



CRITERIA 2-TEACHING-LEARNING AND EVALUATION

KEY INDICATOR-2.5 EVALUATION PROCESS AND REFORMS

2.5.1 Mechanism of internal /external assessment is transparent and the grievance redressal system is time - bound and efficient.

INDEX

S.NO	Title	Page No.
1.	SYLLABUS- SPPU COMPREHENSIVE CONCURRENT EVALUATION	2 - 6
2.	FLOW CHARTS-EXAMINATION OF STUDENTS	7 - 8
3.	COMPREHENSIVE CONCURRENT EVALUATION- (SUPPORTING DOCUMENT)	9 - 85
4.	ONLINE EXAMINATION-SPPU GRIEVANCE PROCEDURE DEMONSTRATION	86 - 91
5.	SPPU-ONLINE EXAMINATION USER GUIDE	92 - 108
6.	EXAMINATION ORIENTATION FOR STUDENTS (SUPPORTING DOCUMENTS)	109 - 114



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 (DBA):** 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. B.E. etc.



Director
Swami Sevabhavi Sanstha's
Lotus Business School
411 033

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.



Page 21 of 273
Director
Swami Sevabhavi Sanshodhan
Lotus Business School
Pune - 411 033

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) – At least 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



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

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)



Director
Swami Sevabhavi Sanstha
Lotus Business School
Pune - 411 033



Flowchart Examination of Students

Examination of Students

Institute Level

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

Transparency

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

Time Bound

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

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 revaluation of assessment

1. Multiple opportunities for Grievance redressal
2. Grievance addresses resolved in 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 Vivekananda Sanstha
Lotus Business School
Pune 411 033



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



Swami Sevabhavi Sanstha's
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


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

Please put it in notice board.





Swami Sevabhavi Sanstha's
LOTUS BUSINESS SCHOOL
Innovating Business Leadership
(Affiliated to University of Pune)

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

Swami Sevabhavi
Swami Sevabhavi
Lotus Bi
Pune - 4



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 BHAUIOUR	10.00 am To 12.30 pm
	306(FIN)MERCHANT BANKING & FINANCIAL SERVICES	


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





Swami Sevabhavi Sanstha's
LOTUS BUSINESS SCHOOL
Innovating Business Leadership

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

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





Swami Sevabhavi Sanstha's
LOTUS BUSINESS SCHOOL
Innovating Business Leadership
(Affiliated to University of Pune)

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. H. Anisdepuoli
HEAD- ACADEMICS



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



Swami Sevabhavi Sanstha's
LOTUS BUSINESS SCHOOL
Innovating Business Leadership

Lotus Business School

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

S. Y. Ganishetti
Head Academic

Lotus Business School, Pune



S. Y. Ganishetti
Director

Lotus Business School, Pune

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

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



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



Swami Sevabhavi Sanstha's
LOTUS BUSINESS SCHOOL
Innovating Business Leadership

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

Notice board




LOTUS BUSINESS SCHOOL

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
Academic Coordinator

Approved By :

Prof. (Dr.) Anilish Warpade
Director

Swami Sevabnavi Sanstha's
Lotus Business School
Pune - 411 031





Swami Sevabhavi Sanstha's
LOTUS BUSINESS SCHOOL
Innovating Business Leadership

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 
Director, Lotus Business School
Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 032



Lotus Business School

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

Anamica Bansal

Anamica Bansal
Academic Coordinator

Approved By :

Prof. (Dr.) Sahasr. Warbade

Prof. (Dr.) Sahasr. Warbade
Director

Swami Sevabnavi Sanstha's
Lotus Business School
Mumbai - 400 011





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. *Satish Warpade*)
Satish Warpade
Director *Swami*
Swami Sevabnavi Lotus Business School
Lotus Business School
Pune - 411 033



Share it on notice board
by

Lotus Business School
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
Swarni Sanshodhan Sanstha's
Lotus Business School
Pune - 411 033



SAVITRIBAI PHULE PUNE UNIVERSITY

FORMERLY UNIVERSITY OF PUNE



Phone : 020-25601218
 Fax : 020-25601206
 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	



Office hand

[Signature]
 Director
 Swamiji's Lotus Business School
 Pune - 411 033

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




 Director
 Swami Sevashram Sanstha's
 Lotus B.
 Pune 411 032

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	



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

SEMESTER - III (Pattern 2013)

TIME 03:00 p.m. Onwards

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 TUSDAY	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

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



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 OPERATIONS
	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 HOSPITALITY MANAGEMENT
305TM	FUNDAMENTALS OF TECHNOLOGY MANAGEMENT	
07/01/2020 TUESDAY	306 BIM	PRINCIPLES AND PRACTICES OF INSURANCE
	306DFM	STRATEGIC DEFENCE MANAGEMENT
	306ED	FINANCE FOR ENTREPRENEURS
	306FBM	MANAGING INNOVATION-I



Sanjay

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./168g
 Date: 06/12/2019

AK
 9/12
 Director

Board of Examinations and Evaluation



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



Swami Sevabhavi Sanstha's
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. Salish 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 Mgmt.
26/06/2020	220 MKT	MKT- Digital Marketing I
	219 OSCM	OPE- Inventory Mgmt
	224 FIN	FIN - General Insurance - Health & Vehicle

(Signature)
Director
Swami Sevabnawi 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	Behavoiriual 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 Sevabnavi 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	1.00 PM - 3.00 PM	11.00 AM - 1.00 PM	1.00 PM - 3.00 PM	11.00 AM - 2.00 PM	2.00 PM - 3.00 PM	3.00 PM - 4.00 PM
1	Marketing - ABM	GC-301	GC-302	SC-1	SC-2	IL-1	IL-2	IL-3
2	OSCM - ABM	301	302	304 MKT	RABM 01	312 MKT	314 MKT	RABM 04
3	Marketing - PHM	301	302	304 OSCM	RABM 01	312 OSCM	314 OSCM	RABM 04
4	OSCM - PHM	301	302	304 MKT	PHCM 01	312 MKT	314 MKT	PHCM 04
5	Marketing - Finance	301	302	304 OSCM	PHCM 01	312 OSCM	314 OSCM	PHCM 04
6	Marketing - OSCM	301	302	304 MKT	304 FIN	312 MKT	314 MKT	312 FIN
7	Finance - HR	301	302	304 MKT	305 OSCM	312 MKT	314 MKT	312 OSCM
8	Finance - Marketing	301	302	304 HRM	304 HRM	312 HRM	318 HRM	312 HR
9	Marketing	301	302	304 FIN	304 MKT	312 FIN	318 FIN	312 MKT
10	Finance	301	302	304 MKT	305 MKT	312 MKT	313 MKT	314 MKT
				304 FIN	305 FIN	312 FIN	318 FIN	314 FIN



Director
 Swami Vivekanand Sanstha's
 Lotus Business School
 Pune



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

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

Put on notice board




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. Satis W. W. Patil
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	

Pranita Arbat

Prof. Pranita Arbat
College Examination Officer

*Pran and Suresh's
exam centre board*



Dr. Satish M. Upadhye
Director
Swami Sevabhai Sanstha's
College Examination Officer
Lotus Business School
Pune
19th July 2021

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 Sevabnavi 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 Sakharam 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 Vijainath 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 Iaxman 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 Pradeeprao 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.



Director
 Lotus Business School
 Phone: 91-20-2611031

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 Dhaigude	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

fr notice board &
whatsapp group.

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





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 Execut
		12.00 PM to 1.00PM	113 GE - IL - 01 Verbal Communication Lab

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



Dr. Sanjay Warpade
Dr. Sanjay Warpade
 Director
 Lotus Business School
 Lotus Business School
 Pune - 411 031

Lotus Business School
Internal Examination Schedule -Sem- III

Sr.No.	Major-Minor Combination	1st Feb 2022		2nd Feb 2022		3rd Feb 2022			4th Feb 2022		
		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. Manisha Purohit
 Academic & Examination Head



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



Lotus Business School

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

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

Swami Sevabhai 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.


Director
Swami Sevabnavi Sanstha
Lotus Business School
Pune - 411 031



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

M. S. ...
Swami Sevabhi ...
Lotus Business School
Pune - 411 037



**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 OFM:- Evolution of Strategic Thought of J.C.



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)/363/5-2019

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


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



SAVITRIBAI PHULE PUNE UNIVERSITY

(Formerly University of Pune)

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	2	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	2	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	ENTERPRISE WIDE AND NEW VENTURE PLANNING	1	2	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	1	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 LMS	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



*Put on notice board
of WhatsApp group*

Director
**Swami Sevabnaji Santhya's
Lotus Business School
Pune - 411 033**

COURSE NAME	SUBJECT CODE	SUBJECT NAME	YEAR	SEM	Exam Date	TIME SLOT
M.B.A.(Information Technology)(Rev.2020)	114	PPM & OB				
M.B.A.(Information Technology)(Rev.2020)	115	FUNDAMENTALS OF INFORMATION TECHNOLOGY	1	1	27-Sep-2021	08:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	116	DIGITAL MARKETING	1	1	28-Sep-2021	08:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	117	E-COMMERCE	1	1	29-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	118	WEB DESIGNING	1	1	30-Sep-2021	09:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	213	BUSINESS PROCESS DOMAIN	1	1	1-Oct-2021	08:00 AM To 11:00 AM
M.B.A.(Information Technology)(Rev.2020)	214	ORACLE	1	2	24-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	215	CLOUD INFRASTRUCTURE & SERVICES	1	2	25-Sep-2021	02:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	216	SOFTWARE PROJECT MANAGEMENT	1	2	26-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	217	CURRENT TRENDS IN IT	1	2	27-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	218	BASIC OF BUSINESS ANALYTICS	1	2	28-Sep-2021	02:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	219	INFORMATION SYSTEM AUDIT	1	2	29-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	211NT	BASICS OF NETWORKING	1	2	30-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	211SD	JAVA PROGRAMMING	1	2	24-Sep-2021	11:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	211ST	INTRODUCTION TO SOFTWARE TESTING LIFE CYCLE - (STLC)	1	2	25-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	211SV	SERVER & DESKTOP TECHNOLOGIES	1	2	26-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	212SD	MOBILE PROGRAMMING USING ANDROID	1	2	27-Sep-2021	12:00 PM To 02:00 PM
M.B.A.(Information Technology)(Rev.2020)	212SV	SOFTWARE QUALITY ASSURANCE	1	2	28-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	1	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 AM



Santhya's
Learning & Living Skills Institute
Pune-411003
Santhya's
Learning & Living Skills Institute
Pune-411003

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	113	GE-UL-05 LEGAL ASPECTS OF BUSINESS	1	1	5-Oct-2021	09:00 PM To 11:00 AM
MBA 2019 CREDIT PATTERN	113	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	14-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	202	SC-08 FINANCIAL MANAGEMENT	1	2	25-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	203	SC-09 HUMAN RESOURCES MANAGEMENT	1	2	26-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	204	SC-10 OPERATIONS & SUPPLY CHAIN MANAGEMENT	1	2	27-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	201	GE-UL-07 CONTEMPORARY FRAMEWORKS IN MANAGEMENT	1	2	30-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	208	GE-UL-08 GEOGRAPHICS & WORLD ECONOMIC SYSTEMS	1	2	1-Oct-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	309	GE-UL-09 START UP AND NEW VENTURE MANAGEMENT	1	2	3-Oct-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	210	GE-UL-10 QUALITATIVE RESEARCH METHODS	1	2	4-Oct-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	211	GE-UL-11 BUSINESS, ENVIRONMENT & SOCIETY	1	2	5-Oct-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	212	GE-UL-12 BUSINESS PROCESS RE-ENGINEERING	1	2	6-Oct-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	205 BA	SC-BA-01 BASIC BUSINESS ANALYTICS USING R	1	1	28-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	205 FB	SC-FIN-01 FINANCIAL MARKETS AND BANKING OPERATIONS	1	2	28-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	205 HR	SC-HRM-01 COMPETENCY BASED HUMAN RESOURCE MANAGEMENT	1	2	28-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	205 MKT	SC-MKT-01 MARKETING RESEARCH	1	2	28-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	205 O&M	SC-O&M-01 SERVICES OPERATIONS MANAGEMENT - I	1	2	28-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	206 BA	SC-BA-02 DATA MINING	1	2	29-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	206 FB	SC-FIN-02 PERSONAL FINANCIAL PLANNING	1	2	29-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	206 HR	SC-HRM-02 EMPLOYER RELATIONS & LABOUR LEGISLATION	1	2	29-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	206 MKT	SC-MKT-02 CONSUMER BEHAVIOUR	1	2	29-Sep-2021	12:00 PM To 03:00 PM
MBA 2019 CREDIT PATTERN	206 O&M	SC-O&M-02 SUPPLY CHAIN MANAGEMENT	1	2	29-Sep-2021	12:00 PM To 03:00 PM
MCA(MANAGEMENT) (Rev. 2020)	121	IT11 JAVA PROGRAMMING			29-Sep-2021	09:00 AM To 11:00 AM
MCA(MANAGEMENT) (Rev. 2020)	122	IT12 DATA STRUCTURE AND ALGORITHMS			30-Sep-2021	09:00 AM To 11:00 AM



Director
Wami Sevabani Sanstha's
Lotus Business School
Pune - 411 003

Course_Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM.	Exam_Date	TIME SLOT
MCA(MANAGEMENT)(Rev.2018)	113	IT13 OBJECT ORIENTED SOFTWARE ENGINEERING	1	1	26-Sep-2021	09.00 AM To 11.00 AM
MCA(MANAGEMENT)(Rev.2018)	124	IT14 OPERATING SYSTEM CONCEPTS	1	1	27-Sep-2021	09.00 AM To 11.00 AM
MCA(MANAGEMENT)(Rev.2018)	115	IT15 NETWORK TECHNOLOGIES	1	1	28-Sep-2021	09.00 AM To 11.00 AM
MCA(MANAGEMENT)(Rev.2020)	221	IT21 PYTHON PROGRAMMING	1	2	24-Sep-2021	12.00 PM To 02.00 PM
MCA(MANAGEMENT)(Rev.2020)	222	IT22 SOFTWARE PROJECT MANAGEMENT	1	2	25-Sep-2021	12.00 PM To 02.00 PM
MCA(MANAGEMENT)(Rev.2020)	223	IT23 OPTIMIZATION TECHNIQUES	1	2	26-Sep-2021	12.00 PM To 02.00 PM
MCA(MANAGEMENT)(Rev.2020)	224	IT24 ADVANCED INTERNET TECHNOLOGIES	1	2	27-Sep-2021	12.00 PM To 02.00 PM
MCA(MANAGEMENT)(Rev.2020)	225	IT25 ADVANCED DBMS	1	2	28-Sep-2021	12.00 PM To 02.00 PM



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

SAVITRIBAI PHULE PUNE UNIVERSITY

(Formerly University of Pune)

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

Faculty of Commerce & Management : Management :

Course_Name	SUBJECT CODE	SUBJECT NAME	YEAR	SEM.	Exam_Day	TIME SLOT
MBA 2019 CREDIT PATTERN	301	CC-EL-STRATEGIC MANAGEMENT	2	4	11-Aug-2021	09:30 AM To 11:30 AM
MBA 2019 CREDIT PATTERN	302	CC-LE-DISCUSSION SCIENCE	2	1	12-Aug-2021	09:00 AM to 11:30 AM
MBA 2019 CREDIT PATTERN	304 RA	SC-BA-03 ADVANCED STATISTICAL METHODS USING R	2	3	13-Aug-2021	09:00 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 05:30 PM
MBA 2019 CREDIT PATTERN	304 HR	SC-HRM-03 STRATEGIC HUMAN RESOURCE MANAGEMENT	2	3	17-Aug-2021	01:30 PM To 03:30 PM
MBA 2019 CREDIT PATTERN	304 IR	SC-IR-01 IMPORT EXPORT DOCUMENTATION AND PROCEDURES	2	3	18-Aug-2021	09:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	304 MCT	SC-MKT-02 SERVICES MARKETING	2	4	20-Aug-2021	03:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	304 OCM	SC-OCM-03 SERVICES OPERATIONS MANAGEMENT	2	3	23-Aug-2021	03:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	304 PHCM	SC-PHCM-01 FUNDAMENTALS OF PHARMACY AND HEALTHCARE MANAGEMENT	2	1	23-Aug-2021	03:00 PM To 05:00 PM
MBA 2019 CREDIT PATTERN	304 RABM	SC-RABM-05 AGRICULTURE AND INDIAN 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 RA	SC-BA-24 MACHINE LEARNING & COGNITIVE INTELLIGENCE USING PYTHON	2	4	26-Aug-2021	03:00 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	305 FN	SC-FIN-06 INTERNATIONAL FINANCE	2	3	27-Aug-2021	03:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	305 HR	SC-HRM-04 HR OPERATIONS	2	3	28-Aug-2021	03:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	305 MCT	SC-MKT-06 SALES & DISTRIBUTION MANAGEMENT	2	3	29-Aug-2021	03:00 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	305 OCM	SC-OCM-04 LOGISTICS MANAGEMENT	2	3	30-Aug-2021	03:00 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	306	DE-UL-13 INTERNATIONAL BUSINESS ECONOMICS	2	3	31-Aug-2021	03:00 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	307	DE-UL-14 INTERNATIONAL BUSINESS ENVIRONMENT	2	4	1-Sep-2021	03:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	308	DE-UL-15 PROJECT MANAGEMENT	2	3	2-Sep-2021	03:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	309	DE-UL-16 KNOWLEDGE MANAGEMENT	2	4	3-Sep-2021	03:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	310	DE-UL-17 CORPORATE GOVERNANCE	2	4	4-Sep-2021	03:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	311	DE-UL-18 MANAGEMENT OF NEW BUSINESS OPPORTUNITIES	2	4	5-Sep-2021	03:30 PM To 05:30 PM
MBA 2019 CREDIT PATTERN	401	GC-14 ENTERPRISE PERFORMANCE	2	4	6-Sep-2021	03:30 PM To 05:30 PM



Savitribai Phule Pune University
 Swami Savitribai Phule
 Lotus Business School
 Pune - 411 034

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 01:30 PM
MBA 2019 CREDIT PATTERN	403 BA	SC-BA-05 ECONOMICS OF NETWORK INDUSTRIES	2	4	11-Aug-2021	12:30 PM To 02:00 PM
MBA 2019 CREDIT PATTERN	403 FN	SC-FIN-05 FINANCIAL LAWS	2	4	14-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 FN	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 KARM	SC-KARM-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	09:30 AM to 11:30 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
 Swami Sevabnavi Sanstha's
 Lotus Business School
 Pune - 411 034



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, 2021	10:00 AM To 12:00 PM
MBA (REV.2011)	306 TM	MANAGING INNOVATION-I	2	3	7 April, 2021	10:00 AM To 12:00 PM
MBA (REV.2010)	325 TM	DIRECT TAXATION	2	3	8 April, 2021	10:00 AM To 12:00 PM
MBA (REV.2008)	335 IT	IT MANAGEMENT & CYBER LAWS	2	3	8 April, 2021	10:00 AM To 12:00 PM
MBA (REV.2014)	316 OPE	PLANNING & CONTROL OF OPERATIONS	2	3	8 April, 2021	10:00 AM To 12:00 PM
MBA (REV.2014)	330 WAM	PRINCIPLES & PRACTICES OF INSURANCE	2	3	8 April, 2021	10:00 AM To 12:00 PM
MBA (REV.2010)	316 HR	HUMAN RESOURCE ACCOUNTING & COMPENSATION MANAGEMENT	2	3	9 April, 2021	10:00 AM To 12:00 PM
MBA (REV.2005)	338 IT	E-BUSINESS & BUSINESS INTELLIGENCE	2	3	9 April, 2021	10:00 AM To 12:00 PM
MBA (REV.2014)	336 OPE	INVENTORY MANAGEMENT	2	3	9 April, 2021	10:00 AM To 12:00 PM
MBA (REV.2014)	336 RABM	SE-PRISM- RURAL MARKETING-I	2	4	8 April, 2021	04:00 PM To 06:00 PM
MBA (REV.2010)	440	FINANCING IN RURAL DEVELOPMENT	2	4	7 April, 2021	04:30 PM To 06:00 PM
MBA (REV.2010)	404 B	INDIAN ECONOMY & TRADE DEPENDENCIES	2	4	8 April, 2021	04:00 PM To 06:00 PM
MBA (REV.2010)	433 BM	BANKING REGULATIONS & LEGAL ASPECTS	2	4	8 April, 2021	04:00 PM To 06:00 PM
MBA (REV.2014)	433 FM	INDIRECT TAXATION	2	4	8 April, 2021	04:00 PM To 06:00 PM
MBA (REV.2014)	433 IT	SOFTWARE PROJECT MANAGEMENT	2	4	8 April, 2021	04:00 PM To 06:00 PM
MBA (REV.2014)	451 OPE	OPERATIONS STRATEGY & RESEARCH	2	4	8 April, 2021	04:00 PM To 06:00 PM



*m. N. Phule
S. Phule*

*Dr. S. Phule
Savitribai Phule Pune University
Lokesh, Savitribai Phule
Pune - 411 007*

COURSE_NAME	SUBJECT CODE	SUBJECT NAME	YEAR	SEM	Exam Date	TIME SLOT
MBA (REV.2016)	433 SCM	STRATEGIC SUPPLY CHAIN MANAGEMENT	2	4	04 April, 2022	04:00 PM TO 05:00 PM
MBA (REV.2016)	434 BM	TRENDS IN INSURANCE MANAGEMENT	1	4	04 April, 2022	04:30 PM TO 05:00 PM
MBA (REV.2016)	434 HM	SE-PHON STRATEGIC PLANNING AND HEALTHCARE MANAGEMENT	1	4	04 April, 2022	04:00 PM TO 05:00 PM
MBA (REV.2016)	434 IT	ENTERPRISE RESOURCE PLANNING (ERP)	2	4	04 April, 2022	04:00 PM TO 05:00 PM
MBA (REV.2016)	434 OPE	TOTAL QUALITY MANAGEMENT	2	4	04 April, 2022	04:30 PM TO 05:00 PM
MBA (REV.2016)	434 RBMM	SE-RBMM- RURAL MARKETING-II	1	4	04 April, 2022	04:00 PM TO 05:00 PM
MBA (REV.2016)	434 SCM	KNOWLEDGE MANAGEMENT IN SUPPLY CHAINS	2	4	04 April, 2022	04:30 PM TO 05:00 PM
MBA (REV.2016)	434 IB	INDIAN ECONOMY & TRADE DEPENDENCIES	1	4	04 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	101	GC-01 MANAGERIAL ACCOUNTING	1	4	04 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	102	GC-02 ORGANIZATIONAL BEHAVIOUR	1	4	20 April, 2022	10:30 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	103	GC-03 ECONOMIC ANALYSIS FOR BUSINESS DECISIONS	1	4	20 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	104	GC-04 BUSINESS RESEARCH METHODS	1	4	21 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	105	GC-05 BASICS OF MARKETING	1	4	16 April, 2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	106	GC-06 DIGITAL BUSINESS	1	4	14 April, 2022	04:00 PM TO 05:00 PM
MBA 2019 CREDIT PATTERN	107	GE-UL-01 MANAGEMENT FUNDAMENTALS	1	4	19 April, 2022	10:30 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	108	GE-UL-02 INDIAN ECONOMY	1	4	27 April, 2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	109	GE-UL-03 ENTREPRENEURSHIP DEVELOPMENT	1	4	08 April, 2022	10:30 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	110	GE-UL-04 ESSENTIALS OF PSYCHOLOGY FOR MANAGERS	1	4	28 April, 2022	10:00 AM TO 12:00 PM
MBA 2019 CREDIT PATTERN	111	GE-UL-05 LEGAL ASPECTS OF BUSINESS	1	4	28 April, 2022	10:00 AM TO 12:00 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	2	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	304	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 05:00 PM
MBA 2019 CREDIT PATTERN	212	GE-UL-12 BUSINESS PROCESS RE-ENGINEERING	1	2	19-Apr-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-Apr-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-Apr-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-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	205 MKT	SC-MKT-01 MARKETING RESEARCH	1	2	16-Apr-2022	04:00 PM To 06:00 PM
MBA 2019 CREDIT PATTERN	205 OSM	SC-OSCM-01 SERVICES OPERATIONS MANAGEMENT - I	1	2	7-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	206 BA	SC-BA-02 DATA MINING	1	2	16-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	206 FM	SC-FIN-02 PERSONAL FINANCIAL PLANNING	1	2	16-Apr-2022	10:00 AM To 12:00 PM
MBA 2019 CREDIT PATTERN	206 HR	SC-HRM-02 EMPLOYEE RELATIONS & LABOUR LEGISLATION	1	2	16-Apr-2022	10:00 AM To 12:00 PM



Wadhwanji Suresh Santhosh
 Lotus Business School
 Pune - 411 033

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 E 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	2	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	2	4	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	2	4	13-Apr-2022	10:00 AM To 12:00 PM



Signature
 Director
 Savitribai Phule Education Society
 Lotus Business School
 Pune - 411 033

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 STRATEG	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	7-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



Signature
 Swami Vivekanand Sanshodhan
 Lotus Business School
 Pune - 411 030

SAVITRIBAI PHULE PUNE UNIVERSITY
FORMERLY UNIVERSITY OF PUNE



Phone : 020-25601218
Fax : 020-25601206
Email : spu@unipune.ac.in
Web : <http://www.unipune.ac.in>

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

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	

an nate bnd
Director
Swami Sevabnavi Sanstha's
W. B. Business School
Pune 411 033



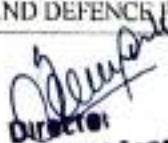
DATE & DAY	NAME OF SUBJECT & CODE	
22.10.18 MONDAY	401 - MANAGING FOR SUSTAINABILITY	
23.10.18 TUESDAY	403(MKT)	SERVICES MARKETING
	403(FIN)	INTERNATIONAL FINANCE
	403(IT)	SOFTWARE PROJECT MANAGEMENT
	403(OPE)	OPERATIONS STRATEGY
	403(HR)	INDUSTRIAL RELATIONS
	403(IB)	INTERNATIONAL BUSINESS ENVIRONMENT
	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	


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



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 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

(Handwritten Signature)

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
	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	
02.11.18 FRIDAY	306 BIM	PRINCIPLES AND PRACTICES OF INSURANCE
	306DFM	STRATEGIC DEFENCE MANAGEMENT
	306ED	FINANCE FOR ENTREPRENEURS
	306FBM	MANAGING INNOVAGTION-I


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



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


Director
Board of Examinations and Evaluation




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



Swami Sevabhavi Sanstha's
LOTUS BUSINESS SCHOOL
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. Sash Warpade)

Director, Lotus Business School

Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 003





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.....?



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

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	



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

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.



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

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



Swami Sanyas & Lotus Business School
Pune - 411033
Phone - 411033

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.



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

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.

Q. 1) Solve the following (any 5)

(10 marks)

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




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

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

Q. 2) Write a Short note on any two –

(10 Marks)

- Concept of Microeconomics & Macroeconomics
- Nature and Scope of Managerial Economics
- 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.

- What impact will be there if the prices of generic drugs increases?
- 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?

- What effect will be there on GVA, if supply does not match the demand in food processing industry?
- 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:

- Understand the issues and challenges related to the bangle market in India.
- 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.



Director
Swami Sevashahi Samarth's
Lotus Business School
Pune 411034

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 identify 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 unwilling: 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 of the follower of his leader.
ii) Vroom's expectancy of motivation.



Signature
Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411034

- 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

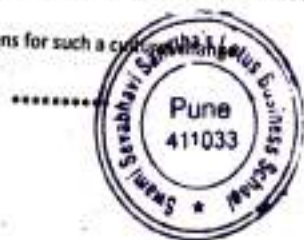
Q.5 Answer 5 (a) or 5 (b) (10 marks)

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 change



Swami Sevabhavi Sanshodhan
 Director
 Locus Business School
 Pune - 411 033

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



Director
Swami Sevabhavi Sanshodhan
Lotus Business School
Pune - 411 033

Q.No. 2 Solve Any 2

- a) Interval Scale
- b) Components of Research Proposal
- c) 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

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



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

10

LBS

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

Time: 2.00 Hours

Instructions:

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

Marks- 50

Q 1. 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)

- Making, Arranging, Maintaining and Selling
- Creating, Communicating, Delivering, and Exchanging
- Creating, Advertising, Selling, and Transferring
- 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?

- Bricks and clicks retailer
- Internet pure play
- Online shopping mall.
- Online intermediary.

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

- Product Differentiation
- Distribution
- Cost
- Marketing Communication

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

- wholesaler
- retailer
- manufacturer
- distributor

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

- Market place
- Meta market
- Market space
- Resource Market

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

- Clustered preferences
- Diffused preferences
- Homogenous preferences
- None of the above



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

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 the

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 truck drivers at very nominal charges. Company is in Introduction phase. Currently company has their service on National Highway 4 with 20 stations (In-between 100 km.) As a marketing expert develop Marketing strategy for "Just Comfort". (10)



Swami Seva Bhavi Sanstha's
Business School
Pune - 411003

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) cromacom.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) pintrest.com, instragam.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




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

- 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 employees.



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

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

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 lunch 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	

Director
Swami Sevabhavi Sanstha
Lotus Business School
Pune - 411 038



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




Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 032

- 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.



Signature
Director
Swami Savitri's Lotus Business School
Pune - 411 034



Swami Sevabhavi Sanstha's
Lotus Business School

Examination	CBSS TEST		Student Name	Adoogh. Ghosale								
Roll No.	20PE10E		Subject	Business Research method								
Date	12/10/19		Section	1								
Student Signature	Adoogh											
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	Natar. G. Atule											
Name and Signature of Evaluator	Dr. Ganesha											

(Please start writing form here)

Q)

solve any 3

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

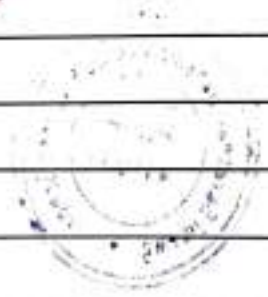
→ 1) origin, selection, statement, exploratory & primary

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 expect

→ Findings presented ambiguously



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

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.

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



Q2) solve any 2

A) 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)
Scope & Importance
- 7) Research methodology -
It includes the basis of application, objectives, time horizon.

Research data -

- A) primary data - eg individual findings surveys, questionnaires
- B) secondary data - eg - venture capitals investment findings in specific banks



Swami Vivekananda Sanstha's
Lotus Business School
Pune - 411033

① Research source

1) Primary source - Interviews, schedules, questionnaires.

2) Secondary source - published articles, literature.

② Research type -

- 1) Descriptive
- 2) Exploratory (casual)
- 3) Qualitative
- 4) Quantitative

③ Research Data Analysis -

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

④ Statistical tools -

- questionnaire
- schedule
- interviews

⑤ Research budget

- Travelling cost, printing cost, Data Analysis, Data validation, sources, hiring cost, etc.



Swami Satbhavji Maharaj
Lotus Business School
Pune - 411 033

Qd) Interval scale -

There are basically 4 scales used for sampling purpose.

a) Nominal scale

b) Ordinal scale

c) Ratio scale

d) Interval scale.

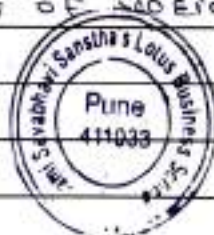
* Interval scale -

i) Interval scale shows indifference pattern 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.



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

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

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

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

51) Interval scale cannot be considered to give precise results and answers.

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

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

54) we get to know the answers of questions like

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

55) Answers are in a format

- Strongly Agree, Neutral, Disagree



Director
Swami Sevabha Santh's
Lotus Business School
Pune - 411093

43) 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 Respondents :-

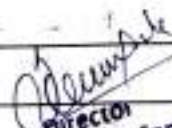
2) Address / Correspondence Address

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


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



questionnaire structure -

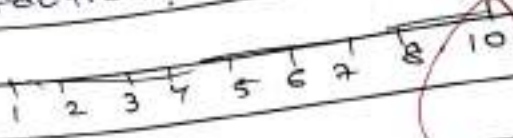
1) current which companies TV they are having?

- o sony
- o haier
- o LG
- o samsung
- o m1
- o MAC
- o other

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 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





- 4) Is your expectation from TV AIR/11ad.
- Yes
 - No
 - maybe

- 5) Is your current TV having following features?

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

- 6) Your expectation as a consumer from TV brand.

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

- 7) Are the service providers TV brand upto your expectation?

- Yes
- No
- maybe

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

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

- Yes
- No



10) Are you aware TV brands having
inbuilt electricity stabilizer?

Yes

No

11) Is your TV set well mounted on
standed display?

Yes

No

12) Is your TV set having standd
display?

Yes

No

13) What features would you like to
see in Home feature selection of
TV brand?

1) ---

2) ---

3) ---

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

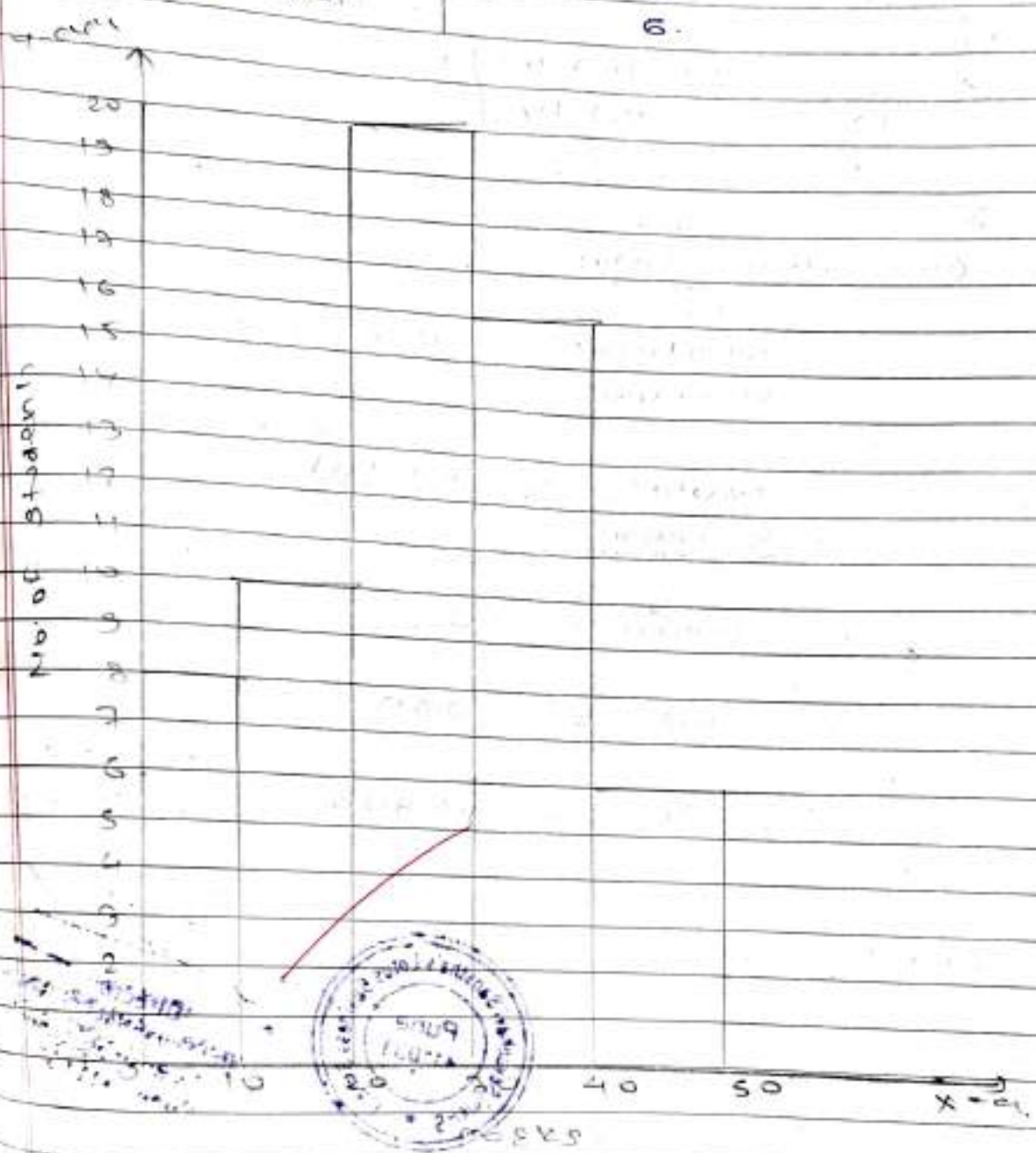
Yes

No

*Need proper
parameters & scale.*

Draw histogram of the following data.

MARKS	NO OF STUDENTS
0-10	8
10-20	10
20-30	20
30-40	16
40-50	6



mode of histogram = $\frac{H_2 \text{ of students}}{\text{Average}}$

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

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

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

$$= 20 + 0.714 \times 10$$

$$\text{mode} = 27.14$$

Q5)

Q

Given Data

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

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

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

$$s.d = 980$$

$$n = 44800$$



Signature
DIRECTOR
Savitribai Santha's Lotus Business School
Pune 411033



t test formula =

$$t = \frac{(\bar{X} - \mu)}{\frac{s_d}{\sqrt{n-1}}}$$

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

$$= \frac{-4784}{360} = 252.63$$



5) b) 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 fast results obtained.

- validate the information.

Adesh R. Ghoshal
 Swami Sevabhabari Sangh
 Lotus Business School
 Pune - 411 033



- 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
 - i) sampling
 - ii) prepare an outline view of interview.
 - iii) ask questions to interview.
 - iv) standardized & edit
 - v) filter the necessary information
 - vi) interpret the given interview.
 - vii) Report



Sushil Bai Saboo
 Smt. Sushil Bai Saboo's Law Business School
 Pune - 411 033

② Preparing questionnaire

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

③ conducting surveys

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



Signature
Swami Sevabhai Sanstha's
Lotus Business School
Pune - 411 039



Swami Sevabhavi Sanstha's
Lotus Business School

Examination Class 1st Student Name Abhishek A. Pimpalkar
 Roll No. 01 (Pride) Subject Business Research methods
 Date 17-10-19 Section _____

Student Signature	<u>AAPimpalkar</u>										Total	
Q. No.	1	2	3	4	5	6	7	8	9	10	11	<u>30</u> <u>50</u>
Marks	10	9	5	8	3							Pages 8

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



[Signature]
 Director
 Swami Sevabhavi Sanstha's
 Lotus Business School
 Pune - 411033

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.



Swami Sarabhavi Santhra's
Lotus Business School
Pune - 411 033

⑥ Data methodology : ~~100%~~ There are three types of data

i. Type of data :

- Experimental
- Explorative
- 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

⑨ Design the sample


⑩ 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.

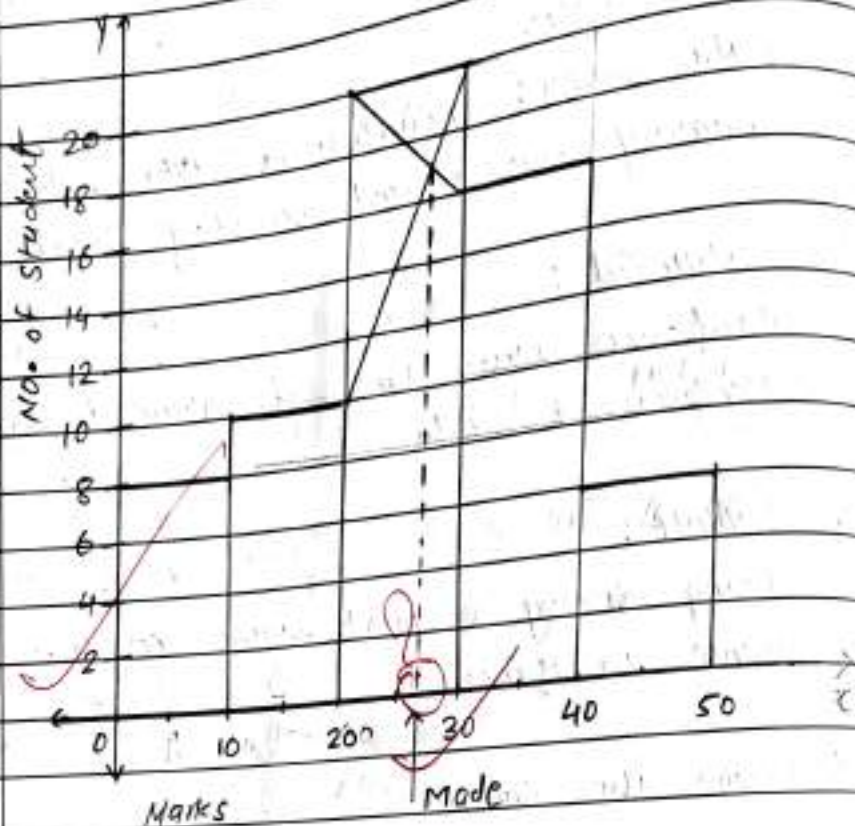
- It is time interval.


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



Q.4] b.

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



Histogram

The mode of histogram is 27.

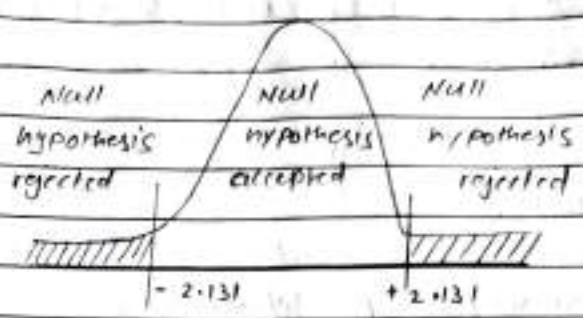
$$\text{Mode} = \frac{\sum (f_m)}{f_1 - f_2} \cdot n$$



Director
Swami Sevabai Santhra
Lona Business School
Pune - 411 033

40-50
6

Q.5] 9.



$\bar{X} = 44800$
 $\mu = 45000$
 $S.d = 960$
 $n = 16$

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

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

Swami Sevabhuwi Sanstha
 Lotus Business School
 Pune - 411033



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

Director
Wani Sirurkar
Lotus Business School
Pune - 411 003



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 you television ?

(a) 0-10000

(b) 10000-20000

(c) 20000-30000

(d) Above.

Signature
Director

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



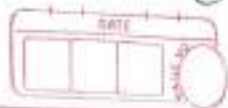
Scale should be related to preference.

6. What opinion about television features?

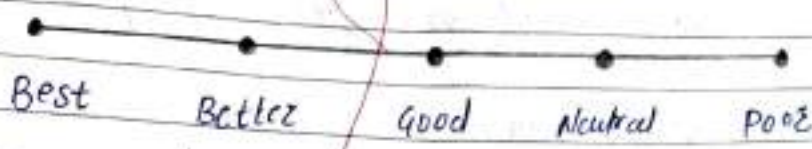
Features	(a) Very Satisfy	(b) Satisfy	(c) Neutral	(d) Less Satisfy	(e) Poor Unsatisfy
i. Sound quality					
ii. Display size					
iii. Pictures quality					
iv. USB function					
v. Bluetooth Bluetooth function					
vi. Designed LCD / LED					
vii. Graphics					
viii. Connectivity like CD / DVD					
ix. General channels changing type & ON/off system					



Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 039



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				

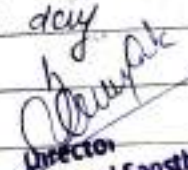
Likert Scale

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

- (a) Yes
- (b) No

Short answer




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



Swami Sevabhavi Sanstha's
Lotus Business School

Examination	class test	Student Name	Adarsh Ghosal									
Roll No.	2 (private)	Subject	Entrepreneurship Development									
Date	12/10/14	Section	1									
Student Signature	[Signature]											
Q. No.	1	2	3	4	5	6	7	8	9	10	11	Total
Marks	4	7	6	7	6							30/30
Name & Signature of Invigilator											Pages	8
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?

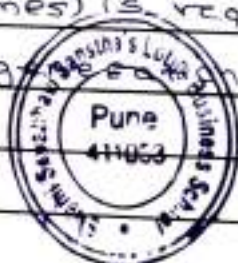
→ b) Entrepreneurship ✓

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 ✓



Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 053

5) Which one of the following is the most important characteristic 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) describe 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



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

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



[Signature]
- Director
Swami Sevabai Santhar's
Lotus Business School
Pune - 411 033

- 17) Empower to take minimal risk for 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.



Signature
Director
Swami Sevabhai Santha's
Lotus Business School
Pune - 411023

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.



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

↓ 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

↓ Prospect



Savitri Seabhai
Director
Savitri Seabhai's Lotus Business School
Pune - 411003

- 1) Aim high
- 2) generation post for nations economy.
- 3) taking help from schemes available from the centred government as well as state government.
- 4) Employment generation
- 5) upgradals 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, economic, cultural 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



Occupate
 Director
 Swami Sevabhavi Sanstha's
 Lotus Business School
 Pune - 411033

Q.5)

"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.

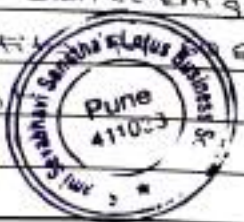
As a MBA student I will suggest them a 'Franchise' model strategy to expand their business.

Franchise model

Basically Franchise is an business of enterprise run on the name of Franchisee. 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 or sharing economic benefit. Agreement fulfillment.



Swami Vivekananda Education Society's Institute of Technology
Lotus Building, Pune - 411 023



Filling up of
Franchise form

↓
Review of Franchisee
form from Franchisee

↓
Franchisee checks the
availability of capital
of running franchisee

↓
Franchisee reviews
potential of the Franchisee.

↓
Review of the potential &
credibility of the Franchisee

↓
Signing up the agreement
form

↓
Allocation of location
& internal structure of
Franchisee

↓
Teaching the workers
and the staff

↓
Franchisee runed by
Franchisee.

Advantages of Franchisee

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

Adoesh
Swami Sevashani Sanstha
Lotus Business School
Pune - 411 004



- 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 violate 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.

z will first of all guided them with the entrepreneurship development plan!

Entrepreneurship Development plan will be as follows.



Entrepreneurship

stimulation — survival — sustenance

stimulation -

- i) To check by pre-decisioning survey
- ii) To describe product details
- iii) To describe the business objectives as a whole
- iv) To find out whether proper and feasible allocation of resources are available
- v) To describe the market potential for the products.
- vi) To structure the business cycle in systematic format.
- vii) Generation of the monetary means.
- viii) People technical & quantified human labour employed.
- ix) Study of different schemes for raising the capital.

SURVIVAL -

- i) To check threat to new enterprises when the business or product is new to all, market and industry.
- ii) Strength, weakness, opportunity & threat analysis.
- iii) To describe the products of business or consumer mind.



[Handwritten signature]

- 3) extra capital required for expanding the business
- 6) study of internal as well as external factors
- vi) competitor's study of strategies and policies.
- vii) creating value for our product
- viii) study of implicit as well as other explicit factors
- ix) Repositioning of the product or cost business ideas
- x) generate substitutes or alternatives to the existing product.
- xi) sustenance -
 - 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 BOP for women's in rural areas and motivate them to start own ventures.

Planning a business idea → Analyzing need/et scup → structure & placement & Review.

Swami Jeevabhai Sanstha
 Lotus Business School
 Pune - 411 014

Pune 411013
 Social Science
 Page No. _____
 Date _____

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

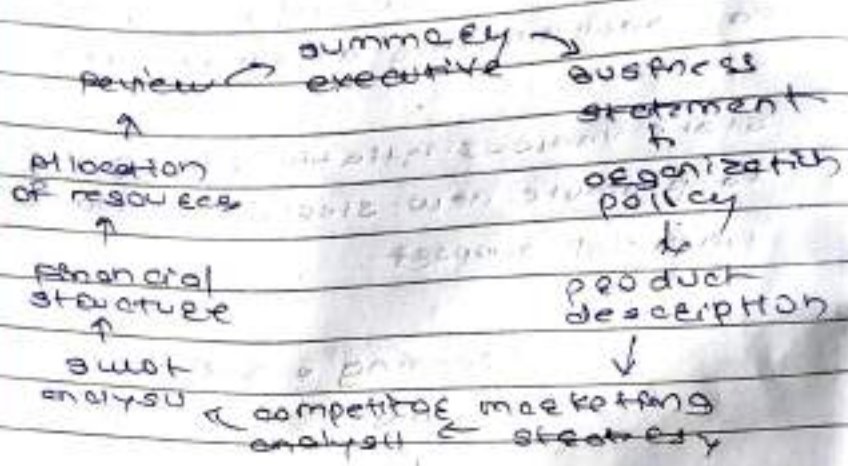
↓
structured
placement & Review



Adesh R. Bhosale
Director
Swami Sevabhavi Sanshodhan
Lotus Business School
Pune - 411033

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 entrepreneurship by providing relief in taxes.

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

no restriction barrier is put on entrepreneurs through social means.

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



Swami Suresh Chandra Sharma's
Lotus Business School
Pune - 411 033



- market acquisition of the product is easy than by any other means.
- export charges are kept relaxed 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

Sansha's Lotus Business School
Sawani Mevada
Lotus Business School
Pune - 411033



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

Signature
Swami Sevabhaavi Sanstha's
Lotus Business School
Pune - 411033

Submitted
08/11/19



Comprehensive Concurrent Evaluation

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

Need to improve formatting & lay out for effective presentation

Name :- Shivani Prakash Bodeke

Roll No :- 100

Division :- 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



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

Introduction :-

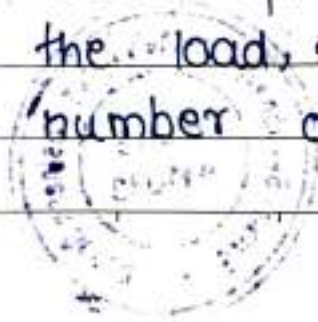
India is the second largest producer of two-wheelers in the world. In the last few years, the Indian two-wheeler industry has seen spectacular growth. Electric bicycles are becoming increasingly popular throughout the world, as more people look for efficient, affordable and eco-friendly modes of transportation.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



1000172
1000172
1000172



Swami Sevabhai Sanstha
Lotus Business School
SUDA SHAN
411 034

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 :-

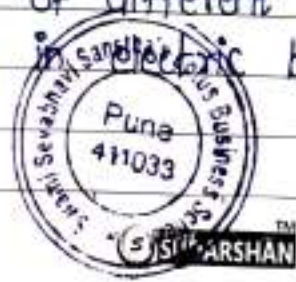
- The purpose of this research is to study the market potential of e-bikes in Pune.
- E-bikes have more demand due to increasing air pollution in urban areas.
- E-bikes demand have been increased due to scarcity of fuel.
- The study of awareness level of electric bikes use.

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.



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



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



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

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?



Director
Maharaja Sevashram Sanshodhan
Laxmi Business School
Pune - 411 033

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



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



Assignment No. 2

Page: _____
Date: 11/6

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 '.

Q7 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_{H_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,

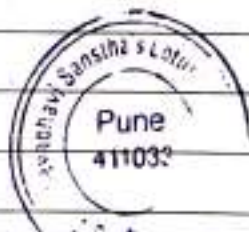
$$H_0: \mu = \mu_{H_0} = 100$$

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 $H_0: \mu = \mu_{H_0} = 100$, we may consider three possible alternative hypothesis as follows:-

Alternative hypothesis;

- i) $H_a: \mu \neq \mu_{H_0}$
- ii) $H_a: \mu > \mu_{H_0}$
- iii) $H_a: \mu < \mu_{H_0}$



Alpika

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

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 and 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

Director
Swami Seva...
Lotus...
Pune - 411 032



**PRIDE DIVISION
Presentation Topic**

Group1

Name	Presentation Topic	Date
Abhilash Yashvantrao Salke-7/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021
Abhishek Nandkumar Bhoite-6/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021
Aishwarya Sayaji Bhadange-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
Akash Dhanraj Khiradkar-7/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021
Akshay Dilip Rahate-6/10	Emotional Intelligence - Fundamentals of Emotional Intelligence	25 th March 2021


Group3

Akshay Prafulla Patel	The Content Theories of Motivation	27 th March
Akshay Vitthal Chavan	The Content Theories of Motivation	27 th March
Aniket Mahadeo Dukare	The Content Theories of Motivation	27 th March
Arachana Dadabhau Thorave	The Content Theories of Motivation	27 th March
Ashutosh Santosh Ghanmode	The Content Theories of Motivation	27 th March
Aviraj Jotiram Bhange	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
Govind Baliram 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
Juhi Liladhar Parchake-7/10	Theories of Leadership.	26 th March 2021




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

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 ShaileshTilekar 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
------------------------	------------------------------------------------	------------------------

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



	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	Attendance	27 th March
Sanchita Rajesh Udhane	Attendance	27 th March
Sanchita Rajesh Udhane	Attendance	27 th March
Sanchita Rajesh Udhane	Attendance	27 th March
Sanchita Rajesh Udhane	Attendance	27 th March
Sanchita Rajesh Udhane	Attendance	27 th March
Sanchita Rajesh Udhane	Attendance	27 th March
Sanchita Rajesh Udhane	Attendance	27 th March



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

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



Order for
Swami Sevabhavi Saner
Lotus Business School
Pune - 411 034

	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



Sanjeevan Salunkhe
Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 039

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




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

Group 4		
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 Bapurao-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

Group 5		
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		
Vishal RajaramAskar	Attitude	31 st March 2021
MayuriVaijanath Yadde	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		
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


 Director
 Swami Sevabhavi Sanshodhan
 Lotus Business School
 Pune - 411 032



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



Director
 Swami Sevabhavi Sanstha's
 Lotus Business School
 Pune 411033

	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



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

Lotus Business School, Pune

Leadership Theories

Presented By:

- 1) Ganesh Sanyal Nigam
- 2) Gaurav Sanyal Paul
- 3) Ganesh Mohan Kulkarni
- 4) Harshit Rajesh Chaudhary
- 5) Anshu Mahesh Patil
- 6) Jai Lakshmi Parthasarathy



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 leader



Types of Leadership Theories



• Great Man Theory

- Thomas Carlyle coined Great Man Theory
- Leaders are born, not made
- The 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 Theories (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, sheer courage, and genius



• 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 occupied leadership posts.



Director
Swami Sevabhavi Santhar's
Lotus Business School
Pune 411033

Trait Theory

- Thomas Carlyle and Francis Galton created Trait Theory
- What characteristics or traits make people 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
- Perseverance

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 relationship of leadership and traits
- Not a predictor of the appearance of leadership that distinguishes effective and ineffective leaders

Behavioural Theory

- Dr. Burt Likert in the 1950s created Behaviour 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 an leader or an employee. Assessing certain behaviours that fit situations come 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 your role and how you operate with an organization factors into what decision 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 making the environment in which the leader exists



Director
Swami Sevabhai Santhar
Lotus Business School
Pune - 411 033

• Importance of Contingency Theory

- > Fred Edward Fiedler in 1947 created Contingency Theory
- > Contingency Theory is beneficial to organisations 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 leaders. 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 assess 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 organisation.



• 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



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

Lotus Business School, Pune
(Affiliated by Savitribai Phule Pune University)



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

Presented By:

Bhagyashree Harishchandra Jadhav (A013)

Prerna 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
Swami Savadhavi Sanstha
Lotus Business School
Pune 411034

WELCOME



Swami Sevashahi Sanstha's
Lotus Business School
Pune - 411033
[Signature]
Director

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



280 TR - 4th Floor
Savitri Savabhavi Sanshodhan Mandal
Director
Pune

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



Swami Sevabhi
Lotus Business School
Pune

[Handwritten signature]

Director

DIMENSIONS OF MYERS -BRIGGS INDICATOR

1) Extrovert Vs. Introvert



- **Extrovert** individual 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.



Director
Savitri Savabhavi Sanshodhan Mandal
Pune - 411003

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).



Swami Sevabhavi Sanshodhan's Lotus Business School, Pune - 411004

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.

Swami Sevabhavi Sanshodhan
Locus Business School
Pune - 411 033

Director



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.

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.



Swami Sevabhavi Sanstha's
Library
Business School
Pune - 411033

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 need to operate at a time in perceiving mode and at times in a judging mode.



Swami Sevabhavi Saraswati
Director
Lotus Business School
Pune - 411033

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.



Swami Savabhavi Saraswati's School
Pune
411033
8071140000
020-2611140000

EGO STATES OF TRANSACTION ANALYSIS



Swami Sevabhi Sanstha
Lotus Business School
Pune 411033
Director
[Signature]
P

A

C

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 restrictive instead of complying with them, we rebel against them.



Swami Sevabhavi Sanstha
Pune
4110333
Swami Sevabhavi Sanstha
Business School

Swami Sevabhavi Sanstha
Pune
4110333
Swami Sevabhavi Sanstha
Business School

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.

Swami Sevabhavi Sansthas
Director
Lotus Business School
Pune - 411 003

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



THANK YOU

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

A handwritten signature in blue ink, appearing to read "Ramesh", written over the printed name of the Director.

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	

(Signature)
Director
Swami Sevabhavi Sanstha
Lotus Business School
Pune - 411 033



P6	Akash Vilas Jagtap	Farmers Safety Kit
	Chaitanya Tanaji Kharat	
	Mayur Dattatraya Jadhav	
	Priyanka Kapure	
	Shubham Dhanaji Nimbalkar	
	Sujit Sakharan Mote	
P7	Akshay Balkrishna Neuse	Banking (Crop Insurance)
	Dhananjay Yashwant Pokale	
	Mugdha Anand Devalekar	
	Priyanka Mahajan	
	Swaranil 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 Kalas Saryam	Organised Farming Services (Outsourcing)
	Jay Namdev Shinde	
	Omkar Harumant Bhagat	
	Rushikesh Devram Hase	
	Simran Nandkumar Desai	
	Vishal Jankar	
P10	Apurva Pardeshi	Agriculture Product Application Adv.
	Kaivalya Sunil Kulkarni	
	Sanika Purushottam Shinde	
	Sitaram Kalidas Thite	
	Yogesh Sunil Narute	



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

Groups for Basics of Marketing CCE (Advertisement Development)
GLORY

Team Name	Team Members	Product
G1	Abhijit Rajendra Chinchamalalpure	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 Nanasahab Kamble	
	Omkar Machindra Guldagad	
	Sangramsingh 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	

(Signature)
 Director
 Swami Sevabhavi Sanstha
 Lotus Business School
 Pune - 411 033



G6	Akash Eknath Wagh	Farmers Safety Kit
	Komal Rajendra Jagtap	
	Rahul Pradeeprao Bambal	
	Namosh Salunkhe	
	Sujit Baburao Shinde	
	Vinit More	
G7	Akshay Dhanaji Kakade	Banking (Crop Insurance)
	Lalit Shirish Behere	
	Rohan Janardhan Raje	
	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 Vajjainath Palaskar	
	Rupali Prafulla Mahant	
	Shivani Pradeep Dongare	
	Swapnil Sanjay Ghodke	
	Vishal Vilas Pudar	
G10	Chaitanya Nivrutti More	Agriculture Product Application Adv.
	Mayur Anandrao Dhalgude	
	Rushikesh Babasaheb Dhokale	
	Shivani Prakash Bodake	
	Tejas Dilip Sawant	
	Yogesh Rangrao Karande	



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

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 Zambde							
	Poonam Anande							
	Shahir Jayram Dhanale							
Snehal Bambal								
P3	Aditya Ashok Kumbhar	Green Tea	4	3	3	4	4	18
	Ashwini Sambhaji Kirkar							
	Mahesh Annapa 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								
P5	Aditya Shivaji Thorbole	Cosmetic Vanaspathi						
	Chaitali Kisan Londhe							
	Mayank Balasa Bhise							



Swami Sevabhavi Sanshodhan Mandal Business School
 Pune - 411 033

Director
 Swami Sevabhavi Sanshodhan Mandal Business School
 Pune - 411 033

DC

	Pratik Prabhakar Bodke Shubham Anantraj Amthure Sojata Jadhav		4	4	3	3	3	17
P6	Akash Vilas Jagtap Chaitanya Taraji Kharat Mayur Dattatraya Jadhav Priyanka Kapore Shubham Dhanaj Narabakar Sujit Sakharan Mote	Farmers Safety Kit	4	4	3	3	4	18
P7	Ashay Balkrishna Nezari Dhanraj Yadhwant Pokale Mugdha Anand Desaiakar Priyanka Mahajan Swarajash Serjey Ghare Gaurav Tembe	Banking (Crop Insurance)	4	3	3	4	3	17
P8	Ashay Lakshman Kurase Dipika Prabhakar Wale Neha Lakman Shirude Rahul Kanade Shubham Smit Chougale Tushar More	Soil & Water Testing Mobile Van (Services)	3	3	4	3	4	17
P9	Aniket Kailas Suryam Jay Narendra Shinde Dinkar Hanumanth Bhagat Rushikesh Dhanraj Hase Srinivas Mandhukur Desai Vishal Ankar	Organised Farming Services (Outsourcing)	4	3	4	3	4	18
P10	Aparna Pandeshi Kalwalya Smit Kulkarni Santika Parashottam Shinde Saram Kailas Thote Yogesh Smit 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						
	DIPSHIKHA THUL							
	Megha Vijaysingh Wagh							
	Sandeep Kenjale							
	Shradha Dattatray Nalawade							
Tejas Sanjay Ghare								
G2	Abhishhek Keshav Kudnar	Ayurvedic/Herbal Biscuits	4	3	3	4	2	16
	Ganesh Narayan Ombale							
	Omkar Appasaheb Shelar							
	Sanjita Purushottam Yadav							
	Shubham Giramkar							
	Vaibhav Jadhav							
Nikhil Jadhav								
G3	Aditi Kothekar	Green Tea	3	3	3	4	4	17
	Ghanshyam Narasaheb Kamble							
	Omkar Machindra Guldagad							
	Sangramsinh Mahadeo Vhanmane							
	Shubham Dnyaneshwarrao Kadu							
	Vaibhav Khandagale							
G4	Ajay kanchewad	Electric 4 Wheeler	2	4	3	3	4	16
	Jayant Sachin Phare							
	Pooja Nitin Ballal							
	Jay Ghule							
	Shubham Vijay Deore							
	Vanashri Iraman Mannonakar							



Pimpri Chinchwad Education Trust
 Pimpri Chinchwad, Pune - 411029
 Contact: 020-26110000
 Website: www.pch.edu.in

G5	Ajay ramhari Bhor	Organic Vegetables	4	4	3	3	3	17
	Kiran Sarjerao Jagdhane							
	Priyanka Sedashiv Borchate							
	Sharad Ramnath Kalwane							
	Snehal Uttam Pawar							
Vikram Jadhavar								
G6	Akash Eknath Wagh	Farmers Safety Kit	4	3	4	3	4	18
	Komal Rajendra Jagtap							
	Rahul Pradeepao Bambal							
	Namosh Solunke							
	Sujit Baburao Shinde							
Vinit More								
G7	Akhay Dhanaji Kakade	Banking (Crop Insurance)	4	4	3	4	3	18
	Lalit Shirish Behere							
	Rohan Jantardhan Raje							
	Shital Ligade							
	Sunidhi Patel							
Rahul Chavan								
G8	Anagha Shankar Thorat	Soil & Water Testing Mobile Van (Services)	3	4	3	1	4	17
	Laxmikant Vishal Donode							
	Nehini Tanajirav Kokatepotil							
	Shital Pokale							
	Swapnil Raut							
Vishal Rambhau Shendge								
G9	Aparna Alespure	Organised Farming Services (Outsourcing)	4	4	3	3	4	18
	Mahesh Valajinath Palaskar							
	Rupali Prafulla Mahant							
	Shivani Pradeep Dongare							
	Swapnil Sanjay Ghodke							
Vishal Vilas Pudar								



Director, State of Maharashtra
 State of Maharashtra
 Department of Agriculture, Animal Husbandry & Fisheries
 Pune - 411031

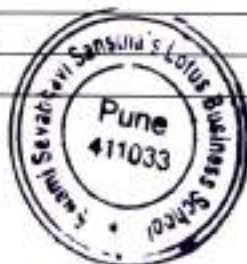
G10	Chakanya Nivrutti More	Agriculture Product Application Adv.							
	Mayur Anandrao Dhalgude								
	Rushikesh Babasaheb Dhawale								
	Shivani Prakash Bodake								
	Tejas Dilip Sawant								
Yogesh Rangrao Karande	4	4	3	4	4	19			



Director
Swarni Sevashahi Sanshodhan
Mandal
Lokus Business School
Pune - 411 034

**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	Shradhha 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 Nanasahab Kamble	P
16	Omkar Machindra Guildagad	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 laxman Mannonaikar	P
26	Ajay ramhari Bhore	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




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

Lotus Business School, Pune

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 Lakshmen Burase	P
44	Dipika Prabhakar Walse	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 Hanumant 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




 Director
 Swami Sevabhavi Sanstha
 Lotus Business School
 Pune - 411 033

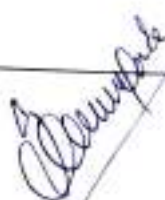
Basics of Marketing CCE (Advertisement Development)
Poster Presentation Attendance Sheet
PRIDE

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 Dilprao 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



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

P6	Akash Vilas Jagtap	Farmers Safety Kit
	Chaitanya Taraji Kharat	
	Mayur Dattatraya Jadhav	
	Priyanka Kapure	
	Shubham Dhanuji Nimbalkar	
	Sujit Sakham 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 Hanumant Bhagat	
	Rushikesh Devram Hase	
	Simran Nandkumar Desai	
	Vishal Jankar	
P10	Apurva Pardeshi	Agriculture Product Application Adv.
	Kalwalya Sunil Kulkarni	
	Sanika Purushottam Shinde	
	Sitaram Kaildas Thite	
	Yogesh Sunil Narute	



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

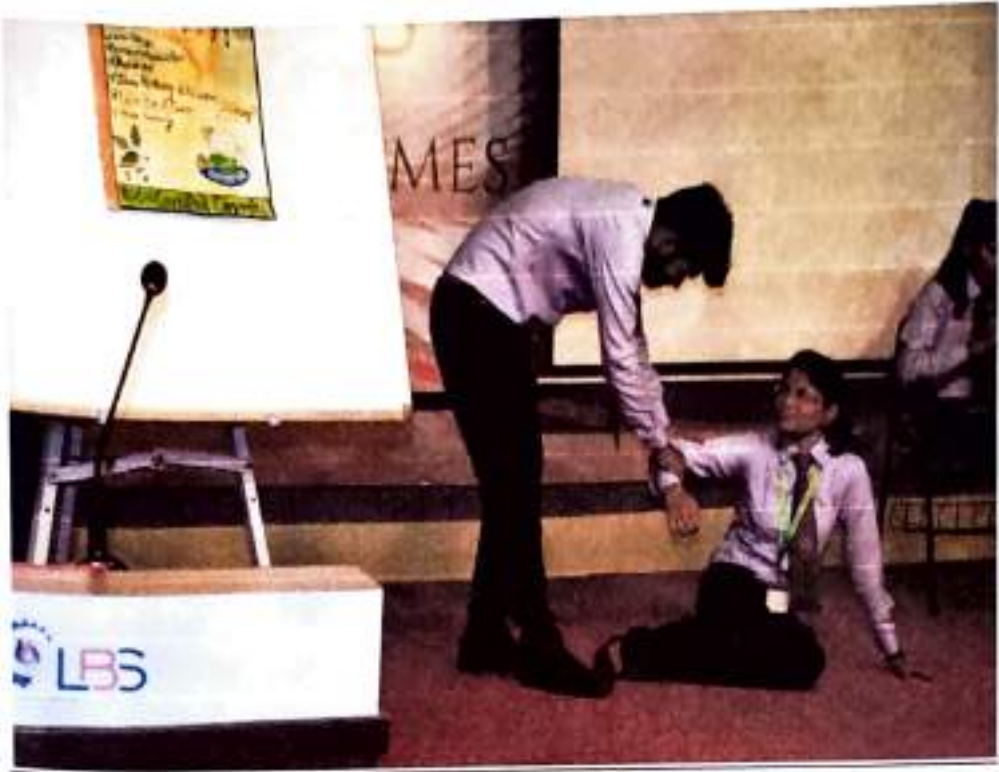


(Signature)
Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 023

Poster Competition



[Signature]
Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune 411033



Signature
Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune 411033



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



**Online Examination-
SPPU-Grievance
procedure
demonstration**

Online Examination-SPPU-grievance procedure demonstration

Link - <https://www.youtube.com/watch?v=nKyYv59ioYY>

सावित्रीबाई फुले पुणे विद्यापीठ
SAVITRIBAI PHULE PUNE UNIVERSITY

4th Rank In State University For Autonomy

In a historic Decision, 60 Higher Educational Institutions granted autonomy by UGC
Shri. Prakash Javadekar

- Admissions
- Examinations
- Finance & Accounts
- Administration
- Research
- Syllabi
- Scholarships
- Sports Section
- Certificate Section
- Library
- SET Examination
- Academic Calendar
- E-Content Learning
- Timetables
- Circulars
- Job Openings
- Idiyavat
- NCS
- International Centre
- Students' Development

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.

Log In By *

Username *

Password *

58778

Enter captcha text as shown on image *

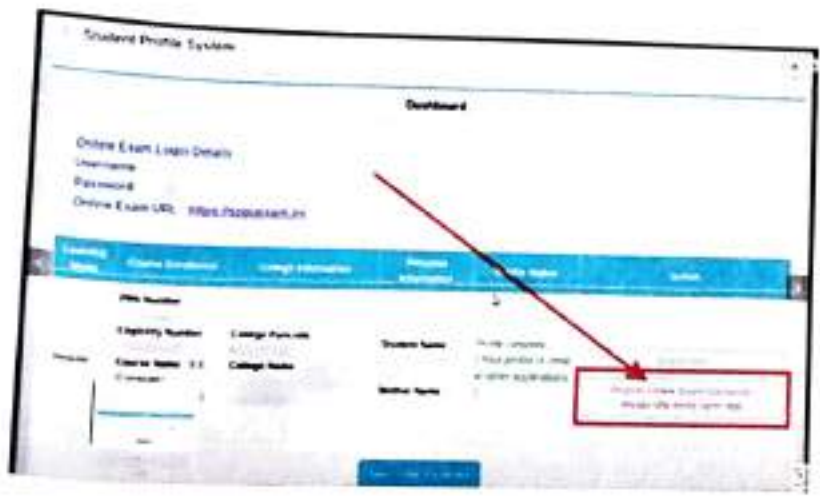
Log In

Don't remember password? [Forgot Password](#)

Don't have an account? [New Account](#)

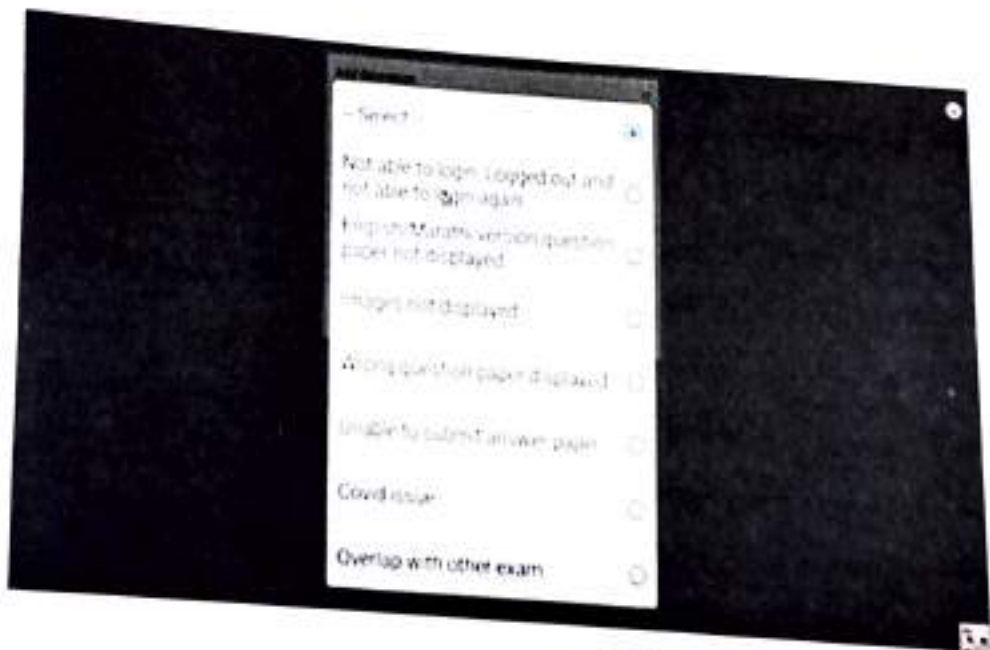
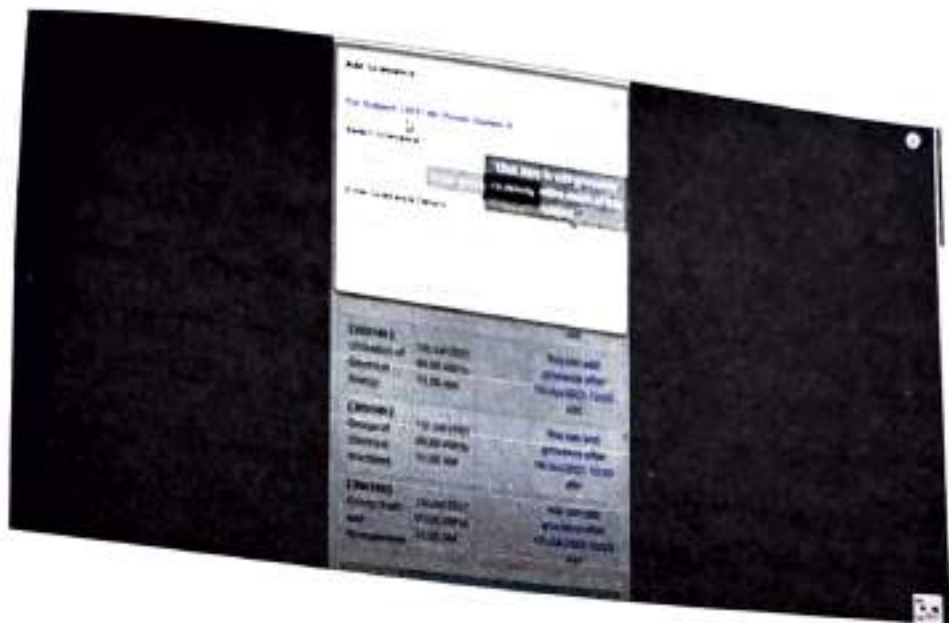


Cherupale
Director
Swamihavi Sanstha's
Lotus Business School
Pune - 411033



[Signature]
 Director

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




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

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.

Confirmation

Do you want to add grievance to this course?

YES NO

(303146)	13 Jul 2021	You can add grievance after 14 Jul 2021 10:00 AM
Control System I	09:00 AM to 11:00 AM	
(303146)	14 Jul 2021	You can add grievance after 15 Jul 2021 10:00 AM
Introduction of Electrical Energy	09:00 AM to 11:00 AM	
(303146)	15 Jul 2021	You can add grievance after 16 Jul 2021 10:00 AM
Design of Electrical Machines	09:00 AM to 11:00 AM	
(303146)	16 Jul 2021	You can add grievance after 17 Jul 2021 10:00 AM
Energy Audit and Management	09:00 AM to 11:00 AM	




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



Signature
DIRECTOR

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



SPPU - Online Examination User Guide



SPPU ONLINE EXAMINATION USER GUIDE



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

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



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

SPPU ONLINE EXAMINATION USERGUIDE

Online Examination System

Face Recognition

Please upload your admin card (JPG) less than 100 KB) and look into the camera.
Important: If the admin card is found to be invalid during audit, you will be detained from the exam.



Upload Admin 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.




Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 031

SPPU ONLINE EXAMINATION USERGUIDE



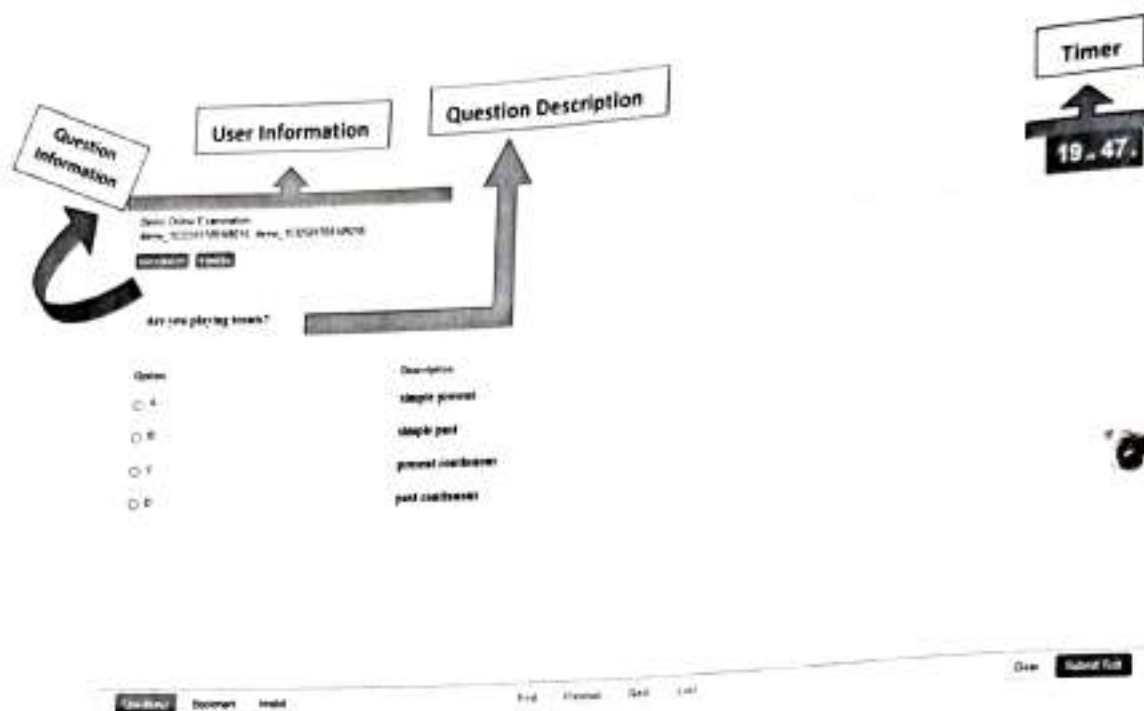
Webcam/Video Capturing

- 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.



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

SPPU ONLINE EXAMINATION USERGUIDE



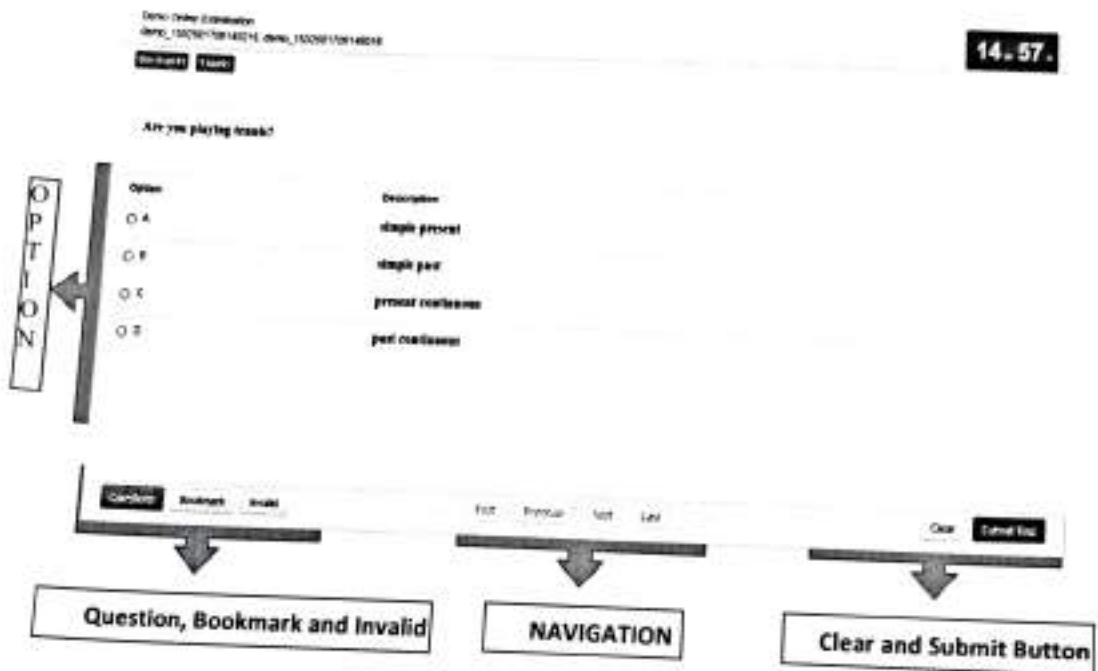
Description

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 description of question displayed to user.



[Signature]
Director
SAMI SEVALBHAVI SANSTHA'S
Lotus Business School
Pune - 411 033.



- **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.

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



SPPU ONLINE EXAMINATION USERGUIDE

9-50

Online Examination
Name: 15220170140245, Roll: 15220170140245

Question ID: 20190000011

Save Answer Save

Are you playing music?

Type	Description
<input type="radio"/> A	single present
<input type="radio"/> B	single past
<input checked="" type="radio"/> C	present continuous
<input type="radio"/> D	past continuous

Select
Option

Navigation: Backmark Save Log 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.



Signature
Director
Swami Sevabhai Sanstha's
Lotus Business School
Pune - 411 034

SPPU ONLINE EXAMINATION USERGUIDE

7.25

Demo Online Examination
Name_1532521708140210 Name_1532521708140210

Unattempted Attempted

Are you playing music?

Option	Description
<input type="radio"/> A	single present
<input type="radio"/> B	single past
<input checked="" type="radio"/> C	present continuous
<input type="radio"/> D	past continuous

Selected Clear Option

Save message after option selection

Use/Save Bookmark Invalid Exit Previous Next Last Clear Submit Test

Clear Button

Clear Option

- 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.

Clear Message

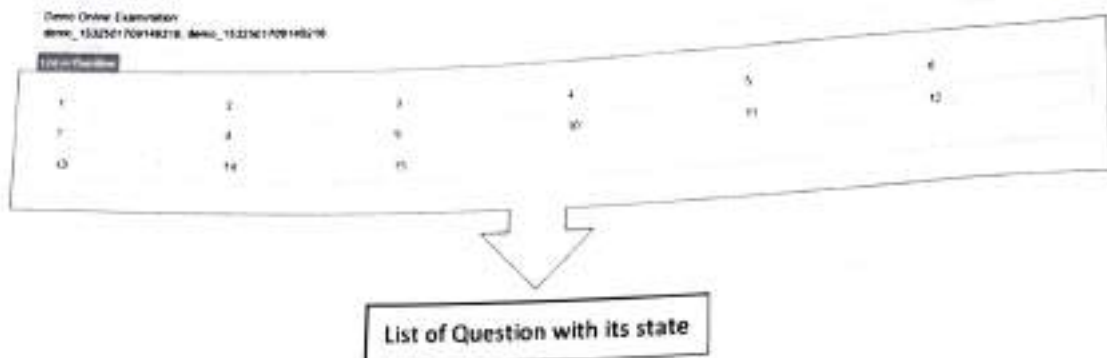
- A light-yellow bar confirming clear appears on top of the page if the option was cleared for the question successfully.



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

SPPU ONLINE EXAMINATION USERGUIDE

2. 26.



❑ 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.



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

Demo Online Examination

Date: 15/02/2017 09:40:15 (hr)

Questions 20

Marks 10



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	Description
<input type="radio"/> A	true
<input type="radio"/> B	false
<input type="radio"/> C	uncertain
<input type="radio"/> D	Don't know

Questions

Bookmark

Invalid

First

Previous

Next

Last

Clear

To End 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.



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

Demo Online Examination
 Qno_1522001730140218_1401

Question # 1522001730140218_1401

Bookmark Icon, it indicates question is bookmark for review

Tanya is older than Eric. Cliff is older than Tonya.
 Eric is older than Cliff.
 If the first two statements are true, the third statement is

Option	Description
<input type="radio"/> A	true
<input type="radio"/> B	false
<input type="radio"/> C	essential
<input type="radio"/> D	Don't know

Quit Quiz Bookmark Invald

First Previous Next Last

Clear Submit Quiz

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.



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

Demo Online Examination

demo_1532581709140210; demo_11

Questions

Bookmark

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	Description
<input type="radio"/> A	true
<input type="radio"/> B	false
<input type="radio"/> C	uncertain
<input type="radio"/> D	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.



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

Demo Online Examination
 demo_1532501708148218, demo_1532501708148218

1 - 52

Questions 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 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

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
<input type="radio"/> A	true
<input type="radio"/> B	false
<input type="radio"/> C	uncertain
<input type="radio"/> D	Don't know

Questions 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 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

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.



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

SPPU ONLINE EXAMINATION USERGUIDE

0.44.

Online Exam Examination
Name: 151201178140016, Date: 15/12/2019 09:16

CONFIRMATION MESSAGE

Are you sure you want to submit this test? You will not be able to take this test again.

Submit Test Confirmation Cancel

Submit Test Confirmation

Previous Next Home Back Forward Next Last

Submit Confirmation Message

- A confirmation message is displayed before submitting the test. Candidate should choose carefully. Tests once submitted cannot be re-opened.



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

THANK YOU



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



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



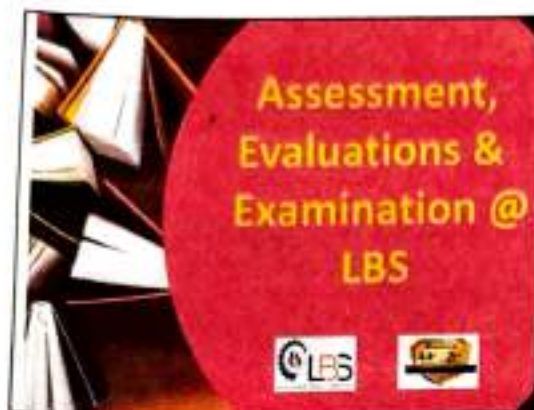
Director
Swami Sevabhavi Sanstha's
Lotus Business School
Pune - 411 033



Swamiji
Director
Swamiji Sanstha's
Lotus Business School
Pune - 411033



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



Sl. No.	Course Name	Duration	Internal Marks	External Marks	Total
1	General Core (GC) 101 Management Accounting 102 Organizational Behavior 103 Economic Analysis for Business Decision 104 Business Research Methods 105 Basics of Marketing 106 Digital Business	3 Years	50	50	100
2	General Elective (GE - UG) 201 Management Fundamentals 202 Entrepreneurial Development 203 Fundamentals of Marketing in Managerial	3 Years	0	50	50
3	General Elective (GE - B.) 301 Social Communication Skills 302 Writing & Negotiation Skills Lab 303 Self Care	3 Years	50	0	50

LBS

The broad structure of the ESE question paper shall be as follows:

Question Number	COGNITIVE ABILITY (MARKS)	Notes
01.1	REMEMBERING	Answer any 5 out of 11 (11 marks each)
01.2	UNDERSTANDING	Answer any 2 out of 3 (5 marks each)
01.3	APPLYING	Answer 1 (4 or 7) (4/7 marks)
01.4	ANALYSING	Answer 1 (4 or 7) (4/7 marks)
01.5	EVALUATING	Answer 5 (4 or 7) (4/7 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



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

Group A (Individual Assessment) Not more than 1 per course	<ul style="list-style-type: none"> 1. Open Book Normal test 2. Open Book test 3. Written Home Assignment 4. In-class Viva Voce
Group B (Group Assessment) Not more than 1 per course	<ul style="list-style-type: none"> 5. Group Project 6. Group Presentation 7. Group Debate 8. Group Case Study
Group C (Group Assessment) Not more than 1 per course	<ul style="list-style-type: none"> 9. Field Visit / Study tour and report 10. Model Development 11. Small Group Project & Internal Viva Voce 12. Role Play 13. Story Telling 14. Debates
Group D (Use of Literature / Research Publications) Not more than 1 per course	<ul style="list-style-type: none"> 15. Interview a person 16. Group project work 17. Interview a person 18. Interview a person 19. Interview a person 20. Interview a person
Group E (Use of Literature / Research Publications) Not more than 1 per course	<ul style="list-style-type: none"> 21. Book Review 22. Literature Review 23. 2000 Term Paper 24. Publishing a Journal Paper 25. Creating Content man
Group F (Use of Technology) Not more than 1 per course	<ul style="list-style-type: none"> 26. Online Exam 27. Webinar based assessment 28. Creating Website / Website / Blog 29. Creating podcasts / Newsfeed 30. Discussion Board



Quality
 comes not from
inspection
 but it from
creation &
improvement!



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