



6.5.2 - The institution reviews its teaching learning process, structures & methodologies of operations and learning outcomes at periodic intervals through IQAC set up as per norms and recorded the incremental improvement in various activities

## Contents

Introduction .....	3
IQAC Formulation .....	4
IQAC Reconstitution .....	5
Minutes of the Meeting August 2023 .....	6
IQAC Reconstitution .....	9
Course Allocation to Faculty members .....	10
Sample Course Choice .....	11
Course Allocation & Load Chart .....	13
Sample Timetable MBA .....	17
Sample Timetable BBA .....	18
Sample Timetable BBA (Foreign Trade) .....	20
Sample Timetable B. Com .....	21
Outcome Based Education .....	22
Method of Attainment .....	22
Sample Course Outcome .....	23
MBA Course Outcomes (COs) .....	23
BBA Course Outcomes (COs) .....	43
Sample MST Question paper as per external paper pattern .....	53
Sample Attainment Sheet .....	55
MBA 1 <sup>st</sup> SEM Attainment .....	55
BBA 1 <sup>st</sup> Year Attainment .....	59
Feedback Collected, Analyzed and Action taken .....	63
Program End Student Feedback .....	63
Sample Feedback MBA .....	63
Course End Student Feedback .....	64
Sample Course End Backlog BBA FT II Year .....	65





Sample Academic Feedback BBA I Year ..... 66

Sample Alumni Feedback ..... 68

Sample Action Taken Reports ..... 69

**Incremental Improvement** ..... 72

Incremental Improvement in Admission ..... 72

    Programmewise ..... 72

    Female Gender Wise ..... 73

Continuous Improvement in Academic Activities ..... 73

    Internships ..... 73

    Vocational Projects ..... 74

    Number of Certificate Courses ..... 74

    Students enrolled in Certificate Courses ..... 74

    Number of MoU related activity ..... 75

Continuous Improvement in Co-Curricular and Extra Curricular Activities ..... 75

    NSS/Outreach/Extension Activities ..... 75

    Sports & Cultural Activities ..... 75

    National and International Day Celebration ..... 76

    Festival Celebration ..... 76

    Expert Lecture/Webinar/Seminar ..... 76

    Capacity Building Activities ..... 77

Incremental Improvements in Placements ..... 77

Incremental Improvement in Faculty Profile and Research & Publication ..... 77

Strengthening Industry Academic MOUs and Associations ..... 78

    List of functional MOUs and no. of activities conducted in 2023-2024 ..... 78

    List of Expert Lectures conducted in 2023-2024 ..... 79

    List of Skill Improvement Groups/Value Added Programs Conducted in 2023-2024 ..... 79

    Detail of Research and Publication in 2023-2024 ..... 80

    Details of Industry Visit/Field Visit conducted in 2023-2024 ..... 82

List of activities conducted by CDC in 2023-2024 ..... 82

List of activities related to Entrepreneurship Development and IPR ..... 83







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## Introduction

The Internal Quality Assurance Cell (IQAC) established in the institution (02.03.2020) to maintain and enhance the quality of education. The prime task of IQAC is to develop a system for conscious, consistent, and catalytic improvement in the performance of the institute. The quality assurance processes, with regard to academics, and administration are an integral part of the institutional policy. IQAC fosters a number of activities to make everyone aware of the quality assurance strategies and processes.

Indore Institute of Management and Research demonstrates a strong commitment to academic excellence by periodically reviewing its teaching-learning processes, structures, methodologies, and learning outcomes. This is achieved through the active involvement of the Internal Quality Assurance -Cell (IQAC), which operates in alignment with prescribed norms.

### Key aspects of this approach include:

1. The institution conducts systematic and periodic evaluations to ensure that teaching-learning methodologies remain effective and aligned with academic and industry standards.
2. Feedback and observations gathered during reviews are analysed to identify areas requiring enhancement, leading to actionable strategies for improvement
3. The IQAC ensures that all modifications and interventions are well-documented, reflecting tangible improvements in various academic and administrative activities over time.
4. The process of including stakeholders to foster a culture of inclusivity and shared responsibility. The process often includes inputs from faculty, students, and other stakeholders.
5. Emphasis is placed on achieving better learning outcomes, thus ensuring that students are equipped with relevant skills and knowledge.

This commitment to continuous improvement underpins Indore Institute of Management and Research, Indore's pursuit of academic excellence and quality enhancement.





## IQAC Formulation

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**Indore Institute of Management and Research**  
Office Order

Letter No. IIMR/519/2020-21/IQAC Date: 02 March 2020

Subject: Composition of IQAC for Academic Year 2020-21 onwards (Maximum for 2 Years)

As per guidelines provided by UGC- NAAC, New Delhi, the following IQAC is constituted in the institution with an immediate effect and the Quality Cell existed till date is dissolved.

S. No	Name of the Member	No. of Member	Designation	Composition
1	Dr. Simranjeet Kaur Sandhar	01	In charge Principal	Chairman/ Head of Institution
2	Dr. Anuradha Pathak Dr. Pooja Srivasatava Dr. Shweta Mogre Ms. Kriti Vishwakarma Mr. Gajendra Dubey	06	Associate Professor Associate Professor Associate Professor Assistant Professor Assistant Professor Assistant Professor	Teachers to represent all levels
3	Shri Arun S. Bhatnagar	01	Director General /Management Representative	One member from Management
4	1. Mr. Nilesh Naik 2. Mr. Nishant Bansal 3. Mr. Ranjan Potdar	03	System Administrator Administrative Officer Public Relations Officer	Few senior administrative officers
5	1. Ms. Deepika Dubey 2. Anas Ahmed Ansari 3. Hali Kothari	04	Social Worker Student Alumni	One nominee each 1. Local Society 2. Students 3. Alumni
6	Dr. Rupesh Shukla	01	Expert Member	External Expert Member
7	1. Mr. Sandeep Acharya 2. Mr. Shishir Agrawal 3. Mr. Hemant Jain	03	Employer Industrialist Parent	One nominee each 1. Employer 2. Industrialist 3. Stake holder
8	Dr. Rakshita Puranik	01	Associate Professor	Coordinator IQAC

For the smooth functioning of IQAC, Meeting Room is designated. Clerical Assistance will be provided by Mr. Gouri Shankar Saini.  
Details of IQAC functioning and other rules may be obtained from NAAC Website [www.naac.gov.in](http://www.naac.gov.in)

Dr. Simranjeet Kaur Sandhar  
O/C, Principal, IIMR

Opp. IIM (Indore), Rau-Pithampur Road, Rau, Indore (MP) - 453331  
☎ 0731 - 4010549 | 📠 0731 - 4010502 | 🆓 Toll Free - 1800 103 3069

[info@indoreinstitute.com](mailto:info@indoreinstitute.com) [www.indoreinstitute.com](http://www.indoreinstitute.com)

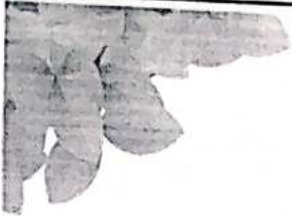






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## IQAC Reconstitution



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### Revised Office Order

Letter No. IIMR/528/2021-22/IQAC

Date: 16 December 2022

Subject: Re-Constitution of IQAC for Academic Year 2022-23 (Maximum for 2 years)

As per guidelines provided by UGC- NAAC, New Delhi, the following IQAC is re-constituted in the institution with an immediate effect for planning, guiding and monitoring quality assurance and enhancement activities for the higher education in the institution.

S. No	Name of the Member	No. of Member	Designation	Co. position
1	Dr. Rishi Dubey	01	Principal	Chairman/ Head of institution
2	Dr. Vishal Geete Dr. Anuradha Pathak Dr. Pooja Srivastava Dr. Vaibhav Modak Ms. Kriti Vishwakarma Mr. Gajendra Dubey	06	Professor Associate Professor Associate Professor Assistant Professor Assistant Professor Assistant Professor	Teachers to represent all levels
3	Shri Arun S. Bhatnagar	01	Director General /Management Representative	One member from Management
4	1. Mr. Nilesh Naik, 2. Mr. Nishant Bansal 3. Mr. Ranjan Potdar	03	System Administrator Administrative Officer, Public Relations Officer	Few senior administrative officers
5	1. Mrs. Deepika Dubey 2. Yamini Phalak 3. Sumit Sahu 4. Hait Kothari	01	Social Worker Student Student Alumni	One nominee each 1. Teacher 2. Students 3. Alumni
6	Dr. Rupesh Shukla	01	Expert Member	External Expert
7	1. Mr. Sandeep Acharya 2. Mr. Shishir Agrawal 3. Mr. Hemant Jain	03	Employer Industrialist Parent	Employer Industrialist Parent
8	Dr. Simranjeet Kaur Sandhar	01	Professor	Coordinator IQAC

For the smooth functioning of IQAC, Meeting Room is designated. General assistance will be provided by Mr. Gouri Shankar Saini. Details of IQAC functioning and other rules may be obtained from IQAC Website [www.naac.gov.in](http://www.naac.gov.in)

*(Signature)*  
 Dr. Rishi Dubey  
 Principal, IIMR  
 Opp. IIMR, Rau, Indore (MP)  
 Green Waves Club (M.P.)

Opp. IIM (Indore), Rau-Pithampur Road, Rau, Indore (MP) - 453331  
 ☎ 0731 - 4010637 | Fax : 0731 - 4010502 | Toll Free - 1800 103 3069

[mba@indoreinstitute.com](mailto:mba@indoreinstitute.com)

[www.indoreinstitute.com/iimr](http://www.indoreinstitute.com/iimr)





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## Minutes of the Meeting August 2023

### INDORE INSTITUTE OF MANAGEMENT AND RESEARCH

Date:- 12<sup>th</sup> August 2023

#### Minutes of Meeting

As per the circular dt 4<sup>th</sup> August 2023, Friday, a meeting was called in the Boardroom, Principal's Office, IIMR to discuss the following agenda:-

1. To share the NAAC Grade
2. Discuss NAAC Peer Team Visit Recommendations
3. Action plan for the upcoming session
4. Upscaling of working under various criteria of NAAC and other accrediting bodies.

All the faculty members were present in the meeting along with the IQAC members.

#### Meeting Details:-

1. The Chairperson welcomed all the IQAC members and appreciated their efforts for the NAAC "A" Grade. The Chairperson also extended gratitude to all the teaching and non-teaching staff members for their untiring efforts in this grand attainment.
2. The Chairperson then handed over the session to the IQAC Co-ordinator to take the meeting ahead and brief the entire team about the report furnished by the NAAC Peer Team as well as the overall criteria points.
3. IQAC Coordinator, Dr. Simranjeet briefed about the following key points highlighted by the NAAC Peer Team for quality improvement in education and also discussed the recommendations made by the Peer Team
  - a. Improving the formal feedback mechanism on curriculum from stakeholders.
  - b. Encouraging faculty members to conduct high-quality research
  - c. Hiring more research-oriented and industrially experienced faculty members
  - d. Improving research and innovation.
  - e. Improving learning environment.
  - f. Infrastructural facilities for disabled students to be enhanced.
  - g. Increase in number of sports and cultural activities.
  - h. Decentralization to be enhanced.
  - i. Internal administrative and academic audits
  - j. Strengthening IQAC and its documentation
4. Dr. Simranjeet also highlighted the points that were appreciated during the visit and to upscale the working.
5. All the members unanimously agreed to the recommendations.
  - a. Dr. Shiji Shukla informed that a structured feedback system is already in place, gathering inputs from students, faculty, industry professionals, parents and alumni, improvements are required in analysis to evaluate the relevance and effectiveness of the curriculum.







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- b. Dr. Vishal Geete suggested to revise the Research and Publication Policy, added to which Dr. vaibhav suggested to link appraisals and increments focusing on individual goals for quality improvement in education.
- c. Dr. Pooja Srivastava suggested that candidates with both academic credentials and industrial experience should be prioritized for on roll. Meanwhile collaboration with industry leaders to be enhanced for guest lectures, research projects, and internships.
- d. Dr. Rupesh Shukla proposed to encourage entrepreneurial spirit amongst students, more activities should be conducted related to Startup/Entrepreneurship.
- e. Mr. Nilesh Nayak put forward that Smart Boards/Interactive Boards can be purchased to improve students' learning experience.
- f. Mr. Nishant Bansal informed that process for installing Lift has already been initiated.
- g. Dr. Anuradha suggested that regular meetings should be organized to seek feedback from all stakeholders to enhance participative management.
- h. Dr. Simranjeet discussed about the academic calendar and progress of academic session 2023-24 along with the SIGs planned. She also asked HODs to take followup on training and implementation of ERP.

6. In the end, Group Advisor and Management representative, Shri Arun S Bhatnagar Sir congratulated all the faculty and staff members and encouraged them to keep up the good work. Sir also ensured wholehearted support in planning and implementing the quality initiatives for improvement in the education.

All the members agreed that Institute functioning should be in line with the NAAC Guidelines, focusing on the key areas.

Copy to:

1. IQAC Cell
2. All the members.

Dr. Simranjeet Kaur Sandhar  
Coordinator, IQAC





Indore Institute of Management and Research  
Meeting Attendees

S. No	Name	Signature
1	Dr. Rishi Pulley	Rishi
2	Simeanjot Kaur Soodha	Soodha
3	Anusadha Pathak	Pathak
04	Dr. Pooja Srivastava	Pooja
05	Dr. ASHA MISHRA	Asha
06	Dr. Vinayak Khare	Khare
07	Mr. Nayan Bhidodiya	Nayan
08	Mr Hanish Kukreja	Hanish
09	Ms Dimple Sukhija	Dimple
10	Dr Vishal Gadh	Vishal
11	DR SHISHI SHUKLA	Shishi
12	DR VAIBHAV MODAK	Vmodak
13	Ranjan Potdar	Ranjan
14	Nikhant Bansal	Nikhant
15	Mr. Nilesh Wale	Nilesh
16	Dr. Ajay Patel	Patel
17	Dr. Shubhangi Jain	Jain
18	Alka Mandloi	Alka
19	Vinny Katiya	Vinny
20	Dr. Veena Daddani	Veena
21	DR. SURABH SHRIWAS	Shriwas
22	Kaite Vishwakarma	Kaite








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## IQAC Reconstitution



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### Office Order

Ref No. IIMR / IQAC / 2023-24/146 29.11.2023

Subject: Re-Constitute of IQAC for Academic Year 2023-24 (Maximum for 2 Years)

As per guidelines provided by UGC- NAAC, New Delhi, the following IQAC is Re-constituted with Institution with an immediate effect for planning, guiding and monitoring quality assurance and commencement activities for the higher education in the Institute.

S no.	Name of the Member	No. of Member	Designation	Composition
1.	Prof. Dr. Aradhana Chouksey	01	Principal	Chairman/Head of Institute
2.	Dr. Vishal Geete Dr. Vaibhav Modak Dr. Shijji Shukla Mr. Gajendra Dubey	06	Professor Associate Professor Assistant Professor Assistant Professor	Teachers to represent all levels
3.	Shri Arun S. Bhatnagar	01	Group Advisor / Management Representative	One member from Management
4.	1. Mr. Nilesh Naik 2. Mr. Nilesh Bansal 3. Mr. Ranjan Potdar	03	System Administrator Administrative Officer Public Relation Officer	Exe. Secy. Admin. Officer Officer
5.	1. Dr. Lalita Sharma 2. Anshika Kasliwal 3. Gourav Kuril 4. Yamini Phalak	04	Social Worker Student Student Alumni	One nominee each 1. Local Society 2. Students 3. Alumni
6.	Dr. Rupesh Shukla	01	Expert Member	External Expert Member
7.	1. Mr. Ashutosh Yadav 2. Mr. Shishir Agrawal 3. Mr. Neeraj Joshi	03	Employer Industrialist Parent	One nominee each 1. Employer 2. Industrialist 3. Stake holder
8.	Dr. Anuradha Pathak	01	Associate Professor	Coordinator IQAC

For the smooth functioning of IQAC, Meeting Room is designated. Clerical Assistance will be provided by Mr. Prathmesh Kaushal. Details of IQAC functioning and other rules may be obtained from NAAC Website [www.naac.gov.in](http://www.naac.gov.in)

Principal  
Indore Institute of Management & Research  
Opp. IIM, Pithampur Road,  
RAU, INDORE (M.P.)

Opp. IIM (Indore), Rau-Pithampur Road, Rau, Indore (MP) - 453331  
☎ 0731 - 4010637 | Fax : 0731 - 4010502 | Toll Free - 1800 103 3069

*Green Waves Club*



mba@indoreinstitute.com [www.indoreinstitute.com/iimr](http://www.indoreinstitute.com/iimr)



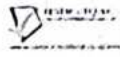


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## Course Allocation to Faculty members

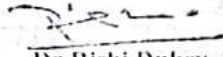
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IIMR/ 2023-24/Academic/77-A
Date: - 10/06/2023

**NOTICE**

This is to inform all the faculty members that, course choice for the academic year 2023-24 of all the programmes i.e. MBA, BBA, BBA-FI and B. Com is to finalized, hence you all are requested to mention your choices in the attached sheet not more than 5 subjects.

  
**Dr. Rishi Dubey**  
 Principal  
 Indore Institute of Management & Research  
 Indore, M.P.  
 Contact: 0731-2521111, 0731-2521112



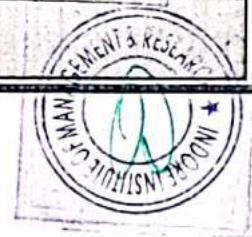




Sample Course Choice

INDORE INSTITUTE OF MANAGEMENT & RESEARCH, INDORE				
Subject Choice Filling for Academic Year - 2023- 24				
Program	Subject	Preference	Preference	Preference
BBA I Year	Retail Management	Pooja	Pooja	
BBA I Year	Business Statistics	V. Mohan		
BBA I Year	Business Management	V. Mohan		
BBA I Year	Fundamental of Accounting	V. Mohan	Pooja	Pooja
BBA I Year	Communication Skills	V. Mohan		
BBA I Year	Hindi Language and Culture			
BBA I Year	English Language and Indian Culture			
BBA I Year	EVS			
BBA I Year	Yoga and Meditation			
BBA II Year	Marketing Research	Ashish	Ashish	
BBA II Year	Financial Markets and Financial Services	Pooja	Pooja	Pooja
BBA II Year	Marketing Management	Pooja	Pooja	
BBA II Year	Organisation Behavior	V. Mohan	V. Mohan	V. Mohan
BBA II Year	Hindi			
BBA II Year	English			
BBA II Year	Start Up and Eship			
BBA II Year	Women Empowerment	V. Mohan		
BBA II Year	Vocational ( E Filling and Taxation)	V. Mohan	V. Mohan	
BBA (FT) I Year	Business Mathamatics and Statistics	Ashish		
BBA (FT) I Year	International Logistics and Supply Chain Management	V. Mohan	V. Mohan	Ashish
BBA (FT) I Year	Global Business Environment and Communication	V. Mohan	V. Mohan	
BBA (FT) I Year	Business law	V. Mohan	V. Mohan	
BBA (FT) I Year	Principles of Business Administration	V. Mohan		
BBA (FT) I Year	Hindi Language and Culture			
BBA (FT) I Year	English Language and Indian Culture			
BBA (FT) I Year	EVS	Saurabh		
BBA (FT) I Year	Yoga and Meditation			
BBA (FT) II Year	Export Import Procedure & Documentation	Ashish	Pooja	
BBA (FT) II Year	Export & Import Finance	V. Mohan		
BBA (FT) II Year	Financial Accounting	V. Mohan		Ashish
BBA (FT) II Year	Women Empowerment			

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INDORE INSTITUTE OF MANAGEMENT AND RESEARCH				
SUBJECT CHOICE FILLING FOR ACADEMIC YEAR 2023-24				
Program	Subject	Preference	Preference	Preference
BBA III	Consumer Behaviour			
BBA III	Advertising & Sales Mgmt			
BBA III	Retail Management			
BBA III	Personal Tax Planning			
BBA III	Working Capital Management			
BBA III	Security Analysis Portfolio mgmt			
BBA III	Merchant Banking & Fins. Services			
BBA III	Functional Management			
BBA III	Personality Development			
BBA III	English Language and Moral Values			
BBA III	English			
BBA III	Digital Awareness & Cyber Security			
BFT III	Foreign Exchange & Exchange Control			
BFT III	New Techniques in Multinational Marketing & Foreign Collaborations			
BFT III	Packaging & Distribution Channels & Material Handling			
BFT III	International Advertising & Brand Management			
BFT III	Computer Application to Foreign Trade			
BFT III	Personality Development & Character Building			
BFT III	Hindi Language & Moral Values			
BFT III	English			
BFT III	Digital Awareness & Cyber Security			
B.Com III	Management Accounting			
B.Com III	Income Tax Law & Practices			
B.Com III	Business Ethics & Human Values			
B.Com III	Goods & Service Tax & Custom Duty			
B.Com III	Personality Development & Character Building			
B.Com III	Hindi Language & Moral Values			
B.Com III	English			
B.Com III	Digital Awareness & Cyber Security			
B.Com III	Personal Tax Planning			
MBA III	Supply Chain Management			
MBA III	Project Management			
MBA III	Product and Brand Management			
MBA III	Advertising and Digital Marketing			
MBA III	Sales and Distribution Management			
MBA III	Tax Planning & Management			
MBA III	Indian Financial Systems			
MBA III	Bank and Insurance Management			







## Course Allocation & Load Chart

### Indore Institute of Management and Research Subject Allocation & Load Chart Academic Year 2023-24

Dr Veena Dadwani

S.No	Subject	Programme	Sem/year	Hours
1	Principles & Practices of Management	MBA	I	6
2	Organisational Behaviour	MBA	I	3
3	Syndicate			1
Load Per Week				10

Dr. Vimmy Katiyal

S.No	Subject	Programme	Sem/year	Hours
1	Communicatio Skills	BBA	I	6
2	Financial Markets & Operations	B.Com	II	3
3	Financial Management	BBA	II	1
4	Bank & insurance Management	MBA	III	3
5	Syndicate			1
Load Per Week				16

Dr Reshu Agrawal

S.No	Subject	Programme	Sem/Year	Hours
1	Business Statistics	BBA	I	3
2	R Programming	MBA	III	3
3	Syndicate			1
Load Per Week				7

Dr Vishal Geete

S.No	Subject	Programme	Sem/Year	Hours
1	Accounting for Managers	MBA	I	8
2	Cost Accounting	B.Com	II	3
3	Syndicate			1
Load Per Week				12

Dr. Anuradha Pathak

S.No	Subject	Programme	Sem/Year	Hours
1	Micro Economics	BBA	I	6
2	Marketing Research	BBA	II	3
3	International Economics	BBA	II	3
4	Export Import Procedure & Documentation	BBA	III	3
5	Syndicate	BBA	II	3
Load Per Week				16

Ms. Pooja Mandloi

S.No	Subject	Programme	Sem/Year	Hours
1	Sales & Distribution Mangement	MBA	III	3
2	Consumer Behaviour	BBA	III	3
3	Marketing Mangement	BBA	II	3
4	Export Import Procedure & Documentation	BBA	II	3
5	Product and Brand Management	MBA	III	3

Dr. Pooja Mandloi  
Indore Institute of Management & Research





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6	Rural Marketing	BBA	III	3
7	Syndicate			1
Load Per Week				4

Mr. Abhay Sahasrabudhe

S.No	Subject	Programme	Sem/Year	Hours
1	E A/c & GST	BBA	II	3
2	Accounting & Tally	B.Com	I	3
3	IT & Ebusiness Fundamentals	BBA	I	3
4	Syndicate			1
Load Per Week				10

Dr. Vaibhav Modak

S.No	Subject	Programme	Sem/Year	Hours
1	Financial Accounting	B.Com	II	3
2	Management Accounting	B.Com	III	3
3	GST	B.Com	III	3
4	E A/C & GST	B.Com	I	3
5	Syndicate			1
Load Per Week				13

Ms. Kriti Vishwakarma

S.No	Subject	Programme	Sem/Year	Hours
1	Managerial Economics	MBA	I	3
2	Project Management	MBA	II	3
3	Packing & Distribution Channel	BFT	II	3
4	Syndicate			1
Load Per Week				10

Ms Alka Mandloi

S.No	Subject	Programme	Sem/Year	Hours
1	Global Business Env & Communication	BFT	I	3
2	International Logistic & Supply Chain	III I	I	3
3	Business Communication	MBA	I	3
4	Women Empowerment	BBA	II	1
5	Syndicate			1
Load Per Week				11

Dr. Saurabh Shrivastava

S.No	Subject	Programme	Sem/Year	Hours
1	Business Mathematics	B.Com	I	3
2	Environmental Education	BFT	I	3
3	Syndicate			1
Load Per Week				7

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Dr. Rajesh Bhandari

S.No	Subject	Programme	Sem/year	Hours
1	Income Tax Laws & Procedure	B.Com	III	3
2	Personal Tax Planning	BBA	III	3
3	Tax Planning & Management	MBA	III	3
4	Syndicate			1
Load Per Week				10

Dr Shubhangi Jain

S.No	Subject	Programme	Sem/year	Hours
1	Foreign Exchange And Risk Management	BBA FT	III	3
2	Export & Import Finance	BBA FT	II	3
3	Business Environment	MBA	II	3
4	Syndicate			1
Load Per Week				13

Dr Asha Mishra

S.No	Subject	Programme	Sem/Year	Hours
1	Business Statistics	BBA	I	3
2	Business Mathematics & Statistics	BBA FT	I	3
3	Quantitative Techniques	MBA	I	3
4	Syndicate			1
Load Per Week				15

Dr. Vinayak Khare

S.No	Subject	Programme	Sem/Year	Hours
1	New Techniques in Multinational Marketing	BBA FT	II	3
2	Supply Chain Management	MBA	III	3
3	Business Law	BFT	I	3
4	Business Regulatory Frame Work	B.Com	I	3
5	Syndicate			1
Load Per Week				15

Mr.Hanish Kukreja

S.No	Subject	Programme	Sem/Year	Hours
1	Managerial Economics	MBA	I	3
2	Financial Market & Financial Services	BBA	II	3
3	Information Technology	BBA	I	3
4	Business Regulatory Frame Work	B.Com	I	3
5	Syndicate			1
Load Per Week				13

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Dr. Ajay Patil

S.No	Subject	Programme	Sem/Year	Hours
1	Organisational Behaviour	BBA	II	3
2	Advertising & Sales Management	BBA	II	3
3	Advertising & Digital Marketing	MBA	III	3
4	Principles of Business Administration	B.Com	I	3
5	Syndicate			1
Load Per Week				13

Dr. Shijji Shukla

S.No	Subject	Programme	Sem/Year	Hours
1	Fundamentals of Accounting	BBA	I	6
2	Entrepreneurship	BBA	III	3
3	Indian Financial System	MBA	III	3
4	Syndicate	BFT	II	1
Load Per Week				13

Ms. Dimple Sukhija

S.No	Subject	Programme	Sem/Year	Hours
1	IT & E Business Fundamentals	MBA	I	3
2	Introduction to Business Analytics	MBA	III	3
3	E-Commerce	BFT	II	3
4	Computer Application in Foreign Trade	BFT	III	3
5	Digital Awareness & Cyber Security	BFT	III	3
6	Syndicate			1
Load Per Week				16

Mr. Nayan Bhidodiya

S.No	Subject	Programme	Sem/Year	Hours
1	Industrial Relations & Laws	MBA	III	3
2	Ethics	B.Com	III	3
3	Social Psychology	MBA	III	3
4	Business Organisation & Communication	B.Com	I	3
5	Syndicate			1
Load Per Week				13

Dr. Ajay Patil  
 Indore Institute of Management & Research  
 Opp. Hill, 1, Indrapur Road,  
 RAULI, INDORE (M.P.)







## Sample Timetable MBA

INDORE INSTITUTE OF MANAGEMENT AND RESEARCH  
 MBA III SEMESTER  
 W.E.F. 3 October, 2023

Room No. LH01

DAY	9:15-10:00	10:05-10:50	11:50-11:14	11:14-12:00	12:00-12:50	12:50-1:20	1:20-2:10	2:10-3:00	3:00-3:50
MONDAY	IRLL	SDM	SHORT HOLIDAY	TPM	R.FSG	LUNCH	PM (ANSCMB)	IFS	SP
TUESDAY	IRLL	IBA		ERDA	R.FSG		PM (A) SCMB)	PDM	SP
WEDNESDAY	IRLL	IBA		ADM	R.FSG		PM (A) SCMB)	PDM	SP
THURSDAY	SDM	ERDA		BDM	TPM		IBA	ADM	PRED M
FRIDAY	SDM	ERDA		BDM	PM (A) SCMB)		IBA	TPM	PRED M
SATURDAY	PM (A) SCMB)	PM (A) SCMB)		TPM	ADM		IFS	BDM	PRED M

S.No	Subject	Subject Code	Faculty	Credit Hours
1	SUPPLY CHAIN MANAGEMENT	SCM	Dr. Vinayak	6
2	PROJECT MANAGEMENT	PM	MR. Harsh Kaushik	6
3	TAX PLANNING & MANAGEMENT	TPM	Dr. Pooja Bhasin	3
4	BANKING & INSURANCE	BDM	Mr. Anil Dave	3
5	INDIAN FINANCIAL SYSTEM	IFS	Dr. Shilpi Shukla	3
6	ADVERTISING & DIGITAL MARKETING	ADM	Dr. Arun Patel	3
7	PRODUCT AND BRAND MANAGEMENT	PDM	Ms. Pooja Mandloi	3
8	HUMAN RESOURCE DEVELOPMENT & AUDIT	HRDA	Ms. Pooja Mandloi	3
9	SOCIAL PSYCHOLOGY	SP	Mr. Nayan	3
10	INDUSTRIAL RELATIONS AND LEGISLATION	IRL	Mr. Nayan	3
11	INTRODUCTION TO BUSINESS ANALYTICS	IBA	Ms. Dimple	3
12	STATISTICAL PROGRAMMING WITH R	SPR	Ms. Dimple	3
13	PREDICTIVE MODELING	PRED M	Ms. Dimple	3
14	SALES & DISTRIBUTION MGMT	SDM	Ms. Pooja Mandloi	3
		Total		42

Dr. Rishi Dubey  
Principal

*[Signature]*  
 PRINCIPAL  
 Indore Institute of Management & Research





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## Sample Timetable BBA

### INDORE INSTITUTE OF MANAGEMENT AND RESEARCH

**BBA I YEAR SECTION A**  
(EFFECTIVE FROM 23<sup>rd</sup> AUGUST 2023)

CR NO. 1

DAY	9:10-10:00	10:00-10:50	10:50-11:10	11:10-12:00	12:00-12:50
MONDAY	CS	ENGLISH	SHORT BREAK	FOA	EVS
TUESDAY	CS	BS		MICRO	LIBRARY
WEDNESDAY	CS	BS		MICRO	YOGA
THURSDAY	FOA	IT		MICRO	BS
FRIDAY	FOA	IT		HINDI	SYNDICATE
SATURDAY	Weekly Off				

S. No	Subject	Subject Code	Faculty	Credit Hours
1	Business Statistics	BS	Dr. Reshu Agarwal	3
2	Microeconomics	MICRO	Dr. Anuradha Pathak	3
3	Communication Skills	CS	Dr. Viminy Katiyal	3
4	Fundamental of Accounting	FOA	Dr. Shiji Shukla	3
5	Information Technology	IT	Ms. Dimple Sukhija	2
6	Hindi Language & Culture	HINDI	Mr. Shridhar Joshi	1
7	English Language & Indian Culture	ENG		1
8	Environmental Education	ENV EDU	Dr. Vinayak Khare	1
9	Yoga & Meditation	YOGA	Dr. Sukhdev	1
10	Syndicate	SYNDICATE		1
11	Library	LIBRARY		1
Total				20

Dr. Rishi Dubey  
Principal, iIMR  
Indore Institute of Management & Research







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## Sample Timetable BBA (Foreign Trade)

**INDORE INSTITUTE OF MANAGEMENT AND RESEARCH**

**BBA (FT) I YEAR**  
 (EFFECTIVE FROM 28<sup>th</sup> AUGUST 2023)

CR NO. 3

DAY	9:10-10:00	10:00-10:50	10:50-11:10	11:10-12:00	12:00-12:50
MONDAY	ENGLISH	BL	SHORT BREAK	BMS	YOGA
TUESDAY	BMS	BL		LIBRARY	PBA
WEDNESDAY	GBEC	BMS		BL	EVS
THURSDAY	ILSCM	GBEC		PBA	HINDI
FRIDAY	PBA	ILSCM		GBEC	SYNDICATE
SATURDAY					

Weekly Off

S. No	Subject	Subject Code	Faculty	Credit Hours
1	Business law	BL	Dr. Vinayak Khare ak	3
2	Principles of Business Administration	PBA	Dr. Ajay Patil	3
3	Business Mathematics & Statistics	BMS	Dr. Asha Mishra	3
4	Global Business Environment & Communication	GBEC	Ms. Alka Mandloi	3
5	International Logistics & Supply Chain Management	ILSCM	Ms. Alka Mandloi	2
6	Hindi Language & Culture	HINDI	Mr. Shridhar Joshi	1
7	English Language & Indian Culture	ENG		1
8	Environmental Education	ENV EDU	Dr. Vinayak Khare	1
9	Yoga & Meditation	YOGA	Dr. Sukhdev	1
10	Syndicate	SYNDICATE		1
11	Library			1
Total				20

Dr. Rishi Dubey  
 Principal, IIMR  
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## Sample Timetable B. Com

**INDORE INSTITUTE OF MANAGEMENT AND RESEARCH**

**B.COM I YEAR**

(EFFECTIVE FROM 28<sup>th</sup> AUG 2023)

CR NO. 5

DAY	9:10-10:00	10:00-10:50	10:50-11:10	11:10-12:00	12:00-12:50
MONDAY	ENGLISH	FA	SHORT BREAK	BOC	YOGA
TUESDAY	AC & TALLY	FA		BOC	BRF
WEDNESDAY	BM	FA		BOC	FVS
THURSDAY	BRF	BM		LIBRARY	HINDI
FRIDAY	BRF	AC & TALLY		BM	SYNDICATE
SATURDAY	Weekly Off				

S. No	Subject	Subject Code	Faculty	Credit Hours
1	Financial Accounting	FA	Dr. Vaibhav Modak	3
2	Business Regulatory Framework	BRF	Dr. Vinayak Khare	3
3	Business Organization & Communication	BOC	Mr. Nazan Bhidadiya	3
4	Business Mathematics	BM	Dr. Asha Mishra	3
5	Accounting & Tally	AC & TALLY	Mr. Abhay	2
6	Hindi Language & Culture	HINDI	Mr. Shridhar Joshi	1
7	English Language & Indian Culture	ENG		1
8	Environmental Education	ENV EDU	Dr. Vinayak Khare	1
9	Yoga & Meditation	YOGA	Dr. Sukhdev	1
10	Syndicate	SYNDICATE		1
12	Library			1
Total				20

Dr. Rishi Dubey

Principal, IIMR

PRINCIPAL

Indore Institute of Management

and Research

Indore - 462015 (M.P.)

Indore - 462015 (M.P.)







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## Outcome Based Education

### Method of Attainment

Course Outcome (CO) - Program Outcome (PO) mapping is a crucial process in the academic framework that helps align the goals of individual courses with the broader objectives of the entire program. This mapping process facilitates a comprehensive understanding of how each course contributes to the achievement of program outcomes. At our college, we follow a systematic approach to ensure a thorough mapping of COs and POs, utilizing internal marks as a key metric in the process.

### Process Overview:

#### 1. Subject Faculty Forms CO PO Mapping:

- The process begins with the subject faculty members creating a detailed mapping of Course Outcomes (COs) to Program Outcomes (POs) for their respective courses. This involves identifying the specific knowledge, skills, and attributes that students are expected to acquire by the end of each course, aligning them with the broader program objectives.

#### 2. Utilization of Student Internals Marks:

- To assess the attainment of Course Outcomes, the internal marks obtained by students in various assessments, such as quizzes, assignments, mid-term exams, and other evaluation components, are considered. These internal marks provide valuable insights into individual student performance and serve as a quantitative measure for mapping against the established outcomes.

#### 3. Clubbing of Subject Mappings:

- Once the CO PO mapping is completed for all courses within a particular semester or academic year, the subject mappings are clubbed together. This involves consolidating the individual mappings into a summary table that provides an overview of the overall attainment of Program Outcomes across the curriculum.

#### 4. Final Attainment Summary Table:

- The final attainment summary table serves as a comprehensive document that reflects the collective achievement of Program Outcomes based on the Course Outcomes of all subjects within a specific timeframe. This table aids in assessing the overall effectiveness of the curriculum in meeting the program objectives.

### Benefits of CO PO Mapping and Attainment:

- **Alignment with Educational Objectives:** Ensures that individual courses are aligned with the broader program objectives, fostering a cohesive and integrated curriculum.
- **Continuous Improvement:** Facilitates a data-driven approach to curriculum enhancement, allowing for continuous improvement in teaching methodologies and learning outcomes.
- **Quality Assurance:** Provides a systematic mechanism to assess the effectiveness of the curriculum in delivering the intended learning outcomes.
- **Accreditation Compliance:** Demonstrates compliance with accreditation standards by showcasing a transparent and structured approach to curriculum design and assessment.



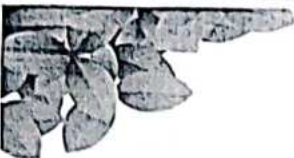



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In conclusion, the CO PO Mapping and Attainment process at our college is designed to enhance the overall quality of education by aligning individual courses with program goals. This systematic approach not only promotes transparency but also facilitates continuous improvement, ensuring that our graduates are well-prepared to meet the demands of their respective fields.

**Sample Course Outcome**

**MBA Course Outcomes (COs)**





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**COURSE OUTCOMES**  
**MBA – Semester I**

**Course: FT101C-Principles and Practices of Management**  
**Course Outcomes (COs):**  
 CO1: Understanding of various management concepts functions and practices.  
 CO2: Understanding of the role of managers.  
 CO3: Learn about integrating management practices in the work environment.  
 CO4: Enhance their decision- making through the use of analytical skills of management.

**Course: FT102C- Quantitative Techniques**  
**Course Outcomes (COs):**  
 CO1: To prepare students for lifelong learning and successful careers using their mathematical and statistical skills.  
 CO2: To develop decision making skills pertinent to the practice of mathematics and statistic including the students' abilities to formulate problems, to think creatively, and to synthesize information.  
 CO3: To train students thoroughly in methods of analysis and algebra, including the computational skills appropriate for mathematicians to use when solving problems.  
 CO4: To teach students to use current mathematical and statistical concepts and data analysis techniques for problem solving.

**Course: FT103C- Accounting for Managers**  
**Course Outcomes (COs):**  
 CO1: Get acquainted with the basic concept of Finance, Cost, and Management Accounting.  
 CO2: Prepare financial statements in accordance with Generally Accepted Accounting Principles.  
 CO3: Develop critical thinking skills to analyze financial data as well as the effects of differing financial accounting methods on the financial statements.







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**CO4:** Demonstrate the ability to communicate accounting data effectively, as well as the ability to provide knowledgeable recommendations.

**Course: FT104C-IT and E-Business Fundamentals**

**Course Outcomes (COs):**

- CO1: To understand basics of Information Technology and E-Business fundamentals.
- CO2: To gain knowledge of Computer fundamentals and applications of MS-Office in business.
- CO3: To have awareness of E-business, Cyber security threats and other related issues.
- CO4: To learn optimum uses of e-resources like websites, search engines, shopping sites, etc.

**Course: FT105C-Business Environment**

**Course Outcomes (COs):**

- CO1: Enable the understanding of business and environment as one and separate entities.
- CO2: Learn about different theories, approach style, modes of entry, various government initiatives and International bodies for Practical implication in the Indian context.
- CO3: In depth knowledge of economic policies and changes made to them and reforms since independence.
- CO4: Integrate business environment principles and strategies into business practices (domestic and international) for growth and sustainability of economic environment.

**Course: FT106C-Organizational Behavior**

**Course Outcomes (COs):**

- CO1: Demonstrate an understanding of key terms, theories/ concepts and practices within the field of OB.
- CO2: Demonstrate competence in development and problem solving in the area of management.





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CO3: Analyze the key issues related to administrating the human elements such as Perception, Learning, Motivation, Leadership, Team Building and others.

CO4: Know the meaning of terminology and tools used in managing employees effectively.

**Course: FT107C-Business Communication**

**Course Outcomes (COs):**

CO1: To effectively communicate at both interpersonal and at organizational levels, with all the stakeholders of the organization.

CO2: To converse effectively in the basic formats, and styles of business writing so that he she will be thoroughly prepared to take part in real-world business situations.

CO3: To respond appropriately in a confident and concise style (oral or written) in a given situation.

CO4: To identify and apply effective usage of the requisite skill in a given business set-up.

**Course: FT108C- Managerial Economics**

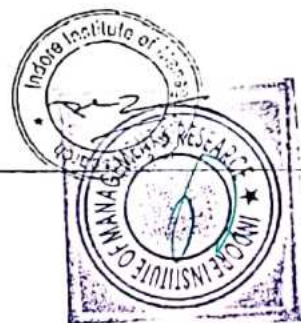
**Course Outcomes (COs):**

CO1: Demonstrate knowledge of fundamental managerial concepts and principles including analysis of difference and interrelation between micro and macro economics

CO2: Acquaintance with the necessary analytical tools to analyze decision making by individual consumers and firms such as demand, supply, pricing and resource allocation.

CO3: Understand the economic basis for business characteristics and market imperfections.

CO4: Demonstrate detailed understanding of macroeconomics for management and also new economic policies.







**MBA – Semester II**

**Course: FT201C-Operations Research**

**Course Outcomes (COs):**

- CO1: To gain an understanding and appreciation of principles and applications relevant to the planning, design and operations of manufacturing/service firms.
- CO2: To understand the interdependence of the operations function with the other key functional areas of the firm.
- CO3: To apply analytical skills and problem solving tools to the analysis of the operations problems.
- CO4: To increase the knowledge and broaden the prospective of the word in which you will contribute your talents and leadership in business operations.

**Course: FT202C-Operations Management**

**Course Outcomes (COs):**

- CO1: To gain an understanding and appreciation of principles and applications relevant to the planning, design and operations of manufacturing/service firms.
- CO2: Understand the Interdependence of the operations function with the other key functional areas of the firm.
- CO3: Apply analytical skills and problem solving tools to the analysis of the operations problems.
- CO4: Increase the knowledge and broaden the prospective of the word in which you will contribute your talents and leadership in business operations.

**Course: FT203C-Entrepreneurship**

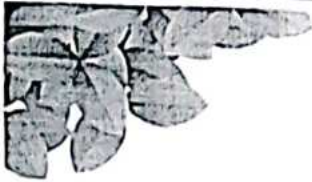
**Course Outcomes (COs):**

- CO1: Understanding the basics of entrepreneurship and real life issues therein.
- CO2: Apply theoretical concepts into practice while facing business problems.
- CO3: Contribute in developing reasoning and analytical ability to foster decision making
- CO4: Nurture Entrepreneurship skills and leadership abilities.





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**Course: FT204C-Financial Management**

**Course Outcomes (COs):**

- CO1: To understand the financial management, sources of finance and describe basic financial decisions.
- CO2: To analyze the financial statements by using various financial tools and applications of FFS and CFS.
- CO3: To describe Leverage, budgeting, cost of capital. Capital structure theories and analysis of the same by applying various techniques.
- CO4: To analyze the investment decisions by using various financial tools and understanding of working capital, dividend decision.

**Course: FT205C- Marketing Management**

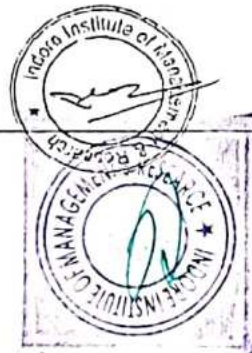
**Course Outcomes (COs):**

- CO1: Understand the dynamics of marketing in Business.
- CO2: Relate marketing theories to practical situation.
- CO3: Develop unique marketing mix.
- CO4: Construct sales plan and professional interactive presentation.

**Course: FT206C-Human Resource Management**

**Course Outcomes (COs):**

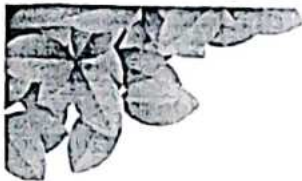
- CO1: Demonstrate an understanding of key terms, theories/concepts and practices within the field of HRM.
- CO2: Demonstrate competence in development and problem solving in the area of HR Management.
- CO3: Analyze the key issues related the administrating the human elements such as Acquisition, Compensation, Appraisal, Career planning, Training, Global challenges.
- CO4: Describe the meaning of terminology and tools used in managing employees effectively.







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**Course: FT207C-Business Ethics and Indian Ethos in Management**

**Course Outcomes (COs):**

- CO1: Understand the relevance of Indian Ethos for further enrichment of holistic leadership principle and Practices.
- CO2: Understand application of several important concepts and framework for moral reasoning to complex business issues.
- CO3: Apply Ethics to Business, Management and decision making.
- CO4: Provide insights to participants for developing that is socially, environmentally and culturally responsible.

**Course: FT208C- Business Research Methods**

**Course Outcomes (COs):**

- CO1: To provide deeper knowledge and experience in applying commonly used qualitative and quantitative research methods to the research process.
- CO2: To refine research questions to meet higher level research objectives/questions.
- CO3: To develop data collection instrument according to the underlying theoretical framework.
- CO4: To understand the steps of conducting the business research and writing the research report.





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**MBA – Semester III**

**Course: FT301C-Supply Chain Management**

**Course Outcomes (COs):**

- CO1: To understand the distribution of goods and services by logistics management
- CO2: To demonstrate the complexity of inter-firm and intra-firm coordination.
- CO3: To understand decisions involving the investment in productive resources, configuration of processes, product designs, and development of partnerships with suppliers and channels of distribution.
- CO4: To use analytical tools and conceptual frameworks to make decisions in supply chain contexts as well as a better understanding of the major strategic issues and trade-offs that arise in supply chain management.

**Course: FT302C- Project Management**

**Course Outcomes (COs):**

- CO1: Understand the Concepts of Project management at the individual, team and organizational level and also Analyze the Team-building skills required to support successful performance.
- CO2: Apply practical applications of project management to formulate strategies allowing organizations to achieve strategic goals and give a perspective of leadership effectiveness in organizations.
- CO3: Learn to develop a project scope while considering factors such as customer requirements and internal/external goals.
- CO4: Develop Critical-thinking and analytical decision-making capabilities to investigate complex business problems to propose project-based solutions.

**Course: FT303M- Product and Brand Management**

**Course Outcomes (COs):**

- CO1. Understand and respond to clients about product management and related strategies.
- CO2. Figure out the essential elements of a successful product and manage new product development to meet market needs.







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CO3. Develop unique promotional and branding strategies

CO4. Understand Brand Mechanism, Elements of Brands and branding plans.

**Course: FT304M- Advertising and Digital Marketing**

**Course Outcomes (COs):**

CO1: Identify and respond to clients' advertising and marketing communications objectives by applying principles of communications.

CO2: Relate theoretical aspects of advertising and digital marketing on practical situation.

CO3: Develop unique promotional and branding strategies

CO4: Understand digital marketing, emerging trends in digital marketing and ethical issues in adopting globalized digital markets.

**Course: FT305M- Sales and Distribution Management**

**Course Outcomes (COs):**

CO1: Identify and respond to clients' selling and distribution needs

CO2: Relate theoretical aspects of sale and distribution theories to practical aspects.

CO3: Develop unique sales and distribution strategies.

CO4: Design effective distribution channels.

**Course: FT303F- Tax Planning and Management**

**Course Outcomes (COs):**

CO1: To understand the basic principles & provisions of Direct Tax laws & definitions of Previous Year, Assessment Year, Residential Status of Individual with determination.

CO2: To understand the rules to determine the Income from Five heads covered under Income tax act 1961 & Application of such rules.

CO3: To apply the rules of deduction covered u/s 80 c to 80 U to determine the Total Taxable Income.

CO4: To understand the Provisions of Tax Planning for Non Resident Individual.





**Course: FT304F- Indian Financial System**

**Course Outcomes (COs):**

- CO1: Describe the role and structure of the Indian financial system and financial markets.
- CO2: Understand concepts of financial institutions such as banking & non-banking financial institutions.
- CO3: Discuss the role, functions of Regulatory institutions and commercial banks
- CO4: Explain the core concept of various financial services.

**Course: FT305C-Bank and Insurance Management**

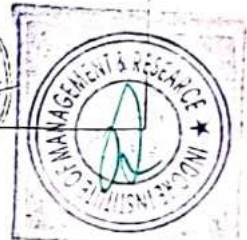
**Course Outcomes (COs):**

- CO1: Critically understand the core concept and overview of regulatory institutions implications related to banking industry.
- CO2: Understand the various banking operations and core concepts of ALM by banks.
- CO3: Explain the recent trends in economic through digital banking and discuss various banking frauds. .
- CO4: Understand the importance of life and non-life insurance in risk management through LIC, GIC and IRDA.

**Course: FT303H-Industrial Relations and Legislations**

**Course Outcomes (COs):**

- CO1: Acquaint with industrial relations framework in our country.
- CO2: Know the importance of the maintenance of industrial peace and efforts to reduce the incidence of strike and lockout.
- CO3: Critically examine the provisions in the various industrial Disputes Act, for the prevention and settlement of industrial disputes.
- CO4: Learn underlying the disciplinary enquiry for misconduct are to understood in view of acquaint misconduct and procedure to be followed before imposing punishment for misconduct alleged and established.







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**Course: FT304H-Human Resource Development and Audit**

**Course Outcomes (COs):**

- CO1: To make the students aware of the various concepts, process and practices of HRD in the present Corporate world.
- CO2: To enable the students to work as a catalyst who can enhance cordial work relations in an organization.
- CO3: To understand the concept of work-life balance along with their career advancement.
- CO4: To develop a holistic approach towards culturally diverse employees.

**Course: FT305H-Social Psychology**

**Course Outcomes (COs):**

- CO1: Initiate understanding of Human Behavior Concepts at work place.
- CO2: Enhance creative application of Social Psyche Fundamentals to analyze work efficiency of employees.
- CO3: Helps realize significance of Non Verbal Communication in organization.
- CO4: Educates and make young minds realize the significance of safety management in organization.

**Course: FT303I-Web Design and Technology**

**Course Outcomes (COs):**

- CO1: Basic knowledge of front end tools used for web designing.
- CO2: Understanding web designing concepts.
- CO3: Understanding CSS (Cascading Style Sheet) and different style techniques.
- CO4: To understand basic of content management systems.

**Course: FT304I- Management Information System**

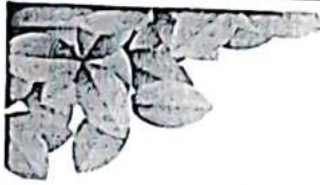
**Course Outcomes (COs):**

- CO1: To understand the use of information system in Business operations.
- CO2: To learn the process and development of Management Information System
- CO3: To create awareness of computer operation of Manual Information System





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**CO4:** To help in Managerial Decision Making, with the support of Information System.

**Course:** FT305I- Relational Database Management System using ORACLE

**Course Outcomes (COs):**

**CO1:** To understand the basics of Relational Database Management System.

**CO2:** To manage the data into well-organized manner.

**CO3:** To learn the concepts of SQL.

**CO4:** To learn the concept of centralize database using data mining and data warehousing.

**Course:** FT303P- Technology Management

**Course Outcomes (COs):**

**CO1:** To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.

**CO2:** To understand the interdependence of the operations function with other key functional areas of a firm.

**CO3:** To apply analytical skills and problem-solving tools to the analysis of the operations problems.

**CO4:** To increase the knowledge and broaden the perspective of the world in which you will contribute your talents and leadership in business operations.

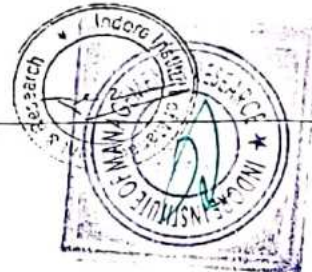
**Course:** FT304P- Production Innovation and Operations Planning

**Course Outcomes (COs):**

**CO1:** To provide students an in-depth understanding of innovation and new product development using a management framework.

**CO2:** It focuses on how to create value and growth through innovation in new and existing markets.

**CO3:** Students will explore the concepts, methods and tools on how to organize and manage innovation process with the objective to better control cost and risk, examine the process of developing new products and many of the new product management issues faced by companies.







**CO4:** Students will learn to understand how firms can improve the way they manage their innovation processes to develop new products and services and keep abreast of the most recent developments in the innovation field.

**Course: FT305P- Purchase and Material Management**

**Course Outcomes (COs):**

- CO1:** To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.
- CO2:** To understand the interdependence of the operations function with other key functional areas of a firm.
- CO3:** To apply analytical skills and problem-solving tools to the analysis of the operations problems.
- CO4:** To increase the knowledge and broaden the perspective of the world in which you will contribute your talents and leadership in business operations.

**Course: FT303B- Introduction to Business Analytics**

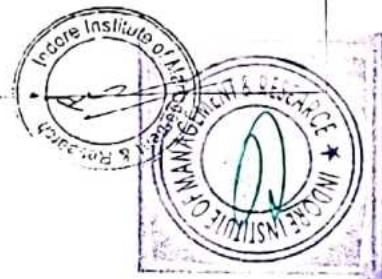
**Course Outcomes (COs):**

- CO1:** To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and application of analytics in various business domain.
- CO2:** To understand the interdependence of the analytics function with the other key functional areas of a firm.
- CO3:** To apply analytical skills and problem-solving tools to the analysis of the business decision problems.
- CO4:** To increase the knowledge, and broaden the perspective of the world in which you will contribute your talents and leadership in business analytics.

**Course: FT304B- Predictive Modeling**

**Course Outcomes (COs):**

- CO1:** To apply the knowledge and tools of predictive analytics to real-life applications
- CO2:** To understand the practical applications of predictive modeling from science to Business.





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CO3: To understand the theory behind predictive modeling, types of predictive models, key steps of model creation and evaluation.

CO4: To know how to implement different types of models in the R/Python programming language.

**Course: FT305B- Statistical Programming in R**

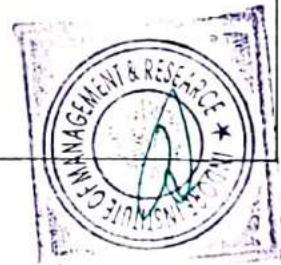
**Course Outcomes (COs):**

CO1: To Install, Code and Use R Programming Language in R Studio IDE to perform basic tasks on Vectors, Matrices and Data frames key terminologies and describe the key concepts and techniques employed in Statistical Analysis.

CO2: To learn and implement the concept of data visualization in R.

CO3: To define, calculate, Implement Probability and Probability Distributions to solve a wide variety of problems

CO4: To conduct and interpret a variety of Hypothesis Tests to aid Decision Making







**MBA- Semester IV**

**Course: FT401C- Business Legislation**

**Course Outcomes (COs):**

- CO1: Understand the legal system, in which a business functions.
- CO2: Develop an understanding of relationship of various laws and economic activities, application of business laws in business activities
- CO3: Develop an understanding of application of business laws in business activities
- CO4: Develop a sense of ethical viewpoint towards business laws and legislation in conduct of economic activities.

**Course: FT402C- Strategic Management**

**Course Outcomes (COs):**

- CO1: Gain knowledge of various functional areas and other aspects of management.
- CO2: Understand the concepts and tools that support strategic management in organizations is developed.
- CO3: Apply the concepts to analyze strategies issues in organizations and to develop strategies.
- CO4: Develop knowledge of framework and concepts related to strategy, formation strategic changes and strategic innovations.

**Course: FT403M- International Marketing**

**Course Outcomes (COs):**

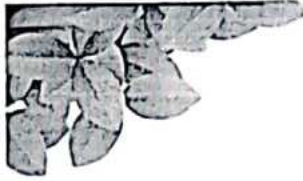
- CO1: Apply basic international marketing theories and concepts to understand the environment.
- CO2: Understand International environment in order to develop appropriate international marketing objectives and strategies.
- CO3: Develop unique international marketing plans.
- CO4: Design and implement effective market access strategies.





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**Course: FT404M- Service and Retail Marketing**

**Course Outcomes (COs):**

- CO1: Apply basic service and retail marketing theories and concepts to understand the market.
- CO2: Understand service and retail environment in order to develop appropriate objectives and strategies.
- CO3: Analyze the marketing mix and design unique service and retail marketing plan
- CO4: Manage service and retail marketing, quality and productivity.

**Course: FT405M- Consumer Behavior and Rural Marketing**

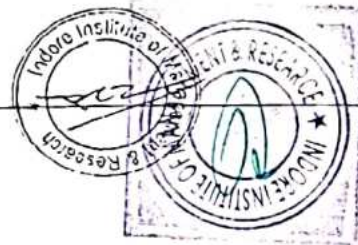
**Course Outcomes (COs):**

- CO1: Apply basic rural marketing theories and concepts of consumer behavior to understand the market.
- CO2: Understand rural environment and consumer behavior in order to develop appropriate objectives and strategies.
- CO3: Develop unique rural marketing plans.
- CO4: Design and implement effective rural marketing strategies after understanding consumer behavior.

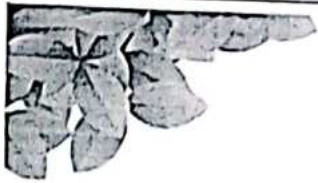
**Course: FT403F- International Finance**

**Course Outcomes (COs):**

- CO1: Understand structure of international Foreign Exchange market.
- CO2: Describe the various currency arrangements a country may adopt.
- CO3: Identify opportunities for arbitrage and discuss methods to exploit these opportunities.
- CO4: Evaluate cross-border investment opportunities, and describe a multinational firm's decision-making process for long-term capital budgeting, short-term cash-flow management, and the management of foreign operations.







**Course: FT404F- Financial Derivatives and Risk Management**

**Course Outcomes (COs):**

- CO1: Describe the basic characteristics of derivatives market.
- CO2: Describe the uses of derivatives by hedgers, speculators and arbitrageurs.
- CO3: Define and describe the traded and over-the-counter derivative contracts on different underlying assets.
- CO4: Describe and use the different models used for pricing derivatives and used of various strategies.

**Course: FT405F- Investment Analysis and Portfolio Management**

**Course Outcomes (COs):**

- CO1: Describe the basic characteristics investment and its types.
- CO2: Understand the risk and return concept and valuation of securities.
- CO3: Analyze securities by using various tools and technique.
- CO4: Apply theories and practices of portfolio management and create optimal portfolios using various portfolio optimization techniques.

**Course: FT403H- Compensation Management**

**Course Outcomes (COs):**

- CO1: To help them analyze current trends in compensation management.
- CO2: To acquire an understanding of theoretical concepts and its practical applicability.
- CO3: To create a successful link between organizational goals, performance and compensation.
- CO4: To have knowledge about laws related to compensation.

**Course: FT404H- Training and Development**

**Course Outcomes (COs):**

- CO1: To enable students understand the concepts, principles and process of training and development.
- CO2: To develop an understanding of how to assess training needs and design training programs in an organizational setting.





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**CO3:** To familiarize students with the levels, tools and techniques involved in evaluation of training effectiveness.

**CO4:** The endeavor is also to provide, as far as possible. Hands on learning experience related to training.

**Course: FT405H- Organizational Development**

**Course Outcomes (COs):**

**CO1:** To learn methods and techniques to improve the organizations and individual capacity to handle its internal and external functioning and relationship.

**CO2:** To offer insights into organization design, development and delivery of OD programs to improved interpersonal and group processes.

**CO3:** To acquaint the students learning organizational improvement strategy to have more effective communication and enhanced ability to cope with organizational problems of all kinds.

**CO4:** To acquaint the students learning integrated framework capable of solving most of the important problems confronting the human side of the organizations.

**Course: FT403I- Operating System and their Utilities**

**Course Outcomes (COs):**

**CO1:** To understand functionality of Operating System.

**CO2:** To understand the working of UNIX operating system.

**CO3:** To understand the problems of concurrent processes of operating system

**CO4:** To understand basics of File organization in operating systems.

**Course: FT404I- PHP Programming and JAVA Script**

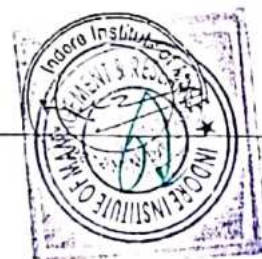
**Course Outcomes (COs):**

**CO1:** Know the basic concepts of PHP programming language.

**CO2:** Understand the working of various control structures used in PHP programming.

**CO3:** Understand the concepts of functions in PHP programming.

**CO4:** Gain basic Knowledge of advance PHP techniques and JavaScript.







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**Course: FT405I- Mobile Computing and its Applications**

**Course Outcomes (COs):**

- CO1: Gain basic knowledge of Mobile Computing and its applications
- CO2: Understanding concept of mobile internet protocols.
- CO3: Gain knowledge of mobile telecommunication system.
- CO4: To understand basics of mobile operating systems.

**Course: FT403P- Logistics Management**

**Course Outcomes (COs):**

- CO1: To understand the core concept of Logistics and Integrated Logistics.
- CO2: To demonstrate the Logistical Packaging and transportation services.
- CO3: Developing the conceptual understanding of Logistics Outsourcing, Logistics Information System and Supply Chain Management.
- CO4: To develop the skills to learn the concepts of E- Commerce Logistics.

**Course: FT404P- Total Quality Management**

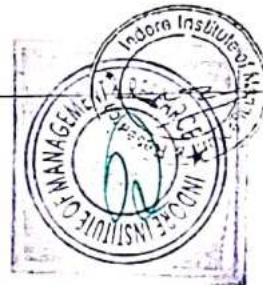
**Course Outcomes (COs):**

- CO1: To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.
- CO2: To understand the interdependence of the operations function with the other key functional areas of a firm.
- CO3: To apply analytical skills and problem-solving tools to the analysis of the operations problems.
- CO4: To increase the knowledge, and broaden the perspective of the world in which you will contribute your talents and leadership in business operations.

**Course: FT405P- Enterprise Resource Planning (ERP)**

**Course Outcomes (COs):**

- CO1: To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.
- CO2: To understand the interdependence of the operations function with the other key functional areas of a firm.





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**CO3:** To apply analytical skills and problem-solving tools to the analysis of the operations problems.

**CO4:** To increase the knowledge, and broaden the perspective of the world in which you will contribute your talents and leadership in business operations.

### Course: FT403B- Data Visualization for Managers

#### Course Outcomes (COs):

**CO1:** Describe the importance of data visualization for business intelligence and Decision-making.

**CO2:** Design effective data visualizations in order to provide new insights into a research question or communicate information to the viewer.

**CO3:** Find and select appropriate data that can be used in order to create a visualization that answers a particular research question.

**CO4:** Use data visuals to convey distributions, relationships and trends in data over time.

### Course: FT404B- Spreadsheet Modeling

#### Course Outcomes (COs):

**CO1:** Acquire basic knowledge of commonly used analytic tools in processing quantitative information and making quantitative business decisions

**CO2:** Recognize and formulate business problems in Excel spreadsheets

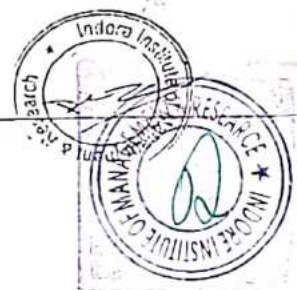
**CO3:** Use the techniques from other courses – accounting, statistics, management science, economics – to effectively evaluate and solve excel spreadsheet models

**CO4:** Demonstrate the principles of a good spreadsheet design and effectively present the analysis and results.

### Course: FT405B- Applications of Modeling in Business

#### Course Outcomes (COs):

**CO1:** To gain an understanding and appreciation of the principles and application relevant to the planning, design and applications of analytics in various business domains.







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CO2: To understand interdependence of the analytical functions with other key functional areas of a firm.

CO3: To apply analytical skills and problem solving tools to the analysis of the Business decision problems.

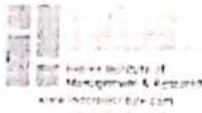
CO4: To increase the knowledge and broaden perspective of the world in which you will contribute your talents and leadership in business analytics.





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**BBA Course Outcomes (COs)**



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**COURSE OUTCOMES**  
**BBA I YEAR**  
 \*As Per New Education Policy (NEP, 2020)

**Course: M1-BBAA1T – Business Management**  
**Course Outcomes:**



- CO1: Student will be able to assess the global context for planning, coordinating and monitoring managerial behavior.
- CO2: Through various planning and decision making techniques, students can learn about how businesses ensure to remain in a competitive market.
- CO3: Students will understand various forms of organizational structures and their importance.
- CO4: Students can learn about various strategies used by businesses to maintain and improve employee efficiency.
- CO5: Students will be able to understand how organizations use different leadership styles to stay competitive. Understand visual merchandising.

**Course: M1-BBAA2T – Communication Skills**  
**Course Outcomes:**

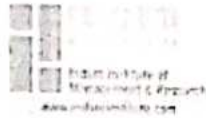
- CO1: Imagination, Ethical Theory and skills to interact, students can learn how to do this ethically and effectively.
- CO2: Students can learn and practice group communication skills. They will learn how to respond in discussions, interviews and conferences.
- CO3: Students can learn non-verbal communication, listening and organizational culture.
- CO4: Students can be equipped with knowledge of professional communication through the basic principles of writing professional papers and other documents.

**Course: M1-BBAB2T – Business Statistics**  
**Course Outcomes:**

- CO1: Statistical research tools will increase student's ability to understand how to perform social researches.
- CO2: Students will be equipped with knowledge about analyzing professional reports and will be able to make decisions based on the reports analyzed.





CO3: Students will learn about Quantization, analysis of performance relationship.

**Course: C1-COMB2G- Fundamental of Accounting**

**Course Outcomes:**

CO1: To record the basic journal entries.

CO2: Memorize how to calculate depreciation by applying various methods.

CO3: Maintain the financial statements of the business entity.

CO4: Rectify errors in accounts.

**Course: V1-COM-RENT Retail Management**

**Course Outcomes:**

CO1: Understand the fundamental concept of retail management.

CO2: Understand the shopper's behavior.

CO3: Understand the consumer's behavior.

CO4: Understand merchandise management.

CO5: Understand visual merchandising.

CO6: Understand E-Retailing System.

CO7: Understand E-Payment System.

**Course: X1-FCHB1T- English Language and Indian Culture**

**Course Outcomes:**

CO1: Prepare for various competitive exams by developing their English language competence.

CO2: Promote their comprehension skills by being exposed to a variety of texts and their interpretations.

CO3: Build and enhance their vocabulary.

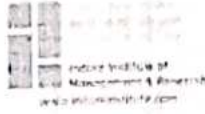
CO4: Develop their communication skills by strengthening grammar and usages.

CO5: Inculcate values which make them aware of national heritage and environmental issues, making them responsible citizens.





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**Course: X1-FCAC1T- Environmental Education**

**Course Outcomes:**

- CO1: To understand various aspects of life forms, ecological processes, and the impacts on them by human during Anthropocene era.
- CO2: To build capabilities to identify relevant environmental issues, analyze various underlying causes, evaluate the practices and policies, and develop framework to make informed decision
- CO3: To develop empathy for life forms, awareness and responsibility towards environmental protection and nature preservation
- CO4: To develop critical thinking for shaping strategies such as: scientific, social, economic, administrative and legal environmental protection, conservation of biodiversity, environmental equity and sustainable development
- CO5: To prepare for the competitive exams

**Course: X1-FCEA1T- Language and Culture**

**Course Outcomes:**

- CO1: उत्कृष्ट साहित्यिक पाठों के अध्ययन से रुचि का विकास करना।
- CO2: सांस्कृतिक चेतना और राष्ट्रीय भावना का विकास करना।
- CO3: भाषा ज्ञान।
- CO4: सामान्य शब्दावली और विशेष शब्दावली के अध्ययन द्वारा भाषा एवं संस्कृति बोध का विकास करना।
- CO5: विशिष्ट शब्दावली (बीज शब्दावली वगैरे) से परिचित करवाते हुए वाचक स्तर को विकसित करना।
- CLO6: प्रतियोगी परीक्षाओं हेतु तैयार करना।

**Course: A1-YOSC1F- Yoga and Meditation**

**Course Outcomes:**

- CO1: After studying this course, students will be able to take care of their own physical, mental, emotional, social and spiritual health







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### COURSE OUTCOMES

#### BBA II YEAR

\*As Per New Education Policy (NEP-2020)

#### **Course: M2-BBAB1T- Marketing Management**

##### **Course Outcomes:**

- CO1: Student will be able to identify the marketing process and its applicability in business operations. They will be able to communicate marketing information persuasively and accurately in oral, written and graphic formats
- CO2: Differentiate between categories of consumer criteria for determining value.
- CO3: Recognize how to identify target markets and environments by analyzing demographics and customer behavior.
- CO4: List best practices for responsible marketing and how to manage marketing efforts synthesize ideas into a business plan for entrepreneurial start-up venture
- CO5: The student will be able to emphasize on various aspects of service marketing which make it different from goods marketing

#### **Course: M2-BBAB2T- Marketing Research**

##### **Course Outcomes:**

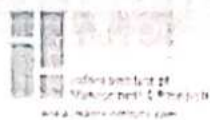
- CO1: Discuss the scope and managerial importance of market research and its role in the development of marketing strategy.
- CO2: provide a detailed overview of the stages in the market research process.
- CO3: Develop research questions and objectives that can be addressed in a research design.
- CO4: Develop an appropriate market research design for the clients
- CO5: Manage the data collection process. Use contemporary statistical packages to calculate and report descriptive statistics from qualitative data. Interpret data analysis in the context of the identified business problem
- CO6: Communicate research results in written report and oral presentation formats





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## Indore Institute of Management & Research

### Course: M2-BBAA2T- Organizational Behaviour

#### Course Outcomes:

- CO1: Students will be able to know the organizational behaviour, its importance and comparison of various theories of organizational behaviour. This outcome of organizational behaviour will introduce to several theories on management framework, role of managers, skills of managers, and manager's jobs.
- CO2: Examine the components and theories behind leadership, power, and politics. They can analyze real situations where leadership, power, and politics are illustrated positively and negatively.
- CO3: Analyze various stress management and coping strategies.
- CO4: Compare different organizational cultures, examine characteristics of cultures, explore global implications, and examine creating and sustaining a positive culture and assessing the impact of culture on organizational behaviour.

### Course: M2-BBAC2T- Financial Markets and Financial Services

#### Course Outcomes:

- CO1: To provide the student a basic knowledge of financial markets and institutions and to familiarize them with major financial services in India.
- CO2: Students will be able to know various money market and capital market instruments.
- CO3: Students will be able to understand the functions and organization of capital market and money market in India.
- CO4: Students will be able to know various financial services provided in the financial market.
- CO5: Students will understand various financial institutions and their role in financing of the business.

### Course: X2-FCHB1T- English Language and Indian Culture

#### Course Outcomes:

- CO1: Strengthen their grammar and vocabulary.
- CO2: Acquire and develop Listening, Speaking, Reading and Writing skills.
- CO3: Learn to think creatively and critically.







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**Course: X2-FCAC1T- Entrepreneurship Development**

**Course Outcomes:**

- CO1: Understand basics of entrepreneurship and small business management
- CO2: Helps in building the skills, framework and knowledge of entrepreneurship and new venture creation.
- CO3: Helps students in understanding the importance of the planning process and learn how to develop, write and present an effective business plans for a new venture.

**Course: X2-FCEA1T- Language and Culture**

**Course Outcomes:**

- CO1: भारतीय ज्ञान परम्परा से विद्यार्थियों को अवगत एवं लाभान्वित करना।
- CO2: उत्कृष्ट साहित्यिक पाठों के अध्ययन से रचि का विकास करना।
- CO3: सांस्कृतिक चेतना और राष्ट्रीय भावना का विकास करना।
- CO4: भाषा ज्ञान।
- CO5: सामान्य शब्दावली और विशेष शब्दावली के अध्ययन द्वारा भाषा एवं संस्कृति बोध का विकास करना।
- CLO6: विशिष्ट शब्दावली (बीज शब्दावली वगैरे) से परिचित करवाते हुए बोध का स्तर को विकसित करना।

**Course: Women Empowerment**

**Course Outcomes:**

- CO1: Understand the history, concept and various dimensions of women empowerment in India.
- CO2: Understand the constitutional provisions, laws and policies related to women empowerment.
- CO3: Get knowledge of various issues, challenges and agencies supporting women empowerment. With this, student will be able to get acquainted with the glory story of the powerful women leadership of India.
- CO4: Present study related to women empowerment will provide employment opportunities to the students in government, private and non-government organizations.





**Course: M3-BBAC2D Merchant Banking and Financial Services**

**Course Outcomes (COs):**

- CO1: Acquire conceptual knowledge about the management of the customer's securities with special reference to India.
- CO2: Able to understand the management of the portfolio.
- CO3: Learn about the complex nature and management of projects and counseling as well as appraisal.
- CO4: Understand the management of underwriting of shares and debentures.
- CO5: Learn about the circumvention of the syndication of loans.
- CO6: Sharpen information about Management of the interest and dividend etc.

**Course: M3-BBAC2T Working Capital Management**

**Course Outcomes (COs):**

- CO1: Equip students with the conceptual knowledge of management of working capital.
- CO2: Understand the importance of cash management.
- CO3: Acquaint students with the concept of credit policy and credit management.
- CO4: Learn to apply sound techniques for managing inventory.
- CO5: Acquaint students with various tools of short term financing, debt financing and bank financing.

**Course: M3-BBAC2T Functional Management**

**Course Outcomes (COs):**

- CO1: Understand the concept of Financial Management.
- CO2: Understand the concept of Personnel Management.
- CO3: Understand the concept of Production Management.
- CO4: Understand the concept of Marketing Management.
- CO5: Understand the concept of Digital Marketing.
- CO6: Understand the concept of Business Ethics in Management.

**Course: V3-COM-GSTT Personal Tax Planning**

**Course Outcomes (COs):**

- CO1: Examine how tax planning is useful and essential for every tax payer.
- CO2: Understand the concept of tax evasion and tax planning from direct taxes point of view.
- CO3: Determine residential status and its relationship with tax planning.
- CO4: Examine how tax planning is permitted under different provisions of the Income Tax Act.
- CO5: Assess the tax liability of individuals and HUEs having income under different heads, by considering tax planning measures providing for optimal tax relief.







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**BBAB III YEAR (NEP)**

**Course: MJ-BBAB1D Advertising and Sales Management**

**Course Outcomes (COs):**

- CO1: With the rigorous curriculum, students will involve as highly innovative and committed professional with strategic marketing and communication skills required for 21<sup>st</sup> century skills.
- CO2: Student will be aware of developing and managing dynamic customer and business relationships.
- CO3: Students will be groomed with customer centric creative thinking and strong communication to be effective in the area of marketing and sales.
- CO4: Open up to the numerous future possibilities of higher education as well as of getting placed with reputed corporate in the country.

**Course: MJ-BBAB2D Consumer Behavior**

**Course Outcomes (COs):**

- CO1: To create understanding about consumer behavior.
- CO2: To impart knowledge regarding process of decision making motivation and cultural influence.
- CO3: To familiarize students influence with opinion leadership and consumer protection.

**Course: MJ-BBAB2T Retail Management**

**Course Outcomes (COs):**

- CO1: Understand the fundamental concept of Retail Management.
- CO2: Understand the shopper's behavior.
- CO3: Understand the consumer's behavior.
- CO4: Understand merchandise management.
- CO5: Understand visual merchandising.
- CO6: Understand E-Retailing System
- CO7: Understand E-Payment System.

**Course: MJ-BBAC1D Security Analysis and Portfolio Management**

**Course Outcomes (COs):**

- CO1: Understand the concept of security and various kinds of investments.
- CO2: Develop understanding regarding Indian Capital market, saving patterns and Indian stock market.
- CO3: Understand the role of various market intermediaries.
- CO4: Learn the concepts of fundamental analysis and efficient market theory.
- CO5: Understand the fundamental concepts of derivative markets.





**Course: M3-BBAC2D Merchant Banking and Financial Services**  
**Course Outcomes (COs):**

- CO1: Acquire conceptual knowledge about the management of the customer's securities with special reference to India.
- CO2: Able to understand the management of the portfolio.
- CO3: Learn about the complex nature and management of projects and counseling as well as appraisal.
- CO4: Understand the management of underwriting of shares and debentures.
- CO5: Learn about the circumvention of the syndication of loans.
- CO6: Sharpen information about Management of the interest and dividend etc.

**Course: M3-BBAC2T Working Capital Management**  
**Course Outcomes (COs):**

- CO1: Equip students with the conceptual knowledge of management of working capital.
- CO2: Understand the importance of cash management.
- CO3: Acquaint students with the concept of credit policy and credit management.
- CO4: Learn to apply sound techniques for managing inventories.
- CO5: Acquaint students with various tools of short term financing, debt financing and bank financing.

**Course: M3-BBAC2T Functional Management**  
**Course Outcomes (COs):**

- CO1: Understand the concept of Financial Management.
- CO2: Understand the concept of Personnel Management.
- CO3: Understand the concept of Production Management.
- CO4: Understand the concept of Marketing Management.
- CO5: Understand the concept of Digital Marketing.
- CO6: Understand the concept of Business Ethics in Management.

**Course: V3-COM-GSTT Personal Tax Planning**  
**Course Outcomes (COs):**

- CO1: Examine how tax planning is useful and essential for every tax payer.
- CO2: Understand the concept of tax evasion and tax planning from direct taxes point of view.
- CO3: Determine residential status and its relationship with tax planning.
- CO4: Examine how tax planning is permitted under different provisions of the Income Tax Act.
- CO5: Assess the tax liability of individuals and HUFs having income under different heads, by suggesting tax planning measures providing for optimal tax relief.







CO6: Choose the avenues of investment with an intent to reduce tax liabilities and identify merits and limitations of different means of investments and examine various provisions relating to deduction and collection of tax at source and advance tax obligations.

**Course: X3-FCHBIT English Language and Communication Skills**

**Course Outcomes (COs):**

CO1: Prepare for various competitive exams by developing their competence in English Language

CO2: Promote their comprehension and communicative skills by being exposed to a variety of texts and their interpretations.

CO3: Build and enhance their language competence through regular practice.

CO4: Develop their knowledge of English Grammar and usages in a practical manner.

CO5: Compete in national and state level examinations for various competitions after the completion of the course.

CO6: Seek a good job and to settle down in self-employment or their own business or profession.

**Course: X3-FCEAIT Hindi Language and Culture**

**Course Outcomes (COs):**

CO1: इस पाठ्यक्रम के अध्ययन से विद्यार्थी हिंदी के प्रसिद्ध रचनाकार एवं उनकी रचनाओं से परिचित हो सकेंगे।

CO2: पठित रचनाओं के माध्यम से विद्यार्थी देश की सभ्यता एवं संस्कृति से परिचित हो सकेंगे।

CO3: पाठ्यक्रम के अध्ययन से विद्यार्थियों के व्यक्तित्व का बहुमुखी विकास होगा एवं रोजगार के अवसर उपलब्ध होंगे।

CO4: विशिष्ट शब्दावली ( वीज शब्द/ की वर्ड ) से परिचित करवाते हुए बोध के स्तर को विकसित करना।

**Course: X3-FCACIT Personality Development and Character Building**

**Course Outcomes (COs):**

CO1: Students will acquire the conceptual knowledge of Personality Development.

CO2: Students will develop insight into character building.

CO3: Students will be able to become global visionary citizens.

CO4: Students will be able to understand Indian knowledge tradition.

CO5: Students will be able to understand the difference between nature, culture and Education.

CO6: This course will help in character building and overall development of personality of the students.





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Course: N3-FCBDDIT Digital Awareness - Cyber Security  
Course Outcomes (COs):

- CO1: Make optimum use of web browsers, search engines and Chatbots
- CO2: Creating e-mail account, sending, receiving and managing emails.
- CO3: Describe reporting procedure of phishing emails
- CO4: Identify email phishing attack and preventive measures
- CO5: Configure security settings in Mobile Wallets and UPIs.
- CO6: Practice safe, legal and ethical means of using Information Technology
- CO7: Practice and use the various online financial and government services of day-to-day use.
- CO8: Understand the basic concepts related to E-Commerce and digital payments.
- CO9: Discuss cyber security aspects, RBI guidelines and preventive measures against digital payment frauds.
- CO10: Explore and learn the online available courses of his/her interest.
- CO11: Use the Digi locker and Academic Bank of Credit.
- CO12: Describe the concept of Cyber security and issues and challenges associated with it
- CO13: Explain the process of reporting cybercrime at Cybercrime Police Station or online platform
- CO14: Appreciate various privacy and security concerns on online Social media
- CO15: Guide through the reporting procedure of inappropriate content.
- CO16: Perform privacy and security settings for popular Social media platforms







**Sample MST Question paper as per external paper pattern**

**INDORE INSTITUTE OF MANAGEMENT AND RESEARCH**

MID SESSION TEST 2 (DEC 2023)

MBA I Semester

Sub Name- Business Communication      Sub Code- FT-107-C

Max. Marks- 25

Time:- 1.5 Hours

*Notes:- All Questions are compulsory*

**Section A (5 Marks)**

*(Each Question carries 1 mark)*

- |   |       |
|---|-------|
| 1) Why Communication is important? Explain.                         | (CO1) |
| 2) What are the benefits of Oral Communication?                     | (CO1) |
| 3) Why Nonverbal communication is important?                        | (CO1) |
| 4) Explain advantages and Disadvantages of grapevine communication. | (CO1) |
| 5) Explain the informal communication in detail.                    | (CO1) |

**Section B (10 Marks (5 marks each))**

- |  |       |
|--|-------|
| 1. Explain 7Cs of effective communication in detail. | (CO1) |
| 2. Explain barriers to listening in detail.          | (CO1) |

**Section C (10 Marks)**

**THE PROMISING CHEMIST WHO BURIED THIS LIST**

Bruce, a research chemist for a major Petro-chemical company, wrote a dense report about some new components he had synthesized in the laboratory from oil-refining by-products. The bulk of the report consisted of tables listing their chemical and physical properties, diagrams of their molecular structure, chemical formulas, and computer printouts of toxicity tests. Buried at the end of the report was a casual speculation that one of the compounds might be a particularly effective insecticide.

Seven years later, the same oil company launched a major research program to find more effective and environmentally safe insecticides. After six months of research, someone uncovered Bruce's report and his toxicity tests. A few hours of further testing confirmed that one of Bruce's compounds was the safe, economical insecticide they had been looking for.

Bruce had since left the company, because he felt that the importance of his research was not being appreciated.

Questions:

1. Discuss the communication issue in the case.
2. What should company do?

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 Indore Institute of Management  
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 Opp. IIS, Pithampur Road,  
 RAU, INDORE (M.P.)





**INDORE INSTITUTE OF MANAGEMENT AND RESEARCH**

MID SESSION TEST I (Dec 2023)

MBA III Semester

Sub Name - Project Management

Sub Code - PT302C

Time:- 1.5 Hours

Max. Marks: 25

Notes:- All Questions are compulsory

**Section A (5 Marks)**

(Each Question carries 1 mark)

1. What are the key characteristics of a project? (CO 1)
2. Explain what is a SMART goal? (CO 1)
3. Calculate the future value of Rs 1 lakh (lumpsum) after 3 years (rate = 10%) (CO 1)
4. Calculate the future value of Rs 50,000 invested for 3 years every year (rate = 10%) (CO 1)
5. If a Rs 50 share became worth Rs 200 after 2 years, what is the rate of return (CAGR)? (CO 1)

**Section B (2\*5=10 Marks)**

6. Explain the Project Management Life Cycle. (CO 1)
7. XYZ Corporation is considering an investment project that requires an initial cash outflow of \$500,000. The project is expected to generate the following cash inflows over the next five years: (CO 2)

Year 1: \$150,000  
Year 2: \$200,000  
Year 3: \$250,000  
Year 4: \$200,000  
Year 5: \$180,000

The company's cost of capital is 10%. Calculate the NPV, IRR, PI and Payback period

**Section C (10 Marks)**

8. JKL Ltd. has the following book-value capital structure as on March 31, 2013: (CO 2)

Equity share capital (2,00,000 shares)	Rs. 40,00,000
11.5% preference shares	Rs. 10,00,000
10% debentures	Rs. 30,00,000
	Rs. 80,00,000

The equity shares of the company sells Rs. 20. It is expected that the company will pay next year a dividend of Rs. 2 per equity share, which is expected to grow at 5% p.a. forever. Assume a 40% corporate tax rate.

Required :

- (a) Compute weighted average cost of capital (WACC) of the company based on the existing capital structure.
- (b) Compute the new WACC, if the company raises an additional Rs. 20 lakhs debt by issuing 12% debentures. This would result in increasing the expected equity dividend to Rs. 2.40 and leave the growth rate unchanged, but the price of equity share will fall to Rs. 16 per share.
- (c) Comment on the use of weights in the computation of weighted average cost of capital.

Principal  
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and Research  
C/O. IIM, Pithampur Road,  
Indore (M.P.)







# Sample Attainment Sheet

## MBA 1<sup>st</sup> SEM Attainment

E.NO.	ENROLLMENT NO.	NAME OF STUDENTS	Theory Marks										University Marks (%)
			Refered to Course Description					Theory List					
			CO1	CO2	CO3	CO4	Total	CO1	CO2	CO3	CO4	Total	
1	02204756	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
2	02204757	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
3	02204758	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
4	02204759	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
5	02204760	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
6	02204761	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
7	02204762	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
8	02204763	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
9	02204764	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
10	02204765	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
11	02204766	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
12	02204767	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
13	02204768	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
14	02204769	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
15	02204770	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
16	02204771	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
17	02204772	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
18	02204773	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
19	02204774	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
20	02204775	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
21	02204776	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
22	02204777	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
23	02204778	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
24	02204779	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
25	02204780	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
26	02204781	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
27	02204782	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
28	02204783	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
29	02204784	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
30	02204785	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
31	02204786	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
32	02204787	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
33	02204788	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
34	02204789	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
35	02204790	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
36	02204791	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
37	02204792	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
38	02204793	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
39	02204794	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
40	02204795	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
41	02204796	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
42	02204797	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
43	02204798	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
44	02204799	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
45	02204800	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
46	02204801	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
47	02204802	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
48	02204803	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
49	02204804	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
50	02204805	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
51	02204806	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
52	02204807	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
53	02204808	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
54	02204809	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
55	02204810	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
56	02204811	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
57	02204812	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
58	02204813	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
59	02204814	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
60	02204815	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
61	02204816	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
62	02204817	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
63	02204818	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
64	02204819	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
65	02204820	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
66	02204821	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
67	02204822	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
68	02204823	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
69	02204824	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
70	02204825	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
71	02204826	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
72	02204827	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40
73	02204828	ADARSH KUMAR	2	2	2	2	8	2	2	2	2	8	40









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CG Assessment (MBA 1st Sem) (2023-24)														
Name of Course: Information Technology														
S.NO.	ENROLLMENT NO.	NAME OF STUDENTS	Theory Test				Theory Test				University Result (If Available)	University Result (If Available)		
			Assignment Test				Assignment/Quizzes/3 Marks							
Name of Course/Subject			MST (12 Marks)				Assignment/Quizzes/3 Marks							
Maximum Marks			CG1	CG2	CG3	CG4	Total	CG1	CG2	CG3	CG4	Total	Result	Result
1	DC201743	ADITYA JAIN	2	2	3	3	10	2	2	2	2	8	17	10
2	DC201745	ADITHYAN SHARMA	2	2	3	3	10	2	2	2	2	8	17	10
3	DC201747	ANAN JAIN	2	2	3	3	10	2	2	2	2	8	17	10
4	DC201749	ANANJOLE	2	2	3	3	10	2	2	2	2	8	17	10
5	DC201750	ANURAG PATEL	2	2	3	3	10	2	2	2	2	8	17	10
6	DC201751	ANUL DUDHARA	2	2	3	3	10	2	2	2	2	8	17	10
7	DC201752	ANUL SHUKLA	2	2	3	3	10	2	2	2	2	8	17	10
8	DC201753	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
9	DC201754	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
10	DC201755	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
11	DC201756	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
12	DC201757	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
13	DC201758	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
14	DC201759	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
15	DC201760	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
16	DC201761	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
17	DC201762	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
18	DC201763	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
19	DC201764	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
20	DC201765	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
21	DC201766	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
22	DC201767	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
23	DC201768	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
24	DC201769	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
25	DC201770	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
26	DC201771	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
27	DC201772	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
28	DC201773	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
29	DC201774	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
30	DC201775	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
31	DC201776	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
32	DC201777	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
33	DC201778	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
34	DC201779	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
35	DC201780	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
36	DC201781	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
37	DC201782	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
38	DC201783	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
39	DC201784	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
40	DC201785	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
41	DC201786	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
42	DC201787	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
43	DC201788	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
44	DC201789	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
45	DC201790	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
46	DC201791	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
47	DC201792	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
48	DC201793	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
49	DC201794	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
50	DC201795	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
51	DC201796	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
52	DC201797	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
53	DC201798	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
54	DC201799	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
55	DC201800	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
56	DC201801	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
57	DC201802	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
58	DC201803	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
59	DC201804	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
60	DC201805	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
61	DC201806	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
62	DC201807	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
63	DC201808	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
64	DC201809	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
65	DC201810	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
66	DC201811	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
67	DC201812	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
68	DC201813	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
69	DC201814	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
70	DC201815	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
71	DC201816	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
72	DC201817	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
73	DC201818	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
74	DC201819	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
75	DC201820	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
76	DC201821	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
77	DC201822	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
78	DC201823	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
79	DC201824	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
80	DC201825	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
81	DC201826	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10
82	DC201827	ANUSHA KASHYAP	2	2	3	3	10	2	2	2	2	8	17	10









BBA 1<sup>st</sup> Year Attainment

Indore Institute of Management and Research								
CO Attainment (BBA 1st Year) (2023-24)								
Name of Course and Code : MI - [M216] Communication Skill - [1]								
S.NO.	ENROLLMENT NO.	NAME OF STUDENTS	Continuous and Comprehensive Evaluation Marks				Out of 30	Final Exam Grades
			CO 1	CO 2	CO 3	CO 4		
1	DX2314539	AASTHA MISHRA	6	6	8	8	28	A
2	DX2314540	ADITYA PATIDAR	6	6	8	8	28	B+
3	DX2314641	ADITYA ROY	6	6	8	8	28	B
4	DX2314643	ANNU MISHRA	6	6	9	9	29	B+
5	DX2314645	ANSHITA JAIN	6	6	9	9	29	A+
6	DX2314646	ANSHPREET KAUR	6	6	9	9	29	A
7	DX2314647	ANSHUL KUSHWAH	5	5	8	8	27	B+
8	DX2314648	ANUKUL KUMAR	6	6	8	8	28	B+
9	DX2314649	ANUSHREE RAI	6	6	9	9	29	A
10	DX2314650	ARPITA PATIDAR	6	6	8	8	28	A
11	DX2314651	ARVIND LULANI	6	6	8	8	28	B+
12	DX2314652	ARYAN CHOUKSEY	6	6	8	8	28	B+
13	DX2314653	ASHISH PARAS	5	5	8	8	26	B
14	DX2314654	ASHWIN CHOUDHARY	6	6	8	8	28	B+
15	DX2314655	CHETNA VERMA	6	6	8	8	28	B
16	DX2314656	DEEPA KOTIARI	6	6	9	9	29	B
17	DX2314657	DHRUV PAWAR	5	5	8	8	27	B+
18	DX2314658	DHRUV SHARMA	5	5	8	8	27	B+
19	DX2314659	DIYA MUNDRA	6	6	8	8	28	B+
20	DX2314660	DIYA PATIDAR	6	6	8	8	28	A
21	DX2314661	DIVYANSHI PORWAL	6	6	8	8	28	A
22	DX2314662	HARSHI JAIN	6	6	8	8	28	B
23	DX2314663	HARSHAL TIWARI	6	6	8	8	28	A
24	DX2314664	HARSHITA PATIDAR	6	6	8	8	28	B+
25	DX2314665	HEMANT DUBEY	5	5	8	8	26	B
26	DX2314666	HIMANSHU CHOURE	5	5	8	8	27	A+
27	DX2314667	HITESH TIWARI	5	5	8	8	27	B+
28	DX2314668	HRIK CHOUHAN	6	6	8	8	28	A
29	DX2314669	ISHIKA PANCHOLI	6	6	8	8	28	A
30	DX2314670	ISHIKA SINGH	6	6	8	8	28	B
31	DX2314671	JATIN YADAV	5	5	8	8	27	B+
32	DX2314673	KARAN DIAKAD	5	5	8	8	27	C
33	DX2314674	KARTIK MALVIYA	5	5	8	8	26	B
34	DX2314675	KHUSHBOO NAVLANI	6	6	8	8	28	A+
35	DX2314676	KHUSHI RAIKWAR	6	6	8	8	28	B
36	DX2314677	KHUSHI TANWAR	5	5	8	8	27	B+
37	DX2314678	KRISHNA CHOUDHAN	6	6	9	9	29	A
38	DX2314679	LADDESHI KOTIARI	5	5	8	8	27	B
39	DX2314680	MANAS PATIDAR	5	5	8	8	27	B+
40	DX2314681	MAYANK MALI	6	6	8	8	28	B+
41	DX2314682	MAYUR PATIL	5	5	8	8	27	A
42	DX2314683	MAYURI PAWAR	5	5	8	8	27	B+
43	DX2314684	NANDINI PATIDAR	5	5	8	8	27	A+
44	DX2314685	NANDINI TIWARI	6	6	9	9	29	A+
45	DX2314686	NEHA SAH	6	6	8	8	28	A+
46	DX2314687	NIDHIKA PATIDAR	6	6	8	8	28	B+
47	DX2314688	NILESH SINGH SUNER	5	5	8	8	27	P
48	DX2314689	PALAK YADAV	6	6	8	8	28	E
49	DX2314690	PARV MAHESHWARI	6	6	8	8	28	A
50	DX2314691	PIYUSH CHOUDHARY	5	5	8	8	27	C
51	DX2314692	PRATHAM PARIHAR	6	6	8	8	28	C
52	DX2314693	PRAVEEN PAWAR	5	5	8	8	26	C
53	DX2314694	PRIYANSHI	6	6	8	8	28	B+
54	DX2314695	PRIYANSHI PARIHAR	6	6	8	8	28	A
55	DX2314696	RAGHAV JOSHI	6	6	8	8	28	B+
56	DX2314697	RAGHAV MAHESHWARI	5	5	8	8	25	E
57	DX2314698	RAGNI GUPTA	5	5	8	8	27	B
58	DX2314699	RAHUL JAIN	5	5	8	8	27	B
59	DX2314700	RASHI KELOTRA	6	6	8	8	28	B
60	DX2314701	RIDDHI JAIN	5	5	8	8	26	B





61	DX2314702	RINKI GUPTA	5	5	8	8	27	B+
62	DX2314703	RISHI	5	5	8	8	26	B
63	DX2314704	RISHI MEENA	6	6	8	8	28	B+
64	DX2314705	RISHITA RATHORE	5	5	8	8	27	B
65	DX2314706	RITIK RAGHUWANSHI	6	6	8	8	26	B+
66	DX2314707	RIYA SAHU	5	5	8	8	27	F
67	DX2314708	RUDRA PRATAP SOLANKI	5	5	8	8	27	B
68	DX2314709	SANDHIYA PANCHAL	5	5	8	8	27	A
69	DX2314710	SANIKA NIMJE	6	6	9	9	25	B+
70	DX2314711	SATISH BOHANA	6	6	8	8	26	B
71	DX2314712	SHEETAL MEHAR	5	5	8	8	27	B+
72	DX2314713	SHILPA SINGH	6	6	8	8	28	B+
73	DX2314714	SHIVAM SINGH DHANAWAT	5	5	8	8	27	B+
74	DX2314715	SHRADDHA RATHORE	5	5	8	8	27	B
75	DX2314717	SIMARJEET SINGH GURUDATTA	6	6	8	8	28	A
76	DX2314718	SWARNA GAVSHINDE	6	6	9	9	29	B
77	DX2314719	TALIJA SIDDIQUI	6	6	8	8	28	B
78	DX2314720	TANU BISWAS	6	6	8	8	28	B+
79	DX2314721	TOSHI TIWARI	5	5	8	8	26	B
80	DX2314722	VAIBHAV SAXENA	5	5	8	8	27	C
81	DX2314723	VAIDIKA VAISHNAV	6	6	8	8	28	B
82	DX2314724	VANSHIKA AGRAWAL	6	6	8	8	28	B+
83	DX2314725	VEDANSHI RAI	5	5	8	8	27	B
84	DX2314726	VINAMRA RATHORE	5	5	8	8	27	B
85	DX2314727	VIRENDRA PARIHAR	5	5	8	8	27	B+
86	DX2314728	VIVEK KUSHWANI	5	5	8	8	26	B+
87	DX2314729	YASHI PATEL	5	5	8	8	26	B
88	DX2314730	YASHI PATIDAR	5	5	8	8	27	B
89	DX2314731	YASHASVI HAIKWAR	6	6	9	9	25	A+
		<b>Total of CO</b>	<b>491</b>	<b>491</b>	<b>736.5</b>	<b>736.5</b>	<b>2455</b>	<b>-</b>
		Number of registered students	89	89	89	89	89	89
		60% marks/GRADES	3.6	3.6	5.4	5.4	18	B Grade and above
		No of Students scored more than 60% Marks/ A+, A, B+, B GRADES	89	89	89	89	89	56
		% of Students scored more than 60% Marks/ C+ Grade/ B Grade	100.00	100.00	100.00	100.00	100.00	62.92
		Attainment Level	3	3	3	3	3	1

**Attainment Level**

Attainment Level 1: Less than 50% students scoring more than 60% marks (B grade) out of the relevant maximum marks  
 Attainment Level 2: Between 50% to 60 % students scoring more than 60% marks (B grade) out of the relevant maximum marks  
 Attainment Level 3: 60 % and more students scoring more than 60% marks (B grade) out of the relevant maximum marks

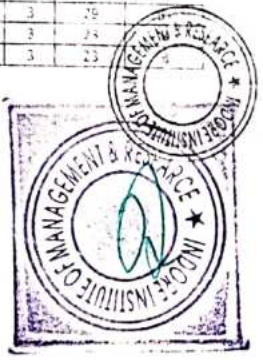






**Indore Institute of Management & Research**  
 Affiliated to - DAVV (Indore) & Approved by - AICTE (New Delhi)

Indore Institute of Management and Research										
CO Attainment (BBA 1st Year) (2023-24)										
Name of Course and Code : MJ1- [M217] Micro Economics- [I]										
S.NO.	ENROLLMENT NO.	NAME OF STUDENTS	Continuous and Comprehensive Evaluation Marks						Out of 30	Final Exam Grades
			CO 1	CO 2	CO 3	CO 4	CO 5	CO 6		
1	DX2314639	MASTIHA MISHRA	3	7	3	5	6	3	27	B+
2	DX2314640	ADITYA PATIDAR	2	6	2	5	5	3	23	B
3	DX2314641	ADITYA ROY	3	6	3	5	4	2	23	B+
4	DX2314643	ANNU MISHRA	2	7	2	5	4	3	21	B
5	DX2314645	ANSHITA JAIN	3	8	3	6	6	3	29	A+
6	DX2314646	ANSHPREET KAUR	3	7	3	6	7	3	29	A
7	DX2314647	ANSHUL KUSHWAH	3	5	3	5	5	2	23	B
8	DX2314648	ANUKUL KUMAR	3	5	2	5	5	3	23	B
9	DX2314649	ANUSHREE RAI	3	3	3	6	6	3	24	A
10	DX2314650	ARPITA PATIDAR	3	6	3	4	6	3	25	A
11	DX2314651	ARVIND LULANI	3	5	3	4	5	3	23	B+
12	DX2314652	ARYAN CHOUKSEY	3	7	3	6	7	3	29	A
13	DX2314653	ASHISH PARAS	2	6	2	5	4	3	23	B-
14	DX2314654	ASHWIN CHOUDHARY	3	6	3	4	5	3	24	B
15	DX2314656	DEEPA KOTHARI	3	7	2	5	6	3	26	B
16	DX2314658	DHRUV SHARMA	3	5	3	5	4	3	23	A
17	DX2314659	DIYA MUNDRA	2	6	2	5	6	3	24	B+
18	DX2314660	DIYA PATIDAR	3	7	3	6	6	3	28	A
19	DX2314661	DRASITI PORWAL	3	7	3	5	6	3	27	B+
20	DX2314662	HARSH JAIN	3	6	3	4	5	2	23	B+
21	DX2314663	HARSHAL TIWARI	3	6	3	5	4	3	24	B
22	DX2314664	HARSHITA PATIDAR	3	7	3	6	6	3	28	B+
23	DX2314665	HEMANT DUBEY	3	5	3	5	5	2	23	B
24	DX2314666	HIMANSHU CHOURE	2	6	3	5	4	3	23	A
25	DX2314668	HRITIK CHOUMAN	3	7	3	6	5	2	26	B+
26	DX2314670	ISHIKA SINGH	3	6	2	5	5	3	24	A
27	DX2314671	JATIN YADAV	2	5	2	6	5	3	23	B+
28	DX2314673	KARAN DHAKAD	3	5	3	5	5	2	23	B+
29	DX2314674	KARTIK MALVIYA	3	5	2	5	5	3	23	B
30	DX2314675	KHUSHBOO NAVLANI	3	7	3	7	6	2	29	A
31	DX2314676	KHUSHI RAIKWAR	2	5	2	6	5	3	24	A
32	DX2314677	KHUSHI TANWAR	3	5	2	5	5	3	23	B
33	DX2314678	KRISHNA CHOUHAN	3	7	3	7	5	3	28	A
34	DX2314679	LABDHI KOTHARI	3	6	3	6	6	3	27	A
35	DX2314680	MANAS PATIDAR	3	5	2	5	5	3	23	B+
36	DX2314681	MAYANK MALI	2	6	3	5	5	2	23	B
37	DX2314682	MAYUR PATIL	3	7	3	7	5	3	28	B+
38	DX2314683	MAYUKI PAWAR	3	6	2	5	5	2	23	B+
39	DX2314657	DHRUV PAWAR	2	6	3	6	4	2	23	B+
40	DX2314667	HITESH PATIDAR	3	7	7	7	6	3	28	B-
41	DX2314669	ISHIKA PANCHOLI	2	6	3	5	5	2	23	B
42	DX2314655	CHEENA VERMA	2	5	3	5	5	3	23	B
43	DX2314684	NANDINI PATIDAR	3	5	3	6	5	3	25	A
44	DX2314685	NANDINI TIWARI	3	5	3	5	5	3	24	A
45	DX2314686	NEHA SAH	3	7	3	6	5	3	27	A
46	DX2314687	NIDHIKA PATIDAR	3	7	3	7	6	3	29	B+
47	DX2314690	PARV MAHESHWARI	3	6	2	5	5	3	24	B+
48	DX2314691	PIYUSH CHOUDHARY	2	6	3	5	4	3	23	B
49	DX2314692	PRATHAM PARIHAR	2	7	3	5	4	3	24	B
50	DX2314693	PRAVEEN PAWAR	3	6	2	6	5	2	24	C
51	DX2314695	PRIYANSHI PARIHAR	3	7	3	7	6	3	29	B+
52	DX2314696	RAGHAV JOSHI	3	5	3	6	5	3	26	B-
53	DX2314697	RAGHAV MAHESHWARI	3	7	2	6	4	3	26	A
54	DX2314698	RAGNI GUPTA	3	6	3	5	5	3	25	B-
55	DX2314699	RAHUL JAIN	2	6	2	5	5	4	23	B-
56	DX2314700	RASHI KELOTRA	3	7	3	7	6	3	26	B-
57	DX2314701	RIDDHI JAIN	3	5	2	6	4	3	24	B-
58	DX2314702	RINKI GUPTA	3	5	2	6	4	3	23	B-





59	DX2314703	RISHI	2	6	3	5	5	2	23	C
60	DX2314704	RISHI MEENA	2	5	2	6	5	3	23	B
61	DX2314705	RISHITA RATHORE	3	7	3	6	4	3	26	B+
62	DX2314706	RITIK HAGHUWANSHI	3	7	2	5	5	2	24	A
63	DX2314707	RIYA SAHU	2	6	3	6	5	2	24	A
64	DX2314708	RUDRA PRATAIP SOLANKI	2	5	3	6	5	2	23	B+
65	DX2314709	SANDHYA PANCHAL	2	5	4	6	5	3	24	A
66	DX2314710	SANIKA NIMJE	3	7	3	6	5	3	27	B+
67	DX2314711	SATISH BORANA	3	6	2	5	6	2	24	B
68	DX2314712	SHEETAL MEHAR	3	5	3	5	5	2	23	B+
69	DX2314713	SHILPA SINGH	7	5	3	6	4	3	24	B
70	DX2314714	SHIVAM SINGH DHANAWAT	3	5	3	6	6	3	27	B+
71	DX2314715	SHRADDHA RATHORE	3	5	3	5	5	2	23	B
72	DX2314717	SIMARJEET SINGH GURUDATTA	3	5	2	5	6	3	24	A
73	DX2314718	SWARNA GAVSHINDE	3	6	3	6	6	3	27	B+
74	DX2314719	TALHA SIDDIQUI	3	7	4	6	6	3	28	B+
75	DX2314720	TANU BISWAS	3	6	7	5	5	2	25	B-
76	DX2314721	TOSHI TIWARI	2	5	2	5	5	2	21	C
77	DX2314722	VAIBHAV SAXENA	3	5	3	5	5	2	23	B
78	DX2314724	VANSHIKA AGRAWAL	3	7	3	6	6	3	28	B+
79	DX2314725	VEDANSH RAI	3	7	3	6	6	3	28	B+
80	DX2314726	VINAMRA RATHORE	3	6	3	6	6	2	27	B
81	DX2314727	VIRENDRA PARIHAR	3	7	3	7	6	3	29	A
82	DX2314728	VIVEK KUSHWAH	3	5	3	5	5	3	24	B
83	DX2314729	YASH PATEL	3	6	7	6	5	3	25	B
84	DX2314730	YASH PATIDAR	3	6	3	5	5	3	25	B
85	DX2314731	YASHASVI RAIKWAR	3	8	3	7	6	3	30	A+
86	DX2314689	PALAK YADAV	3	6	2	6	5	3	25	B
87	DX2314694	PRIYANSHI	2	5	3	5	5	3	23	B
88	DX2314688	NILESH Singh SUNER	3	5	3	5	5	2	23	B+
89	DX2314723	VAIDIKA VAISHNAV	3	6	3	6	6	3	27	A
Total of CO			246	536	229	193	462	245	222	-
Number of registered Students			89	89	87	89	80	80	85	23
60% marks/GRADES			1.8	4.8	1.8	3.6	4.2	1.8	1.8	B Grade and above
No of Students scored more than 60% Marks/ A+,A,B+,B GRADES			89	89	89	89	75	80	80	52
% of Students scored more than 60% Marks/ C+ Grade/ B Grade			100.00	100.00	100.00	100.00	85.39	100.00	100.00	65.17
Attainment Level			3	3	3	3	3	3	3	3

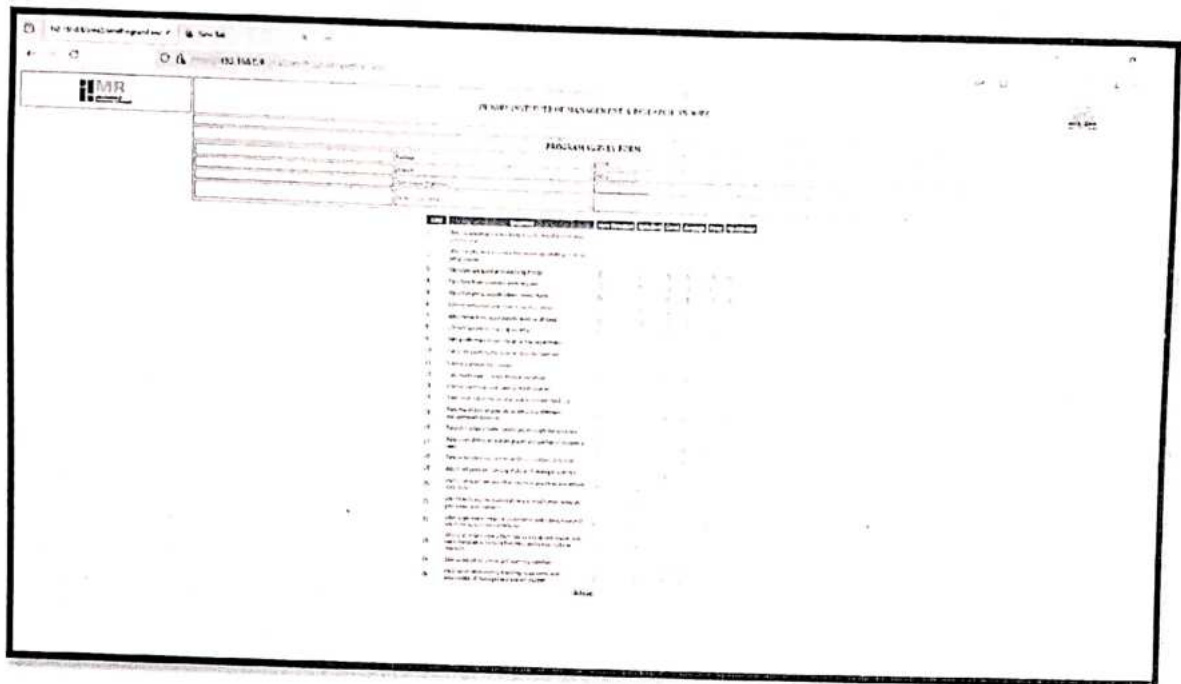
Attainment Level  
 Attainment Level 1: Less than 50% students scoring more than 60% marks (B grade) out of the relevant maximum marks.  
 Attainment Level 2: Between 50% to 60 % students scoring more than 60% marks (B grade) out of the relevant maximum marks.  
 Attainment Level 3: 60 % and more students scoring more than 60% marks (B grade) out of the relevant maximum marks.







**Feedback Collected, Analyzed and Action taken**  
**Program End Student Feedback**



**Sample Feedback MBA**

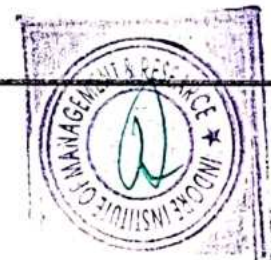
SNo	Question	Feedback
1	Abilities in relationship building, teamwork, and application of management subject matter	60.97
2	Ability of problem-solving skills and strategic analysis	59.68
3	Ability to apply responsible business practices and ethical principles	59.57
4	Ability to collaborate effectively as a business leader and team member in various business and cross- cultural contexts	60.22
5	Ability to integrate quantitative and qualitative research processes and methods	59.68
6	Able to adopt an active self-learning mindset	61.08
7	Able to generate creative, innovative, and entrepreneurial solutions to business problems	59.78
8	Assistance from most faculty outside of class	60.65
9	Being informed about things in the department	59.78
10	Course outcomes are clear in most courses	58.38
11	Course outcomes are clear in most courses.	58.97
12	Faculties are available when I need them	59.78
13	Faculties are good at explaining things	59.78
14	Faculties treat students with respect.	59.78





15	How helpful and accurate the career counseling is in your programme?	57.62
16	How interesting the teaching is in most subjects in your programme?	59.78
17	I actively participate in most class discussions	59.68
18	I am motivated to learn course materials	63.14
19	I usually attend my classes	61.97
20	Library access to reading materials	61.73
21	Rate the ability to provide solutions in different management domains	60.54
22	Rate the value system developed through the program	58.92
23	Rate your ability as a team player and ability to manage a team	61.62
24	Rate your ability for critical and analytical thinking	60.86
25	Rate your communication skills on business domains	59.89

### Course End Student Feedback







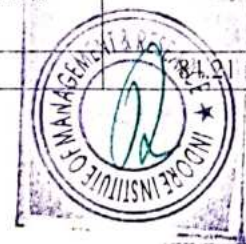
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**Sample Course End Back BBA FT II Year**

SNo	Question	Feedback
1	Ability to participate as members of multidisciplinary teams along with other managers and professionals	81.05
2	Assessment and marking have been fair	83.16
3	Awareness to apply critical thinking and management solutions in global, national and societal context	80
4	Capable of self-education and clearly understand the value of updating their professional knowledge to engage in life-long learning.	81.05
5	Course outcomes are clear in most courses.	83.16
6	Define the problems and provide solutions by appropriate analytical tools, techniques and methods in the modern management activities and decision making	82.11
7	Demonstrate basic knowledge in international business and management fundamentals	85.26
8	Faculty has made the subject interesting	76.84
9	Faculty is enthusiastic about what is taught	88.42
10	Faculty is good at explaining things	86.32
11	I have been able to contact faculty when I needed to	83.16
12	Identify, formulate and integrate all areas of business activity to develop reliable strategies in an international environment	81.05
13	Overall I am satisfied with the quality of the course	86.32
14	Overall rating of the program	81.05
15	Proficient in English language in both communicative and business forms	83.16
16	Rate how challenging was the syllabus offered by the courses	78.95
17	Rate the adequateness of the textbooks and reference books mentioned for the courses	78.95
18	Rate the appropriateness of the sequence of the courses provided in the curriculum	77.89
19	Rate the depth of the syllabus of the courses in relation to the competencies expected by industry/ current global scenario.	78.95
20	Rate the design of the courses in terms of Training & Placement.	78.95
21	Rate the flexibility in choosing the electives in relation to technology advancements	77.89
22	Rate the percentage of learning ICT and Communication skills through courses offering	78.95
23	Rate the sequence of units/ modules in the courses in terms of Minor / Major projects.	82.11
24	Select and Apply advanced tools and strategies to enhance the export and import operations in the business, with an understanding of their limitations	80
25	The criteria used in assessment have been clearly stated in advance	84.21







Sample Academic Feedback BBA I Year

SN O	Subject	How is The teache rs Comm and on the subjec t	How Clearl y the teache r explai ns the topics with examp le	How interac tive and interes ting the class is	How compe tent the teache r is in clarify ing the doubts and solving proble m in the class	Is teache r provid ing necess ary course materi als for the subjec t	Use of teachi ng aids like PPT,A udio Visual s etc.	How Friend ly your teache r is in helpin g you beyon d the class	How regula r and punctua l the teache r is	Av g Sco re
		Perce ntage (%)	Perce ntage (%)	Perce ntage (%)	Perce ntage (%)	Perce ntage (%)	Perce ntage (%)	Perce ntage (%)	Perce ntage (%)	Perce ntage (%)
	Business Statistics/Dr. Reshu Agarwal	94.07	91.85	95.56	96.3	91.11	91.11	96.3	95.56	93. 98
	Communicat ion Skills/Mr. Astik Dave	86.67	91.11	91.85	91.11	93.33	91.85	83.7	93.33	90. 37
	English Language and Indian Culture/Ms. Jaya Singh	82.96	81.48	74.81	78.52	87.41	77.04	80	87.41	81. 2
	Environment al Education/M s. Simnalika Kushwaha	62.31	62.31	61.54	62.31	60	59.23	61.54	58.46	60. 96







Fundamental of Accounting/ Dr. Shijji Shukla	93.33	94.81	95.56	98.52	92.59	94.81	89.63	93.33	94.07
Hindi Language and Culture/ Mr. Shridhar Joshi	78.52	68.89	68.15	68.15	79.26	73.33	71.85	85.93	74.26
Information Technology/ Ms. Dimple Sukhija	87.41	87.41	83.7	85.19	94.07	93.33	88.15	89.63	88.61
Microeconomics/ Dr. Anuradha Pathak	72.59	69.63	60	77.78	80	82.96	74.07	87.41	75.56





**Sample Alumni Feedback**  
**ALUMNI FEEDBACK (SESSION 2023-24)**

In the year 2023-24, the alumni feedback was taken. The following table summarizes the alumni feedback responses collected in the year 2023-24. The Analysis and summary is prepared on the overall feedback of the alumni, where in 102 responses collected. The data is as under:

Feedback on Infrastructure						
	5- Excellent	4-Very Good	3-Good	2-Satisfactory	1-Poor	Total Responses
Library	25	40	18	12	7	102
Digital Library	34	22	11	15	20	102
Wi-Fi and Internet	35	28	4	19	16	102
Lab Facilities	32	20	14	17	19	102
Class Rooms	27	19	30	13	13	102
Rest Rooms	22	23	23	26	8	102
Canteen	29	30	7	16	20	102
Hostel	20	22	37	13	10	102
Special Provision for P/C	25	28	32	8	9	102
Feedback on Curriculum						
	5- Excellent	4-Very Good	3-Good	2-Satisfactory	1-Poor	Total Responses
Curriculum Prescribed	40	22	11	17	12	102
Quality of Education	45	23	16	10	8	102
Content Delivery	48	19	9	14	12	102
Course Curriculum	46	12	15	21	8	102
Academic Initiatives	39	26	12	13	12	102
New Skills	42	25	19	9	7	102
Relevance	52	30	11	6	3	102
Motivation	50	21	20	8	3	102
Overall Design	49	25	14	12	2	102
Feedback on Teacher						
	5- Excellent	4-Very Good	3-Good	2-Satisfactory	1-Poor	Total Responses
Expertise	57	18	10	11	6	102
Communication	61	21	11	5	4	102
Extra Efforts	50	23	16	4	9	102
Feedback on Evaluation						
	5- Excellent	4-Very Good	3-Good	2-Satisfactory	1-Poor	Total Responses
Memory	48	31	16	2	5	102
Communication Skills	38	35	12	8	9	102
Analytical Skills	35	34	19	12	2	102
Creativity/Originality	27	36	14	16	9	102
General Evaluation	30	38	12	12	10	102
Feedback on Syndicate						
	5- Excellent	4-Very Good	3-Good	2-Satisfactory	1-Poor	Total Responses
Syndicate System in the College	48	30	12	8	4	102







**Sample Action Taken Reports**

**INDORE INSTITUTE OF MANAGEMENT AND RESEARCH**

**ACTION TAKEN REPORT ON TEACHERS FEEDBACK ON CURRICULUM YEAR 2023-24**

S.NO	Areas of Tea	Action Taken
1.	Syllabus is contemporary and need based.	By and large the syllabus is improved and applied as per NEP and in PG programs also.
2	The depth of the course content is adequate to have significant learning outcomes.	Course content is focused on details learning with the combination of technological tools and refined pedagogy.
3	Sufficient number of prescribed books on the syllabi are available in the library.	More books were purchased and will be purchased based in the requisition and of latest edition, so that library will be updated. E library will also be developed.
4	Sufficient reference material and related books as well as other resources are available in the library on the topics mentioned in syllabus.	As per the requirement library will be updated.
5	The pre-requisite courses are appropriate for this course.	Students were sensitized will in advance at the begging of the session. Faculty members were also advised to improve themselves by attending seminar and conferences.
6	The students attain the CO's and PO's satisfactorily.	To continue with the assessments as per POs and Cos and all the internal assessment parameter to be included.
7	There is ample scope to adopt new techniques of teaching such as seminar, presentation, group discussion, projects etc.	Group Discussion and presentation will be made compulsory during the academic session.
8	The Course/Syllabus has a good balance between theory and laboratory work.	It was decided and improved by including ICT tools.



*(Signature)*  
DR. ANANDHARAJU  
Principal  
Indore Institute of Management  
& Research  
Gopalpur, Gopalpur Road,  
Indore - 462010 (M.P.)







**Sample Action Taken Reports**

**INDORE INSTITUTE OF MANAGEMENT AND RESEARCH**

**ACTION TAKEN REPORT ON TEACHERS FEEDBACK ON CURRICULUM YEAR 2023-24**

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4	Sufficient reference material and related books as well as other resources are available in the library on the topics mentioned in syllabus.	As per the requirement library will be updated.
5	The pre-requisite courses are appropriate for this course.	Students were sensitized will in advance at the begging of the session. Faculty members were also advised to improve themselves by attending seminar and conferences.
6	The students attain the CO's and PO's satisfactorily.	To continue with the assessments as per POs and Cos and all the internal assessment parameter to be included.
7	There is ample scope to adopt new techniques of teaching such as seminar, presentation, group discussion, projects etc.	Group Discussion and presentation will be made compulsory during the academic session.
8	The Course/Syllabus has a good balance between theory and laboratory work.	It was decided and improved by including ICT tools.



*(Signature)*  
DR. ANANDHAR  
Principal,  
Indore Institute of Management  
and Research  
Opp. III, Pithampur Road,  
Indore (M.P.)







**Action Taken Report on based on Alumni Feedback 2023-24**

Aspects of Assessments		Action Taken By the Institute (2023-24)
Feedback on Infrastructure	Library	Library will be updated with more general management books with more accessibility to students.
	Digital Library	Use of digital or E library will be improved by sensitization.
	Wi-Fi and Internet	To continue with the bandwidth and digital infrastructure of the campus.
	Lab Facilities	Advance computer were installed which are user friendly and for SIG and IT subjects.
	Class Rooms	Classrooms are modernized and well equipped.
	Rest Rooms	To maintain cleanliness and hygiene and grievance will be addressed efficiently.
	Canteen	High quality and standard food is served with minimum wastage.
	Hostel	Safety, security and cleanliness is monitored regularly.
	Special Provision for Physically Challenged	Maintenance of infrastructure and landmarking is done as per prescribed guidelines.
Feedback on Curriculum	Curriculum Prescribed	To continue with prescribed by NEP and affiliating university.
	Quality of Education	Practical approach will be applied with the help of case based and project based teaching.
	Content Delivery	Content delivery will be improvised with the mix to pedagogy and technology.
	Course Curriculum	Efficiency content delivery and contemporary SIG's will be included.
	Academic Initiatives	Involve and motivate students for the same.
	New Skills	Participative learning, activities and SIGs were added.
	Relevance	Various methods of participative learning such as case based, activity based and SIG were introduced.
	Motivation	Subject allocation as per the interest and expertise of the faculty and ensure involvement of students in content delivery through participative learning.
Feedback on Teacher	Overall Design	Continue ensuring that Faculty, SIG trainer and Team CRC work hand in hand for the gap identification.
	Expertise	Continues- NET/PhD qualified faculty members to ensure the best academic take away.
	Communication	For the language proficiency PD, CDC and aptitude session are the part of regular activity.

*[Signature]*  
Dr. Praveen Kumar





INDORE INSTITUTE OF MANAGEMENT AND RESEARCH

ACTION TAKEN REPORT ON THE BASIS OF STUDENT FEEDBACK ON CURRICULUM YEAR 2023-24

S.NO	Parameter/Assessment Criteria	Action Taken
1.	Rate how adaptable was the syllabus offered by the courses.	Introduction of technology and adoption of more attractive methods in teaching, were advised to faculty members.
2	How do you find the appropriateness of the sequence of the courses provided in the curriculum?	Faculty members were advised to rearrange the sequence which is more student centric.
3	How do you rate the depth of the syllabus of the courses in relation to the courses?	Course related SIG's were introduced, and current topics were considered.
4	How would you rate sequence of the Units/modules in the courses?	Faculty members were advised to make the logical and understandable sequence.
5	Rate the adequateness of the textbooks and reference books mentioned for the courses.	Latest addition text books will be introduced. Not only this but also general management books were also introduced.
6	How would you rate the design of the courses in terms of the extra learning or self learning?	Research Project, Case based learning and field projects were introduce intensively.
7	How would you rate the flexibility in choosing the electives in relation to technology advancement?	Interdisciplinary SIG were introduced like Python, R-Programming etc.
8	How would you rate the percentage of learning ICT skills through courses offered?	To inculcate ICT skills , all students must appear for the presentation and other approaches to enhance the same.
9	The objectives of assessment and evaluation.	This were explained in depth in the well in advance, so that it will help students in performance improvement.
10	Overall rating of the program.	To Improve the overall efficiency and effectiveness, faculty members were advised to improve class room delivery. They also advised to identify the gaps and cover through SIG's, activities and practical learnings.



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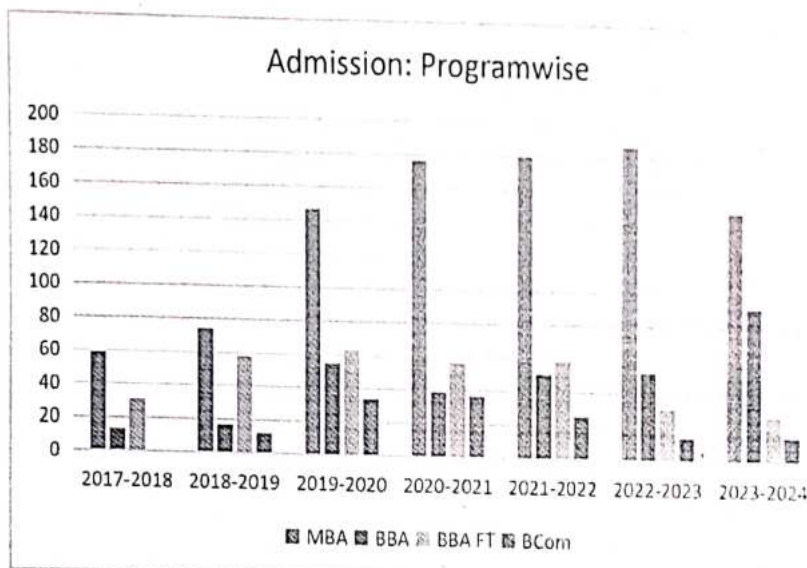


## Incremental Improvement

### Incremental Improvement in Admission

#### Programmewise

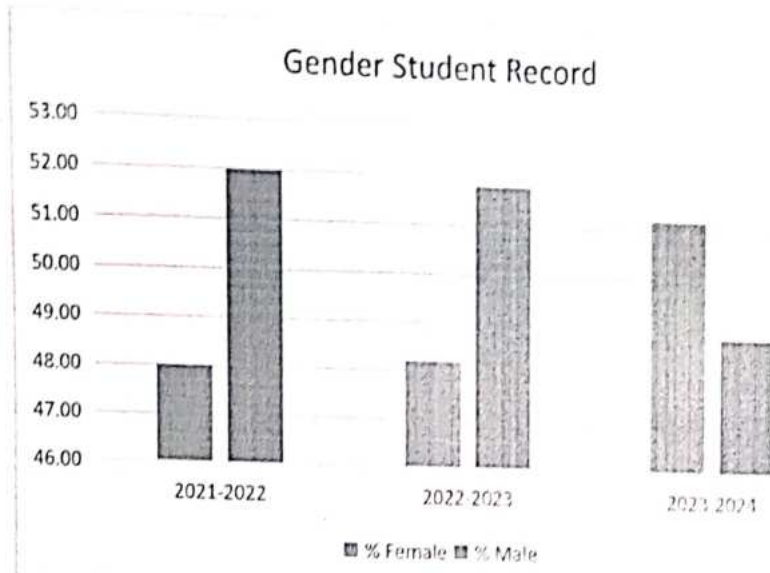
Program Name	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
MBA	59	74	147	177	180	187	149
BBA	13	17	55	39	51	53	92
BBA FT	31	58	63	57	59	31	27
BCom	0	12	34	37	26	14	15



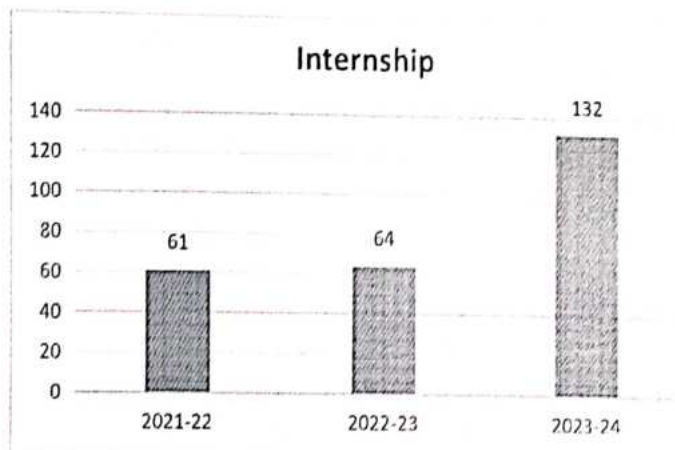


Female Gender Wise

Year	% Female	% Male
2021-2022	48.00	52.00
2022-2023	48.20	51.80
2023-2024	51.20	48.80



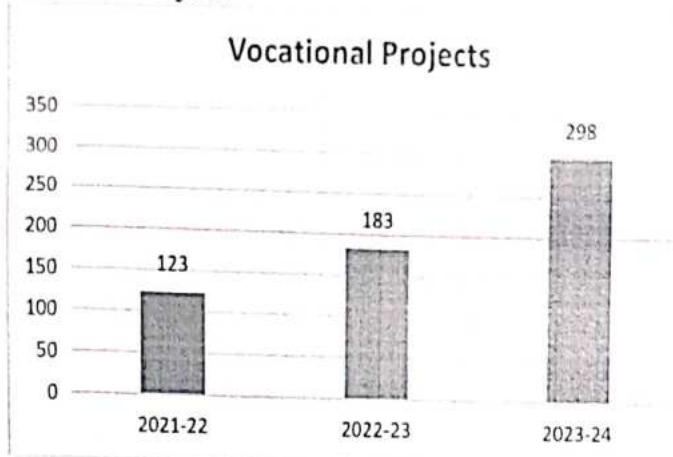
Continuous Improvement in Academic Activities  
Internships



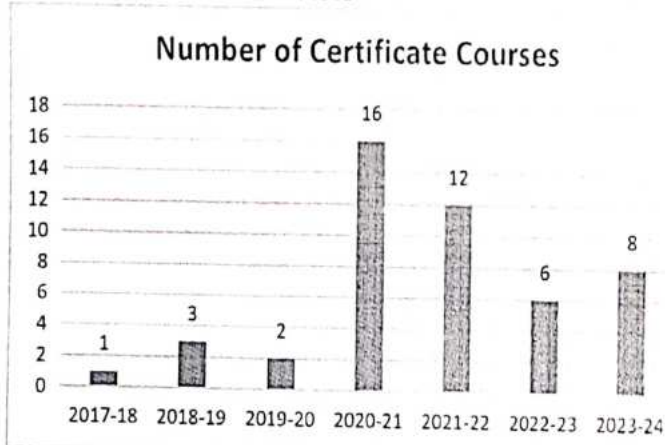




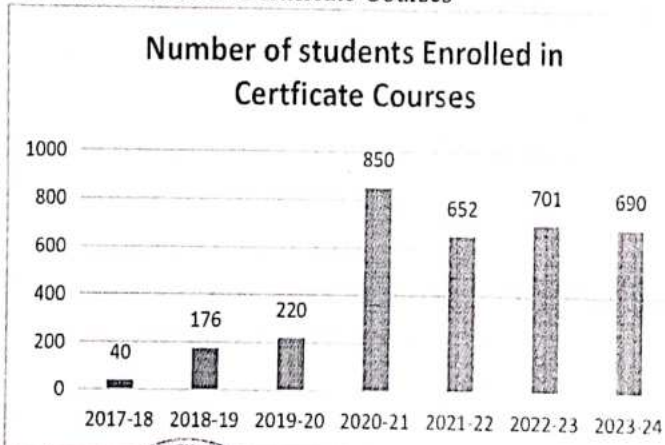
**Vocational Projects**



**Number of Certificate Courses**

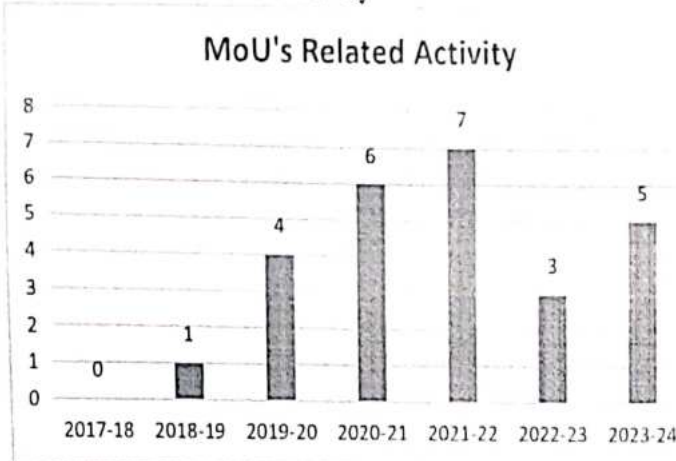


**Students enrolled in Certificate Courses**



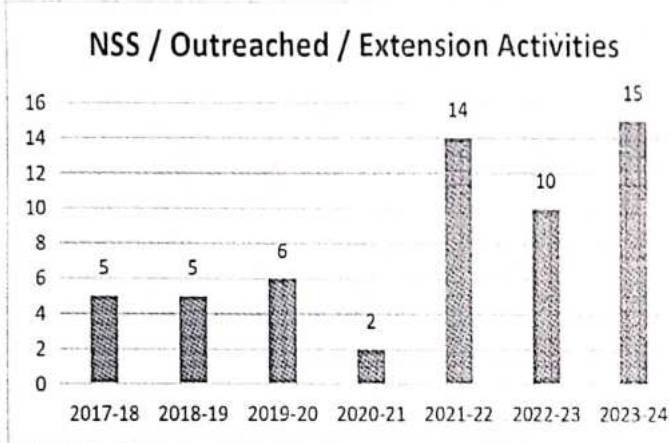


Number of MoU related activity

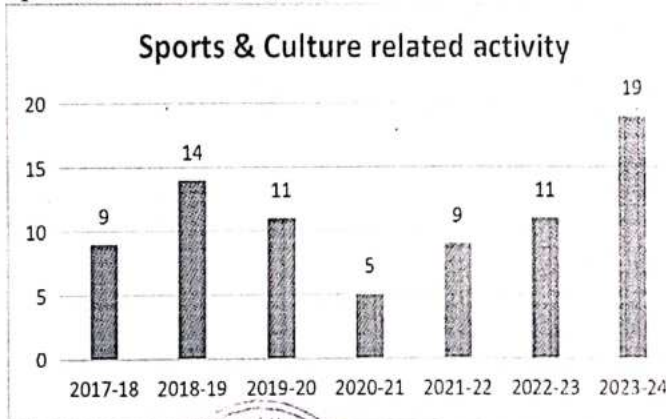


Continuous Improvement in Co-Curricular and Extra Curricular Activities

NSS/Outreach/Extension Activities



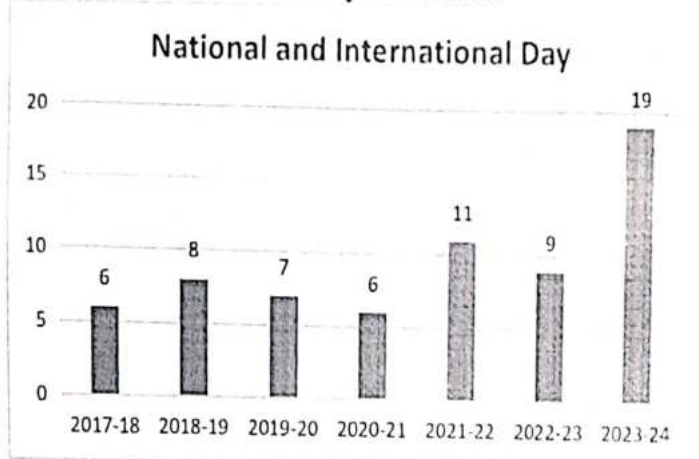
Sports & Cultural Activities



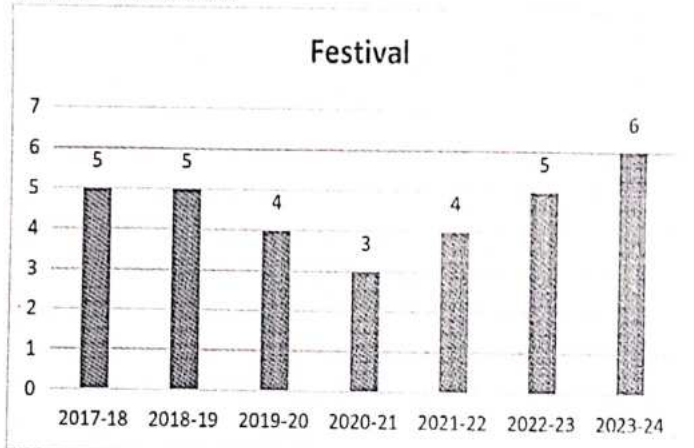




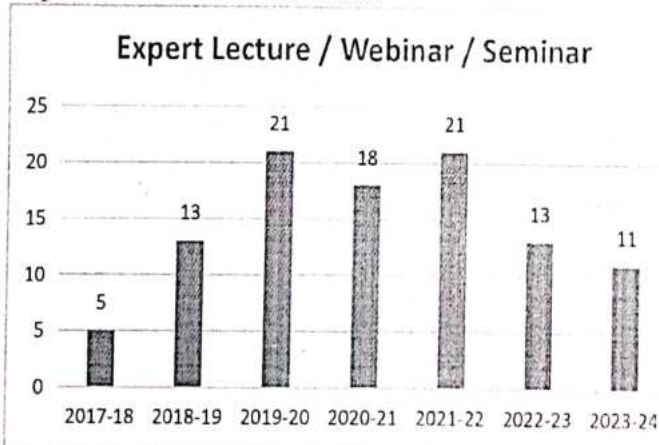
National and International Day Celebration



Festival Celebration

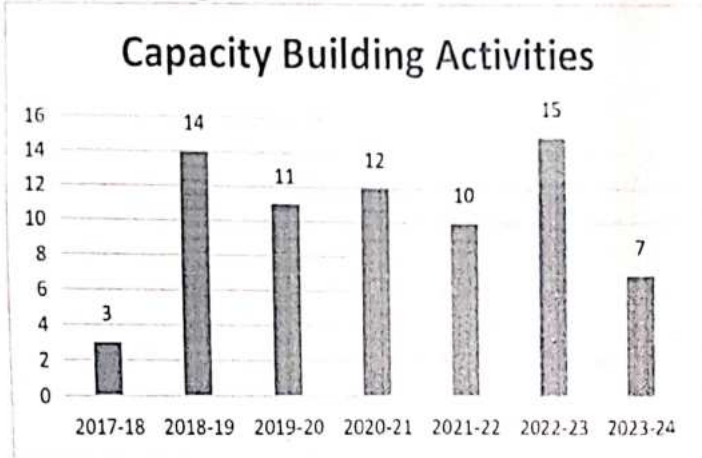


Expert Lecture/Webinar/Seminar

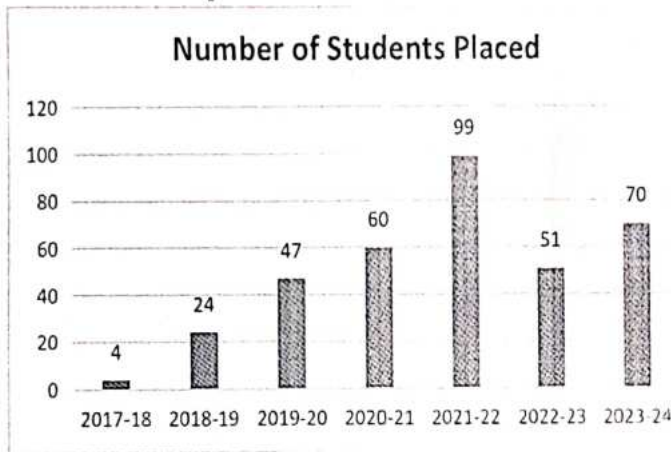




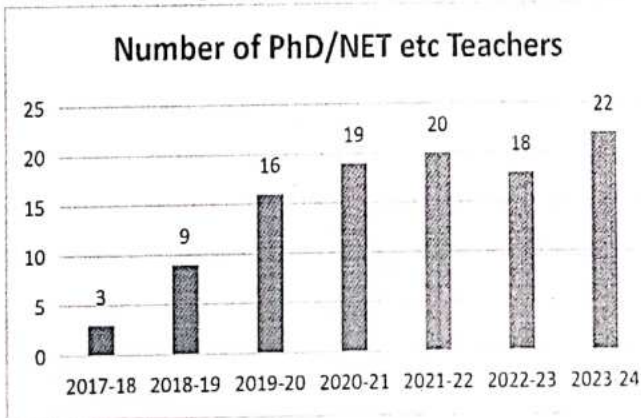
### Capacity Building Activities



### Incremental Improvements in Placements



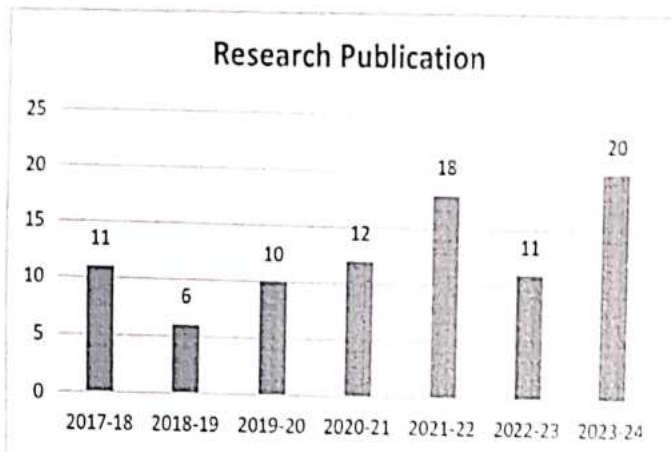
### Incremental Improvement in Faculty Profile and Research & Publication



### Faculty Research Publication







### Strengthening Industry Academic MOUs and Associations

List of functional MOUs and no. of activities conducted in 2023-2024

Name of the institution/ industry/ corporate house with whom MoU is signed	Year of signing MoU	Duration	List the actual activities under each MOU and web-links year-wise
Bajaj Finance Limited	27-12-2023	Yearly	Orientation Program Certificate Program in Banking Finance and Insurance
Heartfulness Education Trust	13-06-2022	12-06-2025	Workshop on "Relaxation and Meditation"
Mayukhi Investment	05-04-2022	04-04-2024	Workshop on "Techno-Funda Analysis of Stocks through Technical Software"
National Digital Library of India (NDLI)	16-03-2022	16-03-2024	User Awareness Program on National Digital Library of India & NDLI Club (Webinar)
Intellipaate Software Solutions Pvt. Ltd	23-09-2021	Lifetime	Placement Drive





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List of Expert Lectures conducted in 2023-2024

S.No	Date	Title of Session	Resource Person
1	Feb 16, 2024	Expert Session on "Information Technology & Service Sales and Business Development"	Mr Abhijeet Vyas Associate Director Marketing and Sales (SAP)
3	Jan 12, 2024	Exploring Personal Growth through Self Reflection	Mr Abhijeet Vyas Associate Director Marketing and Sales (SAP)
4	Dec 14, 2023	Special lecture on "How long is the long oath to Developed India?"	Dr. D. K. Srivastava
5	Dec 18, 2023	Guest Lecture on Business Analytics	Dr. Somendra Pant

List of Skill Improvement Groups/Value Added Programs Conducted in 2023-2024

Name of Add on /Certificate programs offered	Date of Conduction	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year
Research Report writing using SPSS	29th May-7th Aug 2023	40 hours	152	125
Techno Funda Analysis of Stocks through Technical Software	15th Sep-30th Oct 2023	40 hours	63	52
Python Fundamentals	18th Sep-20th Nov 2023	40 hours	96	80
Advanced Excel	3rd Oct 2023-10th Jan 2024	40 hours	126	102
Fundamentals of Spreadsheet Modeling	22nd Nov-22nd Dec 2023	40 hours	146	125
Analytical Understanding of Capital Market	22nd Dec 2023-27th Mar 2024	40 hours	52	46
Certificate Program in Banking, Finance and Insurance	19th Jan-25th Apr 2024	96 hours	55	48







Detail of Research and Publication in 2023-2024

S.No.	Title of paper	Name of the authors	Department of the teacher	Name of journal	Year of publication	ISSN number	Link to the recognition in UGC enlistment of the Journal Digital Object		
							Link to website of the Journal	Link to whole paper abstract of the article	Is it listed in UGC Care List/Scopus/ Web of Science/other, mention
1.	An Effectual Study of FOMO Among Gen-X, Millennials and Gen Z	Dimple Sukhija, Anuradha Patil, Pooja Srivastava, Rakshita Parulkar	Management	Journal of The K. R. Cama Oriental Institute	2024	0979-0609	Offline	Offline	UGC Care Listed
2.	Empowering Women in Business Transforming Challenges and Opportunity	Dr. Vinayak Khare Dr. Vidul Geete Mr. Anshu Drove	Management	Empirical Economic Letters	Jan-24	ISSN 1611-8997	<a href="http://www.empirical-economics.com">http://www.empirical-economics.com</a>	<a href="https://doi.org/10.11114/journal.11111111">https://doi.org/10.11114/journal.11111111</a>	UGC Care Listed
3.	Investigating Personalized Marketing Techniques and Their Impact on Consumer Engagement	Siravika Kishwala, Saurabh A., Ragu Praveen Rajendran, Kumar Shikpi Prasad, Saur Kumar Sarma	Management	Journal of Information Education and Research	Jan-24	ISSN 1526-4726	<a href="http://www.ijer.in">http://www.ijer.in</a>	<a href="http://www.ijer.in/abstract.php?paperid=11111111">http://www.ijer.in/abstract.php?paperid=11111111</a>	UGC Care Listed
4.	An Empirical Study to Find the Relationship Between the FOMO constructs with the Gender. A Post-COVID Scenario	Dimple Sukhija Pooja Srivastava Anuradha Patil Palk Sukhija	Management	Journal of Development Research, Volume 16, Issue 1	May-21	ISSN 2229-7561 297161241249523	<a href="http://www.ijdr.in">http://www.ijdr.in</a>	<a href="https://www.researchgate.net/publication/359694696">https://www.researchgate.net/publication/359694696</a>	UGC Care Listed
5.	Impacts of Founder's Mentoring in Effective Entrepreneurial Learning through detailed Statistical Hypothesis Testing	Dr. Reshu Agrawal Dr. Anuradha Patil Dr. Anuradha Chokkay Ms. Dimple Sukhija Dr. Rakshita Parulkar	Management	International Journal of Research and Analytical Reviews	Mar-24	ISSN 2349-5134	Offline	<a href="http://www.ijrar.org">www.ijrar.org</a>	Peer Review, Refereed, Indexed, Multidisciplinary, Multilingual, Open Access, Online, Print Journal
6.	A review on Statistical Importance of Simple Random Sampling Techniques	Apurva Lalitree Ashu Mehra	Management	International Journal of Multidisciplinary Innovation and Research Methodology (Vol.3- Issue 1)	January- March 2021	ISSN 2960-2068	<a href="http://www.ijmir.in">http://www.ijmir.in</a>	<a href="http://www.ijmir.in">http://www.ijmir.in</a>	UGC Care Listed
7.	A Critical Review of employee Attrition on Organization Culture	Mr. Anshu Joshi Dr. Ajay Patil Mr. Tapas Upadhyay Dr. Ashu Mehra Dr. Vaibhav Modak	Management	International Journal Of Research and Analytical Reviews (IJRAR)	Mar-24	ISSN-2348-1269	<a href="http://www.ijrar.org">http://www.ijrar.org</a>	<a href="http://www.ijrar.org">http://www.ijrar.org</a>	Peer Review, Refereed, Indexed, Multidisciplinary, Multilingual, Open Access, Online, Print Journal
8.	Analyzing the Impact and Influence of Green Marketing Communication in Consumers' Green Purchase Behaviour	Ajay Patil Aabid Rabin Spoonthi R. Nisha Bhatia, Tapas Upadhyay, Kumar Rahul	Management	Journal of Information Education and Research (Vol.4 Issue 1)	March 2024	ISSN 1526-4726	<a href="http://www.ijer.in">http://www.ijer.in</a>	<a href="http://www.ijer.in/abstract.php?paperid=11111111">http://www.ijer.in/abstract.php?paperid=11111111</a>	UGC Care Listed
9.	"Effective parameters in deciding rural educational health in Indore. A Quantitative Study"	Dr. Reshu Agrawal Molai Kurnavat Prayada Varma	Management	Rakshita Bharu Parulkar, UGC Care, Peer Reviewed and Refereed Journal	February 2024	ISSN 0937-0037, 27(2) Special Issue	Offline	Offline	UGC Care Listed
10.	"Synchronizing Financial and Operational Synergy in Modern Economy"	Dr. Rakshita Parulkar Dr. Anuradha Patil Dr. Shikpi Shukla Mr. Harish Kukreja Mr. Nayan Bhadodiya	Management	Rakshita Bharu Parulkar, UGC Care, Peer Reviewed and Refereed Journal	February 2024	ISSN 0937-0037, 27(2) Special Issue	Offline	Offline	UGC Care Listed





11.	Experiential Learning in the Indian Context- Transforming Education and Skill Development	Mr. Nayan Bhadhesiya Dr. Vaishali Sharma	Management	International Journal of Research And Analytical Review	Jan-24	E-ISSN 2348-1249 P-ISSN 2349-9135	<a href="http://www.ijarar.in">http://www.ijarar.in</a> http://www.ijarar.in	<a href="http://www.ijarar.in">http://www.ijarar.in</a>	Peer Review - Refereed, Indexed, Multidisciplinary, Multiplatform, Open Access, Online, Peer Journal
12.	"Investigating the effect of Emotional Intelligence on of Creativity"	Dr. Geetrajit Dhanikan	Management	International Journal of Multidisciplinary Educational Research	January 2024	ISSN 2277-7881	<a href="http://www.ijmer.in">http://www.ijmer.in</a> http://www.ijmer.in	<a href="http://www.ijmer.in">http://www.ijmer.in</a>	UGC Care Listed
13.	"A study on Digital Marketing and its Impact"	Dr. Vinayak Khare Dr. Vaishali Geste Dr. Shalini Jain Mr. Anshik Dave	Management	Korea Review of International Studies (KRIS)	January 2024	ISSN 1226-4741	<a href="http://www.kris.in">http://www.kris.in</a> http://www.kris.in	<a href="http://www.kris.in">http://www.kris.in</a>	ABDC Journal - C Category
14.	"Self-Help Groups Members' Religious Perception and their Relationship between Financial Literacy and Repayment Intention towards Loan: Considerable Factor on Himachal Pradesh (H.P.)"	Priyanka Verma, Dr. Anand Kumar Sharma, Prof. (Dr.) Anil Vashisht, Dr. Ajay Patel, Dr. Sandeep Raghavwala	Management	International Journal of Religion (Vol 5)	January 2024	ISSN 2611-352X (print) ISSN 2611-3518 (online)	<a href="http://www.ijr.in">http://www.ijr.in</a> http://www.ijr.in	<a href="http://www.ijr.in">http://www.ijr.in</a>	UGC Care Listed
15.	Search of Essential Factor to Assess the Health of Rural Education System A Statistical Approach	Dr. Reshu Agrawal Mohit Kumarji Pyrala Verma	Management	Journal of Education and Pedagogy (Vol XV No 2)	Dec-23	ISSN: 0975-0797	<a href="http://www.jep.in">http://www.jep.in</a> http://www.jep.in	<a href="http://www.jep.in">http://www.jep.in</a>	UGC Care Listed
16.	Behavioral Finance: Unravelling the Psychology of Investing	Hanshi Kukreja	Management	Journal of Asiatic Society	Nov-23	ISSN - 0972-0766	Office	Office	UGC Care Listed
17.	The role of Financial Literacy in Shaping Behavioral Finance Patterns among Millennials	Dr. Mahesh Agrawal, Dr. Dakrishnan, Dr. Shreya Verma et. al.	Management	Shiksha Prabha	Nov-23	ISSN - 0974-8946	<a href="http://www.shiksha-prabha.in">http://www.shiksha-prabha.in</a> http://www.shiksha-prabha.in	<a href="http://www.shiksha-prabha.in">http://www.shiksha-prabha.in</a>	UGC Care Listed
18.	Operations and Consistency Under the Hood: Day to Day Management	YASIEKA RAJ, DEV JAGWAN, DR. SHUJI SHUKLA	Management	International Research Journal of Commerce, Arts and Science	Sep-23	Online- ISSN 2319-9202	<a href="http://www.ijrjas.in">http://www.ijrjas.in</a> http://www.ijrjas.in	<a href="http://www.ijrjas.in">http://www.ijrjas.in</a>	Peer Review and Refereed Journal
19.	Diamond Dilemma: Overcoming the Diamond Dilemma in Market (A case study on De Beers Diamond Group)	Arham Ali Razi Ryo Diaz Dr. Shaji Sivakala	Management	International Research Journal of Management, Science and Technology	Sep-23	ISSN 2250 - 1949 (Online) 2348 - 9367 (Print)	<a href="http://www.ijmst.in">http://www.ijmst.in</a> http://www.ijmst.in	<a href="http://www.ijmst.in">http://www.ijmst.in</a>	UGC Care Listed
20.	A Study on Contribution of Stake Holders of Madhya Pradesh towards Tourism Industry of India"	Shobhrajai Jain	Management	ABDC Journal - C Category, in Korea Review of International Studies	Sep-23	ISSN 1226-4741	<a href="http://www.kris.in">http://www.kris.in</a> http://www.kris.in	<a href="http://www.kris.in">http://www.kris.in</a>	ABDC - C Category
21.	Impact on Market Integration in the Food Corporation of India	Ashu Mittal	Management	International Journal of Research Paradigm in Multidisciplinary Fields	Jul-23	ISSN- 2960-011X	<a href="http://www.ijrpf.in">http://www.ijrpf.in</a> http://www.ijrpf.in	<a href="http://www.ijrpf.in">http://www.ijrpf.in</a>	Open Access Peer Reviewed Refereed Journal UGC Approved







Details of Industry Visit/Field Visit conducted in 2023-2024

S. No.	Date	Company	Number of Students
1	Jan 15, 2024	Industrial Visit to Pragati Systems and expert session cum interaction with CEO	50
2	Feb 23, 2024	Industry Visit- SRF Limited, Pithampur	51
3	Nov 29, 2023	Visit to Choithram Mandi	35

List of activities conducted by CDC in 2023-2024

Name of the capacity development and skills enhancement program	Date of implementation (DD-MM-YYYY)	Number of students enrolled	Name of the agencies/consultants involved with contact details (if any)
Session on Vedic Maths and Logical Puzzles	23-08-2023	100	Mr. Abhishek Bhatnagar
Session on Communication Skills	23-08-2023	100	Dr. Veena Dadwani, Career Development Cell
Workshop on Personality Development, Motivation, Verbal Ability, Group Discussion and Interview Preparation	21-09-2023 to 27-09-2023	57	Career Development Cell
Workshop on Interview Skills	20-11-2023 to 30-11-2023	156	Career Development Cell
Workshop on Interview Skills	04-12-2023 to 20-12-2023	126	Career Development Cell
Skill Up Program	20-12-2023 to 20-01-2024	156	Career Development Cell
Aptitude and Reasoning	16-01-2024 to 18-01-2024	80	Mr. Abhishek Bhatnagar





**List of activities related to Entrepreneurship Development and IPR**

S. No	Name of the workshop/ seminar/ conference/Competition	Number of Participants	Date From - To
1	Brainstorming through newspaper exercise	30	16/04/2024
2	Identification of Business Opportunities in Malwa Region	50	15/04/2024
3	Business Startup Competition	60	06-08 Feb. 2024
4	National Startup Day	128	16/01/2024
5	Entrepreneurship outreach programme in community	300	28-29 Nov, 2023
6	Safeguarding Ideas Intellectual Property Rights and Protection	31	26/04/2024
7	Basic Course on Entrepreneurship	41	13/12/2023
8	Business Plan Competition	55	30/11/2023
9	An Expert Lecture on Entrepreneurship	30	25/11/2023
10	Problem Solving and Ideation	20	25/11/2023
11	Entrepreneurship and Innovation Career Opportunity	53	25/11/2023
12	IPR Awareness Session	65	02-09-2024
13	Expert Session at MPIDC - Atulya Park Visit	53	16/01/2024

