling expenses - 1 month.



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Q 4 A) Blue Water company want to know about per unit total cost, selling price and profit of 1000 unit of production. Please guide for the same. (10)

Particular	Amount
Direct wages	57000
Direct material	28500
Factory rent & rates	2500
Office rent & rates	500
Plant repairs and maintenance	1000
Plant depreciation	1250
Factory heating & lighting	400
Factory manager's salary	2000
Office salary	1600
Director's remuneration	1500
Telephone & postage	200
Printing & stationery	100
Admin charges	150
Advertisement	1500
Salesman salaries	2500
Showroom Rent	500
Sales	116000

OR

Q 4 B) As a production manager you make a plan for production of 6000 and 7000 electrical Irons as well as calculate budgeted overheads through flexible budget. For producing 10000 electrical Irons following are the budgeted expenses. (10)

Particulars	Per Unit Rs
Direct materials	60
Direct labour	30
Variable overheads (Production)	25
Fixed overheads (Rs. 1, 50,000)	15
Variable expenses (direct)	5
Selling expenses (10% fixed)	15
Administrative expenses (Rs. 50,000)	
Fixed for all levels of production)	5
Distribution expenses (20% fixed)	5
Total cost of sales per unit	160

Q 5) Radiance Co. Ltd wants to calculate Prime cost, Factory cost, Total cost of production and Total cost of sales. Please give your input.

Sales	7, 80,000
Purchases	4, 83,375
Salaries:	
Office	40,350
Selling	22,950
Rent & Taxes:	
Office	2,700



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Selling	1,350	
Consumable Stores	3,850	
Depreciation on Plant & Machinery	13,950	
Advertising	4,700	
Indirect Materials	2,350	
Travelling expenses	3,000	
Opening Stock of Raw Material	1,14,375	
Sundry Expenses:		
Office	16,500	
Selling	8,250	
Closing Stock of Raw Material	1,47,750	
Dividend on Shares	13,500	
Preliminary Expenses	4,500	
Discount on issue of Shares	6,000	

OR

Q 5 B) From the undernoted Trial balance of M/S xyz as on 31st March 2015, Calculate Gross profit/Loss through trading and Net Profit/Loss through profit & loss Account for the year ended 31st March 2015 and Total assets and Liabilities through Balance Sheet as on that date.

(10)

Trial Balance

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
Cash in hand	1,200	Capital	80,000
Purchases	1,20,000	4% Bank loan	20,000
Opening stock	35,000	Bills Payable	22,000
Sundry Debtors	50,000	Sundry creditors	24,000
Plant & Machinery	60,000	Sales	2,00,000
Furniture	15,000	Bad debts reserve	1,200
Bills Receivable	20,000		
Rent & Taxes	10,000		
Wages	16,000		
Salaries	20,000		
	3,47,200		3,47,200

Additional information:

1. Closing Stock Rs. 40,000
2. Provide outstanding liabilities: Rent & Taxes-Rs. 2,000, Wages-Rs. 3,000, Salaries - Rs. 4,000.
3. Depreciation on plant & machinery at 5% on furniture at 10%.
4. Write off Rs. 500 as bad debts.
5. Create bad debts reserve at 2.5% on sundry debtors.



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Time: 2.00 Hours

Instructions:

- 1. All Questions are Compulsory.**
- 2. Each Questions has an internal options**
- 3. Your answer should be specific and to the point.**

(10 marks)

Q. 1) Solve the following (any 5)

1. Economics is best defined as the study of how people, businesses, governments and societies:
 - a) Make choices to cope with scarcity
 - b) Attain wealth
 - c) Choose abundance over scarcity
 - d) Use their infinite resources
2. Which of the following is true regarding the circular flow model?
 - a) Household provide the demand for the factor and business provide the supply for the goods and services market
 - b) Household provide the demand for the goods and service market and business provides the supply for the factor market
 - c) Household provide the supply for the factor market and business provides the supply for the goods and service market
 - d) Households provide both the supply and demand for the goods and services market
3. Which of the following is defined as the study of the aggregate economy studied as a whole
 - a) Mathematical economics
 - b) Econometrics
 - c) Macroeconomics
 - d) Microeconomics
4. Scarcity is a condition that exists when
 - a. There is a fixed supply of resources
 - b. There is a large demand for a product
 - c. Resources are not able to meet the entire demand for a product
 - d. All of the above
5. Which of the following functional areas of business has primary responsibility for a firm's total revenue?
 - a) Accounting
 - b) Finance
 - c) Marketing
 - d) Personnel
6. Implicit cost is equal to
 - a. business profit minus economic profit
 - b. business profit plus economic profit
 - c. economic profit minus business profit
 - d. economic profit minus explicit cost
7. During a recession, economies experience increased unemployment and a reduced level of activity. How would a recession be likely to affect the market demand for new cars?
 - a. Demand will shift to the right
 - b. Demand will shift to the left
 - c. Demand will not shift, but the quantity of cars sold per month will decrease
 - d. Demand will not shift, but the quantity of cars sold per month will increase



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8. Average cost is defined as
 - a. total cost divided by marginal cost
 - b. total cost divided by total output
 - c. total output times cost per unit
 - d. total output times marginal cost

Q. 2) Write a Short note on any two -

(10 Marks)

- a) Concept of Microeconomics & Macroeconomics
- b) Nature and Scope of Managerial Economics
- c) Concept of Firm, Market, Objectives of Firm

Q. 3) a. India is the largest provider of generic drugs globally. Indian pharmaceutical sector industry supplies over 90 per cent of global demand for various vaccines, 40 per cent of generic demand in the US and 25 per cent of all medicine in UK.

- i) What impact will be there if the prices of generic drugs increases?
- ii) How the demand and supply will be affected if the prices of generic drugs decreases?

OR

Q.3)b. Agriculture is the primary source of livelihood for about 58 per cent of India's population. Gross Value Added by agriculture, forestry and fishing is estimated at Rs 18.53 trillion in FY18. The Indian food industry is poised for huge growth, increasing its contribution to world food trade every year due to its immense potential for value addition, particularly within the food processing industry. What impact will be there on Indian economy, if Indian food industries fails to supply in global market according to demand?

- i) What effect will be there on GVA, if supply does not match the demand in food processing industry?
- ii) What will be general impact on economy if agriculture sector is not growing?

Q4) a. The major markets for bangles in India located in the Old City area of Hyderabad. Over the years, the bangle market in general has undergone a sea change in terms of demand and supply. Predominantly dependent on skilled artisans who had inherited the skills of bangle making from their ancestors, the market has witnessed increasing demand in recent years. While earlier this business was dominated by a few artisans and the volume of business was carried out on a micro scale, as of 2019, it had grown into an industry having over 4000 artisans. Solve the following issues:

- i) Understand the issues and challenges related to the bangle market in India.
- ii) Understand the various factors affecting demand and supply of the bangle market.

OR

Q.4) b. ABC Textile Ltd, located in Pune is into the garments manufacturing, as a financial analyst, explain the cost function. And what are the short run and long run costs for the company.

Q. 5) a. Pricing plays an important role in manufacturing as well as service industry. As an economist, which non price factors on monopolist like Facebook and oligopolist like McDonalds effect?

OR

Q. 5) b. After the terrorist attack of 26/11/2008 on The Taj Hotel, Mumbai, the Taj Hotel worried about how to come up from this situation. As an Economist, design the business cycle for the Hotel with reference to market structure and business cycle.



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M.B.A.
(102)- Organizational Behavior
(2019 Pattern) (Semester - I)

Time: 2.00 Hours

Instructions:

Marks- 50

1. All Questions are Compulsory.
2. Each Questions has an internal options
3. Your answer should be specific and to the point.

Q.1 Answer any 5 out of 8 (2 marks each)

- 1) Define - Value citing an example.
- 2) Define - Attitude citing an example.
- 3) Define - Personality citing an example.
- 4) Define - Perception an example.
- 5) Explain the difference between EQ and IQ.
- 6) Explain the following aspects of emotional intelligence in one sentence
 - a) Self - Awareness
 - b) Self-Regulation
 - c) Empathy
 - d) Social Skills
- 7) Explain the X theory and Y theory
- 8) Explain SOBC

Q.2 Answer any 2 out of 3 (5 marks each)

1. Explain Johari Window
2. Explain the Maslow's Theory of Hierarchy
3. Explain the Emotional Competency Framework .

Q.3 Answer 3 (a) or 3 (b) (10 marks)

1. Give examples of sectors, profiles or situations where the four models of OB can be used and explain the characteristics of all the four models in the sectors, profiles that you have described for each of the models?
2. When a cross functional team is formed for a project with the aim of introducing a new product into the market describe the 5 stages of team formation with the help of activities of each stage. Use any company and any product of your choice to explain your team formation.

Q.4 Answer 4 (a) or 4 (b) (10 marks)

Q 4 (a) Analyze and indentify the following contingency theory of leadership situations and give the main philosophy of the theory

Situation 1 - i) Very favorable or very unfavorable situations: Autocratic leadership
ii) Moderate favorable or moderate unfavorable leadership: Supportive leadership.

Situation 2 - i) Followers are unable and unwilling. Clear instructions.
ii) Followers are able and unwiling: supportive and participative style.
iii) Followers are able and willing: mentoring/ the leaders does not need to do much.

Situation 3 - i) Motivation - satisfaction - performance model of the follower of his leader.
ii) Vroom's expectancy of motivation.



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- Situation 4 - i) Less the task structure required and less the need for consideration.
 ii) As the follower matures and starts taking responsibility and more the motivation and willingness the leadership orientation has to evolve.

Q 4 (b) Analyze the following situations and identify the style of conflict resolution and give the main philosophy of the theory.

- Situation 1 - i) Emergencies requiring quick action
 ii) Unpopular actions for long term organizational effectiveness (lay offs and firing for cost cutting or unsatisfactory performance).

- Situation 2 - i) long term strategy to encourage cooperation
 ii) Effective in short term
 iii) Defuse potentially explosive situation
 iv) Relationship is crucial
 v) Maintaining harmony
 vi) Avoiding disruption in important situations.

- Situation 3 - i) Lots of time available
 ii) Same level of respect or authority so as to feel free to interact even among superiors and subordinates
 iii) Organizational support for investing time and energy
 iv) Organizational culture with designed frame work.

- Situation 4 - i) Short term only
 ii) Some thing gained is better than nothing
 iii) Total win is not possible
 iv) Blocked agreement due to opposing goals

- Situation 5 - i) Minor issue requiring no attention
 ii) Individual needs time to think
 iii) Individual needs more preparation
 iv) The other part is too strong
 v) Others can deal with it more effectively

Q.5 Answer 5 (a) or 5 (b) (10 marks)

Q5 (a) The CEO of a pharmaceuticals company Vision Pharma had take an lot of effort to establish an Entrepreneurial culture in his organization. He believed that research and creating new products would drive the profitability of his organization. He was successful in inventing a new product and get a patent for it. His loyal employees had managed to indentify the need of a particular drug and were excited about the money that would come their way. But they were not able to sell their product. The company was at the brink of bankruptcy. People started to quit. The CEO hired a GM sales from another company to turn around the situation.

What type of culture or a combination of culture's should the GM create. What are the steps that the GM should take to turn around the company?

Q5 (b) There has been a massive change in the way the employees of the banking industry are expected to work since 2001. The previously laid back banking culture with fixed work hours has shifted to an aggressive demanding outlook. The employees are expected to not only perform the routine banking operations but sale financial services like insurance, loans, foreign exchange etc. The work force is now more culturally diversified and people of a lot of states have started getting jobs. The employees old or new have had to learn or upgrade themselves in use of electronic devices. This true for the cooperative banks also. Targets, incentives and rewards have become a part of the culture

Please evaluate the situation and state the reasons for such a culture



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M.B.A.
(104) Business Research Methods
(2019 Pattern) (Semester - I)

Marks- 50

Time: 2.15 Hours

Instructions:

- 1. All Questions are Compulsory.**
- 2. Each Questions has an internal options**
- 3. Your answer should be specific and to the point.**

Q.1 Solve any five (2 Marks each)

10

1. In the research process, the management question has the following critical activity in sequence.

- Origin, selection, statement, exploration and refinement
- Origin, statement, selection, exploration and refinement
- Origin, exploration, selection, refinement, and statement
- Origin, exploration, refinement, selection and statement

2. The chapter that details the way in which the research was conducted is the ____ chapter

- Introduction
- Literature review
- Research methodology
- Data analysis
- Conclusion and recommendations

3. What is a good research? The following are correct except

- Purpose clearly defined
- Research process detailed
- Research design thoroughly planned
- Findings presented ambiguously

4. Every research proposal, regardless of length should include two basic sections. They are:

- Research question and research methodology
- Research proposal and bibliography
- Research method and schedule
- Research question and bibliography

5. _____ presents a problem, discusses related research efforts, outlines the data needed for solving the data and shows the design used to gather and analyze the data.

- Research Question
- Research Proposal
- Research Design
- Research Methodology

6. Secondary data can almost always be obtained more quickly and at a lower cost than ____ data.

- Tertiary
- Collective
- Research
- Primary

7. In _____, each sample has equal and known chance of selection.

- Simple random sampling
- Cluster sampling
- Stratified sampling
- Snowball sampling

8. When we try to explain the relationship among variables, the study is called

- Exploratory study
- Longitudinal study
- Causal study
- Cross sectional study



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Q.No. 2 Solve Any 2

- Interval Scale
- Components of Research Proposal
- Snowball Sampling

Q.3. Prepare Questionnaire for any one of the following situation.

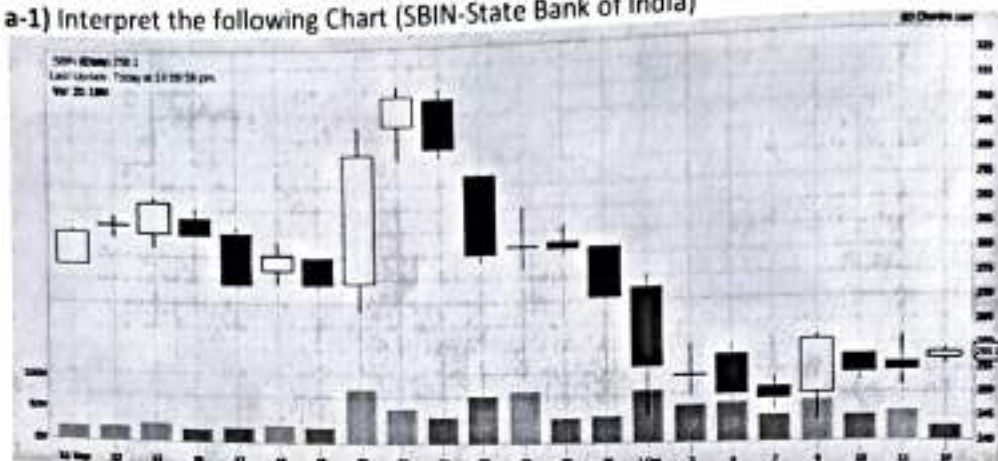
a) A Consumer durable company is planning to launch a new type of Television. The company would like to have information about how consumers select a brand of Television.

OR

b) You have been assigned the task to find out opinions regarding implementation of smart city in Pune from passengers of public transport.

Q.No. 4

a-1) Interpret the following Chart (SBIN-State Bank of India)



a-2) In a study of result, a series of tests was administered to 25 students. The following data were obtained: higher scores represent greater satisfaction.

23,46,50,21,23,63,43,15,22,27,58,35,45,25,35,12,23,61,44,58,30,19,18,20,22

OR

b) Draw histograms of the following data

Marks	0-10	10-20	20-30	30-40	40-50
No. Students	8	10	20	16	6

Also find mode from histogram.

Q.No.5

a) A sample 16 MBA graduate students of a college was obtained their starting salary. The mean monthly salary was found to be Rs.44800 with standard deviation Rs.960. The past data on the starting salary has given a mean value Rs.45000. Using 5% level of significance, can we conclude that average salary differ from Rs.45000?

Data Given - Calculated t value = 0.83 and Table T Value = + 2.131

Propose a null and alternative hypothesis for the above research specifying variables and write interpretation of hypothesis testing on data given.

OR

b) "Start Auto" one of the leading automobile company in India, lost market share to its competitor. In order to regain its market share, the company plans to find out the reason for its failure in the market. You are appointed as researcher.

Questions

- What type of research design would you prefer? Support your answer with reasons.
- State the sources through which Start Auto will get primary data.



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M.B.A.
(105)- Basics of Marketing
(2019 Pattern) (Semester - I)

Time: 2.00 Hours

Instructions:

1. All Questions are Compulsory.
2. Each Question has an internal options
3. Your answer should be specific and to the point.

Marks- 50

Q1. Multiple Choice Questions (Answer any 5)

I. Marketing is defined by the American Marketing Association as the activity, set of institutions, and processes for _____, _____, and _____ offerings that have value for customers, clients, partners, and society at large. (10)

- A) Making, Arranging, Maintaining and Selling
- B) Creating, Communicating, Delivering, and Exchanging
- C) Creating, Advertising, Selling, and Transferring
- D) Performing, Displaying, Offering, and Exchanging

II. What term describes a multichannel retailer typically with an online store, traditional stores, and often makes use of direct mail catalogue selling?

- A) Bricks and clicks retailer
- B) Internet pure play
- C) Online shopping mall.
- D) Online intermediary.

III. The promotion "P" of marketing is also known as _____.

- A) Product Differentiation
- B) Distribution
- C) Cost
- D) Marketing Communication

IV. Which of the following is NOT considered a type of reseller?

- A) wholesaler
- B) retailer
- C) manufacturer
- D) distributor

V. A cluster of complementary goods and services across diverse set of industries is called as _____.

- A) Market place
- B) Meta market
- C) Market space
- D) Resource Market

VI. _____ exists when all consumers have almost the same preferences and the market reflects no natural segments.

- A) Clustered preferences
- B) Diffused preferences
- C) Homogenous preferences
- D) None of the above



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VII. All of the following would be considered to be in a company's microenvironment EXCEPT:

- A) marketing channel firms
- B) political forces
- C) publics
- D) customer markets

VIII. Which of the following statements is true?

- A) Most manufacturers make all or even a majority of their sales through direct channels
- B) Compared with consumer purchases a business purchase involves more decision participants
- C) In the business buying process the buyer and seller are often much less dependent on each other
- D) None of the above

Q2. Solve any Two.

(10)

- A) Micro & Macro Environment
- B) Niche Marketing
- C) Value Proposition & USP

Q3. "Brain Gym" focused on exercise for effective utilization of brain in different situation and working for all age groups, currently they have single unit in Pune, now due to demand in market they are interested to expand their business. As marketing expert suggest segmentation technique to identify target market.

OR

(10)

Q3. World facing problem of plastic pollution and majority of the plastic pollution is through empty water bottle. To reduce this pollution the Brand "Ooho" introduced a product "Edible Water Balls" in international market and now the same brand is planning to enter into Indian market. Design the STP strategy for it.

(10)

Q4. Samsung enjoying growth and maturity phase in mobile industry. Samsung now planned to enter into digital smart wrist watch and interested to launch product in Indian market. Company has a question about what would be the buyer decision process for digital smart wrist watch in Indian context. As a marketing expert discuss steps involved in the buyer decision process for digital smart wrist watch products.

(10)

OR

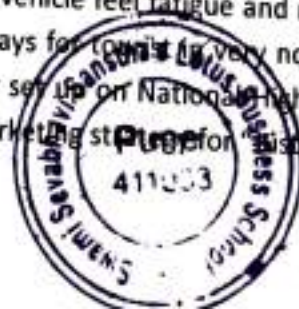
Q4. Whether we're shopping for corn flakes, concert tickets or a Tour to Paris, the Internet has changed how we decide what to buy. At Google, we call this online decision-making moment the Zero Moment of Truth, or simply, ZMOT. Explain how ZMOT works at the time of selecting branded cell phone.

(10)

Q5. "Hungry"- Your home made meal @ your Office.....is delivery service model which deliver your home made meal at your office door step (Like Mumbai Dabewala) is planning to start business in Pune with mobile application. Company is interested to develop their marketing mix for rapid growth. As a marketing consultant, Management of "Hungry" requested you to develop marketing mix for them.

OR

Q5. It has been observe that majority of the accidents are happen due to fatigue and reckless driving specially on highways. On long drive most of the time driver of vehicle feel fatigue and require rest for some-time. "Just Comfort" has developed rest rooms on highways for tourists at very nominal charges. Company is in Introduction phase. Currently company has their set up on National Highway 4 with 20 stations (In-between 100 km.) As a marketing expert develop Marketing strategy for "Just Comfort".



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Time: 2.00 Hours

Instructions:

1. All Questions are Compulsory.
2. Each Questions has an Internal options
3. Your answer should be specific and to the point.

Instructions to the students

1. All questions are compulsory
2. Each question carries 10 marks
3. Draw flow chart or diagram where ever required

Q1. MCQ's any 5 (2 Marks each)

- a) In _____ starts to the development of the Intel 4004, the first single-chip microprocessor, and it was released by Intel in _____.
i) 1968, 1971 ii) 1970, 1972 iii) 1967, 1979 iv) 1965, 1968
- b) E-business types examples Pure Play _____ and Brick & Click _____.
i) amazon.com, ebay.com ii) google.com, yahoo.com iii) hotels.com, dell.com
iv) cromax.com, bata.com
- c) _____ protocol permits users to transfer files from server to client and _____ protocol used in World Wide Web.
i) TCP/IP, VoIP ii) HHTP, HTTPS iii) FTP, HTTP iv) TFT, EFT
- d) Twitter allows user maximum _____ characters and Plur allows user maximum _____ characters in the blog.
i) 240,270 ii) 250,260 iii) 280,210 iv) 140,180
- e) Social collaboration, means working socially to achieve a common goal examples are _____ & _____.
i) facebook.com, linkedin.com ii) sermo.com, israelagri.com iii) pinterest.com, instagam.com
iv) gmail.com, ymail.com
- f) Smart Grid offers a _____ communication flow between service providers and consumers, while a traditional power grid only offers _____ communication from the service provider to the consumer.
i) uni-directional, bi-directional ii) bi-directional, uni-directional iii) multi-directional, bi-directional
- g) In e-Market spaces in merchant solutions _____ & _____ are used.
i) e-catalog & search engines ii) e-mall & portals iii) storefront & electronic mall iv) shopify & magento
- h) In WEB 2.0 _____ & _____ are the enhancement from WEB1.0
i) Static Content & one-Directional ii) Dynamic Content & bi-Directional iii) Personal & Static Content
iv) Read Only & Banner Advertising

Q2. Any 2 (5 marks each)

1. Electronic Health Record
2. E-Auctions and its types.
3. Digital Payment



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- Q3. a) "IndMart" new start up working on online platform like amazon. Management of "IndMart" wants information on how to create online webstore like other competitors. As a digital business expert suggest the components need to incorporate on online webstore, to make online buying user-friendly for their customers.

OR

- b) "Janata Bazaar" is traditional super mart in Pune working from 1985. Most of the people have trust on Janata Bazaar because of their quality of product and service. But in this digital era management is interested to enter in digital business. Suggest strategy for "Janata Bazaar" to have competitive advantage using digital business.

- Q4. a) On 8th November 2016 government of India has taken decision of demonetization and withdraws Rs.1000 and Rs.500 Currency Note. After this decision most of the Indian people are using digital currency. "PayMoney" is interested to develop interface app for payment gateway. Management of the company is interested to know the benefits and limitations of online payment gateways. As a digital business expert analyze the current environment and forecast the future benefits and limitations for "PayMoney" App.

OR

- b) In 1994 Amazon started with "virtual retailing" as a business model – no warehouses, no inventory, and no shipments. The idea was to take orders and receive payments electronically and then let others fill the orders. It soon became clear that this model, although appropriate for a small company, would not work for the world's largest e-tailer.

Later in 2006 Amazon.com decided to change its business model and handle its own inventory and logistics. Furthermore, for a fee the company provides logistics services to any seller even its competitors. The company spent billions of dollars to construct their own warehouses around the country and became a world-class leader in warehouse, warehouse automation, packaging, and inventory management.

- 1) How is Amazon.com able to efficiently fulfill many millions of orders?
- 2) Amazon.com also rents out space in its warehouse and provides logistics services to other companies. It takes orders for them. How does it work?

- Q5. a) Every day approximately more than 300,000 people in Mumbai commute by the Metro, while 15,000 smart cards are bought daily. The Mumbai Metro, which began operation in 2014, has today become highly popular as it is a convenient medium of transport. However, the increasing daily ridership has led to long ques of commuters at the counters who buy tickets or recharge their smart cards. But all that is set to change as the Mumbai Metro is started OnGo m-Ticketing App in July 2017 unique service that will make travel much more pleasurable and hassle free.

- 1) Evaluate the Mumbai metro OnGo m-ticketing system and explain how Mumbai Metro OnGo could handle the limitations that they facing before.
- 2) As per your opinion suggest if this can be implemented for Pune Metro, Justify your opinion

OR

- b) Digital India campaign Launched on 1 July 2015 by Indian Prime Minister in order to ensure the Government's services are made available to citizens electronically by improved online infrastructure and by increasing Internet connectivity or by making the country digitally empowered in the field of technology. The initiative includes plans to connect rural areas with high-speed internet networks. Digital India consists of three core components: the development of secure and stable digital infrastructure, delivering government services digitally, and universal digital literacy.

- 1) Evaluate the different initiatives of Indian Govt. under e-governance.
- 2) The extent to which it is beneficial to citizens, business and employers.



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Time: 2.00 Hours

Marks- 50

Instructions:

1. All Questions are Compulsory.
2. Each Questions has an internal options
3. Your answer should be specific and to the point.

10 Marks

Q1) Solve any five

1) Which of the following is not true for forecasting?

- a) Forecasts are rarely perfect
- b) The underlying casual system will remain same in the future
- c) Forecast for group of items is accurate than individual item
- d) Short range forecasts are less accurate than long range forecasts

2) Equation $x=a+by$ and $y=a+bx$ is calculated for

- a) Mean
- b) Standard Deviation
- c) Correlation
- d) Regression

3) Which technique used for Data Collection in Marketing research

- a) Consumer Survey
- b) Trend Analysis
- c) Exponential Smoothing
- d) Holt's Winters Method

4) The demand for period t-2 and t-1 is 10 and 12 cases respectively. As per naïve method, the demand for next period 't' is

- a) 10
- b) 11
- c) 12
- d) 14

5) Which of the following is not a forecasting technique?

- a) Judgmental
- b) Time series
- c) Time horizon
- d) Associative

6) Delphi method is used for

- a) Judgmental forecast
- b) Time series forecast
- c) Associative model
- d) All of the above

7) Operations generated forecasts often not to do with

- a) Inventory requirements
- b) Resource needs
- c) Time requirements
- d) Sales

8) In which of the following forecasting technique, data obtained from past experience is analyzed?

- a) Judgmental forecast
- b) Time series forecast
- c) Associative model
- d) All of the above

Q 2) Solve any two

- a) Importance of sales forecasting for organization
- b) Significance of staff forecasting for Hr Managers
- c) Raw material planning & production.



(Signature)
20 Marks
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Q3 a) "Moon Pharma" is interested to forecast market for "Cough Syrup". Management has given this task to Research Department. But now market research department have confusion which method should apply. Executives of this department come out with two techniques i.e. Seasonal Effect and Moving Average method. But still they are in confusion so as a forecasting expert suggest which method is appropriate for forecasting with pros and cons.

OR

Q3b) Now a day's every mobile manufacturing company focused on high mega pixel camera but Samsung has planning to launch new handset in 2020 for blind people which will be a revolution in cell phone industry. Now Samsung is interested to know market potential for this product. As a forecaster suggest appropriate technique to find out market potential with its pros and cons.

Q4 India is known for agriculture country and most of the other industries like automobile, Consumer goods etc are dependent on Agriculture. It has been seen that weather forecaster report on monsoon affect on stock market. Suggest which time series method is applicable to forecast stock prices of following industries (Solve any 2)

1. Fertilizers and pesticides industry
2. Automobile Industry
3. Consumer Goods Industry
4. Real Estate Industry

Q5a) "Coca Cola" is leader in beverages. In India Coca Cola do aggressive marketing from January to May i.e. in the Summer Season. As a marketing manager of Coca-Cola company want forecast of the sale for the January to May month based on the following data. (Consider 10% rise in Every Month) - 10

Marks

Month	Bottles (in 000)
October	123
November	135
December	149
January	
February	
March	
April	
May	

OR

Q5b) "Wings Tours and Travels" expanding their business in Pune. It has been observe that from total enquires 20% customer get convert and purchase tour packages. As a Business Development Manager calculate the approximate number of customers for 5 months. And give cumulative no. of customer to Management.

Month	Enquires	Appx. Conversion No.
January	536	
February	580	
March	436	
April	600	
May	650	
June	450	
July	430	
August	310	
September	336	
October	421	
November	450	
December	560	

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M.B.A.
(109)- Entrepreneurship Development
(2019 Pattern) (Semester – I)

Time: 2.00 Hours

Instructions:

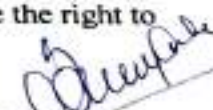
- 1. All Questions are Compulsory.**
- 2. Each Questions has an internal options**
- 3. Your answer should be specific and to the point.**

Marks- 50

Q1) Solve any five – 10 Marks

- 1) Which of the following shows the process of creating something new?
 - a) Business model
 - b) Modeling
 - c) Innovation
 - d) Creative flexibility
- 2) Which of the following is alternatively called corporate venturing?
 - a) Entrepreneurship
 - b) Intrapreneurship
 - c) Act of stating a new venture
 - d) Offering new products by an existing company
- 3) The activity which occurs when the new venture is started is called:
 - a) Motivation
 - b) Business skills
 - c) Departure point
 - d) Goal orientation
- 4) EDP (Entrepreneurship Development Programmes) is required to help:
 - a) Existing entrepreneurs
 - b) First generation entrepreneurs
 - c) Future generations entrepreneurs
 - d) None of the above
- 5) Which one of the following is the most important characteristic of a successful business website?
 - a) Innovation
 - b) Speed
 - c) Graphics
 - d) Products
- 6) A _____ franchise is an arrangement in which the franchisor grants to the franchisee the right to buy its products and use its trade name.
 - a) product and trademark
 - b) product extension
 - c) business format
 - d) production plus




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- 7) The most essential role of the executive summary in the business plan is to
- describe the company's goals in detail
 - explain the business plan's objectives in detail
 - identify the means by which company performance will be measured
 - attract investors

- 8) An entrepreneur who starts a business without external funding is utilizing a technique referred to as
- networking
 - capitalizing
 - prospecting
 - bootstrapping

Q 2) Solve any two – 10 Marks

- What is role of District Industries Centre in Entrepreneurship development?
- Attributes and Characteristics of successful entrepreneurs
- Women Entrepreneurs -Role, Problems and Prospects

Q3 a) Government of India promoting "Start up India and Make in India" by providing various schemes. As a core team member of the National Entrepreneurship Development Board (NEDB) you are responsible for to promote the entrepreneurship by encouraging self employment. As a member you have to develop frame work for 'Entrepreneurship Development Programme.

OR

Q3 b) For Women Empowerment it is necessary to motivate women's to start own business. You are appointed as project manager on 'Women Entrepreneurship Development Programme' and your job is to promote and support aspiring women entrepreneurs in India. Develop EDP for women's in rural area and motivate them to start own venture.

Q4 a) It has been observe that many MBA students are interested to start their own business after completion of education but major problem is about financial assistance. Government appointed you as facilitator for new budding entrepreneurs. Discuss about various initiatives by governmental to promote new startup by providing financial support.

OR

Q4 b) Vision Pvt. Ltd. Is going to start their business in food product and interested to tap domestic as well as global market. Management of the company is interested to know about various incentives, subsidies, grants and Fiscal & tax concession information. Please guide them with all details and explain how it will help them to build business.

Q5 a) As a MBA student develop Business Plan on product or services as per your area of interest.

OR

Q5 b) "Sweet Tea" is the famous Tea Stall in Pune. Sweet tea has unique test which customer like more. Now they are interested to expand their business in all over the Maharashtra. As a MBA student suggest strategy to expand their business.



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Examination	class test		Student Name	Adarsh Ghosale								
Roll No.	20PEDE		Subject	Business Research method								
Date	12/10/19		Section	1								
Student Signature	Adarsh Ghosale											
Q. No.	1	2	3	4	5	6	7	8	9	10	11	Total
Marks	10	9	4	7	5							30/50
Name & Signature of Invigilator												Pages 8
Name and Signature of Evaluator												

(Please start writing from here)

Q) solve any 5

1. In research process, the management question has the following critical activity in sequence

→ 1. origin, selection, statement, exploration & remedy

2. The chapter that details the way in which the research was conducted is the research methodology chapter

→ Research methodology

3. What is good research? The following are correct except

→ Findings presented ambiguously



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4) Every research proposal, regardless of length should include two basic sections. They are:-

→ Research question and research methodology.

5) Research design presents a problem, discusses related research efforts, outline the data needed for solving the data and shows the design used to gather and analyse the data.

→ Research design

6) Secondary data can almost always be obtained more quickly and at a lower cost than primary data.

→ primary data.

10) 7) In simple random sampling, each sample has equal and known chance of selection.

→ Simple random sampling.

8) When we try to explore relationships among variables, the study is called exploratory study.

→ Exploratory study



Q23) solve any 2

A6) components of research proposal -

- 1) Introduction - brief summary
- 2) management problems - management related
- 3) Research problems - Related to new findings
- 4) Review of literature - Related to old findings
- 5) objective / importance of the study
- 6) hypothesis (if any)
Slope of Importance
- 7) Research ^{design} methodology -
It includes the basis of application, objectives, time horizon.
- 8) Research data -
a) primary data - ^{eg individual findings} surveys, questionnaires
b) secondary data - eg - venture capitals investment findings in specific banks



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Research source

2) primary source

interviews,
and schedules
questionnaire.

2) secondary source

published as title,
signature

③ Research type =

↳ Descriptive

2) Exploratory coagulation

a) qualitative

4) quantitative

④ Research Data Analysis -

Based on standard format review.
(APP's) based on certain citation.

② Statistical Tools -

questionnaire

~~schedule~~

- interviews

g) research budget

- Travelling cost, printing cost, Data
Analysis, Date validation, Sources,
Billing cost, POE

Director
Mavi Sa



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Qd) Interval scale -

There are basically 4 scales used for sampling purpose.

a) Nominal scale

b) Ordinal scale

c) Ratio scale

d) Interval scale.

* Interval scale -

i) Interval scale shows indifference between varying from individual to individual.

ii) Researcher is the basic and primary tool used for sampling purpose of interval scale.

iii) He has to collectively correlate with the interval which are not numerically in no.

iv) The interval scale shows the findings or outcomes of measurability changes.



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vi) nominal and ordinal scale can be correlated with the interval scale.

vii) But the interval scale cannot be related with the nominal and ordinal scale.

viii) In interval scale the responses are generated in forms of qualitative terms and not in the numerically format.

ix) Interval scale cannot be considered to give precise results and answer.

x) Fixed set of deviations occurs in the interval scale.

xi) No ranging 0 and below it cannot be shown on such type of interval scale.

xii) we get to know the answer of question like

eg - market potential of new products
new technologies
new production process

xiii) Answers are in format

- Strongly Agree, Neutral, Disagree, Strongly Disagree



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42) Prepare a questionnaire for any of the following situation,

A) A consumer durable company is planning to launch a new type of television.

The company would like to have information about ~~implementation of~~ how consumers select a brand of television.

Questionnaire.

A) Demographic profile.

1) Name of Respondent :-

2) Address /
Correspondence Address

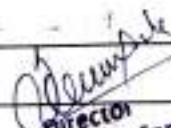
3) Contact / Telephone
No.

4) Gender - a male
• Female
• other

5) Email id -

6) Avg Income - ① 1-2 Lac ② 4-6 Lac
③ 2-4 Lac ④ 8-8 Lac

⑤ Above 8 Lac


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questionnaire structure -

1) current which companies TV they are having?

o sony

o haier

o LG

o samsung

o other

o m1

o MAC

2) Are you satisfied with the TV brand?

o yes

o no

o maybe

3) Ratings you like to give to your satisfaction?

1 2 3 4 5 6 7 8 9 10

1-2 o Strongly dissatisfied

2-4 o Dissatisfied

4-6 o Neutral

6-8 o Satisfied

8-10 o Strongly satisfied.

4) What channels do you prefer to watch TV?

o sports

o cultural

o movies

o educational

o political

o news



Signature



6) Is your expectation from TV fulfilled.

- ☐ Yes
- ☐ No
- ☐ Maybe

7) Is your current TV having following features?

- ☐ Featureable large display
- ☐ compatible
- ☐ Bluetooth connectivity
- ☐ Android functioning
- ☐ Remote sensors

8) Your expectation as a consumer from TV brand.

- | | |
|--------------------------------------|---|
| ☐ Economical | ☐ Featureable large display |
| ☐ Smart | ☐ Bluetooth connectivity |
| ☐ Adaptability | ☐ Android functioning |
| ☐ Remote sensors | ☐ Others |

9) Are the service providers TV brand upto your expectation?

- ☐ Yes
- ☐ No
- ☐ Maybe

10) Current operating cost required for TV, is it economical?

- ☐ Yes
- ☐ No

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10) Are you current TV brands having
input electricity stabilize?

☐ YES

☐ NO

11) Is your TV set wall mounted or
stand display?

☐ YES

☐ NO

12) Is your TV set having stand display?

☐ YES

☐ NO

13) What features would you like to
see in your future selection of
TV brand?

1) ---

2) ---

3) ---

14) Is your TV set easily operated by
young adults as well as younger ones?

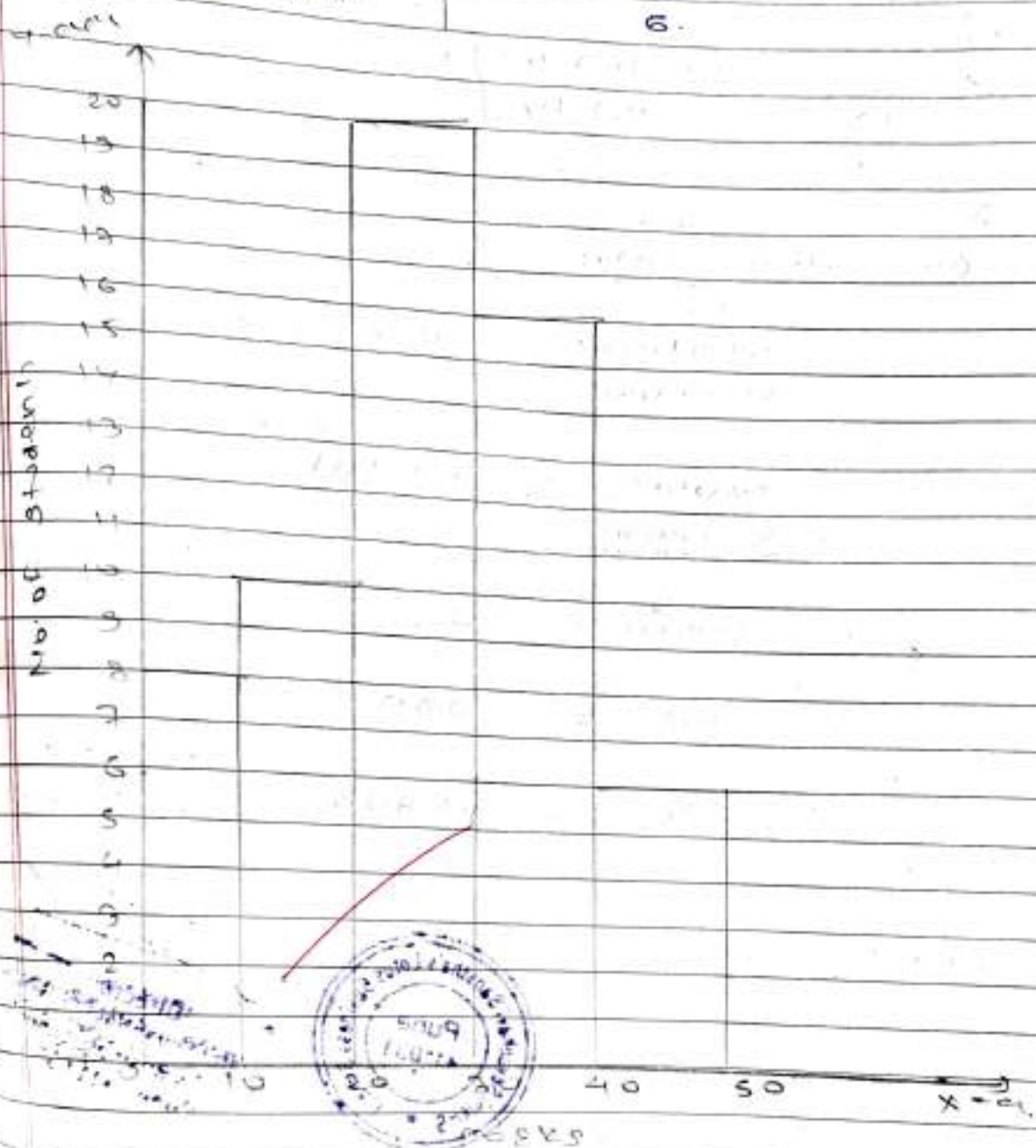
☐ YES

☐ NO

Need proper
parameters & scale.

Draw histogram of the following data.

marks	No of students
0-10	
10-20	8
20-30	10
30-40	20
40-50	16
	6



mode of histogram = $\frac{H_1 \text{ of students}}{\text{Average}}$

$$L = \left(\frac{F_m - F_1}{2F_m - F_1 - F_2} \right) \times c = \frac{20 - 10}{2 \times 20 - 10 - 10} \times 5$$

$$= \frac{20 + 20 - 10}{(20 \times 2 - 10 + 10)} \times 10$$

$$= 20 + \left(\frac{10}{14} \right) \times 10 = 18$$

$$= 20 + 0.714 \times 10$$

$$\text{mode} = 27.14$$

Q5)

Q

Given Data

$$\text{calculated } t \text{ value} = 0.83$$

$$\text{Table } t \text{ value} = +2.181$$

$$\bar{x} \text{ mean} = 16$$

$$s.d = 980$$

$$n = 44800$$



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t test formula =

$$t = \frac{(\bar{x} - \mu)}{\frac{s.d}{\sqrt{n-1}}}$$

$$= \frac{15 - 360}{\frac{44800}{\sqrt{15}}}$$

$$= \frac{360}{\sqrt{15}}$$

$$= \frac{447.84}{360}$$

$$= \frac{360}{\sqrt{15}}$$

$$252.63$$

5b) As a researcher.

> Type of Research Design would you prefer?

- I would prefer Descriptive Research Design.

Reasons for selecting Descriptive Research Design involves.

- Detailed information about topic.

- precisely and accurately

- validate information

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- No any sense of diversified bias is created.
- Easy to analyse and verify.
- Standard level of deviance.
- Flexibility.
- collected through standard format.
- Easy evaluation is possible.
- Report generates of research design generates greater responses.

A2) sources through which Street Auto will get primary data

- (i) Through interviews

1. sampling

2. provide an outline view of interview.

3. Ask questions to interview.

4. standardized & edit

5. Filter the necessary information

6. Interpret the given interview.

7. Report



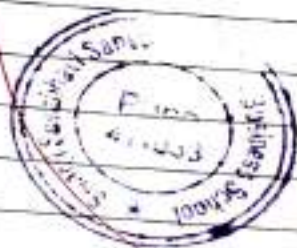
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② Preparing questionnaires

- preparing questionnaire through google spread sheet.
- sending these to through electronic print media & social sites
- eg- whatsapp, Instagram, emails.

③ conducting surveys

- conducting surveys of targeted survey
- Filling up of form with which will answer all the questions raised.



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Examination Class Test Student Name Abhishek A. Pimpalkar
 Roll No. 01 (Pride) Subject Business Research methods
 Date 17/10/19 Section _____

Student Signature	1	2	3	4	5	6	7	8	9	10	11	Total
Q. No.												30
Marks	10	4	5	8	3							50

Name & Signature of Invigilator Nutan G. Kulkarni

Name and Signature of Evaluator Dr. Ganesh

(Please start writing form here)

- Q.1] 1) Origin, selection, statement, exploration & refinement
 2) Research methodology
 3) findings presented ambiguously
 4) Research question & research methodology
 5) Research methodology
 6) Primary
 7) Simple random sampling
 8) Exploratory study



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Q.2] b. Components of research proposal:

① Introduction:

- Introduction to the research proposal.
- The research problem & management problem clearly defined.

② Research problem:

- Problem of the research clearly defined.

③ Management problem:

- The management problem understood the researcher & solve the problem.

④ Objective of research:

- Main objective of research is defined.
- The main purpose for what researcher do research.

⑤ Review the literature:

- Researcher use primary & secondary data for review of literature & searching knowledge.

⑥ Hypothesis:

- Tentative assumption for research tested.

⑦ Scope:

- the scope is & region wise.



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⑥ Data methodology :

i. Type of data : There are three types of data

a. Experimental

b. Explorative

c. Descriptive

ii. Data Sources : collection of data with the primary sources and secondary source

iii. Instrument :

What are many types of instrument used in collection of data

iv. Sample :

Using survey & questionnaire collection of sample in region

⑦ Design the sample

⑧ Budget :

for the collection of sample & interview, meeting how much money is lost, that is budget for research proposal.

o. Interval scale :

It is on ~~scale~~ short time process then interval starts the process.

It is time interval.



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Q.4] b.

Marks
No. of Students

0-10

8

10-20

10

20-30

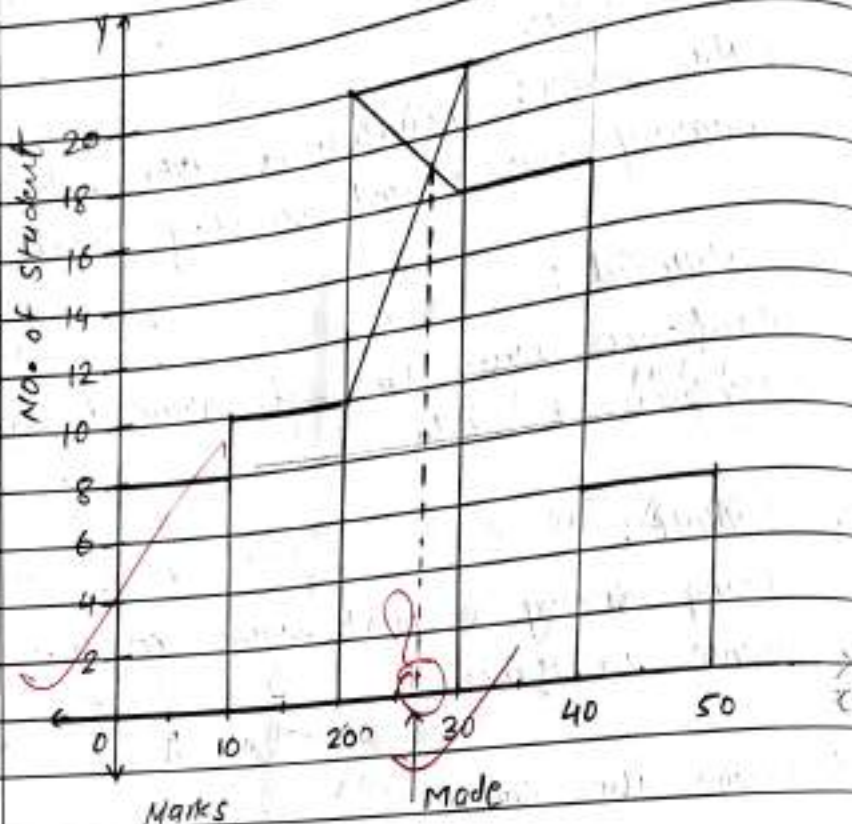
20

30-40

16

40-50

6



Histogram

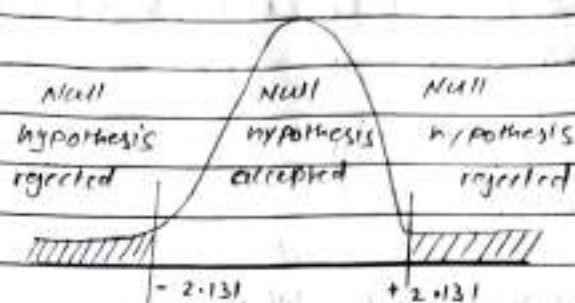
The mode of histogram is 27.

$$\text{Mode} = \frac{\sum f_m}{f_1 - f_2} \times n$$



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40-50
6
Q.5] 9.



$$\bar{X} = 44800$$

$$\mu = 45000$$

$$S.d = 960$$

$$n = 16$$

$$\begin{aligned} t &= \frac{\bar{X} - \mu}{S.d / \sqrt{n-1}} \\ &= \frac{44800 - 45000}{960 / \sqrt{15}} \\ &= \frac{200}{960 / \sqrt{15}} \\ &= \frac{200 \times 0.2 \times \sqrt{15}}{\sqrt{15}} \\ &= 0.22 \times 3.8 \\ t &= 0.83 \end{aligned}$$

Interpretation :

The table value of t of significance is $+2.131$ & calculate value of t of 5% of significance level is 0.83, so calculate value is between the table value

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in the above graph so null hypothesis is accepted.

Q.2. Questionnaire :
To find the consumer's behaviour of selection a brand of television.

1. Demographic Profile :

i. Name : Last First Middle

ii. Age : a. 0-20 b. 20-40 c. 40-60

iii. Gender : a. Male
b. Female
c. Other

iv. Education : a. 10-12th b. Graduate
c. Post-graduate

v. Job profile :

vi. Family Income : a. 20000-40000
b. 40000-60000
c. 80000-100000
d. Above

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2. Which brand you like of television?

- (a) Samsung
- (b) ~~Lenovo~~
- (c) ~~Panasonic~~
- (d) ~~Sony~~
- (e) ~~TATA~~
- (f) ~~Others.~~

3. Which brand you have?

- (a) Samsung
- (b) ~~Lenovo~~
- (c) ~~Panasonic~~
- (d) ~~TATA~~
- (e) ~~Sony~~
- (f) ~~Others~~

4. How many television you have?

- (a) 0-1
- (b) 2-3
- (c) Above

5. How much price of your television?

- (a) 0-10000
- (b) 10000-20000
- (c) 20000-30000
- (d) Above.



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scale should be related to preference.

6. What opinion about television features?

Features

①
Very Satisfy

②
Satisfy

③
Neutral

④
Less Satisfy

⑤
Poor Unsatisfy

i. Sound quality

ii. Display size

iii. Pictures quality

iv. USB function

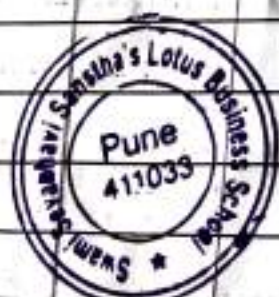
v. ~~Bluetooth~~
Bluetooth function

vi. Designed LCD / LED

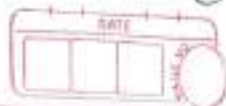
vii. Graphics

viii. Connectivity like CD / DVD

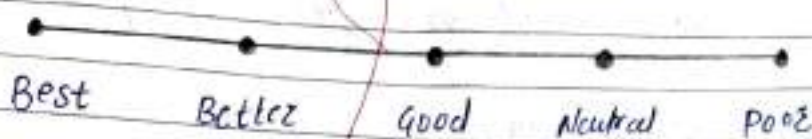
ix. General channels
changing type &
ON / off system



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7. What is opinion about television?



8. for what purpose you buy television & you are satisfy?

Purpose	(a) Very satisfy	(b) Satisfy	(c) Neutral	(d) Poor/less Satisfy
(a) Entertainment				
(b) Education				
(c) News				
(d) Finding & increase knowledge				
(e) Movie purpose				

economic scale

9. The television is impact on day to day life?

- (a) Yes, *if possible why*
 (b) No

Sheet answer



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Examination class test		Student Name <u>Adarsh Ghoshal</u>										
Roll No. <u>2 (penic)</u>		Subject <u>Entrepreneurship Development</u>										
Date <u>12/10/18</u>		Section <u>1</u>										
Student Signature <u>[Signature]</u>		<u>1 + 2 = 3</u>										
Q. No.	1	2	3	4	5	6	7	8	9	10	11	Total
Marks	<u>4</u>	<u>7</u>	<u>6</u>	<u>7</u>	<u>6</u>							<u>30/32</u>
Name & Signature of Invigilator <u>[Signature]</u>												Pages <u>8</u>
Name and Signature of Evaluator _____												

(Please start writing form here)

Q1) solve any 5

1) which of the following shows the process of creating something new?

→ c) Innovation ✓

2) which of the following is alternatively called corporate venturing?

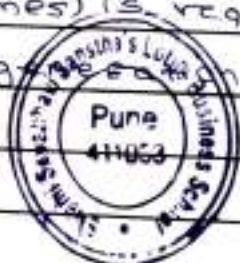
→ b) Entrepreneurship ✓

3) The activity which occurs when the new venture is started is called.

→ a) Goal orientation ✓

4) EDP (Entrepreneurship Development Programmes) is required to help

→ c) Future growth ✓



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5) Which one of the following is the most important characteristics of a successful business website?

→ a) products

6) A product and trademark franchise is an arrangement in which the franchisor grants to the franchisee the right to buy its products and use its trademark

→ a) product and trademark

7) The most essential role of the executive summary in the business plan is to

→ b) ~~detail~~ explain the company's goals in detail

8) An entrepreneur who starts a business without external funding is utilizing a technique referred to as

→ c) bootstrapping



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Solve any two.

Q6) Successful entrepreneurs -

Entrepreneurs are those who generate new ideas, are having risk taking abilities anticipating the required resources for fulfilling the business objectives and also enjoys the rewards obtained from the output.

* Attributes of successful entrepreneur

- 1) Hard working
- 2) Risk taking ability
- 3) Technical skills
- 4) clearly sound
- 5) Adaptable
- 6) taking sound decisions
- 7) Empowering employees
- 8) Innovation
- 9) Technical skills
- 10) Conceptual skills
- 11) Leadership
- 12) Motivation
- 13) Opportunities Analyzer
- 14) SWOT analysis
- 15) productive decisions
- 16) Flexible



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- 17) Empower to take minimal risk to employees.
- 18) Takes calculated risk.
- 19) Enjoys rewards.
- 20) Create opportunities.
- 21) Generate employment.

* Characteristics of successful entrepreneurs -

- 1) Self confident
- 2) Self motivated.
- 3) Well established skills.
- 4) Tough decisions.
- 5) Opportunity seeker.
- 6) Innovator.
- 7) Risk bearing capacity.
- 8) Eliminates threats.
- 9) Expands business.
- 10) Researcher.



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Ac) Women Entrepreneurs -

women entrepreneurs are who are willing to start up their own enterprise which should have overall of 51% capital funding of own and must generate 51% employment to the women employees

Role -

- 1) setting up own enterprise.
- 2) helps in generating income.
- 3) helps from coming out of old traditional values.
- 4) employment generation to other classes of the society's
(For eg. 51% employment generated to women)
- 5) creating regional economical balance.
- 6) empowerment of women.
- 7) to provide security to the employees employed under them.
- 8) increasing the lifestyle.
- 9) modernisation of business.
- 10) expansion of the enterprise.
- 11) provides or generates tax cut from the government.



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* problems -

1) Economical problems -

- 1) Raising up funds
- 2) lack of support from economical sectors in particular regions
- 3) unable to generate extra income needed for the expansion of the business
- 4) No economical help provided by the house members.
- 5) Lack of ^{newer} understanding schemes for promoting women entrepreneurs.

2) Social problems -

- 1) Dominance from male factors
- 2) Old traditional culture
- 3) Lack of knowledge
- 4) Devaluation of women values.
- 5) lack of co-ordination from the middle men in enterprise
- 6) lacks muscular strength as compare to men.
- 7) Demotivating factors from the society & self

* Prospects



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- 1) Aim high
- 2) generation post for nations economy
- 3) taking help from schemes available from the central government as well as state government.
- 4) Employment generation
- 5) upsurge of Indian economy
- 6) Relieving from tax policy
- 7) Enjoy benefits from government
- 8) Enjoying rewards.
- 9) Receiving financial help.
- 10) Expansion of business.
- 11) Employment of social, economically & and back ward classes.
- 12) Taking Import license
- 13) Taking export licence
- 14) commencement of bills.
- 15) purchasing of land and shed on rent or on lease.
- 16) Allocation of resources
- 17) Environmental scanning.
- 18) Economic feasibility.

7



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Q.5)

Q.5)

b)

"Sweet Tea" is famous tea stall in Pune. Sweet tea has unique taste which customer like more.

Interested to expand their business in all over the Maharashtra.

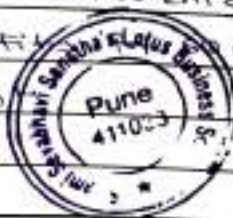
As a MBA student I will suggest them a 'Franchise' model strategy to expand their business.

Franchise model

Basically Franchise is a business of enterprise run on the name of Franchisor. Give, he allows the Franchisee to use his name, trademark to gain some monetary means through it.

There are some advantages as well as disadvantages of taking or running down the Franchise model.

To expand anywhere, Franchise model will definitely help in delivering of sharing economic benefit agreement fulfillment.



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Filling up of
Franchise form



Review of Franchise
form from Franchisee



Franchisee checks the
availability of capital
of running franchise



Franchisee reviews
potential of the Franchise.



Review of the potential &
credibility of the Franchise



Signing up the agreement
form



Allocation of location
& Internal structure of
Franchisee



Training the workers
and the staff



Franchisee run by
Franchisee.

Advantages of Franchisee

- 1) well established & well known people
- 2) generation of monetary means by using trademark or goodwill of other

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- 2) systematic pattern
- 3) enjoys monopoly

Disadvantages

- 1) working under terms & conditions applied
- 2) not allowed to make changes in goods & services.
- 3) Action guaranteed when found violating the terms signed.

Q3)

b)

Women Entrepreneurship Development Programme.

Appointed as the project manager, job is to promote and ^{support} ~~develop~~ women entrepreneurs in India.

Develop EDP for women's in rural area and motivate them to start their own start venture.

2 will first of all guided them with the entrepreneurship development plan.

Entrepreneurship Development plan will be as follows.

[Signature]

Entrepreneurship

stimulation — survival — sustenance

stimulation -

To check by premarketing survey

To describe product details

To describe the business objectives as a whole

To find out whether proper and feasible allocation of resources are available

To describe the market potential for the products.

To structure the business cycle in systematic format.

Generation of the monetary means.

People technical & quantified human labour employed.

Study of different schemes for raising the capital.

SURVIVAL -

To check threat to new enterprises when the business or product is new to all, market and industry.

Strength, weakness, opportunity

Threat analysis

the products of business

on consumer mind

- iii) extra capital required for expanding the business
- iv) study of Internal as well as external factors
- v) competitors study of strategies and policies.
- vi) creating value for our product
- vii) study of Implicit as well as explicit factors
- viii) Repositioning of the product or cost business ideas
- ix) generate substitutes or alternatives to the existing product.
- x) sustainability -
- To create market potential in the market
- i) To determine conceptual and technical competence
- ii) To overlook for the companies objectives as a vision statement.
- iii) To maintain a stand still position in the market
- iv) To re-innovate our resources
- v) make optimum use of resources.

following will be the plan & implementation to develop EBP for women in rural areas and motivate them to start own venture.

Planting a business idea → Analyzing the idea / business plan / structure / placement / Review

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MBA students are interested to start their own business after completion of education but major problem is with financial assistance.

Government appointed me as facilitator for new budding entrepreneurs.

State various initiatives by government to promote new startup by providing financial support.

Forming a business
idea

↓
Analyzing the market
potential for it

↓
Financial
feasibility

↓
Environmental
scanning

↓
Formulate of the
product / mkt

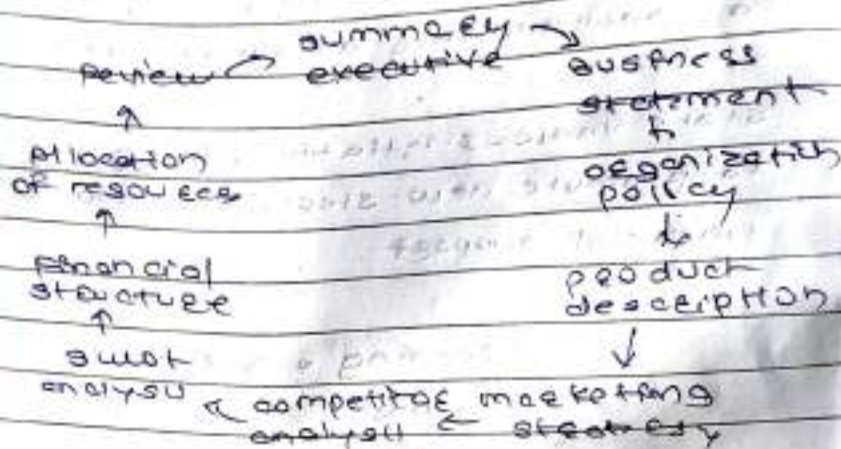
↓
structured
plan & Review

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Director
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Government has started 'make in India' scheme for promoting and upliftment of upcoming entrepreneurs.

According to the plan stated above, check the market potential



Government of India promotes entrepreneurs by providing relief in taxes.

25% subsidy is granted in 4 steps depending on fulfillment of the objective.

no restriction barrier is put on advertising through social means.

10% of the starting capital is raised by the individual himself and the remaining is by the Government.



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- market acquisition of the product is easy than by any other means.
- export charges are kept relief for new entrepreneurs.
- no additional taxes are charged on the product till the product is well established in Indian market.
- free entry & exit barrier is there.
- no monopoly is created here.

6



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A Project Report on

FOCUS OF YOUTH TOWARDES HEALTH

Subject: Business Research Methods

Faculty: Dr. Ganesh Pathak

Semester I



Submitted to LOTUS BUSINESS SCHOOL,
in requirement for the Degree of Masters of Business Administration (MBA)

Submitted By,

Miss. Pooja Ballal

Miss. Shraddha Nalawade

Mr. Swapnil Raut

Mr. Tejas Ghare

Mr. Ganesh Ombale

Mr. Sujit Shinde

Mr. Kiran Jagdhane

Mr. Vishal Pudat

Miss. Shivani Dongare

Mr. Omkar Shelar

Need to improve formatting
& lay out for effective
presentation

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Submitted
08/11/19



Comprehensive Concurrent Evaluation

COGNITIVE ABILITIES	MARKS
REMEMBERING	—
UNDERSTANDING	—
APPLYING	02
ANALYSING	07
EVALUATING	03
CREATING	07
TOTAL	24

Date: Name :- Shivani Prakash BodekeRoll No :- 100Division :- Glory

R - 08

U - 07

A - 04

19/25

Cons.

Comprehensive Concurrent Evaluation

COGNITIVE ABILITIES	MARKS
REMEMBERING	08
UNDERSTANDING	07
APPLYING	04
ANALYSING	
EVALUATING	
CREATING	
	19/25

Cons.



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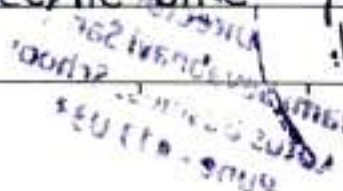
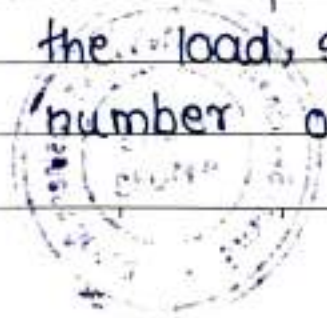
Introduction :-

India is the second largest producer of two-wheelers in the world. In the last few years, the Indian two-wheeler industry has seen spectacular growth. Electric bicycles are becoming increasingly popular throughout the world, as more people look for efficient, affordable and eco-friendly modes of transportation. In recent years, electric bike use has skyrocketed in Asia.

There are varied types of e-bikes that are available in the market. Two major types are :-

- Pedal assist e-bike - These electric bikes come with pedals. Regular pedalling is necessary in order to propel these bikes forward. These electric bikes are usually have a sensor to detect the speed of pedalling & the force of pedalling. Brake activation is also sensed to disable the motor.
- Power-on-demand e-bike - These e-bikes have a motor that is activated by a throttle. These e-bikes have a more powerful motor when compared to pedelecs.

All the electric bikes are usually charged by plugging into ordinary wall outlets. It usually ^{takes} eight hours to fully charge electric bike. A bike can travel upto 75 kms in one charge depending upon the load, speed and road condition. There are number of electric bike manufacturers



The number of these manufacturers is constantly increasing, with each manufacturer bringing in a new and improved offering in the market. In order to save our planet, reducing pollution levels is a must and electric bikes bring us closer to our goal of saving our planet.

Research Problem :-

- The purpose of these research is to study the market potential of e-bikes in pune.
- E-bikes have more demand due to increasing air pollution in urban areas.
- E-bikes demand have been increased due to scarcity of fuel.
- The study of awareness level of electric bikes use.

Objectives :-

- To find out the reason why consumer refers to electric bike.
- To find out awareness of consumer about the electric bike in Pune city.
- To find out the factor influencing the sales of electric bike.
- To find out the market share of different manufacturing companies dealing in electric bike.



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Scope :-

Geographic, Conceptual & analytical Scope - need to be write

- It helps to know about electric bikes and its importance.
- The research help us to know the potential or demand of E-bike in Pune.
- The research studies the awareness of E-bikes in people.
- The research provide information about market demand for E-bikes to industries.
- The research helps to improve professional skills.

Importance :-

- E-bike offers alternative to an economical, eco-friendly and convenient option to commute.
- E-bike are pollution free.
- E-bike are safe and easy to handle. mean of personal transport.
- E-bike reduces the air pollution whereas noise pollution.
- E-bike gives forever freedom from expensive petrol.

Research Methodology :-

i) Type of Research :-

It is descriptive

type of research



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ii) Data required :-
Primary Data :- It is collected by interacting with people, getting their opinions about E-bikes.

Secondary Data :- It is collected by looking people interest for investing in E-bikes.

iii) Data source :-
Primary Data :- It is collected through questionnaire method. It can be also collected by observation and opinions.

Secondary Data :- Articles, newspapers, internet, etc.

iv) Instrument :-
a) Observation by previous data.
b) Questionnaire.

Questions

- i) Have you seen advertisement of e-bike?
- ii) Which of the following e-bikes manufacturer are you aware of?
- iii) What are the different features of e-bikes are known to you?
- iv) How did you come to know about e-bikes?



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Date:

Data Analysis :-

Analysis the whole data of e-bike and then make prediction of selling the bike.

Analysis the data very carefully so your prediction will be correct.

To check the whole data when you have to implements your ideal of electric bike.

Good



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Assignment No.2

Page: 6
Date: 11

Q.17

→

Explain Null and alternative hypothesis?

Hypothesis is an unproven proposition or supposition that tentatively explains certain facts or phenomena. A hypothesis is a statement, an assumption about the nature of the world.

OR

A message expressing an opinion based on incomplete evidence.

Null hypothesis used for testing. It is a statement that no difference exists between the parameter (a measure taken by a census of the population or a prior measurement of a sample of the population) and the statistics being compared to it. (a measure from a recently drawn sample of the population.)

Alternative hypothesis is a statement indicating the opposite of the null hypothesis method B about its superiority and if we proceed on the assumption that both methods are equally good, then this assumption is termed as the Null hypothesis. As against this we may think that the method A is superior or the method B is inferior, we are then stating that it is alternative hypothesis.

The null hypothesis is generally symbolized as ' H_0 ' and the alternative hypothesis as ' H_a '.

Q17 → Explain Null and alternative hypothesis?

eg. Suppose we want to test the hypothesis that the population mean (μ) is equal to the hypothesised mean (μ_0) = 100

Then we would say that the null hypothesis is that the population mean is equal to the hypothesised mean 100 & symbolically express as,

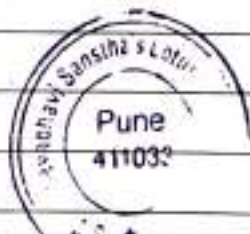
$$H_0: \mu = \mu_0 = 100$$

If our sample results do not support this null hypothesis, we should conclude that something else is true. What we conclude rejecting the null hypothesis is known as alternative hypothesis.

If we are accepting ' H_0 ' then we are rejecting ' H_a ' and if we reject ' H_0 ' then we are accepting ' H_a ' for $H_0: \mu = \mu_0 = 100$, we may consider three possible alternative hypothesis as follows:-

Alternative hypothesis;

- i) $H_a: \mu \neq \mu_0$
- ii) $H_a: \mu > \mu_0$
- iii) $H_a: \mu < \mu_0$



Example

The null hypothesis and alternative hypothesis are chosen before the sample drawn.

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In the choice of null hypothesis the following considerations are usually kept:

- Alternative hypothesis is usually the one which one wishes to prove and the null hypothesis is the one which one wishes to disprove. Thus, a null hypothesis represents the hypothesis we are trying to reject, and alternative hypothesis represent all other possibilities.
- If the rejection of a certain hypothesis when it is actually true involves great risk it is taken as null hypothesis because then the probability of rejecting it when it is true is α (the level of significance)
- Null hypothesis should always be specific hypothesis i.e. it should not state about or approximately a certain value.

Comprehensive Concurrent Evaluation

COGNITIVE ABILITIES	MARKS
REMEMBERING	05
UNDERSTANDING	05
APPLYING	
ANALYSING	
EVALUATING	
CREATING	
TOTAL	05/10

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PRIDE DIVISION
Presentation Topic

Group1

Name	Presentation Topic	Date
AbhilashYashvantrao Salke-7/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021
Abhishek NandkumarBhoite-6/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021
AishwaryaSayajiBhadange-8/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021
Ajay Marotrao Kadu-7/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021
AkashDhanraj Khiradkar-7/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021
AkshayDilip Rahate-6/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021

Group3

AkshayPrafulla Patel	The Content Theories of Motivation	27 th March
AkshayVitthalChavan	The Content Theories of Motivation	27 th March
AniketMahadeoDukare	The Content Theories of Motivation	27 th March
ArachanaDadabhauThorave	The Content Theories of Motivation	27 th March
Ashutosh Santosh Ghanmode	The Content Theories of Motivation	27 th March
AvirajJotiramBhange	The Content Theories of Motivation	27 th March

Group4

Ganesh Sopan Nagare-6/10	Theories of Leadership.	26 th March 2021
Gaurav Sanjay Patil-7/10	Theories of Leadership.	26 th March 2021
GovindBaliram Kolekar-6/10	Theories of Leadership.	26 th March 2021
Harshal Rajesh Khadekar-7/10	Theories of Leadership.	26 th March 2021
Jaydeep Mahesh Pol-6/10	Theories of Leadership.	26 th March 2021
JuhiLiladhar Parchake-7/10	Theories of Leadership.	26 th March 2021



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Group5

Kalyani Sunil Khade-8/10	Conflict Management	25 th March 2021
Ketan Manohar Bhoje-6/10	Conflict Management	25 th March 2021
MadhaviDnyaneshwar Shinde-7/10	Conflict Management	25 th March 2021
Manisha Shailesh Tilekar 7/10	Conflict Management	25 th March 2021
Mansi Vijay Rane-8/10	Conflict Management	25 th March 2021
Mayur Ashok Chate-7/10	Conflict Management	25 th March 2021

Group6

MayurDattatrayGahine	Organizational Culture	27 th March
MayurMurlidharKamble	Organizational Culture	27 th March
Nikhil NandkumarPhadtare	Organizational Culture	27 th March
Nikita Anil Deshmukh	Organizational Culture	27 th March
Nikita NanajiDatre	Organizational Culture	27 th March
Nikita PralhadDandile	Organizational Culture	27 th March

Group7

Pranav Ganesh Tambe- 7/10	Stress Management	26 th March 2021
PranavrajDilip Parlekar-7/10	Stress Management	26 th March 2021
PranjalJagannath Shelar-7/10	Stress Management	26 th March 2021
Prashant Satish Zagade-6/10	Stress Management	26 th March 2021
Pratik Ajabsing Patil-7/10	Stress Management	26 th March 2021
Pratik Rajendra Rajput-9/10	Stress Management	26 th March 2021

Group8

Pratiksha Hari Gosavi-	Organizational Change, Types of Organizational	27 th March
------------------------	--	------------------------

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	change	
PravinRajendraDeokar	Organizational Change, Types of Organizational change	27 th March
Rahul BarindrakumarGavit	Organizational Change, Types of Organizational change	27 th March
Rahul NamdevraoKamble	Organizational Change, Types of Organizational change	27 th March
RanjitGajinathAtole	Organizational Change, Types of Organizational change	27 th March
Rasika Ramesh Mandlik	Organizational Change, Types of Organizational change	27 th March

Group9

RavikiranLaxmanPatil	Johari window-	27 th March
RupakRajendraThakare	Johari window	27 th March
Rushikesh Vijay Gawande	Johari window	27 th March
Rushikesh Vilas Shingade	Johari window	27 th March
SahilDevrajWagh	Johari window	27 th March
Sanchita Rajesh Udhane	Johari window	27 th March

Group10 (Defaulter group)

Sanchita Rajesh Udhane	change	27 th March
Sanchita Rajesh Udhane	change	27 th March
Sanchita Rajesh Udhane	change	27 th March
Sanchita Rajesh Udhane	change	27 th March
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Sanchita Rajesh Udhane	change	27 th March
Sanchita Rajesh Udhane	change	27 th March



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Group11

Sayali Kantaling Mali	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	27 th March
Sejal Sandip Pawar	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	27 th March
Shankar Vitthal Virkar	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	27 th March
Sharayu Pradip Ghodake	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	27 th March
Shital Anil Kachare	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	27 th March
Shubham Nagnath Shinde	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	27 th March

Group12

Shubham Pravinsing Rajput-7/10	The Process Theories	25 th March 2021
Shweta Sampat Shinde-6/10	The Process Theories	25 th March 2021
Siddharth Dhanaji Khawatode-6/10	The Process Theories	25 th March 2021
Sumeet Popat Kadam-6/10	The Process Theories	25 th March 2021
Suraj Tanaji Waghmare-7/10	The Process Theories	25 th March 2021
Suraj Vilas Choundkar-6/10	The Process Theories	25 th March 2021

Group13

Vaibhav Laxman Parihar-7/10	Contemporary Theories- Equity Theory of Work Motivation	25 th March 2021
Vijay Prakash Patil-7/10	Contemporary Theories- Equity Theory of Work	25 th March



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	Motivation	2021
VikeeBapu Kumbhar-7/10	Contemporary Theories- Equity Theory of Work Motivation	25 th March 2021
Vinay Suresh Gadge-8/10	Contemporary Theories- Equity Theory of Work Motivation	25 th March 2021
Vishal Mohan Magar-7/10	Contemporary Theories- Equity Theory of Work Motivation	25 th March 2021
Yash Vinod Deshmukh-7/10	Contemporary Theories- Equity Theory of Work Motivation	25 th March 2021
Sanjeevan Salunkhe-7/10	Contemporary Theories- Equity Theory of Work Motivation	25 th March 2021

Group 14

Bhagyashree Harishchandra Jadhav-9/10	Personality, The Myers-Briggs Type Indicator, transaction Analysis	26 th March
Bhagyashree Manohar Topale-8/10	Personality, The Myers-Briggs Type Indicator, transaction Analysis	26 th March
Datta Dhanraj Ubhale-7/10	Personality, The Myers-Briggs Type Indicator, transaction Analysis	26 th March
Dhananjay Vasant Shinde-Absent	Personality, The Myers-Briggs Type Indicator, transaction Analysis	26 th March
Dinesh Shankar Lobhe-7/10	Personality, The Myers-Briggs Type Indicator, transaction Analysis	26 th March
Ganesh Nanasaheb Salunke-7/10	Personality, The Myers-Briggs Type Indicator, transaction Analysis	26 th March



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GLORY DIVISION

Presentation Topics

Group 1

Name	Presentation topic	Dates
Ankit BaliramSuryawanshi -Absent	Conflict Management	24 th March 2021
ChandrakantRayba Surve-8/10	Conflict Management	24 th March 2021
DnyaneshwarVilasrao Diwakar-8/10	Conflict Management	24 th March 2021
Ganesh BalasahebDeokar-Absent	Conflict Management	24 th March 2021
AkashBalaji Balgude-8/10	Conflict Management	24 th March 2021
AkshayGangadhar Waje-7/10	Conflict Management	24 th March 2021

Group 2

Gaurav Prembahadur Singh- 7/10	Johari's Window	25 th March 2021
Gopal SitaramPatil-7/10	Johari's Window	25 th March 2021
JyotiShripatiGhadge-6/10	Johari's Window	25 th March 2021
NinadAtulSapre-8/10	Johari's Window	25 th March 2021
ApoorvaSanjaykumar Wankhade-8/10	Johari's Window	25 th March 2021
GajananBhagwanraoChavhan-Absent	Johari's Window	25 th March 2021

Group 3

PravinBalasahebDongare- Absent	Contemporary theories of Motivation	24 th March 2021
Ram BaburaoSolanke- 6/10	Contemporary theories of Motivation	24 th March 2021
Rohit Pradeep Pawar-6/10	Contemporary theories of Motivation	24 th March 2021
RuchaRavindraPisolkar-8/10	Contemporary theories of Motivation	24 th March 2021
JayeshRajendraPatil-ABsent	Contemporary theories of Motivation	24 th March 2021
KrushnaShesherao Ingle- 8/10	Contemporary theories of Motivation	24 th March 2021



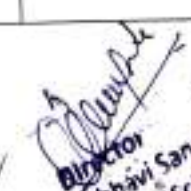

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Group4	Process Theories of Motivation	24 th March 2021
Rushikesh Anil Yadav- 7/10	Process Theories of Motivation	24 th March 2021
Sanchita Sunil Wagh-9/10	Process Theories of Motivation	24 th March 2021
SanketRamchandra Shelke-7/10	Process Theories of Motivation	24 th March 2021
ShubhamBhandare Bagurao-7/10	Process Theories of Motivation	24 th March 2021
MayurRajendraNavale- Absent	Process Theories of Motivation	24 th March 2021
MayuriBhagwanrao Sapate-8/10	Process Theories of Motivation	24 th March 2021

Group5	Different Models of Organizational change	25 th March 2021
SudhanshuKartik Gaikwad-8/10	Different Models of Organizational change	25 th March 2021
Sukhada Sunil Kulkarni-8/10	Different Models of Organizational change	25 th March 2021
Sumit Rajesh Totale- Absent	Different Models of Organizational change	25 th March 2021
TanmayMeenbahadur Rana-8/10	Different Models of Organizational change	25 th March 2021
Pankaj LaxmanMukhekar-7/10	Different Models of Organizational change	25 th March 2021
Pooja MarutiSarvade-7/10	Different Models of Organizational change	25 th March 2021

Group 6	Attitude	31 st March 2021
Vishal RajaramAskar	Attitude	31 st March 2021
MayuriVaijanathYadde	Attitude	31 st March 2021
PrafulSudhakarGadge	Attitude	31 st March 2021
Pooja Ravindra Mali	Attitude	31 st March 2021
Pranjali Sanjay Shinde	Attitude	31 st March 2021
ShubhamLaxmanZagade	Attitude	31 st March 2021

Group 7	Personality	25 th March 2021
Shweta AnkushDhakane	Personality	25 th March 2021
TejaswinaNandkishorMachade	Personality	25 th March 2021
TusharKisanTikande	Personality	25 th March 2021
VikasAchyutraoSonwane	Personality	25 th March 2021
YogeshDhanajiShitole	Personality	25 th March 2021


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March 2021
March 2021
March 2021
March 2021
March 2021
March 2021

SHINE DIVISION

Presentation Topics

Group-1

Name	Presentation Topic	Date
Aashiya Rahul Dhepe (8/10)	Johari window	23 rd March 2021
AkshayKishorSatpute Absent	Johari window	23 rd March 2021
Anil KhanduLokare Absent	Johari window	23 rd March 2021
Ankur Kumar Srivastava Absent	Johari window	23 rd March 2021
AshleshaSudhishPachpande (6/10)	Johari window	23 rd March 2021
DipaleeRajaram Mane AB	Johari window	23 rd March 2021
DurgataiGangadharGajjalwar (5/10)	Johari window	23 rd March 2021

Group 2

Name	Presentation Topic	Date
Gaurav Sarode Absent	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	23 rd March 2021
Gauri Prakash Maral Absent	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	23 rd March 2021
PavanMarotiMungade (5/10)	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	23 rd March 2021
PavankumarRavindraKarankar (7/10)	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	23 rd March 2021
PiyushJitendraBorkar (8/10)	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	23 rd March 2021
PraptiBalkishanBaldawaABsent	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	23 rd March 2021
PriyaShivajiWaghmode Absent	Models of OB (Autocratic, Custodial, Supportive, Collegial & SOBC), Limitations of OB.	23 rd March 2021

Group 3

Name	Presentation Topic	Date
Rachita Ramesh Kantewar (6/10)	Conflict Management – Definition and Meaning, Sources of Conflict, Types of Conflict, Conflict Management Approaches	23 rd March 2021
Rahul RajendraKumbhar (5/10)	Conflict Management – Definition and Meaning,	23 rd March



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	Sources of Conflict, Types of Conflict, Conflict Management Approaches	2021	
Rahul Shankarrao Mungde (5/10)	Conflict Management - Definition and Meaning, Sources of Conflict, Types of Conflict, Conflict Management Approaches	23 rd 2021	March
Sachin Nitin Rajbhoj (6/10)	Conflict Management - Definition and Meaning, Sources of Conflict, Types of Conflict, Conflict Management Approaches	23 rd 2021	March
Sejal Nemichand Sethiya (6/10)	Conflict Management - Definition and Meaning, Sources of Conflict, Types of Conflict, Conflict Management Approaches	23 rd 2021	March
Uday Arun Raut Absent	Conflict Management - Definition and Meaning, Sources of Conflict, Types of Conflict, Conflict Management Approaches	23 rd 2021	March



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Leadership Theories

Presented By:

- 1) Ganesh Sanyal Nigam
- 2) Gaurav Sanyal Nigam
- 3) Ganesh Sanyal Nigam
- 4) Harshit Sanyal Nigam
- 5) Anshu Sanyal Nigam
- 6) Jyoti Sanyal Nigam



What is Leadership?

Leadership is a action of leading a group of people in an organization

or

Leadership is the art of motivating group of people to act towards achieving a common goal



What is Leadership Theories?

Leadership theories are school of thought brought forward to explain how and why certain individuals become leaders



Types of Leadership Theories



Great Man Theory

Trait Theory

Contingency Theory

Situational Theory

Behavioral Theory



• Great Man Theory

- Thomas Carlyle coined Great Man Theory
- Leaders are born, not made
- This approach emphasized that a person is born with or without the necessary traits of leadership.

Early explanation of leadership studied the "traits" of great leaders

- Great Man Theorists (Gandhi, Lincoln, Napoleon)
- Belief that people are born with these traits and only the great people possessed them.

➤ According to the Great Man Theory of leadership, leadership calls for certain qualities like commanding personality, clear vision, courage, intelligence



• Limitations of Great Man Theory

The biggest issue of Great Man Theory is that not everyone has inherent leadership traits to become a successful leader. If the concept of the theory is true, then all people with required leadership traits by birth could have attained leadership position.



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Trait Theory

- Thomas Carlyle and Francis Galton created Trait Theory
- What characteristics or traits make person a good leader?
- Great Man Theory: Individuals are born either with or without the necessary traits of leadership
- Trait theory of leadership sought personality, social, physical or intellectual traits that differentiate leaders from non-leaders

Leadership Traits:

- Adaptability & Flexibility
- Assertiveness
- Capacity to motivate people
- Courage and conviction
- Creativity
- Good for subordinates
- People skills
- Persistence

Personality traits in Trait Leadership



Limitations of Trait Theory

- No universal traits that predict leadership in all situations
- Traits predict behaviour better in "weak" than "strong" situations
- Unclear evidence of the cause and effect of relationship of leadership and traits
- Better predictor of the appearance of leadership than distinguishing effective and ineffective leaders

Behavioural Theory

- Dr. B.F. Skinner in the 1950s created Behavioural Theory
- Behavioural theory seeks to explain human behaviour by analysing the antecedents and consequences present in the individual's environment and the learned associations he or she has acquired through previous experience
- Theories proposing that specific behaviours differentiate leaders from non-leaders

Limitations of Behavioural Theory

- Behavioural Theories are learned process and takes time. Whether you're a leader or an employee
- Whether you're a leader or an employee. Assessing certain behaviours that fit situation comes with trial and errors
- Leaders have other considerations for how to manage employees. Leaders may consider power and influence approaches for getting work done and how to work with you. They may also consider how you operate with an organization factors into what decisions you take and when

Contingency Theory

- Contingency theory of leadership is very special kind of approach which states that the success of a leader does not depend on his abilities
- Contingency theories leads with his additional aspect of leadership effectiveness studies
- While trait and behaviour theories do help us understand leadership, an important component is raising the environment in which the leader exists



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• Importance of Contingency Theory

- > Fred Edward Fiedler in 1964 created Contingency Theory
- > Contingency Theory is beneficial to organization because of its potential for learning from specific situations and using those lessons to influence better management of the same or similar situations
- > The ability to adapt to external pressures and changes is also an advantage



• Limitations of Contingency Theory

Contingency approach suffers from inadequacy of literature. Therefore it has not adequately specified the various types of actions which can be taken under different situations. It is not sufficient to say that a managerial action depends on the situation.



• Situational Leadership Theory

- > Situational Leadership theory is a theory created by Paul Hersey and Ken Blanchard. The theory was first introduced in 1969 as "Life Cycle Theory of Leadership".
- > Situational Leadership theory involves choosing the right leadership style for the right people. According to Blanchard and Hersey, it also depends on the competence and the maturity of followers.
- > The situational leader evaluates their own or experience by simply asking about the current situation of the organization.



• Limitations of Situational Leadership Theory

- > It focuses more on immediate needs than long-term needs.
- > It can be ineffective in task oriented environments.
- > It can be challenging to define maturity.
- > It does not provide enough information for some leaders.
- > It is based on the skill level of the leader.



Thank You



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Topic: Personality, The Myres-Briggs Type Indicator, Transaction Analysis

Presented By:

Bhagyashree Harishchandra Jadhav (A013)

Manisha Dhanraj Ubhale (A015)

Chandresh Nanasahab Salunke (A018)

Bhagyashree Manohar Topale (A014)

Dinesh Shankar Lobhe (A017)

Submitted To: Dr. Manisha Purohit (Head of Department of Human Resource Management),
Lotus Business School, Pune



Director
Manisha Purohit
Lotus Business School
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WELCOME

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PERSONALITY



Meaning:

- The term personality is derived from the Latin word **Persona** meaning a Mask.
- Personality is a sum total of the physical, mental, emotional, and social characteristics of an individual.

Definition:

“Personality is the totality of habits, attitudes and traits that result from socialization and characterize us in our relationship with others.”

Anderson and Parker

Personality represents those structural and dynamic properties of an individual or individuals as they reflect themselves in characteristic responses to situations.”

Lawrence A Pewin



FLOW OF PRESENTATION

Sr. No.	Particulars
1.	Meaning and Definition of Personality
2.	The Myers-Briggs Type Indicator
3.	Dimensions of The Myers-Briggs Type Indicator
4.	Meaning of Transaction Analysis
5.	Ego States of Transaction Analysis



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DIMENSIONS OF MYERS -BRIGGS INDICATOR

1) Extrovert Vs. Introvert



- **Extrovert** individuals are outgoing, sociable and assertive. They have large social networks. Being more of an extroverted person means you thrive on the energy of the people and things around you.

Introvert are less sociable, less talkative, less assertive, and more reluctant to begin the relationships. They are mostly reserved, timid and quiet and think things through before speaking.



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THE MYERS-BRIGGS TYPE INDICATOR

- The Myers-Briggs Type Indicator (MBTI) is an introspective self-report questionnaire indicating different psychological preferences in how people perceive the world and make decisions.
- The original version of the MBTI were constructed by two Americans, Katharine Cook Briggs and her daughter Isabel Briggs Myers.

It is most widely used personality assessment tool. It is a 100 question test that asks people how they feel or act in a particular situation.

MBTI measures how people prefer to focus their attention (Extroversion Vs. Introversion), collect information (Sensing Vs. Intuition), Process and evaluate information (Thinking Vs. Feeling), and orient themselves to the other world (Judging Vs. Perceiving).



3) Thinking Vs. Feeling

Thinking

makes decisions based on
objective analysis & logic



Feeling

makes decisions based on
personal values & convictions



Thinking types rely on the rational cause-effect logic and scientific methods to make decisions. They weigh the evidence objectively and unemotionally.

Feeling types, instead, consider how their choices affect others. They weigh the options against their personal values more than on rational logic.

Thinking types use reason and logic. Feeling types rely on their personally values and emotions.

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2) Sensing Vs. Intuition

Sensing

prefers to work with facts & concrete sensory input, sees the pieces that make the whole



iNtuition

prefers to work with abstract possibilities & patterns, sees the patterns & relationships



Sensing types are practical and prefer routine. They use an organized structure to acquire factual and preferably quantitative details. In contrast, intuitive people collect information non-systematically. They rely more on subjective evidence, as well as on their intuition, and even inspiration.

Sensors are capable of synthesizing large volumes of data and draw quick conclusions. Needless it is easy to say, the work of management demands a combination of intuitive and sensing abilities.



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TRANSACTION ANALYSIS



When two people interact with each other, they engage in social transactions, in which one person responds to the other. Study of such "Social Transaction" is called "Transactional Analysis."

Transactional analysis defined by Eric Berne is a theory of personality and social action and a clinical method of psychotherapy based on the analysis of all possible transaction between two or more people on the basis of specially defined ego states.



4) Judging Vs. Perceiving

PERCEIVING

*response
to data*

JUDGING



SPONTANEOUS & FLEXIBLE



ORGANIZED & PLANNED

- Some people prefer order and structure in their relationships with their outer world. These judging types enjoy the control of decision making and what to resolve problems quickly.
- In contrast, perceiving types are more flexible. They like to adopt spontaneously to events as they unfold and want to keep their options open.
- To be effective as a manager, one needs to operate at a time in perceiving mode and at times in a judging mode.

1) Parent Ego State:

It includes the set of thoughts, feelings and behaviours learnt or borrowed from parents or other care takers. These people tend to talk to people and treat others like children.

There are two types of Parent Ego State:

a) Critical Parent Ego State:

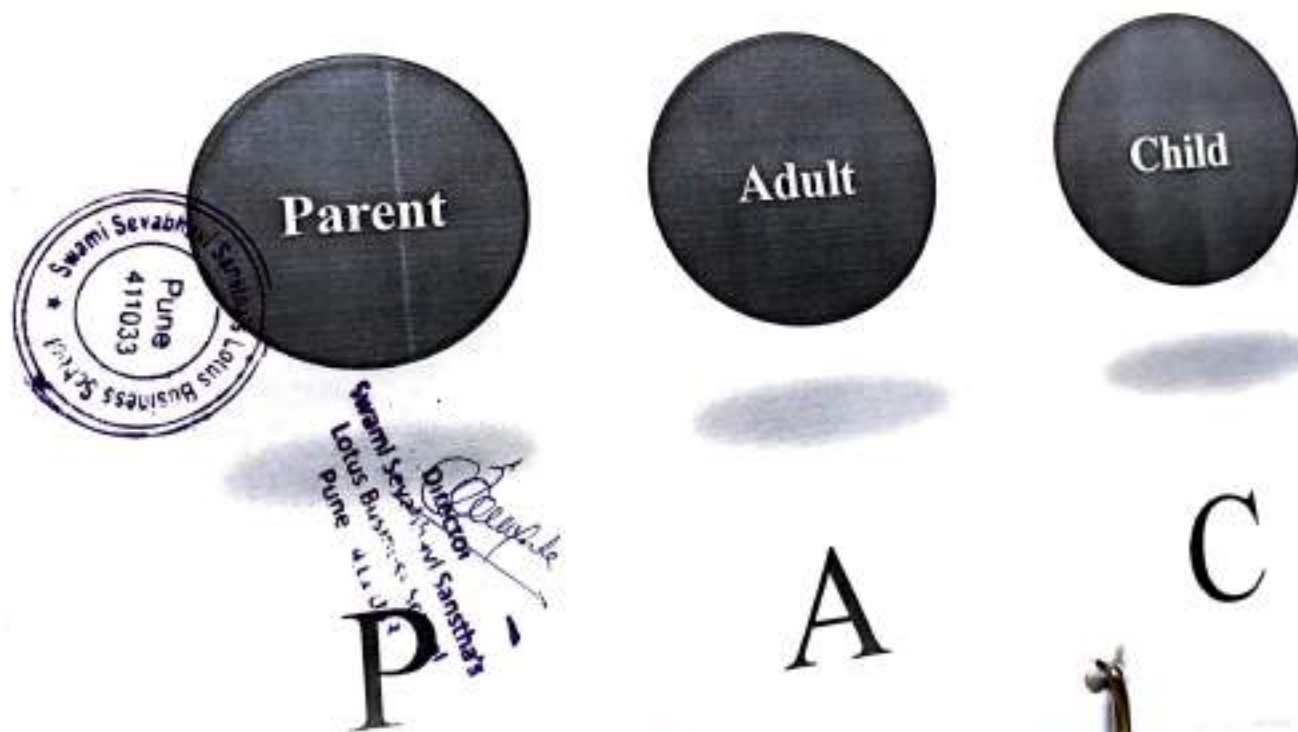
The personality of critical parent possess the prejudices thoughts, feelings and behaviours from our parents. They try to control others. Key words of these persons are, Don't argue, Be quiet, Shame on you, etc.

b) Nurturing Parent Ego State:

These are caring and concerned and often may appear as a mother and father figures. They seek to keep the child contented, offering a safe haven and unconditional love to calm the child's troubles. Key words of these people are, Don't worry, Let me help, etc.



EGO STATES OF TRANSACTION ANALYSIS



3) Child Ego State:

- The child ego state is characterized by very immature behavior. The important values of this state are selfish, playful, affectionate, whining, pleasure seeking, angry, happy, etc.
- There are three types of Child Ego State

a) Free/Natural Child Ego State:

It includes the spontaneous feeling and behaviour, and possess playful, expressive and emotional characteristics.

b) Adaptive Child Ego State:

It comply with the part of the personality that has learned to comply with the parental messages received while growing up.

c) Rebellious Child Ego State:

Sometimes when faced with parental messages that are restricting instead of complying with them, we rebel against them.



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2) Adult Ego State

- The adult in us is the 'grown up' rational person who talks reasonably and assertively, neither trying to control nor reacting aggressively towards others.



They are generally towards current reality and objective gathering of information. Solutions of adults are based on facts and not solely on pre-judged thoughts or childlike emotions.

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• Key words of these people are, I think, I see, always given rational statements.



THANK YOU

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Groups for Basics of Marketing CCE (Advertisement Development)
Poster Presentation Evaluation Sheet
PRIDE

Team Name	Team Members	Product
P1	Abhishek Anant Pimpalkar	Detergent Powder
	Ashish Wasudeo Mahajan	
	Kunal Subhash Bhosale	
	Pooja Mohanlal Choudhary	
	Sapana Shashikant Wagh	
	Sneha Ramesh Donode	
P2	Adarsh Bhosale	Ayurvedic/Herbal Biscuits
	Ashwin Subhash Rathod	
	Mahendra Diliprao Zamde	
	Poonam Anande	
	Shahir Jayram Dhamale	
	Snehal Bambal	
P3	Aditya Ashok Kumbhar	Green Tea
	Ashwini Sambhaji Kirkar	
	Mahesh Annappa Chavan	
	Prachi Shivshankar Madye	
	Shivkumar Bhimrao Jundale	
	Snehal Gele	
P4	Aditya Jagdale	Electric 4 Wheeler
	Balaji Shivaji Madole	
	Mahesh Sandipan Satpute	
	Prajakta Bansode	
	Showrab Ashok Gavali	
	Sourabh Tukaram Zagade	
P5	Aditya Shivaji Thorbole	Organic Vegetables
	Chaitali Kisan Londhe	
	Mayank Balaso Bhise	
	Pratik Prabhakar Bodkhe	
	Shubham Anantrao Ambhore	
	Sujata Jadhav	

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P6	Akash Vilas Jagtap	Farmers Safety Kit
	Chaitanya Tanaji Kharat	
	Mayur Dattatraya Jadhav	
	Priyanka Kapure	
	Shubham Dhanaji Nimbalkar	
	Sujit Sakharam Mote	
P7	Akshay Balkrishna Neuse	Banking (Crop Insurance)
	Dhananjay Yashwant Pokale	
	Mugdha Anand Devalekar	
	Priyanka Mahajan	
	Swaranjali Sanjay Ghare	
	Gaurav Tambe	
P8	Akshay Lakshman Burase	Soil & Water Testing Mobile Van (Services)
	Dipika Prabhakar Walse	
	Neha Laxman Shirude	
	Rahul Karande	
	Shubham Sunil Chougule	
	Tushar More	
P9	Aniket Kailas Saryam	Organised Farming Services (Outsourcing)
	Jay Namdev Shinde	
	Omkar Harimant Bhagat	
	Rushikesh Devram Hase	
	Simran Nandkumar Desai	
	Vishal Jankar	
P10	Apurva Pardeshi	Agriculture Product Application Adv.
	Kaiwalya Sunil Kulkarni	
	Sanika Purushottam Shinde	
	Sitaram Kalidas Thite	
	Yogesh Sunil Narute	




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Groups for Basics of Marketing CCE (Advertisement Development)
GLORY

Team Name	Team Members	Product
G1	Abhijit Rajendra Chinchamalapur	Detergent Powder
	DIPSHIKHA THUL	
	Megha Vijaysingh Wagh	
	Sandeep Kenjale	
	Shradhha Dattatray Nalawade	
	Tejas Sanjay Ghare	
G2	Abhishek Keshav Kudnar	Ayurvedic/Herbal Biscuits
	Ganesh Narayan Ombale	
	Omkar Appasaheb Shelar	
	Sanjita Purushottam Yadav	
	Shubham Giramkar	
	Vaibhav Jadhav	
	Nikhil Jadhav	
G3	Aditi Kothekar	Green Tea
	Ghanshyam Nanasaheb Kamble	
	Omkar Machindra Guldagad	
	Sangramsinh Mahadeo Vhanmane	
	Shubham Dnyaneshwarrao Kadu	
	Vaibhav Khandagale	
G4	Ajay kanchewad	Electric 4 Wheeler
	Jayant Sachin Phase	
	Pooja Nitin Ballal	
	Jay Ghule	
	Shubham Vijay Deore	
	Vanashri laxman Mannonalkar	
G5	Ajay ramhari Bhor	Organic Vegetables
	Kiran Sarjerao Jagdhane	
	Priyanka Sadashiv Borchate	
	Sharad Ramnath Kalwane	
	Snehal Uttam Pawar	
	Vikarm Jadhavar	

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G6	Akash Eknath Wagh	Farmers Safety Kit
	Komal Rajendra Jagtap	
	Rahul Pradeepprao Bambal	
	Namosh Salunkhe	
	Sujit Baburao Shinde	
	Vinit More	
G7	Akshay Dhanaji Kakade	Banking (Crop Insurance)
	Lalit Shirish Behere	
	Rohan Janardhan Rajee	
	Shital Ligade	
	Sunidhi Patil	
	Rahul Chavan	
G8	Anagha Shankar Thorat	Soil & Water Testing Mobile Van (Services)
	Laxmikant Vitthal Donode	
	Rohini Tanajirav Kokatepatil	
	Shital Pokale	
	Swapnil Raut	
	Vishal Rambhau Shendge	
G9	Aparna Alaspure	Organised Farming Services (Outsourcing)
	Mahesh Vijainath Palaskar	
	Rupali Prafulla Mahant	
	Shivani Pradeep Dongare	
	Swapnil Sanjay Ghodke	
	Vishal Vilas Pudat	
G10	Chaitanya Nivrutti More	Agriculture Product Application Adv.
	Mayur Anandrao Dhalgude	
	Rushikesh Babasaheb Dhokale	
	Shivani Prakash Bodake	
	Tejas Dilip Sawant	
	Yogesh Rangrao Karande	



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Groups for Basics of Marketing (CE (Advertisement Development))
Poster Presentation Evaluation Sheet

PRIDE

Team Name	Team Members	Product	Evaluating Use of Time (5)	Creating Picture/ Graphics (5)	Applying Required Elements (5)	Creating Visual Clarity & Appeal (5)	Evaluating Content, Spelling, Grammar (5)	Total (25)
P1	Abhishek Anant Pimpalkar	Detergent Powder	4	3	4	4	3	18
	Ashish Wasudeo Mahajan							
	Kunal Subhash Bhosale							
	Pooja Mohanlal Choudhary							
	Sapana Shashikant Wagh							
	Sneha Ramesh Donode							
P2	Adarsh Bhosale	Ayurvedic/Herbal Biscuits	3	4	4	3	2	16
	Ashwin Subhash Rathod							
	Mahendra Diliprao Zende							
	Poonam Anande							
	Shahir Jayram Chansale							
	Snehal Bambal							
P3	Aditya Ashok Kumbhar	Green Tea	4	3	3	4	4	18
	Ashwini Sambhaji Kirkar							
	Mahesh Annappa Chavan							
	Prachi Shivshankar Madye							
	Shivkumar Bhimrao Jundale							
	Snehal Gele							
P4	Aditya Jagdale	Electric 4 Wheeler	3	4	4	3	4	18
	Balaji Shivaji Madole							
	Mahesh Sandipan Satpute							
	Prajakta Bansode							
	Showrab Ashok Gavali							
	Sourabh Tukaram Zagade							
	Aditya Shivaji Thorbole							
	Chaitali Kisan Londhe							
	Mayank Balasa Bhise							

Dhananjay Venkateshwar



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 Mandal
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DC

	Pratik Prabhakar Bodhe Shubham Anantadas Ambhore Sojata Jadhav		4	4	3	3	3	17
P6	Akash Vilas Jagtap Chaitanya Tanaji Kharat Mayur Dattatraya Jadhav Priyanka Kapore Shubham Dhananjay Narabkar Sujit Sakharam Mote	Farmers Safety Kit	4	4	3	3	4	18
P7	Abhay Balkrishna Hezari Dhananjay Yashwant Pokale Mugdha Anand Desalekar Priyanka Mahajan Swarnajit Sanjay Ghum Gaurav Tembe	Banking (Crop Insurance)	4	3	3	4	3	17
P8	Akshay Lakshman Kurase Dipika Prabhakar Wale Neha Laxman Shinde Rahul Kanade Shubham Sanil Chougale Tushar More	Soil & Water Testing Mobile Van (Services)	3	3	4	3	4	17
P9	Aniket Kailas Sarjam Jay Narendra Shinde Omkar Harunant Bhagat Rushikesh Dattam Hase Shravan Mandikumar Desai Vishal Anker	Organised Farming Services (Outsourcing)	4	3	4	3	4	18
P10	Aganya Pandeshi Kulwaha Sanil Kulkarni Sanika Parashottam Shinde Saram Kailas Thore Vignesh Sunil Narute	Agriculture Product Application Adv.	4	3	3	4	4	18



Groups for Basics of Marketing CCE (Advertisement Development)

GLORY

Team Name	Team Members	Product	Evaluating Use of Time (5)	Creating Picture/ Graphics (5)	Applying Required Elements (5)	Creating Visual Clarity & Appeal (5)	Evaluating Content, Spelling, Grammar (5)	Total (25)
G1	Abhijit Rajendra Chinchamalapur	Detergent Powder	4	3	3	4	2	16
	DIPSHIKHA THUL							
	Megha Vijaysingh Wagh							
	Sandeep Kenjale							
	Shradha Dattatray Nalawade							
	Tejas Sanjay Ghare							
G2	Abhishek Keshav Kudnar	Ayurvedic/Herbal Biscuits	4	4	3	3	2	16
	Ganesh Narayan Ombale							
	Omkar Appasaheb Shelar							
	Sanjita Purushottam Yadav							
	Shubham Giramkar							
	Valbhav Jadhav							
	Nikhil Jadhav							
G3	Aditi Kothekar	Green Tea	3	3	3	4	4	17
	Ghanshyam Nanasaheb Kamble							
	Omkar Machindra Guldagad							
	Sangramsinh Mahadeo Vhanmane							
	Shubham Dnyaneshwarrao Kadu							
	Valbhav Khandagale							
G4	Ajay kanchewad	Electric 4 Wheeler	2	4	3	3	4	16
	Jayant Sachin Phare							
	Pooja Nitin Ballal							
	Jay Ghule							
	Shubham Vijay Deore							
	Varashri Iraman Mannanalkar							



Handwritten signature and text at the bottom left of the page, including 'Pimpri Chinchwad Education Trust, Pune' and 'Savanahar, Savanahar, Savanahar'.

G5	Ajay ramhari Bhor	Organic Vegetables						
	Kiran Sanjivao Jagdhane							
	Priyanka Sadashiv Borchate							
	Sharad Ramnath Kalwane							
	Snehal Uttam Pawar							
	Vikram Jagdhane							
G6	Akash Eknath Wagh	Farmers Safety Kit	4	4	3	3	3	17
	Komal Rajendra Jagtap							
	Rahul Pradeepao Bambal							
	Namosh Solunkhe							
	Sujit Baburao Shinde							
	Vinit More							
G7	Akshay Dhanaji Kakade	Banking (Crop Insurance)	4	3	4	3	4	18
	Lalit Shirish Behere							
	Rohan Jankar Raje							
	Shital Ligade							
	Sunidhi Patel							
	Rahul Chavan							
G8	Anagha Shankar Thorat	Soil & Water Testing Mobile Van (Services)	4	4	3	4	3	18
	Laxmikant Vitthal Donode							
	Rohini Tanajirav Kokatepotil							
	Shital Pokale							
	Swapnil Raut							
	Vishal Rambhau Shendge		3	4	3	3	4	17
G9	Aparna Alempure	Organised Farming Services (Outsourcing)						
	Mahesh Vajinath Palaskar							
	Rupali Prafulla Mahant							
	Shivani Pradeep Dongare							
	Swapnil Sanjay Ghodke							
	Vishal Vilas Pudar		4	4	3	3	4	18



G10	Chakanya Nivrutti More	Agriculture Product Application Adv.						
	Mayur Anandrao Dhalgude							
	Rushikesh Babasaheb Dhole							
	Shivani Prakash Bodake							
	Tejas Dilip Sawant							
	Yogesh Rangrao Karande		4	4	3	4	4	19



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Basics of Marketing CCE (Advertisement Development)
Poster Presentation Attendance Sheet
GLORY

S.No	Name	Attendance
1	Abhijit Rajendra Chinchamatpure	P
2	DIPSHIKHA THUL	P
3	Megha Vijaysingh Wagh	P
4	Sandeep Kenjale	P
5	Shradha Dattatray Nalawade	P
6	Tejas Sanjay Ghare	P
7	Abhishek Keshav Kudnar	Ab
8	Ganesh Narayan Ombale	P
9	Omkar Appasaheb Shelar	P
10	Sanjita Purushottam Yadav	P
11	Shubham Giramkar	P
12	Vaibhav Jadhav	P
13	Nikhil Jadhav	P
14	Aditi Kothekar	P
15	Ghanshyam Nanasaheb Kamble	P
16	Omkar Machindra Guldagad	P
17	Sangramsinh Mahadeo Vhanmane	P
18	Shubham Dnyaneshwarrao Kadu	P
19	Vaibhav Khandagale	P
20	Ajay kanchewad	P
21	Jayant Sachin Phase	Ab
22	Pooja Nitin Ballal	P
23	Jay Ghule	P
24	Shubham Vijay Deore	P
25	Vanashri Iaxman Mannonaikar	P
26	Ajay ramhari Bhor	P
27	Kiran Sarjerao Jagdhane	Ab
28	Priyanka Sadashiv Borchate	P
29	Sharad Ramnath Kalwane	P
30	Snehal Uttam Pawar	Ab
31	Vikram Jadhav	P
32	Akash Eknath Wagh	P
33	Komal Rajendra Jagtap	P
34	Rahul Pradeepprao Bambal	P
35	Namosh Salunkhe	Ab




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34	Priyanka Kapure	P
35	Shubham Dhanaji Nimbalkar	P
36	Sujit Sakharam Mote	P
37	Akshay Balkrishna Neuse	AB
38	Dhananjay Yashwant Pokale	AB
39	Mugdha Anand Devalekar	P
40	Priyanka Mahajan	P
41	Swaranjali Sanjay Ghare	AB
42	Gaurav Tambe	P
43	Akshay Lakshman Burase	P
44	Dipika Prabhakar Walke	P
45	Neha Laxman Shirude	P
46	Rahul Karande	P
47	Shubham Sunil Chougule	P
48	Tushar More	P
49	Aniket Kailas Saryam	P
50	Jay Namdev Shinde	P
51	Omkar Hanumanant Bhagat	P
52	Rushikesh Devram Hase	P
53	Simran Nandkumar Desai	P
54	Vishal Jankar	P
55	Apurva Pardeshi	P
56	Kaiwalya Sunil Kulkarni	P
57	Sanika Purushottam Shinde	P
58	Sitaram Kalidas Thite	P
59	Yogesh Sunil Narute	P

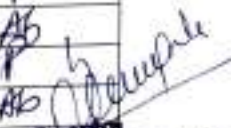


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Basics of Marketing CCE (Advertisement Development)
Poster Presentation Attendance Sheet
PRIDE

S. No	Name	Attendance
1	Abhishek Anant Pimpalkar	P
2	Ashish Wasudeo Mahajan	P
3	Kunal Subhash Bhosale	P
4	Pooja Mohanlal Choudhary	P
5	Sapana Shashikant Wagh	P
6	Sneha Ramesh Donode	P
7	Adarsh Bhosale	P
8	Ashwin Subhash Rathod	P
9	Mahendra Diliprao Zamde	AB
10	Poonam Anande	AB
11	Shahir Jayram Dhamale	P
12	Snehal Bambal	P
13	Aditya Ashok Kumbhar	P
14	Ashwini Sambhaji Kirkar	P
15	Mahesh Annappa Chavan	P
16	Prachi Shivshankar Madye	P
17	Shivkumar Bhimrao Jundale	P
18	Snehal Gele	P
19	Aditya Jagdale	P
20	Balaji Shivaji Madole	P
21	Mahesh Sandipan Satpute	P
22	Prajakta Bansode	AB
23	Showrab Ashok Gavali	AB
24	Sourabh Tukaram Zagade	P
25	Aditya Shivaji Thorbole	P
26	Chaitali Kisan Londhe	P
27	Mayank Balaso Bhise	P
28	Pratik Prabhakar Bodkhe	P
29	Shubham Anantrao Ambhore	P
30	Sujata Jadhav	P
31	Akash Vilas Jagtap	AB
32	Chaitanya Tanaji Kharat	AB
33	Mayur Dattatraya Jadhav	AB




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P6	Akash Vilas Jagtap Chaitanya Tanaji Kharat Mayur Dattatraya Jadhav Priyanka Kapure Shubham Dhanuji Nimbalkar Sujit Sakham Mote	Farmers Safety Kit
P7	Akshay Balkrishna Neuse Dhananjay Yashwant Pokale Mugdha Anand Devalekar Priyanka Mahajan Swaranjali Sanjay Ghare Gaurav Tambe	Banking (Crop Insurance)
P8	Akshay Lakshman Burase Dipika Prabhakar Walse Neha Laxman Shirude Rahul Karande Shubham Sunil Chougule Tushar More	Soil & Water Testing Mobile Van (Services)
P9	Aniket Kailas Saryam Jay Namdev Shinde Omkar Hanumant Bhagat Rushikesh Devram Hase Simran Nandkumar Desai Vishal Jankar	Organised Farming Services (Outsourcing)
P10	Apurva Pardeshi Kalwalya Sunil Kulkarni Sanika Purushottam Shinde Sitaram Kaildas Thite Yogesh Sunil Narute	Agriculture Product Application Adv.



36	Sujit Baburao Shinde	P
37	Vinit More	P
38	Akshay Dhanaji Kakade	P
39	Lalit Shirish Behere	P
40	Rohan Janardhan Raje	P
41	Shital Ligade	P
42	Sunidhi Patil	Ab
43	Rahul Chavan	P
44	Anagha Shankar Thorat	Ab
45	Laxmikant Vitthal Donode	P
46	Rohini Tanajirav Kokatepatil	P
47	Shital Pokale	P
48	Swapnil Raut	P
49	Vishal Rambhau Shendge	P
50	Aparna Alaspure	Ab
51	Mahesh Vajjainath Palaskar	Ab
52	Rupali Prafulla Mahant	P
53	Shivani Pradeep Dongare	P
54	Swapnil Sanjay Ghodke	P
55	Vishal Vilas Pudat	P
56	Chaitanya Nivrutti More	P
57	Mayur Anandrao Dhalgude	P
58	Rushikesh Babasaheb Dhokale	P
59	Shivani Prakash Bodake	P
60	Tejas Dilip Sawant	P
61	Yogesh Rangrao Karande	Ab



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Poster Competition



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Online Examination- SPPU-Grievance procedure demonstration

Online Examination-SPPU-grievance procedure demonstration

Link - <https://www.youtube.com/watch?v=nKyYv59ioYY>



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4th Rank
In State University
For
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In a historic Decision, 60 Higher Educational Institutions granted autonomy by UGC
Shri. Prakash Javadekar

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- Syllabi
- Scholarships
- Sports Section
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- E-Content Learning
- Tenders
- Circulars
- Job Openings
- Industry
- NSS
- International Centre
- Students' Development

Search

2019-2020



Student Log In

Instructions

- Use previous session username and password for login. Do not create new account if you have created account in previous session.
- Only one account per student is allowed.

Login By *

Username *

Password *

58718

Enter captcha text as shown on image *

Log In

Forgot Password

Don't remember password? Forget Password

Don't have an account? New Account



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ADD TO MY FAVORITES

For Student (LBS) - Add Personal Details

Save & Continue

Time taken to complete: 15 minutes

Section	Questions	Time taken	Score
Section 1	10 Questions	10:00:00	10:00:00
Section 2	10 Questions	10:00:00	10:00:00
Section 3	10 Questions	10:00:00	10:00:00
Section 4	10 Questions	10:00:00	10:00:00
Section 5	10 Questions	10:00:00	10:00:00
Section 6	10 Questions	10:00:00	10:00:00
Section 7	10 Questions	10:00:00	10:00:00
Section 8	10 Questions	10:00:00	10:00:00
Section 9	10 Questions	10:00:00	10:00:00
Section 10	10 Questions	10:00:00	10:00:00

ADD TO MY FAVORITES

Not able to login / logged out and not able to login again

English / Marathi version question paper not displayed

Images not displayed

Wrong question paper displayed

Unable to submit answer paper

Could issue

Overlap with other exam



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Add Grievance

For Subject: (303146) Power System II

Select Grievance *

Not able to login, logged out and not able to login again

Enter Grievance Details **Enter grievance details**

Due to heavy rain electricity and mobile network was disturbed

Save Grievance Cancel

(303146) (303146) You can add

Confirmation

Do you want to add grievance to this subject?

NO

(303147) Control System I	13-Jul-2021 09:00 AM to 11:00 AM	You can add grievance after 14-Jul-2021 10:00 AM
(303148) Utilization of Electrical Energy	14-Jul-2021 09:00 AM to 11:00 AM	You can add grievance after 15-Jul-2021 10:00 AM
(303149) Design of Electrical Machines	15-Jul-2021 09:00 AM to 11:00 AM	You can add grievance after 16-Jul-2021 10:00 AM
(303150) Energy Audit and Management	16-Jul-2021 09:00 AM to 11:00 AM	You can add grievance after 17-Jul-2021 10:00 AM



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SPPU - Online Examination User Guide



SPPU ONLINE EXAMINATION USER GUIDE



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SPPU ONLINE EXAMINATION USERGUIDE

☐ Checklist/requirement:

1. Android phone or iPhone with working front camera as webcam.
2. Official Photo ID in jpg format must be kept handy (less than 100kb)
3. Make sure your using updated browser such as (**Chrome or Mozilla Firefox**)

• Keep stationery as required (pencil, pen, rough sheet)

- Install Telegram and join (SPPU Support Group) to post technical queries.

To join our Telegram channel.

Search Telegram in Google Play and Install it.

Sign up using your phone number, enter the OTP and get started.

Click on the link below and you will be added to the SPPU Online Exam Group Immediately.

Telegram channel - <https://t.me/joinchat/J8sPV05q1k3lpIYgC-cBwg>



SPPU ONLINE EXAMINATION USERGUIDE

□ Candidate Instructions:

1. To appear for the examination, click on this link: -
<https://exam.puapps.in>

Online Examination System

Sign In

Username *

1234

Password *

Active Tests *

SPPU Online Examination

Sign In

1. Enter application number as Username.
2. Passwords will be mentioned on your hall ticket.
3. Click on Active Tests and select appropriate test from the drop-down list.
4. Click on Sign In
5. You will be redirected to the Face Authentication Process



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SPPU ONLINE EXAMINATION USERGUIDE

Online Examination System

Face Recognition

Please upload your admit card (JPG less than 100 KB) and look into the camera

Important: If the admit card is found to be invalid during audit, you will be detained from the exam



Upload Admit Card / Face ID (JPG)

Select file

Select
File

Hall Ticket Photo ID Verification

- Please click on "Select File" & upload your Photo ID.
- Photo ID must be in JPG format only. (For photo ID you can upload your hall ticket or any valid ID which has your recent photograph)
- The scanned image size must be less than 100kb.
- Look into the webcam so that the system verifies your face for authentication.
- During authentication if your face does not match with the uploaded photo ID you will be not be allowed to start the examinations.
- Your exam timer will start after the successful face recognition process.




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SPPU ONLINE EXAMINATION USERGUIDE

UNAPPS_DEMO_EXAM (FACE ID & MCQ + ESSAY)

9.2

Are you playing music?

Option

0 A

0 B

0 C

0 D

0 E

Description

simple personal

simple part

personal confidence

part confidence

Type here

Questions

Bookmark

Invalid

First

Previous

Next

Last

Clear

Submit Test

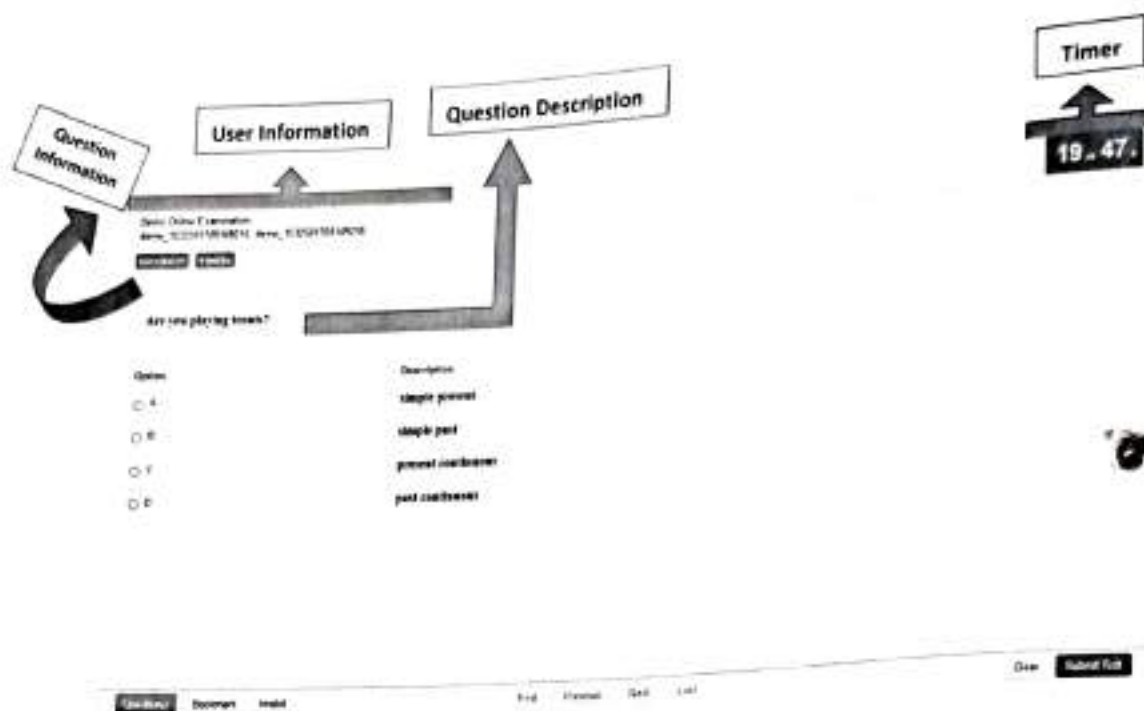
Webcam/Video Capturing

- The Webcam captures your face randomly for security purposes and verifies various aspects to ensure integrity of examinations.
- We will be monitoring the examination. Any malpractices found on your end will disallow you to continue the examinations. You will see various warnings before you disconnect.
- Please be alone in the room during the examination.
- Ensure there is no noise or talking in the room during the examination.
- During monitoring if more than one person is found in the nearby areas your examination will be put on hold and further action would be taken.



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SPPU ONLINE EXAMINATION USERGUIDE



Description

Examination page is displayed to user after successful login. Following sections explain different parts of examination page.

☐ Candidate's Information

- ☐ Candidate's full name is displayed at top-left of the page.

☐ Timer

- ☐ Your remaining exam time will be displayed at top-right of the page.

☐ Question Information

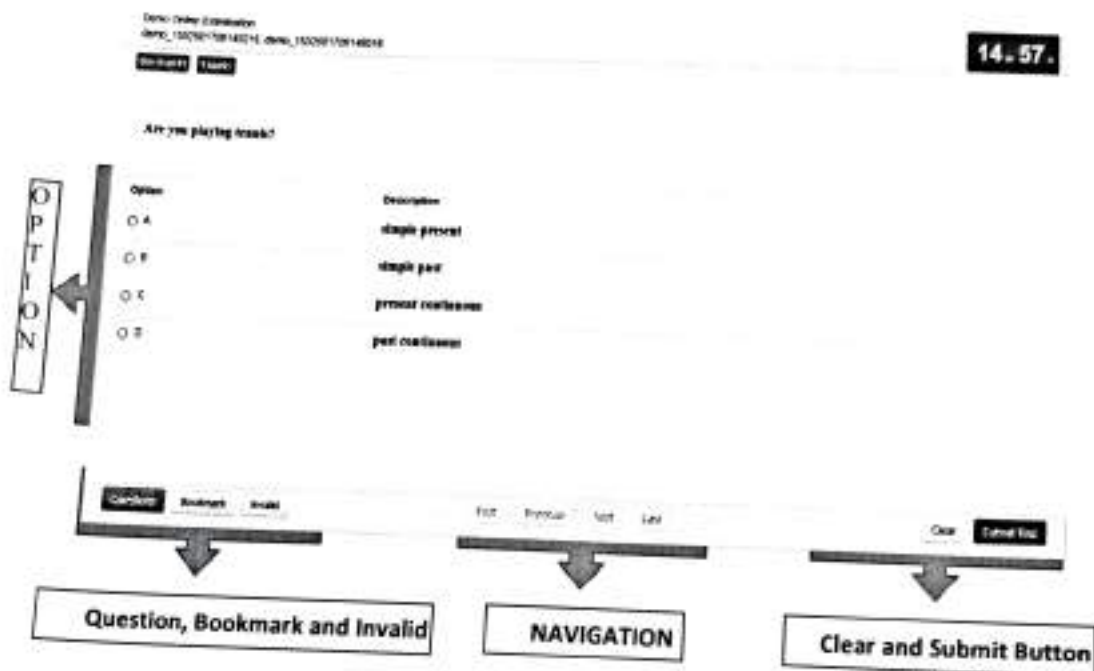
- ☐ Question number, marks for question, bookmark and Invalid status of question is displayed in this section which appears below the top row.

☐ Question Description

- ☐ This section (light gray box) is the actual question displayed to user.



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☐ **Options**

- ☐ This section displays all options available for the question displayed above. Candidate should click on one of the options to mark their answer.

☐ **Navigation**

- ☐ Bottom-center of exam page has four navigation links (First, Previous, Next, Last) to move across questions.

☐ **Questions, Bookmark and Invalid**

- ☐ Bottom-left of the page has three buttons. Clicking on "Questions" buttons shows list of questions (Explained later). Clicking on "Bookmark" button adds a bookmark icon to the question in case user wants to revisit (go back to) the question later.

- ☐ Clicking on "Invalid" button adds Invalid icon to the question in case user believes the answers are incorrect.

☐ **Clear and Submit Test**

- ☐ Bottom-right of the page has two buttons. Clicking on "Clear" deselects option if candidate has selected one. Clicking on "Submit Test" button prompts candidate to confirm that candidate wants to submit/end test.

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SPPU ONLINE EXAMINATION USERGUIDE

9-50

Online Examination
Name: 152240170844218, Date: 15/08/2017 08:44:21

Question 1 of 100 (100%)

Question 1

Are you playing music?

Option	Description
☐ A	simple present
☐ B	simple past
☒ C	present continuous
☐ D	past continuous

Select
Option

Navigation

Back

Next

Flag

Previous

Next

End

Clear

Submit Test

☐ Select Option

- ☐ Clicking on one of the radio buttons next to option selects and saves the option for the question displayed. If the option is saved successfully, a green notification bar confirming save is displayed at top of the page.

☐ Saved Message

- ☐ A green notification bar confirming save is displayed at top of the page. In case of any error, a red bar appears. Candidate should immediately notify administrators in case of error.
- ☐ Candidate should close his browser, post his query on the Support group to get solution for his query and login again.
- ☐ Candidate's will be allowed for maximum re-login count of 3.



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7.25

Clear
Button

- ❑ Clicking on “Clear” button deselects the option for the displayed question if the candidate has selected one. If no option was selected, this button does not have any effect.

- ☐ A light-yellow bar confirming clear appears on top of the page if the option was cleared for the question successfully.



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SPPU ONLINE EXAMINATION USERGUIDE

2. 26.

Online Examination
SPPU_1522501709148218_SPPU_1522501709148218

1	2	3	4	5	6
1	4	9	20	11	12
Q	14	15			

↓

List of Question with its state



❑ Questions Button

- ❑ Clicking on "Questions" button display's candidates' responses to each question.

❑ List of Questions

- ❑ This section/table shows all questions along with option selected by the candidate for each question. It also shows bookmarks if any. Question numbers are clickable and will take the candidate directly to the clicked question.



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Demo Online Examination
demo_1532501728143019_18v1

Question 20

Unmarked



Bookmark Icon, it indicates question is bookmark for review

Tanya is older than Eric. Cliff is older than Tanya.
Eric is older than Cliff.
If the first two statements are true, the third statement is

Option

- ☐ A
- ☐ B
- ☐ C
- ☐ D

Description

- True
- False
- Uncertain
- Don't know

Questions

Bookmark

Unmarked

First

Previous

Next

Last

Clear

Unmarked Test

Bookmark
Button

☐ Bookmark Button

- ☐ Clicking on "Bookmark" button marks the displayed question with the bookmark icon. Bookmarks are useful if the candidate wants to revisit (go back to) a question later.

☐ Bookmark Icon

- ☐ Bookmark icon is displayed in the question information section of the page alongside question number and marks.



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Demo Online Examination
demo_1532561739149218_skn

Question ID

Answer



Bookmark Icon, it indicates
question is bookmark for review

Tanya is older than Eric. Cliff is older than Tanya.
Eric is older than Cliff.
If the first two statements are true, the third statement is

Option

☐ A

☐ B

☐ C

☐ D

Description

True

False

Uncertain

Don't know

Question

Bookmark

Invalid

Flag

Previous

Next

Last

Clear

Submit

Bookmark
Button

☐ Bookmark Button

- ☐ Clicking on "Bookmark" button marks the displayed question with the bookmark icon. Bookmarks are useful if the candidate wants to revisit (go back to) a question later.

☐ Bookmark Icon

- ☐ Bookmark icon is displayed in the question information section of the page alongside question number and marks.



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Demo Online Examination

demo_15325817091402106_demo_11

Questions

Answers

Invalid

Invalid icon, it indicates question reported is invalid

Tanya is older than Eric. Cliff is older than Tanya.
 Eric is older than Cliff.
 If the first two statements are true, the third statement is

Option

☐ A☐ B☐ C☐ D

Description

true

false

uncertain

Don't know

Clear

Submit Test

Questions

Bookmark

Invalid

First

Previous

Next

Last

Invalid
Button☐ Invalid Button

- Clicking on the "Invalid" button marks the displayed question with Invalid icon. Invalid is useful if the candidate believes the answers are incorrect.

☐ Invalid Icon

- Invalid icon is displayed in the question information section of the page alongside question number and marks.



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Demo Online Examination
 demo_1532501708148218, demo_1532501708149218

1 - 52

Questions 1 marks

Tanya is older than Eric. Cliff is older than Tanya.
 Eric is older than Cliff.
 If the first two statements are true, the third statement is

Option	Description
☐ A	true
☐ B	false
☐ C	uncertain
☐ D	Don't know

Questions Bookmark Invalid

First Previous Next Last

Clear Submit Test

☐ Submit Button

- Candidate may click on the "Submit Test" button if he/she wants to submit/end the test before the timer expires. If time expires, the exam will be submitted automatically candidate exam is submitted automatically.



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SPPU ONLINE EXAMINATION USERGUIDE

0.44.

Online Examination
Name: 151201178140046, Date: 15/10/2019 08:18

IMMEDIATELY

Are you sure you want to submit this test? You will not be able to take this test again.

Yes, Submit Test

Cancel

Submit Test
Confirmation

Question

Bookmark

Invalid

First

Previous

Next

Last

Time

0.44

☐ Submit Confirmation Message

- A confirmation message is displayed before submitting the test. Candidate should choose carefully. Tests once submitted cannot be re-opened.



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THANK YOU



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Supporting Documents

**Examination
Orientation for
students**



Schedule

Wednesday 05 th Jan 2022		
10.15 to 10.30	Inauguration & Lightning of Lamp	
10.30 to 10.50	Executive Director Address	Mr.Charudatta Bodhankar
10.50 to 11.10	Director Address	Dr. Satish Warpade
11.10 to 11.30	Academics @LBS	Dr.Manisha Purohit
11.30 to 11.50	CPP Certification	Dr.Ganesh Pathak
11.50 to 11.55	CPP- ABM	Prof. Sudarshan Babar
11.55 to 12.00	CPP- PHM	Prof. Prajakta Gajare
12.00 to 12.05	CPP-Marketing	Prof.Pranita Arbat
12.05 to 12.10	CPP-Finance	Dr. Anil Poman
12.10 to 12.40	Examination	Prof.Pranita Arbat
12.40 to 1.00	Life @ Lotus	Prof.Pranita Arbat
01.00 to 01.30	Lunch Break	
01.30 to 02.00	Placement@LBS	Prof.Vivek Keskar
02.00 to 02.30	Administration	Prof. Sunil Prajapati
02.30 to 02.45	Code of Conduct	Dr. Dhananjay Deshpande
02.45 to 03.00	LBS-Staff Introduction	Prof. Chandrakant Thorat
3.00 to 03.05		
03.05 to 03.15	Hi-Tea	
03.10 Onwards	Uniform Measurement	



Schedule and Responsibility

Time	Particular	Responsibility
Wednesday 05 th Jan 2022		
10.15 to 10.30	Inauguration & Lightning of Lamp	Mrs.Nutan Gholap
10.30 to 10.50	Executive Director Address	Mr.Charudatta Bodhankar
10.50 to 11.10	Director Address	Dr. Satish Warpade
11.10 to 11.30	Academics @LBS	Dr.Manisha Purohit
11.30 to 11.50	CPP Certification	Dr.Ganesh Pathak
11.50 to 11.55	CPP- ABM	Prof. Sudarshan Babar
11.55 to 12.00	CPP- PHM	Prof. Prajakta Gajare
12.00 to 12.05	CPP-Marketing	Prof.Pranita Arbat
12.05 to 12.10	CPP-Finance	Dr. Anil Poman
12.10 to 12.40	Examination	Prof.Pranita Arbat
12.40 to 1.00	Placement@LBS	Prof.Pranita Arbat
01.00 to 01.30	Lunch Break	
01.30 to 02.00	Life at Lotus	Prof.Pranita Arbat
02.00 to 02.30	Administration	Prof. Sunil Prajapati/Mr. Rushikesh Kolhe
02.30 to 02.45	Code of Conduct	Dr. Dhananjay Deshpande
02.45 to 03.00	LBS-Staff Introduction	Prof. Chandrakant Thorat
03.00 to 03.10	Hi-Tea	Mr. Pravin Talekar
03.10 Onwards		Uniform Measurement

All Technical Support

Mr.Rajnikant Dhamal



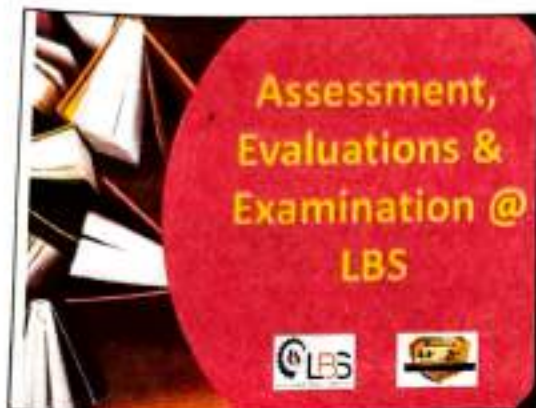
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		Internal Assessment	External Assessment	Total
1. Generic Core (GC)	Compulsory	50	50	100
101 Management Accounting				
102 Organizational Behavior				
103 Economic Analysis for Business Decisions				
104 Business Research Methods				
105 Basics of Marketing				
106 Digital Business				
2. Generic Elective (GE - UL)	Choice	0	50	50
201 Management Fundamentals				
202 Entrepreneurship Development				
203 Leadership & Management in Manager				
3. Generic Elective (GE - AL)	Choice	50	0	50
301 Market Communication Lab				
302 Selling & Negotiation Skills Lab				
303 Soft Skill				

LBS

The broad structure of the ESE question paper shall be as follows:

Question Number	COGNITIVE ABILITIES EVALUATED	Marks
Q.1	REMEMBERING	Answer any 5 out of 11 (5 marks each)
Q.2	UNDERSTANDING	Answer any 2 out of 3 (5 marks each)
Q.3	APPLYING	Answer 1 (4 or 7) (4) (8 marks)
Q.4	ANALYSING	Answer 4 (4 or 6) (8 marks)
Q.5	EVALUATING	Answer 5 (4 or 6) (8 marks)
	CREATING	

Parameters of Comprehensive Concurrent Evaluation (CCE)	Marks Allotted
Evaluation Parameter 1: Presentation	20 marks
Evaluation Parameter 2: Online exam/ class test	20 marks
Evaluation Parameter 3: Group Project	10 marks
Total	50 Marks



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Group A (Individual Assessment) Not more than 1 per course	1. Class Test / Assignments 2. Open Book Test 3. Written Home Assignments 4. In-depth Viva Voce
Group B (Group Assessment) Not more than 1 per course	1. Case Study 2. Business Plan 3. Business Model 4. Business Pitch
Group C (Virtual Assessment) Not more than 1 per course	5. Field Visit / Study tour and report 6. Model Development 7. Small Group Project & Internal Viva Voce 8. Role Play 9. Story Telling 10. Fish Bowl
Group D (Knowledge - Information Assessment) Not more than 1 per course	11. Interview / Quiz 12. Grouped project work 13. Video based assessment 14. Business Case competition 15. Business Plan competition 16. Business Model competition
Group E (Use of Literature / Research Publications) Not more than 1 per course	17. Book Review 18. Literature Review 19. Term Paper 20. Publishing a Research Paper 21. Creating Content material
Group F (Use of Technology) Not more than 1 per course	22. Online Exam 23. Webinar based assessment 24. Creating Website / Website / Blog 25. Creating podcasts / Newsfeed 26. Discussion Board



Quality
comes not from
inspection
but it from
creation &
improvement!



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