

GOA UNIVERSITY
Taleigao Plateau, Goa 403 206

MINUTES

of the 6th Meeting of the Standing Committee of
X ACADEMIC COUNCIL

Day & Date

Thursday, 11th May, 2023
Monday, 15th May, 2023
&
Monday, 22nd May, 2023

Time

10.00 a.m.

Conference Hall
Administrative Block
Goa University

	<p>instead of 60.</p> <ol style="list-style-type: none"> Ability Enhancement Course for Semester I and II should be English Course, MIL to be deleted. More references/readings for the Course ECO-606 to be identified/added. <p style="text-align: center;">(Action: Assistant Registrar Academic – PG)</p>
D 3.28	<p>Minutes of the Board of Studies in Management Studies Meeting held on 11-04-2023.</p> <p>The Standing Committee of the Academic Council approved the minutes of the Board of Studies in Management Studies Meeting held on 11-04-2023.</p> <p>The Chairperson was requested to incorporate the various suggestions/modifications made by the members together with the following:</p> <ol style="list-style-type: none"> One 4 Credits exit Course to be included at the end of the First Year and Second Year. SE Courses shall be of 1 Credit of Theory and 2 Credits of Practical components. Course Codes of the Programmes to be verified. Value Added Course to be referred to the Board of Studies in Interdisciplinary and Transdisciplinary Studies. 8 Credits of Internship to be offered in lieu of VET Courses. <p style="text-align: center;">(Action: Assistant Registrar Academic – PG)</p>
D 3.29	<p>Minutes of the Board of Studies in Commerce meeting held on 18.04.2023.</p> <p>The Standing Committee of the Academic Council approved the minutes of the Board of Studies in Commerce meeting held on 18.04.2023.</p> <p>The Chairperson was requested to incorporate the various suggestions/modifications made by the members together with the following with respect to the UG syllabus:</p> <ol style="list-style-type: none"> Course Codes of the Programmes to be verified. SE Course shall be of 1 Credit of Theory and 2 Credits of Practical components. Title of the Course to be made as Commercial Geography. In the structure for Semester VI, title of the Course Code COM-308, to be retained as “Project” instead of Management Accounting / Project. One Major Course and one Minor Course to be shifted to Elective. Major 1 in Semester I shall include only theory of 4 Credits. At least 4 outcomes to be listed under Course outcomes. Word ‘ward’ to be corrected to ‘Award’ in the structure. One Credit Practical Component shall have SEA Component. <p>The House authorised the Vice-Chancellor to approve the minutes with the above suggestions on behalf of the Academic Council.</p> <p style="text-align: center;">(Action: Assistant Registrar Academic – PG)</p>
D 3.30	<p>Minutes of the Board of Studies in Konkani meeting held on 12.04.2023 & 13.04.2023.</p> <p>The Standing Committee of the Academic Council approved the minutes of the Board of Studies in Konkani meeting held on 12.04.2023 & 13.04.2023.</p>

GOA UNIVERSITY
Taleigao Plateau, Goa 403 206

P R E L I M I N A R Y A G E N D A

For the 6th Meeting of the Standing Committee of

X ACADEMIC COUNCIL

Day & Date

Thursday, 11th May 2023

Time

10.00 a.m.

Venue
Council Hall
Administrative Block
Goa University

agenda

Part E.

- i. Recommendations of the text books for the course of study at undergraduate level: As placed in the syllabus for each course.
- ii. Recommendations of the text books for the course of study at post graduate level: As placed in the syllabus for each course.

Part F.

Important points for consideration/approval of Academic Council

- i. The important points/recommendations of BoS that require consideration/approval of Academic Council (points to be highlighted) as mentioned below
- ii. The declaration by the Chairperson that the minutes were readout by the Chairperson at the meeting itself.

Date : 18th April, 2023

Place: Goa University

Sd/-

(Professor Pranab Mukhopadhyay)
Signature of the Chairperson

Part G. The Remarks of the Dean of the Faculty

- i. The minutes are in order
- ii. Minutes may be placed before Academic Council with remarks if any.
- iii. Recommended for approval by the Academic Council.
- iv. Special remarks if any.

Date: 18th April, 2023

Place: Goa University

Sd/-

Signature of the Dean

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D 3.28

Minutes of the Board of Studies in Management Studies Meeting held on 11-04-2023.

Part A.

- i. Recommendations regarding courses of study in the subject or group of subjects at the undergraduate level:
1. BBA (Sem – I and Sem – II from A. Y. 2023-24)
- ii. Recommendations regarding courses of study in the subject or group of subjects at the postgraduate level:
 - a) MBA replacing the word “Optional” with “Elective” (Sem-III and Sem-IV From A.Y. 2023-24)
 - b) MBA Executive after adding Year of Publication for the References/Readings (Electives to be added in existing course structure from AY 2023-24)
 - c) MBA Executive Syllabus Proposed after adding Year of Publication for the References/Readings - (From AY 2023-2024).
 - d) PGDM (Banking & Finance) Syllabus and Structure.
 - e) BoS felt that communication skills, a generic elective, subject be taught in Sem I instead of Sem III. This is because communication is an essential skill to be imparted in Sem I. To accommodate the communication skills subject in Sem I, we may please be permitted to shift Discipline Specific Elective to Sem III.

Part B

- i. Scheme of Examinations at undergraduate level: **Nil**
- ii. Panel of examiners for different examinations at the undergraduate level: **None**
- iii. Scheme of Examinations at postgraduate level: **None**
- iv. Panel of examiners for different examinations at postgraduate level: **None**

Part C.

- i. Recommendations regarding preparation and publication of selection of reading material in the subject or group of subjects and the names of the persons recommended for appointment to make the selection: **Nil**

Part D

- i. Recommendations regarding general academic requirements in the Departments of University or affiliated colleges: **Nil**
- ii. Recommendations of the Academic Audit Committee and status thereof: **None**

Part E.

- i. Recommendations of the textbooks for the course of study at undergraduate level: **Nil**
- ii. Recommendations of the textbooks for the course of study at post graduate level: As per Annexure-I, II, III and IV

Part F.**Important points for consideration/approval of Academic Council**

- i. The important points/recommendations of BoS that require consideration/approval of Academic Council (points to be highlighted) as mentioned below:
 - a) [Annexure I](#) Refer page No.993 :- MBA replacing the word "Optional" with "Elective" (Sem-III and Sem-IV From A.Y. 2023-24)
 - b) [Annexure II](#) Refer page No.1029 :- MBA Executive after adding Year of Publication for the References/Readings (Electives to be added in existing course structure from AY 2023-24)
 - c) [Annexure III](#) Refer page No.1054:- MBA Executive Syllabus Proposed after adding Year of Publication for the References/Readings - (From AY 2023-24)
 - d) [Annexure IV](#) Refer page No.1116: BBA Structure & Syllabus (Sem – I and Sem – II from A. Y. 2023-24)
 - e) [Annexure V](#) Refer page No.1147:- PGDM (Banking & Finance) Syllabus and Structure (from A. Y. 2023-24).
 - f) BoS felt that communication skills, a generic elective, subject be taught in Sem I instead of Sem III. This is because communication is an essential skill to be imparted in Sem I. To accommodate the communication skills subject in Sem I, we may please be permitted to shift Discipline Specific Elective to Sem III.

Date: 26.04.2023

Place: Panaji

Sd/-

Signature of the Chairman

Part G. The Remarks of the Dean of the Faculty

- i) The minutes are in order
- ii) The minutes may be placed before the Academic Council with remarks if any.
- iii) May be recommended for approval of Academic Council.
- iv) Special remarks if any.

Date: 26.04.2023

Place: Panaji

Sd/-

Signature of the Dean

[\(Back to Index\)](#)**D 4****REPORTS OF THE AFFILIATION INQUIRY COMMITTEE****D 4.1****Goa College of Engineering, Farmagudi****D 4.1.1****ME Computer Science and Engineering**

Date of Visit: 22/02/2023

Type of Programme: Grant in aid

Programme: ME Computer Science and Engineering

Part I Report of the AIC (Refer page No. 1166)**(i) Observations:**

1. Student strength is noted as zero in 1st year.
2. The Department has sufficient infrastructure to smoothly run the P.G. Programme in Computer Science & Engineering.
3. Institute-Industry association is satisfactory and various moves have been noted to work in this direction.
4. The students projects were standard and includes some h/w and s/w type innovations. The department has good research expertise.
5. The class room facilities, lab facilities and library facilities are good.
6. More research labs may be established.

(ii) Essential conditions to be fulfilled:

Efforts to be made to increase the student enrolment.

(iii) Overall recommendations of the AIC:

The Affiliation Inquiry Committee recommends continuation of affiliation for two years i.e. 2023-2024 and 2024-2025.

(iv) Suggestions of the AIC:

1. Turnitin plagiarism software may be subscribed.
2. Projects of students may be focused to be published in SCI journals.
3. Students may be encouraged with small funding (5K, 10K) for 2nd year projects.
4. 2nd year projects may be evaluated and encouraged with some prize money for best projects.

Position	Name	Signature
Chairperson	Prof. G.K. Rao	Sd/-

D 3.28 Minutes of the Board of Studies in Management Studies Meeting held on 11-04-2023.

Annexure I

MBA Proposed Programme Structure and Syllabus (From AY 2023-2024)

Year	Semester	Codes	Credits	Course
Year 1	Semester 1	MGA	16 Credits	Discipline Specific Core
		MGA	4 Credits	Discipline Specific Elective
	Semester 2	MGA	16 Credits	Discipline Specific Core
		MGA	4 Credits	Discipline Specific Elective
Year 2	Semester 3	MGA	8 Credits	Research Specific Electives
		MGA	12 Credits	Generic Elective Courses
	Semester 4	MGA	4 Credits	Research Specific Electives
		MGA	16 Credits	Internship

Syllabi of Courses (MBA) – from AY 2023-24 (Annexure-I)

Sr. No.	Programme Type	Programme Name	Programme Code (Running Number)

Course Codes	Skill-Based Elective Courses	Credits
	Marketing	
MGA-600	Product Management	2 Credits
MGA-601	Brand Management	2 Credits
MGA-602	Integrated Marketing Communications	2 Credits
MGA-603	Consumer Behaviour	2 Credits
MGA-604	Digital and Social media marketing	2 Credits
MGA-605	Services Marketing	2 Credits
MGA-606	Sales and Distribution Management	2 Credits
MGA-607	Retail Management	2 Credits
	Finance	
MGA-608	Corporate Finance	2 Credits
MGA-609	Financial Modelling	2 Credits
MGA-610	Taxation	2 Credits
MGA-611	International Finance	2 Credits
MGA-612	Derivatives and Risk Management	2 Credits
MGA-613	Security Analysis and Portfolio Management	2 Credits
MGA-614	Behavioral Finance	2 Credits

MGA-615	Working Capital Management	2 Credits
	Human Resource	
MGA-616	Performance Management	2 Credits
MGA-617	Compensation and Benefits Management	2 Credits
MGA-618	Learning and Development	2 Credits
MGA-619	Recruitment and Selection	2 Credits
MGA-620	Labour Laws and Industrial Relations	2 Credits
MGA-621	Organisational Development	2 Credits
MGA-622	Negotiations and Conflict Management	2 Credits
MGA-623	Occupational health and safety Management	2 Credits
MGA-624	Indian Ethos and Human Quality Development	2 Credits
	Research Specific Courses	
MGA-625	Advanced Business Research Methods	2 Credits
MGA-626	Structural Equation Modelling	2 Credits
MGA-627	Econometrics	2 Credits
MGA-628	Human Resources Analytics	2 Credits
MGA-651	Dissertation	16 Credits
MGA-652	Industry Internship	16 Credits

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Skill Based Elective Courses

MGA-600	Product Management	2 Credits
Prerequisites for the course:	NIL	
Objective:	To enable participants to devise product strategies and make product-related decisions.	
Content:	<p>Unit I: Introduction Product and Market Focused Organisations, Product Levels, Product Classification, Buy grid Analytic Framework, Product Life Cycle Analysis, Product-portfolios, BCG Growth-Share Matrix, Product-Line Strategies and Pricing decisions, Packaging and Labelling Decisions.</p> <p>Unit II: Product Strategy and Competition Product Strategy and Planning, Product Positioning, Product Differentiation Strategies, Defining the Competitive Set, Category Attractiveness Analysis, Competitor Analysis, Customer Analysis, Product Eliminations.</p> <p>Unit III: New Product Development Models and Process, New Product Strategy, Idea Generation and Screening, Product Concept Development and Product testing and Commercialization, managing new product growth, and managing the mature product.</p>	<p>5 hours</p> <p>10 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach	

	activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Donald R. Lehmann and Russell S. Winer; Product Management; Tata McGraw Hill; 2002 or Latest Edition 2. Majumdar R; Product Management in India; Prentice Hall India; 2007 or Latest Edition 3. Michael Baker and Susan Hart; Product Strategy and Management; FT Publishing International; 2008 or Latest Edition 4. Merle Crawford, Anthony Benedetto; New Products Management; Tata McGraw Hill; 2020 or Latest Edition 5. Paul Trott; Innovation Management and New Product Development; Pearson; 2009 or Latest Edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Analyze and manage products and product lines • Identify product opportunities for developing new products • Create new product development strategies. • Develop a new product independently 	

MGA-601	Brand Management	2 Credits
Prerequisites for the course:	NIL	
Objective:	To enable participants to create, execute, and manage brands.	
Content:	<p>Unit I: Introduction to Brands The rationale for Building Brands, Branding Challenges and Opportunities, Brand Equity – Concepts, Measures and Elements, Brand Design, Brand management process, Customer-based Brand Equity, Crafting Brand Positioning, Brand Building and Brand Value Chain.</p> <p>Unit II: Brand Strategy Brand Equity Building, Product Strategy, Pricing Strategy, Channel Strategy, Communication Strategy, Brand Leveraging, Brand Audits, Brand Equity Management System, Measuring Brand Outcomes and Market Performance.</p> <p>Unit III: Managing Brands Brand reinforcement, Re- vitalizing Brands, Brand Portfolio Management, Brand Extension, E-Branding, Umbrella Branding, Brand architecture strategy, Brand Hierarchies, Corporate Branding, and Global Brand Strategy.</p>	<p>10 hours</p> <p>10 hours</p> <p>10 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

References/ Readings:	<ol style="list-style-type: none"> 1. Kevin Keller, Vanitha Swaminathan Ambi Parameswaran; Strategic Brand Management: Building, Measuring, and Managing Brand; Pearson; 2020 or Latest Edition. 2. Kirti Dutta; Brand Management, Principles, and Practices; Oxford University Press; 2022 or Latest Edition. 3. Tapan Panda; Product and Brand Management; Oxford University Press; 2016 or Latest Edition. 4. Jean-Noël Kapferer; The New Strategic Brand Management; Kogan Page; 2012 or Latest Edition. 5. Johny Johansson, Kurt Carlson; Contemporary Brand Management; SAGE Publications; 2014 or Latest Edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Evaluate the role of brands • Analyze brand management activities • Analyze the approaches to build brand equity • Design a plan to launch a new or existing brand 	

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MGA-602	Integrated Marketing Communications	2 Credits
Prerequisites for the course:	NIL	
Objective:	To enable the participant to design effective integrated marketing communication strategies.	
Content:	<p>Unit I: Introduction Promotional Mix, IMC Planning Process, Role of IMC - Marketing Strategy and Analysis, Target Marketing Process, Developing Marketing Planning Program, Role of Client in IMC.</p> <p>Unit II: Advertising Strategy, Platforms, and Design Type of advertising agencies, services offered by various agencies, Criteria for selecting the agencies and evaluation, Client agency relationship, Models of Communication, Response Process, Involvement and Cognitive Processing of Communication, Source, Message and Channel Factors, Creativity Strategy and Process in Advertising, Appeals and Execution Style, Ad Design and Copywriting.</p> <p>Unit III: Media Buying, Planning, and Evaluation Determining Promotional Objectives, DAGMAR Approach, Budgeting methods and approaches, Media Buying, Developing the media plan, Evaluation and follow-up of Media and Emerging media trends. Measuring Advertising Effectiveness, Advertising Testing Process.</p>	<p>5 hours</p> <p>10 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

References/ Readings:	<ol style="list-style-type: none"> 1. George Belch, Michael Belch & Keyoor Purani; Advertising & Promotion- An Integrated Marketing Communications Perspective; TATA McGraw Hill; 2021 or Latest Edition 2. Sandra Moriarty, William Wells, Nancy Mitchell; Advertising & IMC: Principles and Practice; Pearson; 2021 or Latest Edition 3. Kenneth Clow; Integrated Advertising, Promotion and Marketing Communications; Tata McGraw Hill; 2014 or Latest Edition 4. Jaishri Jethwaney & Shruti Jain; Advertising Management; Oxford University Press; 2012 or Latest Edition 5. Ritu Narang; Advertising, Selling & Promotion; Pearson; 2020 or Latest Edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Apply the key terms, definitions, and concepts used in integrated marketing communications. • Evaluate, select and schedule media for IMC campaign plan. • Create IMC campaign plan and evaluate its effects. 	

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MGA-603	Consumer Behaviour	2 Credits
Prerequisites for the course:	NIL	
Objective:	To enable the participants to analyse the impact of consumer decisions on marketing strategies.	
Content:	<p>Unit I: Introduction Consumer Behaviour and Marketing Strategy, Market Analysis Components, Market Segmentation, Consumption, Consumer Decisions- Outcomes, Nature and Process.</p> <p>Unit II: External and Internal influences Culture, Sub-Culture, Cross Culture, Cultural Values, Demographics and social stratification, Family Decision Making and Household Life Cycle, Consumer Socialization, Group Influences, Diffusion of Innovation, and Adoption Process. Consumer Perception, Consumer learning, Consumer Memory, Consumer Involvement and Motivation, Motivation, Personality, Emotion, Consumer Attitude, Self-concept and Lifestyles.</p> <p>Unit III: Decision-making process Situational Influences, Types of Consumer Decisions, Problem Recognition Process, Information Search Process, Alternative evaluation and selection, Outlet selection and purchase, post-purchase processes: dissonance, disposition, satisfaction, dissatisfaction, repeat purchases, customer commitment. Differences between Organizational and Individual buying behavior.</p>	<p>5 hours</p> <p>10 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach	

	activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. David Mothersbaugh, Del Hawkin and Susan Kleiser and Amit Mookerjee; Consumer Behavior: building marketing strategy; Tata McGraw Hill; 2022 or Latest Edition 2. Sangeeta Sahney; Consumer Behaviour; Oxford University Press; 2017 or Latest Edition. 3. Leon Schiffman, Leslie Kanuk and Joseph Wisenblit; Consumer Behavior; Pearson; 2019 or Latest Edition. 4. Michael Solomon; Consumer Behaviour; Pearson; 2020 or Latest Edition. 5. S. Ramesh Kumar, Leon Schiffman, Leslie Lazar Kanuk; Consumer Behaviour; Pearson; 2019 or Latest edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Apply consumer behaviour in developing the marketing strategy. • Evaluate internal and external factors that influence consumer behaviour. • Analyse the impact of consumer decision-making on marketing strategies. 	

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MGA-604	Digital and Social Media Marketing	2 Credits
Prerequisites for the course:	NIL	
Objective:	To enable the participants to use the tools and techniques required for marketing in digital and social media.	
Content:	<p>Unit I: Introduction Importance of digital marketing, Difference between traditional and digital marketing, recent trends, Website Planning and Creation, Importance of Design.Search Engine Optimisation (SEO) Various search engines and their applications,Advertising on social media, search engine result page (SERP), Ads platform,</p> <p>Unit II: Digital Media Planning and Buying Search Engine Marketing (SEM), Various factors affecting on-page and off-page optimization, keywords research, meta tags, meta description, link building, E-mail, SMS and WhatsApp Marketing, Media Planning to optimize cost-per-install (CPI), cost-per-order (CPO), cost-per-acquisition (CPA), click-through-rate (CTR), platform-based Ad space, and media planning and budgeting, Web Remarketing.</p> <p>Unit III: Social Media Marketing Keyword Planners -search volume, cost-per-click (CPC), customer lifetime value (CLV) and other such metrics, social media</p>	<p>5 hours</p> <p>10 hours</p> <p>15 hours</p>

	strategies on various platforms, Target audience, building social media campaign, writing ad copies and ad creatives, Cost factors- cost-per-click (CPC), cost-per-view (CPV), cost-per-impression (CPM), Effective content writing, Fundamentals of blogging, email marketing, mobile marketing, Building subscriber lists, database segmenting, App store optimization (ASO).	
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Dave Chaffey, Fiona Ellis-Chadwick; Digital Marketing: Strategy, Implementation & Practice; Pearson; 2015 or Latest Edition. 2. Seema Gupta; Digital Marketing; McGraw Hill; 2022 or Latest Edition. 3. Damian Ryan; Understanding Digital Marketing: Marketing Strategies for Engaging the Digital Generation; Kogan Page; 2016 or Latest Edition. 4. Eric Enge, Stephan Spencer, Jessie Stricchiola; The Art of SEO; O'Reilly Media; 2015 or Latest Edition. 5. Jan Zimmerman, Deborah Ng; Social Media Marketing All-in-one Dummies; For Dummies; 2021 or Latest Edition. 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Make digital and social media marketing decisions. • Evaluate the effectiveness of various digital and social media platforms. • Create digital and social media marketing campaigns. 	

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MGA-605	Services Marketing	2 Credits
Prerequisites for the course:	NIL	
Objective:	To enable participants to design and deliver services.	
Content:	<p>Unit I: Introduction Characteristics of services, service marketing mix, GAPS Model, Service Expectations, Customer Perceptions, Customer satisfaction, Service Quality, Service Encounters, Servicescape,</p> <p>Unit II: Service Design and Delivery Service innovations, Service blueprinting, Setting Service Standards, Customer-defined service standards and development, Service culture, the role of service employees, customer-oriented service delivery, roles of customers, capacity constraints, demand patterns, matching capacity and demand strategies, yield management, waiting line strategies.</p> <p>Unit III: Service Promises and Recovery Service failure and recovery strategies, Service Guarantees,</p>	<p>5 hours</p> <p>15 hours</p> <p>10 hours</p>

	Service communication challenges, strategies to match service promises with delivery, customer's perception towards service pricing, approaches to pricing services, service evaluation and control.	
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Valarie A. Zeithaml, Mary Jo Bitner, Dwayne D. Gremler, Ajay Pandit; Services Marketing: Integrating customer focus across the firm; Tata McGraw-Hill; 2018 or Latest Edition. 2. Vinnie Jauhari, Kirti Dutta; Services Marketing; Oxford University Press; 2017 or Latest Edition. 3. Christopher Lovelock, Jochen Wirtz and Jayanta Chatterjee; Services Marketing: People, technology and strategy; World Scientific, 2021 or Latest Edition. 4. K. Douglas Hoffman, John E. G. Bateson; Services Marketing Concepts, Strategies, & Cases; South-Western College Publishing; 2016 or Latest Edition. 5. Jochen Wirtz, Christopher Lovelock, Jayanta Chatterjee, Gopal Das; Essentials of Services Marketing; Pearson; 2019 or Latest edition. 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Design service blueprints • Identify and evaluate service gaps • Measure and analyze service quality • Create service communication and pricing strategies 	

MGA- 606	Sales and Distribution Management	2 credits
Prerequisites for the course:	NIL	
Objective:	To enable the participant to develop the ability to handle channel sales and make distribution sales decisions.	
Content:	<p>Unit I: Introduction Sales Management Objectives, Sales Executives as Coordinators, Personal selling, Buyer-Seller Dyads, Theories of Selling: AIDAS Theory, Right set of circumstances Theory, Buying Formula Theory, and Behavioural Equation Theory, Types of Personal-Selling Objectives, Market and Sales Potential, Sales-related Marketing Policies, Personal-Selling Strategy, Impact of Industry and Size of the firm on the distribution network.</p> <p>Unit II: Sales Force Organization Effective Sales Executives, Sales Organizational Structures, Sales Personnel – Staffing, Training, Motivation, Compensation,</p>	<p>5 hours</p> <p>10 hours</p>

	<p>Evaluation and Control of the Sales Force, Sales Forecasting Methods, Sales Budget and Targets, Sales Territory Management, Setting Quotas, Sales Control and Cost Management.</p> <p>Unit III: Channel Management Systems Customer-Oriented Marketing Channel, Functions of Channel Partners, Selecting Channel Partners, Channel intensity, Managing Channel Partners, Supply Chain and Logistics, Channel Relationships Management, Managing the Channel Conflict, Channels Information System, Evaluation of Channel Performance, Differences between consumer sales management and institutional sales management, Role of E-commerce in distribution sales.</p>	15hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Richard Still, Edward Cundiff, Norman Govoni and Sandeep Puri; Sales and Distribution Management: Decisions, Strategies & Cases; Pearson; 2017 or Latest Edition. 2. K Krishna Havaladar and M V Cavale; Sales and Distribution Management: Text and Cases; Tata McGraw Hill; 2017 or Latest Edition. 3. David Jobber, Geoffrey Lancaster; Selling and Sales Management; Pearson; 2018 or Latest Edition. 4. William Cron and Thomas DeCarlo; Sales Management: Concepts and Cases; Wiley; 2010 or Latest Edition 5. Tapan Panda, Sunil Sahadev; Sales and Distribution Management; Oxford University Press; 2019 or Latest Edition 	
Learning Outcomes:	<p>At the end of the course, the participants shall be able to:</p> <ul style="list-style-type: none"> • Design a personal selling process and demonstrate a sales pitch. • Analyse and decide on organizing and controlling the salesforce. • Evaluate and examine various distribution channels. • Develop a distribution sales plan for an organization. 	

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MGA-607	Retail Management	2 credits
Prerequisites for the course:	NIL	
Objective:	To enable the participants to manage a retail outlet.	
Content:	<p>Unit I: Introduction to Retailing Retailing – Role, Relevance, functions and trends, Retail</p>	5 hours

	<p>organization structure, Merchandise mix, Retail formats, methods of customer interaction, Retail in India and Global, Retail customer, Retail market segmentation, Evaluating retail performance.</p> <p>Unit II: Store Location and Layout Retail Location Strategies and Decisions, Types of Retail Locations, Site Selection Analysis, Estimate of Store Sales, Retail Location Theories, Location Assessment Procedures, Store Design and Layout, Visual Merchandising, Retail Space Management.</p> <p>Unit III: CRM and Merchandising Planning, Buying, Procurement CRM in retailing, reviews and feedback mechanism, Merchandise – objectives, acquisition, control, handling, systems, Retail pricing – objectives, approaches and strategies, Promotion in Retailing: Advertising, Sales promotion, Store operations, new retail formats.</p>	<p>10 hours</p> <p>15hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Michael Levy, Barton Weitz, Dhruv Grewal; Retailing Management; Tata McGraw Hill; 2021 or Latest Edition. 2. Bajaj, Tuli and Srivastava; Retail Management; Oxford University Press; 2016 or Latest Edition. 3. David Gilbert; Retail Marketing Management; Pearson; 2006 or Latest Edition. 4. Swapna Pradhan; Retail Management: Text and Cases; Tata McGraw Hill; 2020 or Latest Edition 5. Barry Berman, Joel R. Evans, Patrali Chatterjee, and Ritu Srivastava; Retail Management: The strategic approach; Pearson; 2017 or Latest Edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> Analyze retail business scenarios and their working mechanisms. Analyze the merchandising strategies. Evaluate existing retail outlets. 	

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MGA-608	Corporate Finance	2 Credits
Prerequisites for the course:	Nil	
Objectives:	To enable the participants to take Financing and capital budgeting decisions by using Financing Theories and analysing risks.	
Content:	<p>Unit I: Capital Budgeting Decision Types of Investment Decisions – Expansion & Diversification; Replacement and Modernisation; Mutually Exclusive Investments;</p>	10 hours

	<p>Contingent Investments; Investment Decisions Under Inflation and Complex Investment Decisions. Investment Evaluation Criteria – Cash Flow Investment Analysis; NPV, IRR, PI, Discounted Payback, ARR and MIRR; Investment under Capital Rationing.</p> <p>Unit II: Cost of Capital Introduction - Significance of The Cost of Capital; Designing Debt Policy; Opportunity Cost of Capital. Determining components of cost of capital - Cost of Debt (Issued at Par, Premium and Discount; Tax Adjustment and Cost of Existing Debt); Cost of Preference Capital; Cost of Equity (Internal & External Equity Dividend Growth Model; CAPM); Risky Debt and CAPM; WACC. Risk analysis in Capital Budgeting - Theories of Capital Budgeting (Utility theory); Risk and Uncertainty; Expected NPV; Risk Adjusted Discounting; Sensitivity Analysis; Decision Tree.</p> <p>Unit III: Financing Theories and Decision Financial and Operating Leverage – Shareholders’ return, Combining Financial and Operating Leverage and Leverage and Shareholders’ Risk. Theories of Financing (Net Income, MM Hypothesis, Trade-off, Agency Cost, Pecking Order Theory).</p>	<p>10 hours</p> <p>10 hours</p>
Pedagogy:	Lectures/Tutorials/Laboratory Work/ Field Work/ Outreach Activities/ Project Work/ Vocational Training/Viva/ Seminars/ Term Papers/Assignments/ Presentations/ Self-Study/ Case Studies Etc. or a Combination of Some of these. Sessions shall be Interactive in nature to enable Peer Group Learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Pandey I. M.; Financial Management; Pearson, India; 2022 or Latest Edition. 2. Chandra, Prasanna; Financial Management: Theory and Practice; Tata McGraw-Hill; 2019 or Latest Edition. 3. Brealey, Myers, Allen and Mohanty; Principles of Corporate Finance; Tata McGraw-Hill; 2018 or Latest Edition. 4. Khan M.Y & Jain P.K.; Financial Management; McGraw Hill; 2018 or Latest Edition. 5. Watson, Denzil and Antony Head; Corporate finance: Principles and Practice; Pearson Education; 2013 or Latest Edition. 	
Learning Outcomes:	<p>At the end of the course, participants will be able to:</p> <ul style="list-style-type: none"> • Take Capital Budgeting Decisions by evaluating risks associated with Capital Investments. • Take Capital Structure Decisions. 	

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MGA-609	Financial Modeling	2 Credits
Prerequisites for the course:	Nil	
Objective:	To enable the participants to use Spreadsheets to make Financial	

	Decisions by building models.	
Content:	<p>Unit I: Understanding Financial Modelling Overview of designing models using a spreadsheet – Attributes of the spreadsheet, Common faults, Design Process, Examining User needs and required user interface, Breaking down the calculations into manageable groups, Producing individual modules, Menu structure, Management reports and Summaries, Development, Auditing and sensitivity testing, Documentation. Features and Techniques.</p> <p>Unit II: Building a Financial Model Using Spreadsheet Analysing performance (P&L Account, Balance Sheet, Key Ratios, Trend Analysis, Sustainability), Cash Flow (Deriving Cash Flow, Strained Cash Flow and Overtrading), Forecasting Models (Regression, Data Smoothing, Cyclical and Seasonality), Variance Analysis (Budget Variances, Flash Reports and Graphics), Cost of Capital (CAPM, WACC, growth model), Bonds (Pricing, Yield Measurement, Convexity and Sensitivity and Portfolio Duration), Risk Analysis, Depreciation, Company Valuation, Optimisation, Decision Trees.</p>	<p>10 hours</p> <p>20 hours</p>
Pedagogy:	Lectures/Tutorials/Laboratory Work/ Field Work/ Outreach Activities/ Project Work/ Vocational Training/Viva/ Seminars/ Term Papers/Assignments/ Presentations/ Self-Study/ Case Studies Etc. or a Combination of Some of these. Sessions shall be Interactive in nature to enable Peer Group Learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Shmuel Oluwa; Hands-On Financial Modelling with Microsoft Excel; Packt; 2019 or Latest Edition. 2. Daniel Stein Fairhurst; Using Excel for Business Analysis: A Guide to Financial Modelling Fundamentals; Wiley; 2015 or Latest Edition. 3. Pandey I. M.; Financial Management; Pearson, India; 2022 or Latest Edition. 4. M Y Khan and P K Jain; Management Accounting, Text, Problems and Cases; McGraw Hill Education; 2018 or Latest Edition. 5. Alastair L. Day; Mastering Financial Modelling in Microsoft Excel; Pearson; 2012 or Latest Edition. 	
Learning Outcomes:	<p>At the end of this course, the participants will be able to:</p> <ul style="list-style-type: none"> • Design and build Financial Models using Spreadsheets to make business decisions. 	

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MGA-610	Taxation	2 Credits
Prerequisites for the course:	Nil	
Objective:	To enable the participants to Compute Taxable Income, calculate the income tax payable by Individuals and file income tax returns.	

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Objective:	To enable the participants to evaluate and manage the financial risk in International Business.	
Content:	<p>Unit I: Foreign Exchange Rates Introduction to Foreign Exchange Rates – Rate changes, Volatility and Exposure, Supply and Demand, Central Bank and BoP, Speculators, Triangular Arbitrage. FX and Purchasing Power – APPP & RPPP. Forward FX – Long and Short forward positions, Forward FX contract and Hedging FX Exposure, Synthetic FX forward, Mark-to-Market FX Contract. FX and Interest Rates</p> <p>Unit II: Long-Term Foreign Exchange Exposure FX Operating Exposure – Foreign Subsidiary Exposure, Operational Hedging and Operational Leverage, Examination of Operating Exposure, Forecasting FX Exposure. Debt and FX Exposure –Debt and FX Net Cash Flows, Value Exposure, Equity Exposure, Hedging FX Exposure, Unlevering Estimated FX Equity Exposure. Currency Swaps – Interest Rate Swaps, Swap driven Financing, Unlevering estimated FX Exposure.</p> <p>Unit III: Cost of Capital and Cross-Border Investment Decisions Global Finance & Cost of Capital –The CAPM Model, Global Equity Beta and Cost of Capital, Risk-Free Rate, WACC, Systematic FX Risk, Risk Adjusted Uncovered Interest Rate Parity. Cost of Capital for Overseas Investments – Operating Risk, Accounting Beta, Country Beta, Emerging Market Investments, Cost of Capital in Foreign Currency, Unlevering Equity Betas, WACC & Operating Risk, FX Exposure & Beta, Risk-Return in Foreign Currency. Overseas Acquisition, Production Relocation,</p>	<p>10 hours</p> <p>10 hours</p> <p>10 hours</p>
Pedagogy:	Lectures/Tutorials/Laboratory Work/ Field Work/ Outreach Activities/ Project Work/ Vocational Training/Viva/ Seminars/ Term Papers/Assignments/ Presentations/ Self-Study/ Case Studies Etc. or a Combination of Some of these. Sessions shall be Interactive in nature to enable Peer Group Learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Thomas O'Brien; International Finance; Oxford University Press; 2007 or Latest Edition. 2. Prakash G. Apte; International Finance A Business Perspective; McGraw Hill Education (India), Pvt Ltd.; 2020 or Latest Edition. 3. Siddaiah T.; International Financial Management: An Analytical Framework; Pearson Education India; 2015 or Latest Edition. 4. John C. Hull; Fundamentals of Options, Futures and Risk Management; Pearson Education, India; 2018 or Latest Edition. 5. Prasanna Chandra; Strategic Financial Management; McGraw Hill Education (India) Pvt. Ltd.; 2020 or Latest Edition. 	

Learning Outcomes:	At the end of the course, participants will be able to: <ul style="list-style-type: none"> Analyse FX rates and associated risks. Manage Long Term FX exposure. Take overseas business investment decisions. 	
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MGA-612	Derivatives and Risk Management	2 Credits
Prerequisites for the course:	Nil	
Objective:	To enable the participants to manage portfolio risks using Derivatives.	
Content:	<p>Unit I : Risk Management using Derivatives Derivatives, Types – Forwards, Futures, Options, Swaps – underlying assets, contracts specification, Features, Market Mechanics – Settlement, Trading, Margins, Determining Cash Flows, Calculating Portfolio Risk using Derivatives.</p> <p>Unit II: Derivative Pricing and Trading Strategies Pricing of Derivative Instruments – Futures and Options, Trading Strategies using Derivatives like Forwards, Futures, Options and Swaps. Hedging, Speculation and Arbitrage with Futures and Options.</p>	<p>15 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/Tutorials/Laboratory Work/ Field Work/ Outreach Activities/ Project Work/ Vocational Training/Viva/ Seminars/ Term Papers/Assignments/ Presentations/ Self-Study/ Case Studies Etc. or a Combination of Some of these. Sessions shall be Interactive in nature to enable Peer Group Learning.	
References/ Readings:	<ol style="list-style-type: none"> John C. Hull; Fundamentals of Options, Futures and Risk Management; Pearson Education India; 2018 or Latest Edition. Jayant Rama Varma; Derivatives and Risk Management; McGraw Hill; 2019 or Latest Edition. A.N.Sridhar; Futures & Options, Equities & Commodities; SPD Publications; 2008 or Latest Edition. Chance Don M.; An introduction to derivatives and risk management; Australia: South - Western Cengage Learning; 2019 or Latest Edition. Kolb, Robert W.; Financial derivatives: pricing and risk management; Hoboken, NJ: Wiley; 2019 or Latest Edition. 	
Learning Outcomes:	At the end of the course, participants will be able to: <ul style="list-style-type: none"> Evaluate and manage portfolio risk using Derivatives. Determine price of Derivative contracts. Create a Derivative portfolio to manage risks. 	

MGA-613	Security Analysis and Portfolio Management	2 Credits
Prerequisites for the course:	Nil	
Objective:	To enable participants to analyse securities and various asset classes to create and manage the portfolio over long-term horizons.	
Content:	<p>Unit I: Security analysis Working (Market Mechanics) of Indian Securities Market, Risk and Return Trade-off, Comparison and analysis of various Investment Avenues, Valuation of Shares and Fixed Income Securities, Fundamental Analysis and Technical Analysis.</p> <p>Unit II: Portfolio Management Portfolio creation, Theories of Portfolio Management – Active and Passive, Markowitz Theory, Portfolio Return and Risk, Efficient Market Hypotheses-Strong, Semi-Strong & Weak form - Leveraged Portfolio - Corner Portfolio, Portfolio-Evaluation Measures.</p>	<p>15 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/Tutorials/Laboratory Work/ Field Work/ Outreach Activities/ Project Work/ Vocational Training/Viva/ Seminars/ Term Papers/Assignments/ Presentations/ Self-Study/ Case Studies Etc. or a Combination of Some of these. Sessions shall be Interactive in nature to enable Peer Group Learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Jordan & Fischer; Security Analysis & Portfolio Management; Prentice Hall India; 2018 or Latest Edition. 2. Prasanna Chandra; Investment Analysis& Portfolio Management; McGraw Hill Education India Pvt. Ltd., 2021 or Latest Edition. 3. S. Kevin; Security Analysis and Portfolio Management; PHI Learning Pvt. Ltd; 2017 or Latest Edition. 4. Bodie, Kane, Marcus; Investments; Tata McGraw Hill; 2017 or Latest Edition. 5. A.K.Dash.; Security Analysis And Portfolio Management; Wiley; 2021 or Latest Edition. 	
Learning Outcomes:	<p>At the end of this course, participants will be able to:</p> <ul style="list-style-type: none"> • Evaluate various Investment Classes. • Create and Manage a portfolio considering the Efficient Frontiers. 	

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MGA-614	Behavioural Finance	2 Credits
Prerequisites for the course:	Nil	
Objective:	To enable the participants to make financial decisions by evaluating biases and the behaviour of individual investors, fund	

	managers and corporate managers.	
Content:	<p>Unit I: Overview of Behavioural Finance Overview of behavioural finance - Biases in individual Investors and Professional Investors, Heuristics, Disposition effect, Risk perceptions, Portfolio Management - Herding and Social Interaction, Familiarity and representativeness, Prospect Theory.</p> <p>Unit II: Behavioural Finance and Decision Making Decision Frames, Emotions and Investment Decisions Behavioural biases and Corporate Decision-making-Valuation, Capital Budgeting, Capital Structure Dividend Policy and Mergers & Acquisitions</p>	<p>15 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/Tutorials/Laboratory Work/ Field Work/ Outreach Activities/ Project Work/ Vocational Training/Viva/ Seminars/ Term Papers/Assignments/ Presentations/ Self-Study/ Case Studies Etc. or a Combination of Some of these. Sessions shall be Interactive in nature to enable Peer Group Learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Satish, D. and Kishore, P. Krishna; Behavioral Finance; The ICFAI University Press; 2006 or Latest Edition. 2. Nofsinger, J.; The Psychology of Investing; Pearson; 2017 or Latest Edition. 3. Shefrin, H.; Behavioral Corporate Finance; McGraw-Hill; 2005 or Latest Edition. 4. Forbes, W.; Behavioural Finance; John Wiley; 2009 or Latest Edition. 5. Ackert, L. and Deaves, R.; Behavioral Finance: Psychology, Decision-Making, and Markets; South-Western; 2012 or Latest Edition. 	
Learning Outcomes:	<p>At the end of the course, participants will be able to:</p> <ul style="list-style-type: none"> • Evaluate the biases and errors of judgment that affect financial decisions. • Use behavioural patterns in making financial decisions. 	

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MGA-615	Working Capital Management	2 Credits
Prerequisite for the course	Nil	
Objective:	To enable the participant to manage working capital in an organisation.	
Content:	<p>Unit I: Working Capital and Cash Management Working Capital, Sources, Types, Policies, Estimation of Working Capital, Factors affecting Working Capital requirement, Operating Cycle. Management of Cash - Facets, Motives for Holding Cash, Cash Forecasting and Budgeting, Managing Cash Collections and Disbursement.</p>	15 hours

	Unit II: Current Assets Management Inventory EOQ, Reorder Level, Safety Stock, Control Techniques,Investment in Debtors, Credit Management Decisions Concerning Risk-Return Trade-Off, Credit Policy Variables, namely Credit Standards,Collection Period, Discounts, Economic Credit Policy, Monitoring Tools like Aging Schedule, Sources of Long Term and Short-Term Finance.	15 hours
Pedagogy:	Lectures/Tutorials/Laboratory Work/ Field Work/ Outreach Activities/ Project Work/ Vocational Training/Viva/ Seminars/ Term Papers/Assignments/ Presentations/ Self-Study/ Case Studies Etc. or a Combination of Some of these. Sessions shall be Interactive in nature to enable Peer Group Learning.	
References/ Readings:	1. Hrishikesh Bhattacharya; Working Capital Management: Strategies and Techniques; PHI Learning; 2021 or Latest Edition. 2. Prasanna Chandra; Financial Management: Theory and Practice; McGraw Hill Education; 2019 or Latest Edition. 3. Bhalla, V. K.; Working Capital Management: Text and Cases; Anmol Publications Pvt. Ltd.; 2012 or Latest Edition. 4. Rustagi, R. P.; Working capital management; Taxmann Publications (p) Ltd; 2021 or Latest Edition. 5. Frederick C. Scherr; Modern Working Capital Management: Text and Cases; Prentice Hall; 1988 or Latest Edition.	
Learning Outcomes:	At the end of the course, participants shall be able to: <ul style="list-style-type: none"> • Determine an organisation's working capital requirements. • Manage various Current Assets determining working capital. 	

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MGA-616	Performance Management	2 Credits
Prerequisite for the course	Nil	
Objective:	To equip participants with the necessary skills and techniques for effective performance management.	
Content:	<p>Unit I: Introduction Relationship between Development Strategies and Business Performance, Interpersonal dynamics in Performance Management, Cultural Factors in Performance Management, Mapping Competencies for Effective Performance, Performance Management Cycle</p> <p>Unit II: Process Setting SMART objectives, Understanding and Designing Performance Appraisal Systems, Performance Appraisal – Methods, Documentation, Feedback, Legal and Ethical Considerations, Role of Appraisers, Conducting Performance</p>	<p>10 hours</p> <p>10 hours</p>

	<p>Review meetings, Performance Feedback and Coaching</p> <p>Unit III: Outcomes Career planning, Compensation, Learning & Development, Performance Orientation & Culture, Auditing Performance Management Process, Best Practices, Performance Management in MSMEs</p>	10 hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. A.S. Kohli; T. Deb; Performance Management, Oxford Higher education Press; 2009 or Latest edition 2. Michael Armstrong; Armstrong's Handbook of Performance Management; Kogan Page; 2022 or Latest edition 3. T.V. Rao; Performance Management: Towards Organisational Excellence; Sage Publications; 2015 or Latest edition 4. Herman Aguinis; Performance Management; Pearson Education; 2013 or Latest edition 5. Dipak Kumar Bhattacharyya; Performance Management Systems and Strategies, Pearson Publication; 2011 or Latest edition 	
Learning Outcomes:	<p>At the end of the course, the students will be able to:</p> <ul style="list-style-type: none"> • Define SMART objectives • Conduct effective appraisal interviews • Create an effective performance management system 	

MGA-617	Compensation and Benefits Management	2 Credits
Prerequisite for the course	Nil	
Objective:	To equip participants with necessary skills and techniques for designing an effective compensation structure	
Content:	<p>Unit I: Introduction Job Evaluation and Strategic compensation, Methods of Job Evaluation, Principles of compensation, Compensation Structures, Labour Market Concept, National Wage Policy: Objectives, Concepts, Wage Law, Implications in Income Tax, Professional Tax, PF, ESIC, Bonus and other labour acts</p> <p>Unit II: Process Compensation Determination, Pay Grades, Economic Principles, External Equity: Salary Surveys, Salary Components; Compa-Ratio, Cost-to-Company Structure, Fixed remuneration, Variable Pay, Rationale and Design in Executive/ Workmen Compensation Take</p>	<p>10 hours</p> <p>12 hours</p>

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	Orientation in MSMEs	
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Devendra Agochiya; Every Trainer's Handbook; Sage Publications; 2009 or Latest edition 2. P.N. Blanchard; J W Thacker; V A Anand Ram; Effective Training; Pearson; 2015 or Latest edition 3. Raymond Noe; Employee Training and Development; Mc.Graw-Hill Education; 2019 or Latest edition 4. Dipak Kumar Bhattacharya; Training and Development – Theories and Applications; Sage Textbooks; 2015 or Latest edition 5. Rolf P Lynton; Training for Development; Sage India; 2015 or Latest edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Design training programs based on learning need analysis using appropriate methodologies. • Evaluate training for effectiveness. 	

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MGA-619	Recruitment and Selection	2 Credits
Prerequisite for the course	Nil	
Objective:	To equip participants with tools and techniques for manpower planning and recruitment & selection	
Content:	Unit I: Manpower Planning Forecasting Methods, Factors affecting and Designing a Manpower Plan, Job Analysis: Methods and Sources, Defining Competencies, Role in Recruitment and Selection, External and Internal factors	10 hours
	Unit II: Effective Hiring Tools Identification of Talent, Sources of Talent – Internal & External, Criteria for Hiring, Screening, Validity and Reliability of Selection Instruments, Conducting Tests, Selection Methods	10 hours
	Unit III: Technology and Culture Role of Technology, Industry 4.0 in Hiring, Organisation Culture & Person-Job Fit, Challenges, Ethics, Impact on Individual, Team, and Organizational Effectiveness, Hiring in MSMEs	10 hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

References/ Readings:	<ol style="list-style-type: none"> 1. D Arthur; Recruiting, Interviewing, Selecting & Orienting New employees; Prentice Hall India; 2013 or Latest edition 2. R Edenborough; Assessment Methods in Recruitment, Selection & Performance; Kogan Page; 2007 or Latest edition 3. Carrie A Picardi; Recruitment and Selection: Strategies for Workforce Planning & Assessment; Sage Texts; 2020 or Latest edition 4. Dipak Kumar; Recruitment and Selection – Theory and Practices; Cengage Learning; 2016 or Latest edition 5. Gerard V McMohan; Recruitment and Selection – How to get it Right; Prentice Hall India; 2006 or Latest edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Create a Manpower plan • Conduct a job analysis • Analyse various sources of recruitment and employee selection methods • Use technology in recruitment and selection process 	

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MGA-620	Labour Laws and Industrial Relations	2 Credits
Prerequisite for the course	Nil	
Objective:	To equip participants with knowledge of legal provisions and acts for organisational compliance	
Content:	<p>Unit I: Labour Laws History of Labour Laws, New Labour Code in India & Implications for the industry: The Code on Wages 2019, the Industrial Relations Code 2020, the Code on Social Security 2020 and the Occupational Safety, Health and Working Conditions Code 2020</p> <p>Unit II: Industrial Relations The Indian IR Framework- The Role of Government, Regulative and Participative Bodies, Various Approaches, Trade Unionism in India, Emergence, History, Growth, Recognition and Registration, Trade Union and Politics, Industrial Relations in the MSME sector</p>	<p>20 hours</p> <p>10 Hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. S. D. Puri; Sandeep Puri; Labour Laws for Everyday Made Easy; Snow White Publications; 2017 or Latest edition 2. P. Subba Rao; Labour Welfare and Social Security; Himalaya Publishing Co; 2014 or Latest edition 3. Anamitra Roy Chowdary; Labour Law Reforms in India Taylor & Francis; 2018 or Latest edition 4. S C Srivastava; Industrial Relations and Labour Laws; Vikas 	

	Publishing House; 2022 or Latest edition 5. Parul Gupta; Industrial Relations and Labour Laws for Managers; Sage; 2019 or Latest edition	
Learning Outcomes:	At the end of the course, the participants will be able to: <ul style="list-style-type: none"> • Comprehend and comply with relevant labour laws • Manage situations related to Industrial relations at workplace 	

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MGA-621	Organisational Development	2 Credits
Prerequisite for the course	Nil	
Objective:	To equip participants with tools and techniques for organizational change and development initiatives for transforming organisations	
Content:	<p>Unit I: Planned Organisational Change Organisational Change Management: Understanding Organisational Transformation, Transformation Strategies, Process of Organisational Transformation</p> <p>Unit II: Foundations of Organisational Development (OD) Entry and Contract, Organisational Diagnosis – Methods of Diagnosis, Feedback and OD, OD Interventions: Individual and Interpersonal Interventions, Team / Group Interventions, Inter-group Interventions, Comprehensive Interventions, Success and Failure of OD, Future of OD & New Perspectives</p> <p>Unit III: Management Consultancy The Structure, Conduct, and Performance of the Management Consulting Industry, Types of Consultants Key Strategic and Organizational Issues, Ideas, Tools, and Frameworks, Business Process Analysis, Consulting People Skills, Client Relations, Management Consulting Careers, Ethical Issues, Coaching, Counselling</p>	<p>5 hours</p> <p>10 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. French, Bell, Organisational Development; Sage Publishing; 2008 or Latest edition. 2. S Allcorn; Organizational Dynamics and Intervention – Tools for changing workplace; Prentice Hall India; 2015 or Latest edition 3. Simon A Bertonshaw-Gunn; Essential Tools for Management Consulting; Wiley & Sons; 2010 or Latest edition 4. Richard Newton; The Management Consultant; Pearson; 	

	2010 or Latest edition 5. Dipak Kumar Bhattacharya; Organisational Change and Development; Oxford University Press; 2011 or Latest edition	
Learning Outcomes:	At the end of the course, the participants will be able to: <ul style="list-style-type: none"> • Diagnose need for organisation development interventions • Design change management interventions • Work as a management consultant/ choose consultant at workplace 	

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MGA-622	Negotiations and Conflict Management	2 Credits
Prerequisite for the course	Nil	
Objective:	To equip participants with techniques of negotiation, collective bargaining and conflict management at workplace.	
Content:	<p>Unit I: Negotiating a Contract Pre-negotiation - Preparing the Charter of Demands, Creating the Bargaining Team, Costing of Labour Contracts, The Negotiation Process - Preparing for Negotiation, Communication Style, Breaking Deadlocks, Strategy and Tactics/Games Negotiators Play, Closing Successfully, Negotiating Integrative Agreements, Reviewing.</p> <p>Unit II: Collective Bargaining Definition, Characteristics, Critical Issues in Collective Bargaining, Theories of Collective Bargaining, Collective Bargaining in India: Role of Government, Levels of Bargaining, Agreements, Concept of Managerial Prerogatives, Challenges, Negotiation & Collective Bargaining, Approaches and Phases and Administration of the Agreement</p> <p>Unit III: Conflict and Grievance Management Conflict Management and Conflict Dynamics, Role of Communication, Origins of Conflict, Dispute Prevention, Assessment of Conflict, Conciliation, Mediation, Causes/Sources of Grievances, Legislative Aspects of a Grievance Procedure, Grievance Resolution</p>	<p>10 hours</p> <p>10 hours</p> <p>10 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Malhotra, D., M. Bazerman; Negotiation Genius; NY: Bantam Dell; 2008 or Latest edition. 2. Stone; Patton; Heen, Difficult Conversations; NY: Viking Press; 2010 or Latest edition 	

	<ol style="list-style-type: none"> 3. John Mattock; J Ehrenborg; How to be a better Negotiator; Kogan Page Publishing; 2012 or Latest edition 4. Deborah Kolb; Jessica Porter; Negotiating at Work: Turning Small Wins into Big Gains; Jossey-Bass; 2015 or Latest edition 5. Johnson C; Keddy J; Managing Conflict at Work; Kogan Page; 2010 or Latest edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Use Tools of Collective Bargaining for Effective Negotiations • Manage Conflicts at the Workplace • Devise Systems for Grievance Management 	

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MGA-623	Occupational Health and Safety Management	2 Credits
Prerequisite for the course	Nil	
Objective:	To equip participants with Occupational Health and Safety Training in a Workplace.	
Content:	Unit I: Occupational Health Hazards Classification, Permissible Exposure Limits, Threshold Limit Value, Occupational Diseases due to Metals & Dusts, Fumes & Chemical Compounds, Behavioral-based Safety, Role of Ergonomics in Employee Safety & Health	5 hours
	Unit II: Accident Causes and Prevention Factors Leading to Accidents, Need for Prevention and Preventive Measures, Personal Protective Equipment	5 hours
	Unit III: Safety Nature, Philosophy, Terminology, Total Safety Concept, Safety Psychology, Safety Management & Responsibilities of Employees at Different Levels, Safety Organization, Safety Measures required in Different Industries, Safety Areas, Electrical Safety, Protection from Fire and Explosion, Basic First Aid and CPR	10 hours
	Unit IV: Hazards & Risk Risk Identification, Assessment and Control Techniques, Hazards, Risks & Detection Techniques, Preliminary Hazard Analysis & Hazard Analysis, Failure Mode Effect Analysis, Operability study, Hazard Ranking, Fault Tree Analysis, Event Tree Analysis, Major Accident Hazard Control, Onsite and Off-Site Emergency Plans.	10 hours
Pedagogy:	Lectures/tutorials /field work/outreach activities/ project work/ vocational training/ viva /seminars / term papers/ assignments / presentations / self-study/case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

References/ Readings:	<ol style="list-style-type: none"> 1. R. K. Mishra; Occupational Health Management; Aitbs Publishers and Distributors; 2015 or Latest edition 2. Charles D. Reese; Occupational Health and Safety Management: A Practical Approach; CRC Press; 2016 or Latest Edition 3. Akhil Kumar Das; Principles of Fire Safety Engineering; PHI Learning Pvt Ltd; 2020 or Latest edition 4. Sharon Clarke; Occupational Health and Safety; Taylor & Francis; 2016 or Latest edition 5. S. Z. Mansdorf; Handbook of Occupational Safety and Health, Wiley; 2019 or Latest edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Assess Occupational Health and Safety Hazards and Causes of Accidents in the Workplace. • Design a Safety Management System • Establish a Risk Management and Monitoring System in the Workplace. 	

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MGA-624	Indian Ethos and Human Quality Development	2 Credits
Prerequisite for the course	Nil	
Objective:	6. To equip participants to apply philosophies of Indian culture in building organizational culture	7.
Content:	<p>Unit I: Indian Ethos in Management Foundation of Management, Indian Ethics and the Spirit of Development, Indian Ethos & Indianity, Indian Model of Corporate Development</p> <p>Unit II: Management Ideas in Arthashastra Philosophy of Arthashastra, Leaders as achievers, Use of Authority & Power, Arthashastra and Modern Management, Kautilya Theory of Motivation, Management Competencies and Excellence in Men</p> <p>Unit III: Corporate Veda Essence of Indian Ethos, PREM Approach to Management, HOPE Model for Existence, Emergence of Corporates as State, VEDA Model of Leadership.</p> <p>Unit IV: Indian Theory of Relationship Management Assumption of Theories X, Y and Z, Theory K & Relationship Management, Sama-Dam-Danda-Bhed and New Theories, Ethical Dimension in Theory K, OSHA Model</p> <p>Unit V: Total Quality of Management Means Ends Analysis for Managerial Actions, Karma Theory & Market; Management Principles from Gandhian</p>	<p>5 Hours</p> <p>5 Hours</p> <p>5 Hours</p> <p>5 Hours</p> <p>5 Hours</p>

	Thought; 17. 18. Unit VI: Models of Self-Development Three Level of Self, Three Types of Struggles, Three Levels of Existence, Three State of Mind, Three Views of Life, Three Types of Leadership, Three Styles of Management	5 Hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Subhash Sharma; New Mantras in Corporate corridors From Ancient Routes to Global Roots; New Age International Publishers; 2007 or Latest Edition 2. Subhash Sharma; Western Windows Eastern Doors Management; New Age International Publishers; 2019 or Latest Edition 3. S.K. Chakraborty; Values for Ethics for Organization: Theory & Practice; Oxford University Press; 1999 or Latest edition 4. N M Khandelwal; Indian Ethos and Values for Managers; Himalaya Publishing; 2019 or Latest edition 5. R.S. Naagarazan; A Textbook On Professional Ethics And Human Values New Age International (P) Limited; 2007 or Latest edition 	
Learning Outcomes:	At the end of the course, the participants will be able to: <ul style="list-style-type: none"> • Appreciate Management Concepts discussed in Indian Scriptures • Discover Self, using Models of Self-Development • Apply Theories of Relationship Management and Total Quality Management at the Workplace 	

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Research Specific Courses

MGA-625	Advanced Business Research Methods	2 Credits
Prerequisite for the course	NIL	
Objective:	To enable the participants to apply the research methods to make business decisions and also understand academic papers in their area to be implemented in practice.	

Content:	Unit I: Qualitative Research Methods Objectives and Classifications of Qualitative Research, Focus Group Interviews, In-Depth Interviews, Projective Techniques, Survey, Observation Techniques, Ethnographic Research, Causal Research, Grounded Theory, Content Analysis- Bibliometric Analysis, Meta Analysis, Semiotics, Thematic Analysis.	15 hours
	Unit II: Quantitative Research Methods Multiple regression analysis, Logistic regression in decision making - binary and multinomial, factor analysis, cluster analysis, discriminant analysis, multi-dimensional scaling and conjoint analysis, introduction to structural equation modeling. (Usage of statistical software)	15 hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Cooper D R and Schindler; Business Research Methods; Tata McGraw-Hill, New Delhi; 2017 or Latest Edition. 2. Alan Bryman, Emma Bell; Business Research Methods; Oxford University Press; 2016 or Latest Edition. 3. Joe F. Hair Jr., Mary Celsi, Arthur Money, Michael Page, Phillip Samouel; The Essentials of Business Research Methods; Taylor & Francis; 2015 or Latest Edition. 4. Päivi Eriksson, Anne Kovalainen; Qualitative Methods in Business Research; SAGE Publications; 2015 or Latest Edition. 5. SadanoriKonishi; Introduction to Multivariate Analysis Linear and Nonlinear Modeling; Taylor & Francis; 2015 or Latest Edition. 	
Learning Outcomes:	At the end of the course, the participants will be able to: <ul style="list-style-type: none"> • Analyze academic research paper and draw appropriate inferences for business decisions. • Analyze data using appropriate research methods for business decisions. • Conduct a complete business research for a given problem. • Draw inferences from research output and make recommendations for business decisions. • Prepare and present research reports to facilitate business decisions. 	

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MGA-626	Structural Equation Modeling	2 Credits
Prerequisite for the course	NIL	
Objective:	To enable the participants to develop analytical skills for marketing research.	

Content:	Unit I: Introduction Foundations of structural equation modeling, the nature of latent variables and specifying the measurement model (reflective/formative), Introduction to PLS-SEM, Model estimation: the PLS-SEM algorithm and the weighted PLS-SEM algorithm (WPLS), Assessing measurement model results and bootstrapping, Assessing structural model results and prediction-oriented assessment of PLS-SEM results, goodness of fit criteria in PLS-SEM and mediation.	15 hours
	Unit II: Advanced PLS-SEM Fundamentals of PLS-SEM model evaluation and Importance performance map analysis, Higher-order constructs, Endogeneity and Gaussian copulas, Measurement model invariance assessment (MICOM) and Multigroup analysis, Moderation (interaction effects) and Nonlinear relationships (quadratic effects), Uncovering groups: Finite mixture partial least squares, Prediction-oriented segmentation.	15 hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Hair, J.F., Hult, G.T.M., Ringle, C. M., Sarstedt, M.; A Primer on Partial Least Squares Structural Equation Modeling (PLS-SEM); Sage; 2022 or latest edition. 2. Hair, J. F., Sarstedt, M., Ringle, C. M., & Gudergan, S. P; Advanced Issues in Partial Least Squares Structural Equation Modeling (PLS-SEM); Sage; 2018 or latest edition. 3. Rick H. Hoyle; Handbook of Structural Equation Modeling; Guilford Publications; 2018 or latest edition. 4. Rex B. Kline; Principles and Practice of Structural Equation Modeling; Guilford Publications; 2018 or latest edition. 5. Niels Blunch; Introduction to Structural Equation Modeling Using IBM SPSS Statistics and Amos; SAGE Publications; 2013 or latest edition. 	
Learning Outcomes:	At the end of the course, the participants will be able to: <ul style="list-style-type: none"> Analyze data using appropriate PLS-SEM methods for business decisions. Draw inferences from structural model for business decisions. 	

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MGA-627	Econometrics	2 Credits
Prerequisites for the course:	Nil.	
Objective:	19. To enable participants to apply various econometric tools	

	and techniques in solving diverse managerial problems and making business decisions.	
Content:	Unit I: Introduction to Time Series Application of Econometrics in Business; Time Series Econometrics – Stationary and Nonstationary Stochastic Processes, Trend Stationary and Difference Stationary; Forecasting – ARMA Model; Tests of Stationarity - Graphical Analysis, Autocorrelation function (ACF), Correlogram, Unit Root Tests.	8 hours
	Unit II: Time Series Analysis Cointegration, Error Correction Model, Vector Autoregressive, Short-run and Long-run relationship; Volatility Models - GARCH type Models and Volatility Forecasting.	14 hours
	Unit II: Panel Data Analysis Panel Data Analysis - Pooled OLS Regression Model, Balanced Panel vs Unbalanced Panels, Fixed Effect and Random Effect, Model Selection, Fixed Effects Least Squares Dummy Variable (LSDV) Model.	8 hours
Pedagogy:	Lectures/Tutorials/Laboratory Work/ Field Work/ Outreach Activities/ Project Work/ Vocational Training/Viva/ Seminars/ Term Papers/Assignments/ Presentations/ Self-Study/ Case Studies Etc. or a Combination of Some of these. Sessions shall be Interactive in nature to enable Peer Group Learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Gujarati, D.; Basic Econometrics; Mc Graw-Hill; 2020 or Latest Edition. 2. A.H. Studenmund; A Practical Guide to Using Econometrics; Peaeson, Education Ltd.; 2017 or Latest Edition. 3. Peijie Wang; Financial Econometrics; Routledge; 2008 or Latest Edition. 4. Brooks, Chris; Introductory econometrics for finance; Cambridge University Press; 2019 or Latest Edition. 5. Oliver Linton; Financial Econometrics: Models and Methods; Cambridge University Press; 2019 or Latest Edition. 	
Learning Outcomes:	At the end of the course, participants will be able to: <ul style="list-style-type: none"> • Use Econometric methods for analysing business data. • Conduct empirical research in an academic or business setting. 	

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MGA-628	Human Resources Analytics	2 Credits
Prerequisite for the course	Nil	
Objective:	To equip participants with tools and frameworks available for	

	Human Resources Analytics	
Content:	<p>Unit I: Role of Analytics HR Analytics: value creation, Diagnosing HR Challenges, Typical problems, Foundations of Data Science – Role of Artificial Intelligence (AI) and its various components such as Statistical Learning (SL), Machine Learning (ML) and Deep Learning Algorithms in Organisational Value Creation, Linking HR Data to Operational Performance.</p> <p>Unit II: HRA Frameworks Current Approaches to Measuring HR, Strategic HR Metrics versus Benchmarking, HR Maturity Framework: From level 1 to level 5, HR Analytics Frameworks: LAMP Framework, HCM: 21 Framework and Talentship Framework, Components</p> <p>Unit III: Predictive and Prescriptive Analytics Procedure, Determining Key Performance Indicators, Analysing and Report Data, Interpreting the Results and Predicting the Future, Metrics and Regression Analysis and Causation, Insights into Data Driven HRA: Sources, Issues, Building Support and Interest, Obtaining, Cleaning and Supplementing data, HR Metrics, HR Dashboards, Statistical Softwares, Data Visualisation Tools, Story Telling framework, Using Operations Research Tools in Talent Management, Prescriptive Analytics Techniques: Linear Programming, Data Envelopment Analysis</p>	<p>6 hours</p> <p>9 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings:	<ol style="list-style-type: none"> 1. Jac Fitz-enz; John R. Mattox; Predictive analytics for Human Resources; Wiley; 2014 or Latest edition 2. Gene Pease Boyce Byerly; Jac Fitz-enz; Human Capital Analytics, Wiley; 2013 or Latest edition 3. Brian E. Becker; Mark A. Huselid; Mark A Huselid; David Ulrich; The HR Scorecard: Linking People, Strategy, and Performance; HBR Press; 2001 or Latest edition 4. Tracey Smith; HR Analytics: The What, Why and How; Numerical Insights LLC; 2017 or Latest edition 5. Dipak Kumar Bhattacharya; HR Analytics – Understanding theories and Applications, Sage, 2017 or Latest edition 	
Learning Outcomes:	<p>At the end of the course, the participants will be able to:</p> <ul style="list-style-type: none"> • Use Tools and Frameworks available for HRA • Evaluate Various HRA frameworks • Design a system for using predictive/ prescriptive analytics 	

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Generic Elective Courses

Course Codes	Generic Elective Courses	Credits
MGA-636	German Language A1 level	6 credits
MGA-637	Communication Skills, Interview-Facing Skills, and Mock Interviews	6 credits
MGA-638	Certificate of Proficiency in Portuguese A-1 level	6 credits

*The Portuguese Syllabus Is taken from BoS in Portuguese from The Shenoigoembab School of Languages And Literature.

MGA-636	German Language A1 level	6 credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	This course develops communicative and critical thinking competencies in the areas of reading, listening, speaking, and writing at the elementary A1 level.	
<u>Content:</u>	Unit I: Introduction to the German language and German way of life Communicating in German in basic life contexts: Personal Details, welcome, Spelling, Profile creation on Internet, Numbers 1 to 20, Professions – talking about your own profession and work, ordering and paying, Appointments/dates and time, Visiting Cards, Address Information, Phone number and email addresses, Cities, countries, languages – sightseeing in Europe.	15 hours
	Unit II: The German way of life: Company portrait – Film on Doppelmayr Information on industrial companies, location of factories, Response to reviews, Orientation in the city – transportation, Grammatical Structures: simple clauses – “w” questions, yes/no-questions, statements, negation, verbs: conjugation of verbs in the present tense and simple perfect tense; conjugation of auxiliary verbs 'to be' and 'to have'; past of verb 'to be' and 'to have'; separable verbs, nouns and articles (definite and indefinite), international vocabulary, office structures, furniture and colours.	15 hours
	Unit III: The German way of life: to talk about music and its various genres Musicians, Composers, Songs, Lyrics, Time, Daily routine, Factory Tour- Rules and regulations, Organizational chart, Introduction of company, interviews of employees, occupation and activities, Appointments, trade fair advertisements, exchange information about trade fairs,	10 hours
	Unit IV: The German way of life: to talk about the family Family relationships, Festivities, Culture, Dressing, Hobbies, Sightseeing, Vacations and holidays, Food and shopping for food; Clothing, Health, illness, parts of the body, fitness, going to the doctor, Grammar - compound nouns; plurals of nouns: imperative, cases (nominative, accusative, dative and genitive), personal pronouns, possessive articles (Nom.) – articles (Dat., Acc.), adjectives.	10 hours
	Unit V: The German way of life: to talk about Office Lunch to plan a purchase Planning work lunches, booking a table, conducting and	

	<p>exchanging small talk- birthdays, weather, family and hobbies, menu, ordering dishes and drinks, paying in the restaurant, an invitation, an event. Grammar- simple sentence connectors, graduation with “zu” (it is too big a question), questions, prepositions of time, prepositions with dative and accusative, time adverbs,</p> <p>Unit VI: Film on Liebherr Company Instructions, conversational situations, directions, follow maps, company flyers & their services in email, dictionary articles, timetable and email invitations. Grammar - the pronoun: one, numbers, building vocabulary systematically, compound words; Reading Comprehension in German; Writing simple sentences</p> <p>Unit VII: The German way of life: Film on Schade Maschinenbau Company Planning, assigning activities, and celebrating a company anniversary, newspaper articles about company anniversaries, understanding job vacancies, expressing one’s opinion about jobs, understanding blogs about jobs, leading conversations, reporting on departments, tasks, weekly logs, interviewing, business conversations, and company development.</p>	<p>15 hours</p> <p>10 hours</p> <p>15 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/outreach activities/ project work/ viva/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/ Readings:</u>	<ol style="list-style-type: none"> 1. By Ilse Sander, Andreea Farmache, Regine Grosser et al. DaF im Unternehmen A1 {course and workbook} Publisher: Ernst Klett Sprachen GmbH, Stuttgart, Germany, Year: 2021 or Latest Edition 2. Online dictionary {dict.cc} 3. Additional texts, Audios, Videos 	
<u>Learning Outcomes</u>	<p>At the end of the course, the participant will be able to:</p> <ul style="list-style-type: none"> • Interact, ask and answer simple questions • Express themselves with a minimum level of correctness and pronunciation that can be understood by a German speaker • Write simple, isolated phrases, sentences, and messages, and fill forms. • Use German as a communicative language 	

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MGA-637	Communication Skills, Interview-Facing Skills, and Mock Interviews	6 credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To introduce the essentials of effective communication in different context and to introduce the basics of writing	

	resumes and preparatory skills required to face interviews	
<u>Content:</u>	Unit I: Introduction Difference between formal and informal communication; Communication process, types, Effectiveness in communication – the Roles of Sender, Receiver and the medium; Role of culture in communication; Importance of Non-Verbal Communication.	10 hours
	Unit II: Oral Communication Skills required for effective interpersonal and group communication, effective public speaking, noise in communication and its prevention, barriers and gateways in communication.	15 hours
	Unit III: Written Communication Fundamentals of effective writing; different forms of written communication; report writing, creative writing; structure and content of various types of reports.	15 hours
	Unit IV: Creativity in Communication Competitive versus collaborative communication, types of negotiation, barriers in effective negotiation, interests versus positions in negotiation.	10 hours
	Unit V: Resume Writing Fundamentals of Resume Writing, Writing effective Cover letters and emails to organizations.	10 hours
	Unit VI: Interview Preparation Group Discussions – different types, Different types of interviews and basic competencies required in facing interviews. Preparation required prior to facing an interview – industry and firm analysis. SWOT analysis; Frequently asked questions in interviews	15 hours
	Unit VII: Mock Interviews Mock interviews to assess conceptual clarity, domain knowledge, soft skills, and perspectives held, etc.	15 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u> -	1. AnjaneeSethi, BhavnaAdhikari, Effective Business Communication, Tata Mc Graw Hill Education, 2009 or Latest Edition.	

	<ol style="list-style-type: none"> 2. Prasad, Hari Mohan, How to prepare for Group Discussion and Interview, Tata McGraw Hill, 2005 or Latest Edition 3. Courtland L Bovee, John V Hill, Roshan Lal Raina, Business Communication Today, Pearson, 2021 or Latest Edition 4. Raymond V Lesilar, Marie, E Flatley, Kathryn Rentz, Paula Lentz, Neerja Pande, Business Communication -Connecting in a Digital World, Tata McGraw Hill, 2015 or Latest Edition 5. Innovative Interview Questions, Vibrant Publishers, 2020 or Latest Edition 	
<u>Learning Outcomes</u>	<p>At the end of the session the participants will be able to:</p> <ul style="list-style-type: none"> • Improve their verbal, written and interpersonal communication, and participate in group discussions. • Improve Business and Creative Writing Skills • Prepare an effective CV and successfully face interviews. 	

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Annexure II

MBA Executive (Electives to be added in existing course structure from AY 2023-24)

Course codes	Course Name	Credit
EMN 004	Photography	2 Credit
EMO 111	Negotiations and Conflict Management	2 Credit
EMO 112	Technology in HR	2 Credit
EMO 204	Working Capital Management	2 Credit
EMO 205	Security Analysis and Portfolio Management	2 Credit
EMO 206	International Finance	2 Credit
EMO 207	Mergers and Acquisitions	2 Credit
EMO 208	Derivatives and Risk Management	2 Credit
EMO 302	Product Management	2 Credit
EMO 303	Brand Management	2 Credit
EMO 304	Integrated Marketing Communication	2 Credit
EMO 305	Consumer Behaviour	2 Credit
EMO 306	Marketing Research	2 Credit
EMO 307	Digital Marketing and marketing in Social Media	2 Credit
EMO 308	B2B Marketing	2 Credit
EMO 406	Operations Research	2 Credit
EMO 407	Maintenance Management	2 Credit
EMO 408	Inventory Management	2 Credit
EMO 409	Entrepreneurship	2 Credit
EMO 309	Marketing of Services	2 Credit

MBA (Executive) – Elective Courses

Elective Non-Business Courses

EMN 004 Photography

2 Credits

Effective from AY: 2023-24

<u>Prerequisites</u>	Nil	
<u>Objective:</u>	At the end of the course the student will develop the ability to appreciate the art of photography and undertake basic photography assignments	
<u>Content:</u>	<p>Introduction The History and evolution of photography; The science of photography; Photography in Digital age; Types of Cameras</p> <p>Professional Photography; Professional photography vs. Hobby; Basic rules of composition of a good photography; Various controls and menus available and usage of modern DSLR/DSLT cameras.</p>	<p>4 Hours</p> <p>12 Hours</p> <p>08 Hours</p>

	Digital tools in Photography Light metering, working with natural light and light modifiers Tools for enhancing quality of photographs; Preserving and Publishing photographs	
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	1. Tom Ang; Digital Photography an Introduction ;Penguin, 4th or later edition 2. Michael Freeman; The Photographer's Eye – Composition and Design for better digital photos; Elsevier Publication; Latest Edition 3. Barnbaum, Bruce, The Art of Photography, A Personal Approach to Artistic Expression, Rocky Nook, Latest Edition 4. Peterson, Bryan, Learning to See Creatively Design, Color and Composition in Photography, Clarkson Potter/Ten Speed, Latest Edition 5. Kelby, Scott, The Landscape Photography Book, Rocky Nook, Latest Edition	
<u>Learning Outcomes</u>	1. Able to take good photographs 2. Able to use digital tools for quality improvement of photographs	

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Elective Business Courses in Human Resources

EMO 111 Negotiations and Conflict Management

2 Credits

Effective from AY: 2023-24

<u>Prerequisites for the course:</u>	A Basic Course in Human resources Management	
<u>Objective:</u>	To introduce concepts of negotiation, collective bargaining and management of conflicts at work place	
<u>Content:</u>	Negotiating a Contract Pre-negotiation - Preparing the Charter of Demand(s); Creating the Bargaining Team; Costing of Labour Contracts The Negotiation Process - Preparing for Negotiation; Communication Style; Breaking Deadlocks; Strategy and Tactics/Games Negotiators Play; Closing Successfully Negotiating Integrative Agreements Reviewing	6 hours

	<p>Collective Bargaining Critical Issues in Collective Bargaining; Role of Government; Levels of Bargaining, Coverage and Duration of Agreements; Concept of Managerial Prerogatives; Administration of Agreements; Approaches and Phases in Collective Bargaining; Contract Ratification Post Negotiation - Administration of the Agreement;</p> <p>Conflict Management Conflict Dynamics; Role of Communication in Conflict Management; —Origins of Conflict—Dispute Prevention—Assessment of Conflict; Conciliation; Mediation; Conflict management and organization policy;</p> <p>Grievance Management Causes/Sources of Grievances and how to locate them; Legislative Aspects of a Grievance Procedure; Managerial Practices to Prevent Grievances, Grievance Resolution; Union's Perspective on Grievance Resolution;</p>	<p>6 hours</p> <p>6 hours</p> <p>6 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Malhotra, D., M. Bazerman; Negotiation Genius; NY: Bantam Dell; 2008 or Latest edition. 2. Stone; Patton; Heen, Difficult Conversations; NY: Viking Press; 2010 or Latest edition 3. John Mattock; J Ehrenborg; How to be a better Negotiator; Kogan Page Publishing; 2012 or Latest edition 4. Deborah Kolb; Jessica Porter; Negotiating at Work: Turning Small Wins into Big Gains; Jossey-Bass; 2015 or Latest edition 5. Johnson C; Keddy J; Managing Conflict at Work; Kogan Page; 2010 or Latest edition 	
<u>Learning Outcomes</u>	<ol style="list-style-type: none"> 1. A competence in negotiating 2. A competence in managing conflicts 	

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EMO 112 Technology in HR
Effective from AY: 2023-24

2 Credits

<u>Prerequisites for the course:</u>	A Basic Course in Human resources Management	
<u>Objective:</u>	To introduce the different technologies and tools available to automatise/ measure human resource	

	functions	
<u>Content:</u>	<p><u>Technology and HR</u> History; Benefits and Challenges of Technology in HR, Technology Acceptance Models; Phases of Technology Adoption; Costs Benefits Analysis; Importance of Automation Policies; Changing Workforce demographics and Impact on Culture</p> <p><u>Human Resources Information Systems</u> Introduction to HRIS; Organisational HRIS needs Analysis; Employee Database Management; Self Service portals; HR Game changing tools</p> <p><u>Industry 4.0 and HR</u> Introduction; Value Creation in Data driven economy; Components of Industry 4.0; Basics of Artificial Intelligence, Block Chain Technology; Robotics; Internet of Things; Cloud Computing; Applications in industry; Employee Relations in Digital Age; Future of HR function;</p> <p><u>Using HR Metrics</u> Business Intelligence and HR Analytics; Tools available; Role of Big Data and predictive analytics in HR decision making;</p>	<p>5 hours</p> <p>5 hours</p> <p>09 hours</p> <p>5 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Martin R Edwards & Kirsten Edwards; Predictive HR Analytics – Mastering the HR Metric; Kogan Page; Latest Edition 2. Jac Fitz-enz; John R. Mattox; Predictive analytics for Human Resources; Wiley; 2014 or Latest edition 3. Gene Pease Boyce Byerly; Jac Fitz-enz; Human Capital Analytics,Wiley; 2013 or Latest edition 4. Brian E. Becker; Mark A. Huselid; Mark A Huselid; David Ulrich; The HR Scorecard: Linking People, Strategy, and Performance; HBR Press; 2001 or Latest edition 5. Tracey Smith; HR Analytics: The What, Why and How; Numerical Insights LLC; 2017 or Latest edition 	

	6. Dipak Kumar Bhattacharya; HR Analytics – Understanding theories and Applications, Sage, 2017 or Latest edition	
<u>Learning Outcomes</u>	<ol style="list-style-type: none"> 1. A competence in using relevant technology in HR functions 2. A competence to choose appropriate metric for analyzing Human Resource functions 	

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Elective Business Courses in Operations Area/ General Management

EMO 406

Operations Research

2 Credits

Effective from AY: 2023-24

<u>Prerequisites for the course:</u>	A basic course in Production Operations Management	
<u>Objective:</u>	To help understand various aspects of operations research that can be used in managerial decision making	
<u>Content:</u>	<p>Introduction Features , Phases of Operations Research, Types of OR Models, Techniques and Tools , Structure of the Mathematical Model, Limitations of OR</p> <p>Linear Programming: Linear Programming Problem, Requirements of LPP, Mathematical Formulation and solving of LPP; Sensitivity Analysis, Important Geometric Properties of LPP; Interpretation of Duality in LPP</p> <p>Transportation and Assignment Problems: Formulation and solving of Transportation Problem (TP), the Initial Basic Feasible Solution, Moving Towards Optimality; Mathematical Formulation of Assignment Problem, Hungarian Method Algorithm, Routing Problem</p> <p>Infinite Queuing Models: Queuing Theory, Operating Characteristics of a Queuing System, Constituents of a Queuing System, Service Facility, Queue Discipline; Notations, Service System, Single Channel Models, Multiple Service Channels, Applications of Queuing Theory, Limitations of Queuing Theory;</p> <p>Project Scheduling and PERT-CPM: Basic Difference between PERT and CPM, PERT/CPM Network Components and Precedence Relationship, Project Management – PERT</p>	<p>2 hours</p> <p>6 hours</p> <p>6 hours</p> <p>5 hours</p> <p>5 hours</p>
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Taha Hemdy A., 'Operations Research An Introduction', Pearson Education , Eighth or later edition 2. Sharma J.K., 'Operations Research Theory and Application', Macmillan publication, Third or later edition 3. Vohra N D, 'Quantitative Techniques in Management', Tata McGraw hill, Third or later edition. 4. Ramamurthy, P; Operations Research; New Age International (P) Limited; 2007 or Latest Edition 5. Rajagopal, K; Operations Research; PHI Learning; 2012 or Latest Edition 	
<u>Learning Outcomes</u>	An ability to model real life business problems using chosen mathematical /operations research models and solve them.	

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EMO 407 Maintenance Management

2 Credits

Effective from AY: 2023-24

<u>Prerequisites for the course:</u>	A basic course in Operations Management	
<u>Objective:</u>	To introduce management of facilities and their maintenance	
<u>Content:</u>	<p>Maintenance: Role and scope in total organisational contexts, Centralized and decentralized maintenance organisation structures.</p> <p>Maintenance systems Design and its selection - Break down maintenance - Routine maintenance -Predictive maintenance - Preventive maintenance - Corrective maintenance - Total Productive maintenance - Design maintenance - Contract maintenance.</p> <p>Pareto's principles for repetitive breakdown analysis - Spares management - Planning considerations for each type of activities; Maintenance work measurement - Time standards - Incentive schemes.</p> <p>Maintenance man power planning Selection -Training. Scheduling maintenance costs - Budget preparation and budgetary control of maintenance expenditures. Maintenance effectiveness - various performance indices and their evaluation - uses and limitations - monitoring of maintenance performance. Replacement Technique - Application of Computer in maintenance.</p>	<p>3 hours</p> <p>8 hours</p> <p>5 hours</p> <p>8 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach	

	activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Gopalakrishnan P & Sundararajan, Maintenance Management, Prentice Hall, Latest Edition 2. Telang A D; Comprehensive Maintenance Management: Policies, Strategies and Options; Prentice Hall India, Latest Edition 3. Levitt, Joel; The Handbook of Maintenance Management; Industrial Press; 1997 or Latest Edition 4. Márquez, Adolfo Crespo; The Maintenance Management Framework Models and Methods for Complex Systems Maintenance; Springer London; 2007 or Latest Edition 5. Velmurugan, Rama Srinivasan and Dhingra, Tarun; Asset Maintenance Management in Industry- A Comprehensive Guide to Strategies, Practices and Benchmarking; Springer International Publishing; 2021 or Latest Edition 	
<u>Learning Outcomes</u>	An ability to use maintenance management tools in decision making	

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EMO 408 Inventory Management
Effective from AY: 2023-24

2 Credits

<u>Prerequisites for the course:</u>	A basic course in Operations Management	
<u>Objective:</u>	To introduce tools and techniques of inventory management	
<u>Content:</u>	<p>Introduction Inventory concept; need for inventory; types of inventory, functions, use; Dependent and Independent Demand, Responsibility for inventory management. Strategic Inventory Management;</p> <p>Inventory Control Techniques: Inventory classification and its use in controlling inventory, Setup time and inventory control, safety stock determination; Strategies to increase Inventory Turns.</p> <p>Inventory Models: Fixed Order Versus Fixed Interval systems – Developing</p>	<p>3 hours</p> <p>5 hours</p> <p>5 hours</p>

	<p>Special Quantity Discount Models – Inventory Model for Manufactured Items – Determination of Economic Lot Size under various situations; Replenishment Models – Inventory Models with uncertainty – Probabilistic Inventory Models</p> <p>Material Requirement Planning Systems (MRP): Data Requirements and Management; Bill of Materials, types of BOM, Modular BOM, Master Production Schedules; Managing MPS inventory records, lot sizing, process of MRP, and output of MRP.</p> <p>Make or Buy Decisions: Concept of outsourcing, Factors influencing Make or Buy Decisions, Trends in Make or Buy Decisions in context of core competency. Materials Management in JIT Environment; Zero inventory concept, Excess Inventory, Materials management in JIT environment, Vendor Management in JIT context.</p>	<p>5 hours</p> <p>6 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Zipkin, Foundations of Inventory Management – McGraw Hill. Latest Edition 2. Seetharama L Narsimhan, Dennis W McLeavy, Peter J Billington, Production Planning And Inventory Control - Prentice Hall Of India Pvt Ltd, Latest Edition 3. Richard J. Tersine, Principles of Inventory and Materials Management , Prentice Hall, Latest Edition 4. Muller, Max; Essentials of Inventory Management; AMACON; 2011 or Latest Edition 5. Toomey, John W; Inventory Management – Principles, Concepts and Techniques; Springer US; 2012 or Latest Edition 	
<u>Learning Outcomes</u>	To be able to use inventory management tools for inventory decisions.	

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EMO 409 Entrepreneurship

2 Credits

Effective from AY: 2023-24

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To introduce the tools and techniques required to start an organisation	

<u>Content:</u>	<p>Introduction Types of organisations; Entrepreneurial competencies and motivations; Funding fundamentals;</p> <p>Role of Government Different Government/ Other Organisations and their role in promoting Entrepreneurship in India; Schemes and incentives;</p> <p>Starting an Organisation: Prerequisites Environment Analysis; Idea Generation; Sources of funds; Entrepreneurial Training and Role of Incubation Centres; Feasibility Analysis</p> <p>Business Plan Components of a Business Plan; Registering a business, Legal requirements; Marketing Business plan to funding organisations</p> <p>Fundamentals of Managing New Business Managing Critical Resources – Money, Machines, and Materials; People Management; Entrepreneurial Marketing; Importance of Learning Orientation; Entrepreneurial Culture</p>	<p>2 hours</p> <p>3 hours</p> <p>7 hours</p> <p>7 hours</p> <p>5 hours</p>
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Bruce Barringer and R. Duane Ireland, 'Entrepreneurship: Successfully Launching New Ventures', Pearson Education, Latest Edition 2. RD Hisrich, MP Peters and DA Shepherd, Entrepreneurship, Tata McGraw Hill Publishing, Latest edition 3. S.Bhargava , Entrepreneurial Management, Response Books, Sage Publishing, Latest edition 4. P Tiffany & SD Peterson, Business Plans for Dummies, Wiley India, Latest edition 5. G Friend & S Zehle , Guide to Business Planning, The Economist publication, latest edition 	
<u>Learning Outcomes</u>	An ability to start and manage a new organisation	

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EMO 302 Product Management
Effective from AY: 2023-24

2 Credits

<u>Prerequisites for the course:</u>	A core course in Marketing	
<u>Objective:</u>	To introduce the different aspects of new product development and managing products	

<u>Content:</u>	Product Strategy and Analysis: Product Strategy and Planning, Product and Market Focused Organisations, Product and Market Evolution, Product Life Cycles, Defining the Competitive Set, Category Attractiveness Analysis, Competitor Analysis and Customer Analysis.	12 hours
	Product Development: Developing Product Strategy, New Product Development, Designing the Offer, Market and Sales Potential, Pricing Decisions, Advertising and Promotion decisions, Concept and Product Testing, Financial Analysis for Product Management	12 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Donald R. Lehmann and Russell S. Winer; Product Management; Tata McGraw Hill; 2002 or Latest Edition 2. Majumdar R; Product Management in India; Prentice Hall India; 2007 or Latest Edition 3. Michael Baker and Susan Hart; Product Strategy and Management; FT Publishing International; 2008 or Latest Edition 4. Merle Crawford, Anthony Benedetto; New Products Management; Tata McGraw Hill; 2020 or Latest Edition 5. Paul Trott; Innovation Management and New Product Development; Pearson; 2009 or Latest Edition 	
<u>Learning Outcomes</u>	An ability to manage products during different stages of product life cycle	

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EMO 303 Brand Management
Effective from AY: 2023-24

2 Credits

<u>Prerequisites for the course:</u>	A core course in Marketing	
<u>Objective:</u>	To introduce concepts of brands and to explain the different strategies used to increase market reach	
<u>Content:</u>	Branding:	

	<p>Introduction to Brands and Branding, Rationale for Building Brands, Types of Brands, Creating a Brand Designing Brand Identity using Kapferer's Identity Prism, Customer Brand Building Equity Model, Brand Mantras, Brand Equity, Measuring Brand Equity.</p> <p>Brand Positioning: Brand Positioning, Consumer Behaviour, Crafting Brand Positioning Strategy, Building Marketing Programmes for Brands, E-Branding and building virtual Brands, Brand Strategies including Line and Category Extensions, Umbrella Branding and Managing the Brand Architecture.</p>	<p>12 hours</p> <p>12 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Kevin Keller, Vanitha Swaminathan Ambi Parameswaran; Strategic Brand Management: Building, Measuring, and Managing Brand; Pearson; 2020 or Latest Edition. 2. Kirti Dutta; Brand Management, Principles, and Practices; Oxford University Press; 2022 or Latest Edition. 3. Tapan Panda; Product and Brand Management; Oxford University Press; 2016 or Latest Edition. 4. Jean-Noël Kapferer; The New Strategic Brand Management; Kogan Page; 2012 or Latest Edition. 5. Johny Johansson, Kurt Carlson; Contemporary Brand Management; SAGE Publications; 2014 or Latest Edition 	
<u>Learning Outcomes</u>	An ability to use knowledge and tools to manage Brands	

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EMO 304 Integrated Marketing Communications
Effective from AY: 2023-24

2 Credits

<u>Prerequisites for the course:</u>	A core course in Marketing	
<u>Objective:</u>	To introduce the different components of Integrated Marketing Communications that help in increasing Marketing and communication effectiveness.	
<u>Content:</u>	Introduction and Role:	

	<p>Role and Evolution of IMC; The Promotional Mix; The IMC Process; Market and Competitor Analysis; Tools of IMC; Role of Client; Agency and Types of Agencies; Advertising and PR; Analysing the Communication Process; Models of Communication;</p> <p>Establishing Objectives; DAGMAR Approach; Setting Objectives; Establishing Media Objectives; Reach and Response; Budgeting Decisions and Approaches; Creative Strategy; Developing Creative Appeals: Styles; Role of Emotions; Media Planning strategy;</p> <p>Media Evaluation: Evaluation of Different Media; Direct Marketing; Digital Marketing; Internet and Interactive Media; Public Relations and its use;</p> <p>Sales Promotion: Scope and role in IMC; Consumer Franchise Building Promotions; Consumer oriented Sales Promotion; Tools of Sales Promotion; Coordination of Sales Promotion with other tools of IMC; Budgeting for Sales Promotion;</p>	<p>6 hours</p> <p>6 hours</p> <p>5 hours</p> <p>7 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. George Belch, Michael Belch & Keyoor Purani; Advertising & Promotion- An Integrated Marketing Communications Perspective; TATA McGraw Hill; 2021 or Latest Edition 2. Sandra Moriarty, William Wells, Nancy Mitchell; Advertising & IMC: Principles and Practice; Pearson; 2021 or Latest Edition 3. Kenneth Clow; Integrated Advertising, Promotion and Marketing Communications; Tata McGraw Hill; 2014 or Latest Edition 4. Jaishri Jethwaney & Shruti Jain; Advertising Management; Oxford University Press; 2012 or Latest Edition 5. Ritu Narang; Advertising, Selling & Promotion; Pearson; 2020 or Latest Edition 	
<u>Learning Outcomes</u>	An ability to use IMC tools to increase reach of products/	

	services	
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EMO 305 Consumer Behaviour

2 Credits

Effective from AY: 2023-24

<u>Prerequisites for the course:</u>	A basic course in marketing	
<u>Objective:</u>	To introduce the different consumer behavioural dynamics that impacts buying decisions	
<u>Content:</u>	Definition and Process Definition and importance, marketing strategy and consumer behaviour, market segmentation, consumer decision process: problem recognition, information search, alternative evaluation and selection; Theories of Consumer Behaviour; Customer Relationship Management	6 hours
	External influencers Concept of culture, values, time space and symbols, demographics, sub cultures, Household and family, consumer socialization, reference groups, brand communities, opinion leadership, diffusion of innovations;	6 hours
	Internal Influencers Personality, Emotions; VALS, Motivations and marketing strategy,	5 hours
	Organizational Buying Characteristics, roles and decision making units, decision making process, choice criteria, new buy and rebuy, purchasing practices (just in time , leasing etc.), Relationship marketing	7 hours
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	1. David Mothersbaugh, Del Hawkin and Susan Kleiser and Amit Mookerjee; Consumer Behavior: building marketing strategy; Tata McGraw Hill; 2022 or Latest Edition 2. Sangeeta Sahney; Consumer Behaviour; Oxford University Press; 2017 or Latest Edition. 3. Leon Schiffman, Leslie Kanuk and Joseph Wisenblit;	

	<p>Consumer Behavior; Pearson; 2019 or Latest Edition.</p> <p>4. Michael Solomon; Consumer Behaviour; Pearson; 2020 or Latest Edition.</p> <p>5. S. Ramesh Kumar, Leon Schiffman, Leslie Lazar Kanuk; Consumer Behaviour; Pearson; 2019 or Latest edition</p>	
<u>Learning Outcomes</u>	An ability to analyze consumer behavior to take marketing decisions	

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EMO 306 Marketing Research

2 Credits

Effective from AY: 2023-24

<u>Prerequisites for the course:</u>	A basic course in Marketing	
<u>Objective:</u>	To introduce the basic research methods that can be used to help in marketing decisions	
<u>Content:</u>	<p>Research Design Problem definition, theoretical framework, analytical model, research questions, hypotheses, information specification, ethics in marketing research, Research designs</p> <p>Measurement and scaling Measurement and scaling, nominal, ordinal, interval and ratio scales, likert, semantic differential and staple scales, reliability and validity, questionnaire design</p> <p>Data collection and preliminary analysis Sampling, defining target population, non-probability and probability sampling, sample size determination, data collection methods and field work, coding, data entry and data preparation, frequency distribution, crosstabulation and chi-square, analysis of variance</p> <p>Multivariate analysis Correlation and regression analysis, simple and multiple regression, interpretation of results, discriminant analysis, factor analysis, extraction and rotation methods, logistic regression, cluster analysis, multi-dimensional scaling, report preparation and presentation, usage of statistical packages</p>	<p>6 hours</p> <p>6 hours</p> <p>6 hours</p> <p>6 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable	

	peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Naresh K Malhotra, "Marketing Research: An applied orientation", Pearson Education, Latest Edition 2. Joseph F Hair, Robert P Bush and David J Ortinau "Marketing Research within a changing information environment", Tata McGrawHill, Latest edition 3. Niels Blunch; Introduction to Structural Equation Modeling Using IBM SPSS Statistics and Amos; SAGE Publications; 2013 or latest edition. 4. Päivi Eriksson, Anne Kovalainen; Qualitative Methods in Business Research; SAGE Publications; 2015 or Latest Edition. 5. Sadanori Konishi; Introduction to Multivariate Analysis Linear and Nonlinear Modeling; Taylor & Francis; 2015 or Latest Edition. 	
<u>Learning Outcomes</u>	<ol style="list-style-type: none"> 1. A competence in designing research studies, collecting and analyzing data 2. An ability to prepare and present reports. 3. An ability to use research output for decision making 	

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EMO 307 Digital Marketing and Marketing in Social Media 2 Credits
Effective from AY: 2023-24

Prerequisites for the course:	A core course in Marketing Management	
<u>Objective:</u>	To introduce the tools and techniques required for marketing in digital media and social media	
<u>Content:</u>	<p>Introduction Importance of digital marketing; Difference between traditional and digital marketing; recent trends; competitive analysis; Website Planning and Creation Importance of Design</p> <p>Search Engine Optimisation (SEO) and Marketing Various search engines and their algorithms; Various factors affecting on-page and off-page optimisation, keywords research, meta tags, meta description, link building; Advertising on social media; search engine's result page (SERP); Ads platform, Keyword Planners -</p>	<p>5 hours</p> <p>6 hours</p>

	search volume, cost-per-click (CPC), customer lifetime value (CLV) and other such metrics. Digital Media Planning and Buying Media Planning to optimise cost-per-install (CPI), cost-per-order (CPO), cost-per-acquisition (CPA), click-through-rate (CTR); platform-based Ad space, and media planning and budgeting. Web Remarketing concept; Social Media Marketing social media strategies on various platforms; Targeting audience; build social media campaign, write ad copies and ad creatives. Cost factors- cost-per-click (CPC), cost-per-view (CPV), cost-per-impression (CPM); Effective content writing; Fundamentals of blogging, email marketing and mobile marketing; Building subscriber lists and database segmenting; App store optimisation (ASO).	5 hours 8 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Dave Chaffey, Fiona Ellis-Chadwick; Digital Marketing: Strategy, Implementation & Practice; Pearson; 2015 or Latest Edition. 2. Seema Gupta; Digital Marketing; McGraw Hill; 2022 or Latest Edition. 3. Damian Ryan; Understanding Digital Marketing: Marketing Strategies for Engaging the Digital Generation; Kogan Page; 2016 or Latest Edition. 4. Eric Enge, Stephan Spencer, Jessie Stricchiola; The Art of SEO; O'Reilly Media; 2015 or Latest Edition. 5. Jan Zimmerman, Deborah Ng; Social Media Marketing All-in-one Dummies; For Dummies; 2021 or Latest Edition. 	
<u>Learning Outcomes</u>	An ability to design and dovetail the digital media strategy into the marketing strategy	

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EMO 308 Business to Business Marketing

2 Credits

Effective from AY: 2023-24

<u>Prerequisites for the course:</u>	Nil	
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<u>Objective:</u>	To introduce the essentials of Business to Business marketing	
<u>Content:</u>	<p>Introduction The business marketing environment; Business marketing customers, supply chain, types of business goods, creating value for customers; Customer relationship management</p> <p>Organizational buying behavior Organizational buying process, e-procurement, purchase positioning</p> <p>Strategic planning Components of business model, value network, building the strategy plan; OEMs, Global market entry options, global strategy</p> <p>Product Management Product quality and customer value, product support strategy, process of product positioning; New industrial product development process, Role of services Customer experience lifecycle, challenges in business service marketing</p> <p>Business marketing channels Types of channels, participants in the channel, design of channel, channel administration; Supply chain management Supply chain goals and practices, role of logistics in SCM,</p> <p>Pricing, Sales and Promotion The pricing process, competitive bidding Business market communications Advertising and sales promotion; Personal selling, Managing the sales force, sales administration, deployment analysis</p>	<p>3 hours</p> <p>3 hours</p> <p>3 hours</p> <p>5 hours</p> <p>5 hours</p> <p>5 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Hutt, Michael D., Sharma, Dheeraj and Speh, Thomas W; B2B Marketing: A South-Asian Perspective, Cengage, Latest Edition 2. Owusu, Richard Afriyie., Hinson, Robert., Adeola, Ogechi., and Oguji, Nnamdi; Business-to-Business Marketing - How to Understand and Succeed in Business Marketing in an Emerging Africa; Taylor & Francis; 2021 	

	<p>3. Zimmerman, Alan., and Blythe, Jim; Business to Business Marketing Management - A Global Perspective, Taylor & Francis; 2017 or Latest Edition</p> <p>4. Brennan, Ross., Canning, Louise., McDowell, Raymond; Business-to-Business Marketing; SAGE Publications; 2010 or Latest Edition</p> <p>5. Ellis, Nick; Business to Business Marketing - Relationships, Networks and Strategies; OUP Oxford; 2010 or Latest Edition</p>	
<u>Learning Outcomes</u>	Ability to take decisions in business markets	

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EMO 309 Marketing of Services
Effective from AY: 2023-24

2 Credits

<u>Prerequisites for the course:</u>	A core course in Marketing Management	
<u>Objective:</u>	To introduce the dimensions of services that require special attention in marketing them	
<u>Content:</u>	<p>Service customer Definition, Importance, Characteristics, Services marketing mix, Customer focus, Customer gap, provider gaps, Search, experience and credence properties, customer experience, customer expectations and satisfaction, service quality, service encounters</p> <p>Service design Service failure and recovery, recovery expectations, switching versus staying, recovery strategies, challenges of service innovations, new service development process, types of service innovations and stages, service blueprinting, factors of service standards, customer defined service standards and their development, physical evidence, Servicescape, Physical evidence strategy</p> <p>Service delivery Service culture, role of service employees, boundary spanning, people strategy, customer oriented service delivery, customer roles, self service technologies, service distribution, direct channels, franchising, agents and brokers, electronic channels, managing demand and supply, capacity constraints, yield management, waiting line strategies</p> <p>Communication and pricing Service communication, matching promises and delivery,</p>	<p>6 hours</p> <p>6 hours</p> <p>6 hours</p>

	service pricing, Factors determining pricing - customer, value, service and profitability; customer retention, quality and purchase intentions, balanced service score card	6 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Valarie A. Zeithaml, Mary Jo Bitner, Dwayne D. Gremler, Ajay Pandit; Services Marketing: Integrating customer focus across the firm; Tata McGraw-Hill; 2018 or Latest Edition. 2. Vinnie Jauhari, Kirti Dutta; Services Marketing; Oxford University Press; 2017 or Latest Edition. 3. Christopher Lovelock, Jochen Wirtz and Jayanta Chatterjee; Services Marketing: People, technology and strategy; World Scientific, 2021 or Latest Edition. 4. K. Douglas Hoffman, John E. G. Bateson; Services Marketing Concepts, Strategies, & Cases; South-Western College Publishing; 2016 or Latest Edition. 5. Jochen Wirtz, Christopher Lovelock, Jayanta Chatterjee, Gopal Das; Essentials of Services Marketing; Pearson; 2019 or Latest edition. 	
<u>Learning Outcomes</u>	<ol style="list-style-type: none"> 1. An ability to use services marketing tools and theories in taking decisions in services marketing. 	

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Elective Business Courses in Finance

Code: EMO 204

Working Capital Management

2 Credits

Effective from AY: 2023-24

<u>Prerequisite for the course</u>	Nil	
<u>Objective:</u>	To create awareness about different tools and techniques available to manage cash and working capital in an organisation	
<u>Content:</u>	<u>Working Capital and Cash Management</u> Working Capital, Types, Policies,	12 hours

	<p>Estimation of Working Capital, Operating cycle, Cash Forecasting and Budgeting, Managing cash collections and disbursement,</p> <p><u>Current Assets Management</u></p> <p>Inventory EOQ, Reorder level, Safety stock, Control techniques,</p> <p>Investment in debtors, credit management decisions- with reference to risk return trade-off, credit policy variables, namely credit standards, collection period, discounts, economic credit policy, monitoring tools like Aging Schedule, Sources of Long term and Short term finance.</p>	12 hours
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Hrishikesh Bhattacharya; Working Capital Management: Strategies and Techniques; PHI Learning; 2021 or Latest Edition. 2. Prasanna Chandra; Financial Management: Theory and Practice; McGraw Hill Education; 2019 or Latest Edition. 3. Bhalla, V. K.; Working Capital Management: Text and Cases; Anmol Publications Pvt. Ltd.; 2012 or Latest Edition. 4. Rustagi, R. P.; Working capital management; Taxmann Publications (p) Ltd; 2021 or Latest Edition. 5. Frederick C. Scherr; Modern Working Capital Management: Text and Cases; Prentice Hall; 1988 or Latest Edition. 	
<u>Learning Outcomes</u>	An ability to use knowledge and skills of managing working capital and cash to manage day to day financial activities.	

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EMO 205 Security Analysis and Portfolio Management (SAPM)

2 Credits

Effective from AY: 2023-24

<u>Programme pre-requisite</u>	Nil	
<u>Objective</u>	To create awareness about different tools and techniques available to analyse investment avenues and create a portfolio based on risk profile and financial goals.	

<u>Content</u>	<p><u>Investment analysis:</u> Working (Market mechanics) of Indian Securities Market, Risk and Return Trade-off, Comparison and analysis of various investment avenues, Valuation of shares and fixed income securities, Fundamental analysis, Technical analysis.</p> <p><u>Portfolio Management:</u> Portfolio creation, theories of portfolio management – active and passive, Markowitz theory, portfolio return and risk, efficient market hypotheses-strong, semi-strong & weak form.</p>	<p>12 hours</p> <p>12 hours</p>
<u>Pedagogy</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Jordan & Fischer; Security Analysis & Portfolio Management; Prentice Hall India; 2018 or Latest Edition. 2. Prasanna Chandra; Investment Analysis& Portfolio Management; McGraw Hill Education India Pvt. Ltd., 2021 or Latest Edition. 3. S. Kevin; Security Analysis and Portfolio Management; PHI Learning Pvt. Ltd; 2017 or Latest Edition. 4. Bodie, Kane, Marcus; Investments; Tata McGraw Hill; 2017 or Latest Edition. 5. A.K.Dash.; Security Analysis And Portfolio Management; Wiley; 2021 or Latest Edition. 	
<u>Learning Outcomes</u>	An ability to analyse investment avenues and choose and create portfolio using financial securities.	

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EMO 206

International Finance

2 Credits

Effective from AY: 2023-24

<u>Prerequisite for the course</u>	Nil	
<u>Objective</u>	To create awareness and knowledge on international projects' risk and return, sources of finance and foreign	

	exchange risks.	
<u>Content</u>	<p><u>Strategic International Finance</u>: Strategic International Finance, Sources of cross border financial instruments – Bonds (Yankee, Junk, Euro Convertible Bonds, Global Depository Receipts) International Financial Markets, Interest Rates, Foreign Exchange markets.</p> <p><u>Currency Derivatives & Exposure Management</u>: Currency Forwards, Futures, Swaps & Options, Understanding Financial Risk, Management of Currency Exposure.</p> <p><u>International Financial Management</u>: Short and Long Term Financial Management, International Financing, International Project Appraisal – Options approach to project capital, Determining the cost of capital, Transfer Pricing, Exchange Rate risk and Cost of Capital, International Joint Ventures.</p> <p><u>Interest Rate & Risk Management</u>: Currency & Interest Rate Swaps, Swap Structures, Application and Valuation of Swaps, Forward Rate Agreements, Interest Rate Futures, & Interest Rate Options.</p>	<p>4 hours</p> <p>8 hours</p> <p>6 hours</p> <p>6 hours</p>
<u>Pedagogy</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Thomas O'Brien; International Finance; Oxford University Press; 2007 or Latest Edition. 2. Prakash G. Apte; International Finance A Business Perspective; McGraw Hill Education (India), Pvt Ltd.; 2020 or Latest Edition. 3. Siddaiah T.; International Financial Management: An Analytical Framework; Pearson Education India; 2015 or Latest Edition. 4. John C. Hull; Fundamentals of Options, Futures and Risk Management; Pearson Education, India; 2018 or Latest Edition. 5. Prasanna Chandra; Strategic Financial Management; McGraw Hill Education (India) Pvt. Ltd.; 2020 or Latest Edition. 	

<u>Learning Outcomes</u>	An ability to manage the international sources of finance, international projects and international financial risk.	
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EMO 207 Mergers & Acquisitions

2 Credits

Effective from AY: 2023-24

<u>Programme pre-requisites</u>	Nil	
<u>Objective</u>	To create awareness and knowledge required to carry out due diligence in order to restructure a business.	
<u>Content</u>	<p><u>Strategic analysis:</u> Meaning of M&A, Reasons and objectives of M&A, Strategic analysis of the M&A – Micheal Porter’s Five Force Analysis pre and post merger comparison, Identification of Target – Rationalisation and matching of M&A objectives – Market share, synergies, tax management, technology transfer.</p> <p><u>Due Diligence:</u> Complete due diligence of the target, Technical, Market, Financial, Human Resource, Integration of Vision & Mission and managing inter organisational conflicts, Risk Management.</p> <p><u>Valuation:</u> Financial Valuation of target and the impact on the merged entity, Net Asset Value – Book Value, Net Realisable Value, Discounted Cash Flow – Forecast Free Cash Flow, Weighted Average Cost of Capital using Capital Asset Pricing Model , Market Valuation – P/E multiple, B/V multiple, Beta, Shareholder Value Creation – wealth maximisation , Ascertaining the Share Swap ratio – based on Earnings Per Share; based on Market Price.</p> <p><u>Shareholder Value Creation & Defence against hostile takeover:</u> Shareholder Value Creation (SVC), Economic Value Added (EVA), Pablo Fernandez Model (PFM), Impact of M&A on the SVC – Creation or destruction of shareholder value post- merger or takeover. Defence mechanisms against hostile Takeover.</p>	<p>6 hours</p> <p>6 hours</p> <p>6 hours</p> <p>6 hours</p>
<u>Pedagogy</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	1. Crafting & Executing Strategy by Arthur Thompson, M. Peteraf, J. Gamble, A. Strickland & Arun Jain, McGraw Hill, New Delhi, Latest Edition.	

	<p>2. Mergers & Acquisitions by Kevin Boeh & Paul Beamish, Sage Publication, New Delhi, Latest Edition.</p> <p>3. Mergers, Acquisitions & Corporate Restructuring by C. Krishnamurthy & Vishwanath S.R., Sage Publication, New Delhi, Latest Edition.</p> <p>4. Strategic Financial Management by Prasanna Chandra, McGraw Hill, New Delhi, Latest Edition.</p> <p>5. Bruner, Robert, F. Applied Mergers and Acquisitions, Wiley, 2004 or Latest Edition.</p>	
<u>Learning outcomes</u>	At the end of the course the participant will develop an ability to make informed Merger and Acquisition decisions.	

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EMO 208 Financial Derivatives and Risk Management
Effective from AY: 2023-24

2 Credits

<u>Programme pre-requisite</u>	Course in SAPM	
<u>Objective</u>	To create awareness and knowledge required to manage portfolio risks using derivative securities.	
<u>Content</u>	<p><u>Risk Management using derivative</u>: Risk, Derivative types – forwards, futures, options, and swaps, features, market mechanics – settlement, trading, margins, determining cash flows, recalculation of portfolio risk using derivatives.</p> <p><u>Derivative pricing and Trading strategies</u>: Pricing of derivative instruments – Futures, and Options, trading strategies using various derivatives like Forwards, Futures, Options and Swaps.</p>	<p>12 hours</p> <p>12 hours</p>
<u>Pedagogy</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>1. John C. Hull; Fundamentals of Options, Futures and Risk Management; Pearson Education India; 2018 or Latest Edition.</p> <p>2. Jayant Rama Varma; Derivatives and Risk</p>	

	<p>Management; McGraw Hill; 2019 or Latest Edition.</p> <p>3. A.N.Sridhar; Futures & Options, Equities & Commodities; SPD Publications; 2008 or Latest Edition.</p> <p>4. Chance Don M.; An introduction to derivatives and risk management; Australia: South - Western Cengage Learning; 2019 or Latest Edition.</p> <p>5. Kolb, Robert W.; Financial derivatives: pricing and risk management; Hoboken, NJ: Wiley; 2019 or Latest Edition.</p>	
<u>Learning outcomes</u>	At the end of the course the participant shall develop an ability to manage risk using derivatives.	

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Annexure III

MBA Executive Proposed Programme Structure and Syllabus (From AY 2023-2024)

MBA Executive Proposed Programme Structure and Synopsis (From AY 2023-2024)			
		Course Codes	Credits
Year 1	Trimester 1	MGE	8
		MGE	2
	Trimester 2	MGE	8
		MGE	2
	Trimester 3	MGE	8
		MGE	2
Year 2	Trimester 4	MGE	8
		MGE	2
	Trimester 5	MGE	6
		MGE	2
	Trimester 6	MGE	6
		MGE	2
Year 3	Trimester 7	MGE	8
	Trimester 8 and Trimester 9	MGE	16

Course codes	Course Name	Credits	
Discipline Specific Core			
MGE-500	Management Process and Organisational Behaviour	2 Credits	DSC
MGE-501	Human Resource Management	2 Credits	DSC
MGE-502	Marketing Management	2 Credits	DSC
MGE-503	Finance Management	2 Credits	DSC
MGE-504	Strategic Management	2 Credits	DSC
MGE-505	Management Accounting	2 Credits	DSC
MGE-506	Information Systems and Data Science	2 Credits	DSC
MGE-507	Production and Operations Management	2 Credits	DSC
MGE-508	Quantitative Techniques for Decision Making	2 Credits	DSC
MGE-509	Economics	2 Credits	DSC
MGE-510	Legal Aspects of Business	2 Credits	DSC
MGE-511	Business Ethics	2 Credits	DSC
MGE-512	Leadership	2 Credits	DSC
MGE-513	Entrepreneurship	2 Credits	DSC
MGE-514	Learning and Development	2 Credits	DSC

MGE-515	International Finance	2 Credits	DSC
Generic Elective Courses			
MGE-636	Communication Skills	2 Credits	GE
MGE-637	Creativity and Innovative Thinking	2 Credits	GE
MGE-638	Yoga	2 Credits	GE
MGE-639	Sociology of Food	2 Credits	GE
MGE-640	Appreciation of Films	2 Credits	GE
MGE-641	Photography	2 Credits	GE
Research Specific Elective Courses in Human Resources			
MGE-600	Hiring and Talent Management	2 Credits	RSE
MGE-601	Labour Laws and Industrial Relations	2 Credits	RSE
MGE-602	Organisational Development and Change Management	2 Credits	RSE
MGE-603	Designing High Performance Organisations	2 Credits	RSE
MGE-604	Consultancy Management	2 Credits	RSE
MGE-605	Occupational health and safety Management	2 Credits	RSE
MGE-606	Indian Ethos and Human Quality Development	2 Credits	RSE
MGE-607	Compensation and Benefits Management	2 Credits	RSE
MGE-608	Negotiations and Conflict Management	2 Credits	RSE
MGE-609	Technology in HR	2 Credits	RSE
Research Specific Elective Courses in Finance			
MGE-610	Financial Accounting	2 Credits	RSE
MGE-611	Taxation	2 Credits	RSE
MGE-612	Project Planning and Implementation	2 Credits	RSE
MGE-613	Working Capital Management	2 Credits	RSE
MGE-614	Security Analysis and Portfolio Management	2 Credits	RSE
MGE-615	Mergers and Acquisitions	2 Credits	RSE
MGE-616	Financial Derivatives and Risk Management	2 Credits	RSE
Research Specific Elective Courses in Marketing			
MGE-617	Sales Management	2 Credits	RSE
MGE-618	Product Management	2 Credits	RSE
MGE-619	Brand Management	2 Credits	RSE
MGE-620	Integrated Marketing Communication	2 Credits	RSE
MGE-621	Consumer Behaviour	2 Credits	RSE
MGE-622	Marketing Research	2 Credits	RSE
MGE-623	Digital Marketing and marketing in Social Media	2 Credits	RSE
MGE-624	Business to Business Marketing	2 Credits	RSE
MGE-625	Marketing of Services	2 Credits	RSE
Elective Business Courses in Operations Area/ General Management			
MGE-626	Supply Chain Management	2 Credits	RSE
MGE-627	Logistics Management	2 Credits	RSE

MGE-628	Project Management	2 Credits	RSE
MGE-629	Total Quality Management	2 Credits	RSE
MGE-630	Materials Management	2 Credits	RSE
MGE-631	Operations Research	2 Credits	RSE
MGE-632	Maintenance Management	2 Credits	RSE
MGE-633	Inventory Management	2 Credits	RSE
MGE-651	Dissertation	16 Credits	DSD
MGE-652	Industry Internship	16 Credits	DSI
Total Credits		80	

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Effective from AY: 2023- 2024
Discipline Specific Core Courses

MGE-500: Management Process and Organisational Behaviour **2 Credits**

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	Participants will be introduced to management processes and to determinants of people behavior in workplace.	
<u>Content:</u>	Understanding an organization; Introduction to managerial processes of Planning and decision making; Basic tools in Decision making, Importance of Organizing and staffing; Importance of Controlling;	8 hours
	Determinants of people behavior at workplace - The Individual, the Group and the Organisation; Individual determinants of behavior- the concepts of Self, Perception, personality, attitudes and Learning	8 hours
	Determinants of Group and their impact on people behavior - Inter personal Analysis; Group Dynamics; Theories and application of Leadership; Theories and application of Motivation	8 hours
	Determinants of Organization and their impact on people behaviour: Organisation Structure, Climate and Culture; Role of Conflict, Change and Development; Power, Politics and Negotiation in Organization;	6 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

<u>References/Readings</u>	<p>Weihrich, Heinz and Harold Koontz; 'Essentials of Management: An International Perspective'; McGraw–Hill, Inc.; 2004 or later editions.</p> <p>Robbins, Stephen and Mary Coulter; 'Fundamentals of Management'; Prentice Hall of India Pvt. Ltd.; New Delhi; Latest edition</p> <p>Luthans, Fred; 'Organizational Behavior'; McGraw–Hill, Inc, Latest edition.</p> <p>Robbins, Stephen P; 'Essentials of Organizational Behavior'; Pearson Education India, Latest edition.</p> <p>Sinha J B P; 'Culture and Organizational Behaviour'; Sage Texts, Latest edition</p>	
<u>Learning Outcomes</u>	<p>An ability to use managerial processes and take decisions</p> <p>An ability to understand individual and group behavior at workplace</p>	

MGE-501: Human Resource Management

2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To familiarize with Human Resource Management (HRM) concepts and processes.	
<u>Content:</u>	Fundamentals of HR Management; Challenges of HR; Job Analysis: Job description and job Specification; Human Resource Planning: Demand and Supply; Downsizing and Retention; Hiring Fundamentals; Sources of Recruitment	6 hours
	Performance Management: Organizational and Individual potential assessment and competency development. Performance management errors	8 hours
	Talent Management: Developing Talent; Role of Learning and Development: Training process and methods; Impact of Learning interventions	8 hours
	Compensation and Reward Management: methods and types of compensation; Importance of Employee Relations and Trade Unions. Grievance Redressal, Dispute Resolution and Conflict Management.	8 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Beardwell, Ian and Len Holden; 'Human Resource Management'; Macmillan India Ltd.; Latest edition.	

	<p>Dessler, Gary; 'A Framework for Human Resource Management'; Pearson Education India; Latest Edition.</p> <p>Brian E. Becker; Mark A. Huselid; Mark A Huselid; David Ulrich; The HR Scorecard: Linking People, Strategy, and Performance; HBR Press; 2001 or Latest edition</p> <p>Tracey Smith; HR Analytics: The What, Why and How; Numerical Insights LLC; 2017 or Latest edition</p> <p>Dipak Kumar Bhattacharya; HR Analytics – Understanding theories and Applications, Sage, 2017 or Latest edition</p>	
<u>Learning Outcomes</u>	An ability to take HR decisions	

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MGE-502: Marketing Management

2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	The participants will understand components of marketing mix and their role in reaching target markets	
<u>Content:</u>	Role of Marketing, Core Concepts of Needs, Wants and Demands, Marketing Orientation of Companies. Strategic Planning and Marketing Management Process.	6 hours
	Consumer Behaviour and Consumer markets, Buying Process and decision making process. Types of Buying behavior. Marketing Information Systems, Demand Estimation, Segmentation, Targeting and Positioning	6 hours
	Marketing Plan, Process and evaluation, New Product Development Process, Product Life Cycle concept, Product and Packaging Decisions	6 hours
	Pricing and setting of Price, Methods of Pricing, Channels of Distribution, Retailing and Wholesaling.	6 hours
	Fundamentals of Integrated Marketing Communication. Advertising decisions, Media decisions, Sales promotion; Sales Management and Personal Selling. Digital Marketing and Social Media Marketing. Marketing Plan, Audits and Control of Marketing Decisions.	6 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable	

	peer group learning.	
<u>References/Readings</u>	<p>Kotler, Philip., Keller Kevin., Koshy Abraham., and JhaMithileshwar; 'Marketing Management: A South Asian Perspective'; Pearson Education India, Latest edition.</p> <p>Ramaswami., Namkumari; Marketing Management, McMillan India Ltd. New Delhi. Latest Edition</p> <p>Brand Equity and News Items of Economic Times, Articles from Popular Business Periodicals, etc.</p> <p>Majarao, Simon; 'The Essence of Marketing'; Prentice Hall of IndiaLimited; New Delhi; Latest edition.</p> <p>Baines, Paul; Chris, Fill; Kelly, Page; Sinha, Piyush Kumar; Marketing Management; Oxford Press, India. Latest Edition</p>	
<u>Learning Outcomes</u>	<p>An ability to understand basic marketing concepts</p> <p>An ability to understand role of Product, Place, Price and Integrated marketing communication in reaching target market</p>	

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MGE-503: Financial Management

2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	At the end of the course, the participants should have the competence in analyzing financial information to facilitate long term and short term financial decisions	
<u>Content:</u>	Reading Annual Reports, Balance Sheet, Profit and Loss Account, Cash Flow statements, Ratio Analysis.	6 Hours
	Scope of Financial Management, Time Value of Money, Calculating cash flows, Estimation of Project Cost, Techniques of Capital Budgeting, N.P.V., I.R.R., Discounted Payback, profitability Index.	9 hours
	Cost of Capital: Meaning and Concept, Calculation of WACC, Capital Structure and Leverage: concept.	6 hours
	Basics of Working Capital, Operating cycle, Estimation of Working Capital, Components of Working Capital, namely, Cash, Inventory and Debtors, Sources of Long term and Short term finance.	9 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable	

	peer group learning.	
<u>References/Readings</u>	<p>Chandra, Prasanna; 'Financial Management: Theory and Practice; Tata McGraw-Hill; Latest edition.</p> <p>Pandey, I.M. and Ramesh Bhat; 'Cases in Financial Management'; Tata McGraw-Hill; Latest edition.</p> <p>Pandey, I.M.: 'Financial Management'; Vikas Publishing House Pvt. Ltd. Noida UP; Latest edition.</p> <p>Bhattacharyya, S. K. And John Dearden; 'Accounting for Management'; Vikas Publishing House Pvt. Ltd.; New Delhi; Latest edition</p> <p>N. Ramchandran, Ram Kumar Kakani: 'Financial Accounting for Management, Tata McGraw-Hill Pvt Ltd: Latest edition</p>	
<u>Learning Outcomes</u>	<p>An ability to read and interpret financial statements of a company;</p> <p>An ability to evaluate basic capital investment decisions and make choice;</p> <p>An ability to ascertain the cost of capital in a non complex situations;</p> <p>An ability to estimate the firm's working capital in a non complex business situation.</p>	

MGE-504: Strategic Management
2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To create an awareness of knowledge and tools used for industry and firm analysis in designing organisational strategies and their implementation	

<u>Content:</u>	Introduction to Strategy Strategy meaning & importance, Strategy development process, Vision, Mission statements, Objectives of the company.	2 hours
	External and Internal Analysis of Firms Evaluating company's external environment (Porter's 5 Forces Analysis, Political Economic Social Technological Environmental Legal (PESTEL) Analysis), Evaluating company's internal environment (Strength Weakness Opportunity Threats (SWOT) Analysis), resource capabilities, & competitive environment	10 hours
	Crafting Strategy Five generic competitive strategies: Low cost, Broad Differentiation, Focussed Differentiation, Focussed Low Cost, Best Cost Strategy.	6 hours
	Strategy Implementation Strengthening company's competitive position, Strategies for international markets, Corporate Group strategy.	6 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>Learning Outcomes</u>	An ability to analyse the structure of an industry and indicate sustainable strategies for competitive advantage.	
<u>References/Reading s</u>	Arthur Thompson Jr., Margaret Petarf, John Gamble, Strickland III & Arun K. Jain, "Crafting and Executing Strategy", MacGraw Hill Publication, Latest Edition. Bowman, Cliff: 'The Essence of Strategic Management'; Prentice Hall of India Private Ltd; New Delhi; Latest Edition. Faulkner, David and Cliff Bowman; 'The Essence of Competitive Strategy'; Prentice Hall of India Private Ltd; New Delhi; Latest Edition. Murdick, Robert; 'Strategic Management'; BarCharts Publishing; Latest Edition. Chandler, Jr. Alfred D; 'Strategy and Structure: Chapters in the History of the American Industrial Enterprise'; Latest Edition.	

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MGE-505: Management Accounting		2 Credits
<u>Prerequisites for the course:</u>	Nil	

<u>Objective:</u>	To introduce Cost Concepts that are used in an organisation.	
<u>Content:</u>	<p>Cost concepts Cost concepts, Elements of cost, Cost control, Cost information, Traditional cost management systems, Preparation of cost sheet.</p> <p>Decisions using the costing data - Cost Volume Profit Analysis (CVP Analysis), Marginal Costing Cost Volume Profit Analysis for making managerial decision. Break Even Point, Margin of Safety, Marginal Costing and Absorption Costing, Key Factors</p> <p>Variance Analysis Direct, Indirect Cost Variance (Material, Labour, Fixed & Variable Overhead Variance, Calendar Variance, Capacity Variance), Revenue & Profit Variance.</p> <p>Activity based costing (ABC) Design a traditional Activity based Cost System, Use information from ABC to improve operations, assign marketing, distribution, and selling expenses to customers, analyse and manage customer profitability.</p>	<p>4 hours</p> <p>8 hours</p> <p>6 hours</p> <p>6 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>Learning Outcomes</u>	An ability to take managerial decisions considering the impact of costs on the operations of an organisation.	
<u>References/Reading s</u>	<p>Anthony Atkinson, Robert Kaplan, Ella Mae Matsumura, S. Mark Young, G. Arun Kumar, Management Accounting, Pearson Education Publication, Latest Edition.</p> <p>William Lanen, Shannon Anderson & Michael Maher, Fundamentals of Cost Accounting, Tata McGraw Hill Publication, Latest Edition.</p> <p>Satish B. Mathur, Accounting for Management, McGraw Hill Publication, Latest Edition.</p> <p>Saxena, V and Vashist, C; 'Advanced Cost & Management Accounting'; Sultan Chand & Sons, Latest Edition.</p> <p>Kishore, R. M; 'Management Accounting & Financial Analysis'; Taxmann Allied Services, Latest Edition.</p>	

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MGE-506: Information Systems and Data Security

2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To create awareness of techniques and procedures used to	

	protect Information Systems and loss of privacy.	
<u>Content:</u>	Information Systems, Type of Information Systems, Computer Security –Security Functional Requirements, OSI Security Architecture: Security Attacks, Security Services, Security Mechanism. Computer Security Strategy.	4 Hours
	Basic Cryptographic Concepts; User Authentication- Token Based and Biometric Authentication, Security issues; Access Control Authentication, Types of Access Control; Authorization, Audit; Access Control and Policies; Intrusion Detection and Prevention Systems: Intruder, Host based verses Network based Intrusion Detection, Honeypots, Firewalls, Intrusion Prevention Systems, Malicious Software and Counter measures. Denial of Service Attacks; Intrusion, Detection and Prevention systems: Trusted Computing and Multilevel Security, Security Evaluation: Protection Profiles, Security Targets	5 Hours
	Managing Security Risks Physical Security, Physical Security Prevention and Mitigation Measures, Threat Assessment, Planning and Plan Implementation; Human Factors, Security Awareness, Training and Education, Organizational Security Policy, Employment Practices and Policies, Email and Internet use policies	7 Hours
	Security Audits, Security Audit Architecture, Audit Trail, IT Security Management and Risk Assessment, Security Risk Analysis, Security Safeguards, IT Security Plan, Implementation of Controls and implementation follow-up	6 Hours
		8 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	William Stalling, Lawrie Brown, Computer Security: Principles and Practice, Pearson Education, 2010, Chuck Easttom, Network Defenses and Countermeasures: Principles and Practices, Pearson Education 2014. Behrouz A Forouzan, Data Communication and Networking, Tata McGraw-Hill Education 2006. Behrouz A Forouzan, DebdeepMukhopadhyay, Cryptography & Network Security, Tata McGraw-Hill Education, Latest Edition. Landoll, Douglas J; Information Security Policies, Procedures, and Standards: A Practitioner's	

	Reference; CRC Press, Latest Edition.	
<u>Learning Outcomes</u>	An ability to understand how to mitigate security risk An ability to diminish loss of reputation and business resulting from such security breach.	

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MGE-507: Production and Operations Management		2 Credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To create an awareness of functions of Production and Operations Management , Quality Management and Productivity Management	
<u>Content:</u>	Classification of operations; Process types in manufacturing and Services, Plant layout & Location; Production Planning and Control.	5 Hours
	Quality Management, Quality Control, Tools for improving Quality, TQM, Quality Assurance, Six Sigma Concept.	5 Hours
	Productivity Improvement Techniques, Work study and Time Study, Maintenance policies for facilities and equipment, Preventive versus breakdown maintenance, Procedure for maintenance, total productive maintenance (TPM).	10 Hours
	Introduction to Operations Research and Linear Programming. Transportation and Assignment Models, Network Analysis including PERT and CPM. Decision Theory and Decision Tree Model	10 Hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Adam Jr Everetl E. R J – Production and Operations Management (Prentice-Hall, 1992), latest Edition. Krajewski, Lee J. and Larry P. Ritzman; ‘Operations Management: Strategy and Analysis’; Pearson Education India; Latest Edition. Taha H- Operations Research- An Introduction (Prentice-Hall, 7th edition), Latest Edition Bedi, Kanishka Production & Operations Management; Oxford University Press; Latest edition Krishnaswamy, K. N. ‘Cases in production / Operations Management’; Prentice Hall of India Private Ltd., New Delhi, Latest edition	
<u>Learning Outcomes</u>	1. An ability to take business decision issues in the domain	

	of Production Operations	
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MGE-508: Quantitative Techniques for Decision Making

2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To provide an overview of management science / operations research with select applications from management systems.	
<u>Content:</u>	Quantitative Methods and Probability An analytical scientific approach to Problem solving ; quantitative analysis, Operational research models & modeling process for Managerial Decision Making; Statistics for Management: Measures of Central Tendency & Dispersion; Probability concepts; Bayes Theorem; Probability Distributions;	10 Hours
	Collection and Analysis of Data Sampling & Sampling Distributions, Testing of Hypothesis. Correlation, Regression & Multivariate Analysis.	8 Hours
	Decision making and Quantitative Techniques Forecasting methods & Time Series Analysis; Stochastic process; Decision Analysis, Decision Trees & Utility Theory; Decision Making under different conditions;	12 Hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Reading s</u>	Anderson, Sweeney, Williams, Quantitative Methods for Business, Thomson South Western; Latest Edition Hamdy A Taha, Operations Research-An Introduction, Prentice Hall of India; Latest Edition Cooper D R and Schindler, "Business Research Methods", Tata McGraw-Hill, New Delhi, Latest Edition Zikmund W G, "Business Research Methods"; Thomson Learning, Latest Edition. Wisniewski, Mik; 'Quantitative Methods for Decision Makers'; Financial Times Prentice Hall; Latest Edition.	
<u>Learning Outcomes</u>	1.To be able to take managerial decisions using quantitative techniques	

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MGE-509: Economics

2 Credits

<u>Prerequisites for the course:</u>		
<u>Objective:</u>	To familiarize the participants with essential concepts in economics.	
<u>Content:</u> - -	<p>Demand: Factors influencing demand, Demand Theories, Elasticities, estimation and forecasting; Supply: Factors affecting supply, theories of supply, Elasticities, Supply budgeting,</p> <p>Economic Theories: Production theory, Cost theory. Decisions of the firm: Market structure and pricing. Risk, uncertainty and game theory.</p> <p>National income accounting frameworks and economic environment of an economy. Classical, Keynesian micro-economic theories</p> <p>Open economy macroeconomics; The process of structural adjustment and economic reforms- industrial policy, sectoral reforms; Monetary and fiscal policies</p>	<p>10 hours</p> <p>6 hours</p> <p>6 hours</p> <p>8 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>Learning Outcomes</u>	An ability to take managerial decisions using Micro and Macro Economic concepts	
<u>References/Readings</u> -	<p>Samuelson, Paul A. and William D. Nordhaus; 'Economics'; Tata McGraw–Hill, Latest edition.</p> <p>Buckley, Adrian; "The Essence of International Money"; Prentice – Hall of India Pvt. Ltd.; New Delhi, Latest edition.</p> <p>Nellis, Joseph G. and David Parker; 'The Essence of Business Economics'; Prentice–Hall of India Private Limited; New Delhi. Latest Edition.</p> <p>Boakes, Kevin; 'Reading and Understanding Economics' Pearson Education Limited; Latest Edition.</p> <p>Andrew Ashwin, N. Gregory Mankiw, Mark P. Taylor; 'Business Economics'; Cengage Learning; Latest Edition.</p>	

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MGE-510: Legal Aspects of Business

2 Credits

<u>Prerequisites for the course</u>	Nil	
<u>Objective:</u>	To create an awareness of different legal provisions and requirements in an organisation	
<u>Content:</u>	Indian Legal system, structure and processes, basics of	4 hours

	<p>court room and legal procedures such as jurisdiction, writ, civil, criminal courts, appeal, power of attorney, registration of documents, etc.</p> <p>Introduction, essentials of valid contract, Consideration, free consent and Void agreements; Breach of Contract and its consequences, Indemnity and Guarantee, Bailment, Pledge, and Agency.</p> <p>Incorporation, memorandum and articles of Association of company including prospectus, Shares and debentures. Position of a director and winding up of a company including meetings</p> <p>Essentials of Industrial Disputes Act and Workmen's Compensation Act, Factories Act, ESI Act, Consumer Protection Act, Contract of Employment.</p>	<p>6 hours</p> <p>6 hours</p> <p>14hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Nabhi's Business Law'; Jain Book Agency, Latest Edition. Singh, Avatar; 'Company Law'; Eastern Book Co., Latest Edition.</p> <p>Singh, Avtar; 'Mercantile Law'; Eastern Book Co., Latest Edition.</p> <p>Malik, P.L; 'Labour and Industrial Law'; Eastern Book Co., Latest Edition.</p> <p>Anju Agarwal, Dr. Satish Kumar Saha, C S Rachit Mittal; 'Indian Company Law'; SBPD Publications, Latest Edition.</p> <p>Madhu Tyagi, Arun Kumar; 'Company Law'; Atlantic Publishers & Distributors (P) Limited, Latest Edition.</p>	
<u>Learning Outcomes</u>	<p>An ability to use relevant laws in managerial decisions.</p> <p>An ability to use process for statutory compliances</p>	

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MGE-511: Business Ethics

2 Credits

<u>Prerequisites for the course</u>	Nil	
<u>Objective:</u>	To create an awareness of ethics in business and highlight the common conflicting ethical situations one faces in life	
<u>Content:</u>	Business Ethics: Role of various agencies in ensuring ethics in an organisation, Setting standards of ethical behaviour,	5 hours

	Managing stakeholder relations, Assessing ethical performance, Organizing for Business Ethics management; Difference between workplace ethics and the Law Corporate Governance and Corporate social Responsibility: Role of senior management, employees, Government and other stakeholders Environmental Ethics: Ecological Crises, Dominion Perspective, Stewardship Perspective and Participation Perspective	7 hours 9 hours 9hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>Learning Outcomes</u>	An ability to identify and critique conflicting ethical situations, and to broaden one's ethical perspectives in life	
<u>References/Readings</u>	Hugh LaFollette (ed); Ethics in Practice: An Anthology; Wiley-Blackwell, Latest Edition Peter Singer, Practical Ethics, Cambridge University Press, Latest Edition O.C. Ferrell, John Paul Fraedrich, Linda Ferrell 'Business Ethics' Cengage India Private Limited; Latest Edition Neeru Vasishth and Namita Rajput, 'Governance ethics and social responsibility of business'; Taxmann Publications Private Limited, Latest Edition Alexander Brink, Corporate Governance and Business Ethics, Springer Dordrecht Heidelberg London New York, Latest Edition	

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MGE-512: Leadership**2 Credits**

Prerequisites for the course	A core course in Human Resource Management	
Objective	To familiarise participants with different facets of leadership.	
Contents	Introduction to Leadership Leadership and Person, Personality, cultural values and ability; Models of Leadership; Leadership theories: Traits, Situational, and Functional Leadership, Leadership and Power; Interpersonal Conflict and Negotiation; Leadership in Groups and Teams Leadership and Organisation	7 Hours

	<p>Organizations as Complex Systems: Strategy, Structure & Environment; Organizational Culture; Leading Organizations</p> <p>Leading Teams: Design and Structure; Leadership and Communication; Leadership in Organizations; Leading Change</p> <p>Leadership Development Identifying potential leaders; Leader Development Vs Leadership Development in Organisation; Process of leadership Development; Developmental Readiness of employees; Tools and interventions for developing leadership;</p> <p>Special Leadership dimensions Identifying potential dark/ Negative leadership; Corrective measures; Public Leadership; Education Leadership; Spiritual Leadership; Transformational leadership; Leadership in different types of organisations.</p>	<p>7 Hours</p> <p>8 Hours</p> <p>8 Hours</p>
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings.	<p>R L Hughes, RC Ginnett, GJ Curphy, 'Leadership' Tata McGraw Hill latest edition.</p> <p>James Kouzes & Barry Posner , The Leadership Challenge, Jossey-Bass Publications, Latest edition</p> <p>J Owen , The Leadership Skills Handbook, Kogan Page Publishing, latest edition.</p> <p>JH Zenger & JR Folkman, 'The Extra ordinary Leader', Tata McGraw Hill, latest edition.</p> <p>WG Rowe, L Guerrero; 'Cases in Leadership'Sage Publications, latest edition.</p>	
Learning Outcomes	An ability to identify effective leaders and help develop leaders.	

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MGE-513: Entrepreneurship

2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To introduce the tools and techniques required to start an organisation	
<u>Content:</u>	<p>Introduction Types of organisations; Entrepreneurial competencies and motivations; Funding fundamentals;</p> <p>Role of Government Different Government/ Other Organisations and their role in promoting Entrepreneurship in India; Schemes and incentives;</p>	<p>3 hours</p> <p>4 hours</p>

	Starting an Organisation: Prerequisites Environment Analysis; Idea Generation; Sources of funds; Entrepreneurial Training and Role of Incubation Centres; Feasibility Analysis Business Plan Components of a Business Plan; Registering a business, Legal requirements; Marketing Business plan to funding organisations Fundamentals of Managing New Business Managing Critical Resources – Money, Machines, and Materials; People Management; Entrepreneurial Marketing; Importance of Learning Orientation; Entrepreneurial Culture	8 hours 8 hours 7 hours
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Bruce Barringer and R. Duane Ireland, ‘Entrepreneurship: Successfully Launching New Ventures’, Pearson Education, Latest Edition RD Hisrich, MP Peters and DA Shepherd, Entrepreneurship, Tata McGraw Hill Publishing, Latest edition S.Bhargava, Entrepreneurial Management by, Response Books, Sage Publishing, Latest edition P Tiffany & SD Peterson, Business Plans for Dummies by, Wiley India, Latest edition G Friend & S Zehle, Guide to Business Planning by, The Economist publication, latest edition	
<u>Learning Outcomes</u>	An ability to start and manage a new organisation	

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MGE-514: Learning and Development

2 Credits

Prerequisites for the course	A core course in Human Resource Management	
Objective	To understand the role of Learning and Development in achieving the organisational and employee goals	
Contents	Elements of an effective learning and training process; Principles of Adult Learning; Linkages between performance management and effective learning and development processes;	6 Hours
	A Systematic Approach to Learning initiatives - Needs Assessment; Objective Setting; Programme Design:	14 Hours

	<p>Incorporating Learning Principles; Instructional Techniques: An Overview; Competencies of an effective Trainer</p> <p>Evaluating Learning: Evaluation Designs, Reaction, Learning, Job Application, Business Impact and ROI Process Model; Transfer of Learning to workplace</p> <p>Training Department and Trainers' Roles; Moving from Training to Performance</p>	<p>6 Hours</p> <p>4 Hours</p>
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings.	<p>Devendra Agochiya; Every Trainer's Handbook; Sage Publications; 2009 or Latest edition</p> <p>P.N. Blanchard; J W Thacker; V A Anand Ram; Effective Training; Pearson; 2015 or Latest edition</p> <p>Raymond Noe; Employee Training and Development; Mc.Graw-Hill Education; 2019 or Latest edition</p> <p>Dipak Kumar Bhattacharya; Training and Development – Theories and Applications; Sage Textbooks; 2015 or Latest edition</p> <p>Rolf P Lynton; Training for Development; Sage India; 2015 or Latest edition</p>	
<u>Learning Outcomes</u>	<p>An ability to identify learning requirements</p> <p>An ability to design learning and development interventions</p>	

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MGE-515: International Finance

2 Credits

<u>Prerequisite for the course</u>	Nil	
<u>Objective</u>	To create awareness and knowledge on international projects' risk and return, sources of finance and foreign exchange risks.	
<u>Content</u>	<p><u>Strategic International Finance</u>: Strategic International Finance, Sources of cross border financial instruments – Bonds (Yankee, Junk, Euro Convertible Bonds, Global Depository Receipts) International Financial Markets, Interest Rates, Foreign Exchange markets.</p> <p><u>Currency Derivatives & Exposure Management</u>: Currency Forwards, Futures, Swaps & Options, Understanding</p>	<p>6 hours</p> <p>10 hours</p>

	<p>Financial Risk, Management of Currency Exposure.</p> <p><u>International Financial Management:</u> Short and Long Term Financial Management, International Financing, International Project Appraisal – Options approach to project capital, Determining the cost of capital, Transfer Pricing, Exchange Rate risk and Cost of Capital, International Joint Ventures.</p> <p><u>Interest Rate & Risk Management:</u> Currency & Interest Rate Swaps, Swap Structures, Application and Valuation of Swaps, Forward Rate Agreements, Interest Rate Futures, & Interest Rate Options.</p>	<p>7 hours</p> <p>7 hours</p>
<u>Pedagogy</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Thomas O'Brien; International Finance; Oxford University Press; 2007 or Latest Edition.</p> <p>Prakash G. Apte; International Finance A Business Perspective; McGraw Hill Education (India), Pvt Ltd.; 2020 or Latest Edition.</p> <p>Siddaiah T.; International Financial Management: An Analytical Framework; Pearson Education India; 2015 or Latest Edition.</p> <p>John C. Hull; Fundamentals of Options, Futures and Risk Management; Pearson Education, India; 2018 or Latest Edition.</p> <p>Prasanna Chandra; Strategic Financial Management; McGraw Hill Education (India) Pvt. Ltd.; 2020 or Latest Edition.</p>	
<u>Learning Outcomes</u>	An ability to manage the international sources of finance, international projects and international financial risk.	

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Generic Elective Courses

MGE-636:Communication Skills

2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	The participant will understand the role of business communication in improving effectiveness	
<u>Content:</u>	Role of Communication in Business and Professional Excellence in the Workplace; Basics of effective	

	Communication; Process for Effective communication; Interpersonal and group communication. Oral Communication; Process; Importance of Feedback and Controlling Noise; Public Speaking and Oral Reporting; Presentation Skills Fundamentals of Report Writing- Report structure; Shorter and Long formal Reports; Use of Graphics; Creativity in Writing Techniques of cross-cultural communication; Correctness of Communication; Use of Technology in Communication	6 hours 10 hours 8 hours 6 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Lesikar R V & Flatley M E; 'Basic Business Communication – Skills for Empowering the Internet Generation'; Tata McGraw–Hill, Inc, Latest edition. Quintanilla KM & Wahl ST, 'Business and Professional Communication – Keys for Workplace Excellence'; Sage South Asia Edition; Latest edition. Courtland L Bovee, John V Hill, Roshan Lal Raina, Business Communication Today, Pearson, 2021 or Latest Edition Raymond V Lesikar, Marie, E Flatley, Kathryn Rentz, Paula Lentz, Neerja Pande, Business Communication - Connecting in a Digital World, Tata McGraw Hill, 2015 or Latest Edition Innovative Interview Questions, Vibrant Publishers, 2020 or Latest Edition	
<u>Learning Outcomes</u>	An ability to write better business communication An ability to speak better in formal communication settings	

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MGE- 637 : Creativity and Innovative Thinking

2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To create an awareness of the techniques for improving the flexibility and originality of thinking	
<u>Content:</u>	Creative thinking as a skill; Valuing diversity in thinking; Thinking preferences; Creativity styles; Creativity in problem solving: Problem Definition, Understanding & Representing; Pattern Breaking; Mind stimulation.	6 Hours

	<p>General Strategies Idea-collection processes including Brainstorming/Brain-writing, The SCAMPER methods, Metaphoric thinking, Outrageous thinking; Mapping thoughts; Eight-Dimensional (8D) Approach to Ideation; Using Math and Science: Systematic logical thinking, Using math concepts;</p> <p>Systematic Inventive Thinking The TRIZ methodology; Levels of inventions; Evolution of technical systems; Ideality and the ideal final result (IFR); Stating contradictions and the contradiction table; Standards features and Inventive principles; Separation principles; Using physical, geometrical, and chemical effects, fields</p> <p>Decision and Evaluation Focused thinking framework; Six thinking hats, PMI (Plus, Minus, Interesting); Ethical considerations</p> <p>Introduction to intellectual property: Patents, Copyrights ©, Trademarks ®, Trade Secret, Unfair Competition</p>	<p>8 Hours</p> <p>8 Hours</p> <p>5 Hours</p> <p>3 Hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Edward DeBono, Six Thinking Hats, Penguin Books, Latest Edition</p> <p>Ed Catmull, & Amy Wallace Creativity, Inc.: Overcoming the Unseen Forces That Stand in the Way of True Inspiration, Kogan Page, Latest Edition</p> <p>Brian Clegg, Creativity and Innovation for Managers, Routledge; Latest Edition</p> <p>Luecke, Richard; Harvard Business Essentials – Managing Creativity and Innovation, Harvard Business School Press, Latest Edition</p> <p>Chris Griffiths, Melina Costi, The Creative Thinking Handbook- Your Step-by-Step Guide to Problem Solving in Business, Kogan Page, Latest Edition</p>	
<u>Learning Outcomes</u>	<p>To be familiar with processes and methods of creative problem solving:</p> <p>To enhance creative and innovative thinking</p>	

	skills	
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MGE-638:Yoga		2 Credits
Prerequisites for the course	Nil	
<u>Objective:</u>	To create an awareness about Yoga in life and benefits of chosen Asanas.	
<u>Content:</u>	Introduction to Yoga;Ashtang Yoga, Types of Yoga.	5 Hours
	Introduction to Asanas or YogaPostures, Basic Sitting Postures and their effects on health and wellbeing. Paschimottanasana, JanuShirasana, Naukasana, Vakrasana, Padmasana ,Vajrasana and others.	5 Hours
	Basic Standing Postures and their effects on health and wellbeing. Tadasana, Garudasana, Trikonasana and others.	5 Hours
	Basic Supine Postures and their effects on health and wellbeing. Makarasana, Dhanurasana, Bhujangasana, Halasana, Sarvangasana, Shalabhasana, Naukasana, Shavasana and others.	10 Hours
	Pranayama (breathing Techniques & Exercises) types and methods.	5 Hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>Learning Outcomes</u>	An ability touse the techniques of Yoga postures, breathing techniques & exercises and meditation	
<u>References/Readings</u>	BKS Iyengar, Light on Yoga, Allied Publishers, Latest Edition. Freedom &Leela, Yoga Manual for Beginners – Yogic poses, postures & Exercises, Sound Yoga Body publishers, Latest Edition. Vivekanand, Swami, Complete Book of Yoga, Prabhat Prakashan, Latest Edition. Stephens, Mark, Teaching Yoga – Essential Foundations and Techniques, North Atlantic Books, Latest Edition. K. Rangarajalyengar , Prof. G.S. Mudambadithaya, The Science of Yoga Mudras, Sapna Book	

	House (P) Ltd., Latest Edition.	
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MGE-639: Sociology of Food

2 Credits

Prerequisites for the course	Nil	
<u>Objective:</u>	To create an awareness of culinary cultures and the impact of migration on food at the macro level and food preparation and consumption at the micro level	
<u>Content:</u>	<p>Food as an area of academic interest</p> <p>Culinary cultures: The development of culinary cultures; impact of colonialism and migration on food; Food in oriental history.</p> <p>Food production, preparation, distribution and consumption: Food production in India, Food preparation and consumption at home: Gender implications, Professional cooks and eating outside the home, Sociology of annadana</p> <p>Food and quality of life: Food and health, Food rationing, Poverty, famine and food</p>	<p>5 Hours</p> <p>10 Hours</p> <p>10 Hours</p> <p>5 Hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Breckenridge, Carol A. Consuming Modernity: Public Culture in Contemporary India. Oxford University Press, Latest Edition</p> <p>Counihan, C. and P. Van Esterik (Eds.). Food and Culture: A Reader Routledge; Latest Edition</p> <p>Goody, J. Cooking, Cuisine and Class: A Study in Comparative Sociology. Cambridge University Press, Latest Edition</p> <p>Janeja, Manpreet, K. Transactions in Taste: The Collaborative Lives of Everyday Bengali Food. New Delhi: Routledge; Latest edition</p> <p>Poulain, Jean-Pierre, The Sociology of Food Eating and the Place of Food in Society, Bloomsbury Publishing, Latest edition</p>	
<u>Learning Outcomes</u>	<p>An ability to appreciate systemic and social dynamic dimensions of food and eating.</p> <p>An ability to consider taste and food consumption as socio-cultural constructions and ideological determinants.</p>	

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MGE-640:Appreciation of Films		2 Credits
<u>Prerequisites for the course</u>		
<u>Objective:</u>	To help the participants appreciate cinema (national and international) as having its own distinct language and philosophy, the way it stimulates people, and helps in making sense of the world.	
<u>Content:</u>	Approaches to Films Document, Documentary and Narratives; Thought Orientation in Films; Text, Context and Non-Text	7 Hours
	Film and Other Art Forms Photography and Representation; Symbolism and Metaphors; Music, Dance and Drama; Presenting Reality and Fiction	10 hours
	Films and our Minds Films and Emotions; Imagination; Identifying the Audience (Spectatorship); Communication and Persuasion	7 hours
	Films and Morality Lessons from Films; Authorship and Copyright; Film Criticism; Evils and Issues – Pornography, Free Will, Laws and Artistic License	6 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	David Bordwell; Principles of Narration; University of Wisconsin Press; Latest Edition Gregory Currie ; Image and Mind, Film, Philosophy and Cognitive Science; Cambridge University Press; Latest Edition Noel Carroll and Jinhee Choi (Eds); Philosophy of Film and Motion Pictures - An Anthology – Wiley Blackwell; Latest Edition Felicity Colman-Film, Theory, and Philosophy_ The Key Thinkers; McGill-Queen's University Press;, Latest Edition Piper, Jim, The Film Appreciation Book- The Film Course You Always Wanted to Take, Allworth Press, Latest Edition	
<u>Learning Outcomes</u>	An ability to appreciate films as works of art Recognize the impact of films on society An ability to critique films	

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MGE-641:Photography		2 Credits
<u>Prerequisites</u>	Nil	
<u>Objective:</u>	At the end of the course the student will develop the ability to appreciate the art of photography and undertake basic photography assignments	
<u>Content:</u>	Introduction The History and evolution of photography; The science of photography; Photography in Digital age; Types of Cameras	6 Hours
	Professional Photography; Professional photography vs. Hobby; Basic rules of composition of a good photography; Various controls and menus available and usage of modern DSLR/DSLT cameras.	14 Hours
	Digital tools in Photography Light metering, working with natural light and light modifiers Tools for enhancing quality of photographs; Preserving and Publishing photographs	10 Hours
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Tom Ang; Digital Photography an Introduction ;Penguin, 4 th or later edition Michael Freeman; The Photographer's Eye – Composition and Design for better digital photos; Elsevier Publication; Latest Edition Barnbaum, Bruce, The Art of Photography, A Personal Approach to Artistic Expression, Rocky Nook, Latest Edition Peterson, Bryan, Learning to See CreativelyDesign, Color and Composition in Photography, Clarkson Potter/Ten Speed, Latest Edition Kelby, Scott, The Landscape Photography Book, Rocky Nook, Latest Edition	
<u>Learning Outcomes</u>	Able to take good photographs Able to use digital tools for quality improvement of photographs	

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Research Specific Elective Courses

Research Specific Elective Courses in Human Resources

MGE-600: Hiring and Talent Management

2 Credits

Prerequisites for the course	A core course in Human Resource Management	
<u>Objective:</u>	To introduce the concepts and tools of Hiring and Talent Management	
<u>Content:</u>	<p>Effective Hiring Talent Acquisition: Identification of Talent; Sources of Talent; Recruitment, Selection; Screening; Selection methods, Person-job fit; Ethics; Impact on individual, team, and organizational effectiveness.</p> <p>Assessment Centres : Role in Hiring and Talent Management; Psychometric Testing Tools;</p> <p>Talent management Career Management & Succession Planning; Employee Attrition and Role of Employee Career Paths; Career Development in a Changing Environment; Mentoring for Employee Development; Flexible Working Practices ; Talent Retention,</p> <p>Communication & Leadership: Integration of Human Capital Systems; Attracting and retaining high performers; Utilizing and managing excess manpower</p>	<p>10 Hours</p> <p>5 Hours</p> <p>8 Hours</p> <p>7 Hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Berger & Berger, Talent Management Handbook, McGraw Hill Publishing, latest edition.</p> <p>D Arthur 'Recruiting, Interviewing, Selecting & Orienting New employees', Prentice Hall India, latest edition,</p> <p>R Edenborough 'Assessment Methods in Recruitment, Selection & Performance', Kogan Page , Latest edition</p> <p>Jac Fitz- enz; John R. Mattox; Predictive analytics for Human Resources; Wiley; 2014 or Latest edition</p> <p>Gene Pease Boyce Byerly; Jac Fitz-enz; Human Capital Analytics,Wiley; 2013 or Latest edition</p>	
<u>Learning Outcomes</u>	An ability to hire and manage talent in Organisations	

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MGE-601: Labour Laws and Industrial Relations

2 Credits

Prerequisites for the course	A core course in Human Resource Management	
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<u>Objective:</u>	To introduce the implications of select labour laws and to bring out the importance of industrial relations in an organisation	
<u>Content:</u>	<p>Objective of the Acts, Definitions, Employer liabilities, Reporting and Documentation required, Provisions and Penalties for the following Acts and their Implications</p> <ol style="list-style-type: none"> 1. Trade Unions Act, 1926 2. Industrial Disputes Act, 1947 3. The Payment of Bonus Act, 1965 4. Employees' State Insurance Act, 1948 (ESI Act) 5. Child Labour (Prohibition & Regulation) Act, 1986 <p>Industrial Relations</p> <p>Various approaches - The systems model; The Pluralist Approach; The Structural Contradictions Perspective; The Indian IR framework</p> <p>The role of Government in Indian IR; Regulative and Participative bodies; Employers Associations; Contemporary Issues in Industrial Relations; Grievance Management</p>	<p>14 hours</p> <p>8 hours</p> <p>8 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>S. D. Puri; Sandeep Puri; Labour Laws for Everyday Made Easy; Snow White Publications; 2017 or Latest edition</p> <p>P. Subba Rao; Labour Welfare and Social Security; Himalaya Publishing Co; 2014 or Latest edition</p> <p>Anamitra Roy Chowdary; Labour Law Reforms in India Taylor & Francis; 2018 or Latest edition</p> <p>S C Srivastava; Industrial Relations and Labour Laws; Vikas Publishing House; 2022 or Latest edition</p> <p>Parul Gupta; Industrial Relations and Labour Laws for Managers; Sage; 2019 or Latest edition</p>	
<u>Learning Outcomes</u>	An ability to interpret and apply the labour laws at workplace	

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MGE-602: Organisational Development and Change Management

2 Credits

Prerequisites for the course	A core course in Human Resource Management	
Objective	To create an awareness of change management	

	practices and Organisational Development.	
Contents	<p>Planned Organisational Change- Organisational Change Management (OCM): Understanding Organizational Transformation; Transformation Strategies; Process models and techniques of managing change; OCM Framework; Resistance to change; Change Agents; Evaluating Change; Role of Leadership; Role of Training</p> <p>Organizational Learning and Learning Organization ; Organisation Culture; Learning orientation of organisations and Individuals; Organizational effectiveness;</p> <p>Foundations of Organisational Development (OD) The OD Consultant: Role, Skills and Dilemmas Entry and Contract, Organisational Diagnosis – Methods of Diagnosis; Feedback and OD;</p> <p>OD Interventions: Individual and Interpersonal Interventions; Team / Group Interventions; Intergroup Interventions; Comprehensive Interventions; Success and Failure of OD; Future of OD & New Perspectives</p>	<p>10 hours</p> <p>5 hours</p> <p>5 hours</p> <p>10 hours</p>
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings.	<p>French, Bell, Organisational Development; Sage Publishing; 2008 or Latest edition.</p> <p>S Allcorn; Organizational Dynamics and Intervention – Tools for changing workplace; Prentice Hall India; 2015 or Latest edition</p> <p>Simon A Bertonsshaw-Gunn; Essential Tools for Management Consulting; Wiley & Sons; 2010 or Latest edition</p> <p>Richard Newton; The Management Consultant; Pearson; 2010 or Latest edition</p> <p>Dipak Kumar Bhattacharya; Organisational Change and Development; Oxford University Press; 2011 or Latest edition</p>	
<u>Learning Outcomes</u>	<p>An ability to use Change Management techniques</p> <p>An ability to identify skills required in an OD consultant</p>	

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MGE-603: Designing High Performance Organisations

2 Credits

Prerequisites for the course	A core course in Human Resource Management	
Objective	To introduce performance management tools and techniques required in designing high performance organisations	
Contents	Performance Management Relationship between development strategies and business performance; Skills related to performance planning, coaching and review/ appraisals; Interpersonal dynamics in performance management; Performance feedback and coaching;	10 Hours
	Competency Mapping, Holistic Frameworks for performance management - balanced scorecard, stake holder approach and their adaptations in India; Best Practices;	5 Hours
	Performance Appraisals – Methods, Documentation, Feedback, legal and Ethical Considerations, Role of Appraisers;	5 Hours
	Drivers for designing High Performance Organisations organizational effectiveness; structures and processes for excellence; Cultural Factors/Issues in Performance Management ; corporate social responsibility and corporate citizenship behavior; coaching for excellence; building and leading high performance teams; decision making to support high performance.	10 Hours
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings	A.S. Kohli; T. Deb; Performance Management, Oxford Higher education Press; 2009 or Latest edition Michael Armstrong; Armstrong's Handbook of Performance Management; Kogan Page; 2022 or Latest edition T.V. Rao; Performance Management: Towards Organisational Excellence; Sage Publications; 2015 or Latest edition Herman Aguinis; Performance Management; Pearson Education; 2013 or Latest edition Dipak Kumar Bhattacharyya; Performance	

	Management Systems and Strategies, Pearson Publication; 2011 or Latest edition	
<u>Learning Outcomes</u>	An ability to conduct performance appraisals An ability to use performance management skills required to design High Performing Organisations	

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MGE-604: Consultancy Management

2 Credits

Prerequisites for the course	A basic course in Human Resource Management	
Objective	To create an awareness of the profession of management consulting	
Contents	Nature of Management Consulting; The Consulting Industry – History and Growth; Types of Consulting Services- Generalist and Specialist Services; Internal Consultants	10 Hours
	Consultant Client Relationship; Key Stakeholders; Consulting Skills; Consulting and Culture; Consultant and Change; Tools of Consulting – Types of Interventions; Coaching and Counselling; Action Planning; Monitoring and Measuring Results	10 Hours
	Professional ethics in Consulting; Codes of Conduct; Responsibility and Accountability; Certification and Licensing; Termination: Withdrawal and ending a consulting relationship	10 Hours
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings.	M Kubr, Consulting – A Guide to the Profession, ILO, Geneva, Latest Edition Simon A Bertonshaw-Gunn; Essential Tools for Management Consulting; Wiley & Sons; 2010 or Latest edition Richard Newton; The Management Consultant; Pearson; 2010 or Latest edition Baaij, Marc; An Introduction to Management Consultancy; SAGE Publications; 2013 or Latest Edition Sadler, Philip; Management Consultancy - A Handbook for Best Practice, Kogan Page, 2001 or Latest Edition	
<u>Learning Outcomes</u>	An ability to become a management consultant	

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MGE-605: Occupational health and safety Management

2 Credits

Prerequisite	A core course in Human Resource Management	
Learning objectives	To provide insights into occupational health and safety training in a workplace	
Content	<p>Occupational Health Hazards - Classification, permissible exposure limits, Threshold limit value; occupational diseases due to metals & dusts, fumes & chemical compounds, behavioural based safety; Role of Ergonomics in Employee safety & health</p> <p>Accident Causes and prevention: Factors leading to accidents, Accident problem, need for prevention and preventive measures; Personal Protective Equipment: Need of PPE, Indian standards, factors of selection of PPE, non-respiratory equipment, respiratory equipment.</p> <p>Safety: Nature, Philosophy, terminology, total safety concept, safety psychology, safety management & responsibilities of employees at different levels, safety organization, Safety measures required in different industries; Safety areas: Electrical Safety, Protection from Fire and Explosion; basic first aid and CPR</p> <p>Hazards & Risk identification, Assessment and control techniques: Hazards, Risks & detection techniques, Preliminary hazard analysis(PHA) & hazard analysis(HAZAN), failure mode effect analysis(FMEA), Hazard and operability(HAZOP) study, Hazard ranking (DOW & MOND index), Fault tree analysis, Event tree analysis(ETA), major accident hazard control, onsite and off-site emergency plans.</p>	<p>5 hours</p> <p>5 hours</p> <p>10 hours</p> <p>10 hours</p>
Pedagogy	Lectures/tutorials /field work/outreach activities/ project work/ vocational training/ viva /seminars / term papers/ assignments / presentations / self-study/case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings	<p>R. K. Mishra; Occupational Health Management; Aitbs Publishers and Distributors; 2015 or Latest edition</p> <p>Charles D. Reese; Occupational Health and Safety Management: A Practical Approach; CRC Press; 2016 or Latest Edition</p> <p>Akhil Kumar Das; Principles of Fire Safety Engineering; PHI Learning Pvt Ltd; 2020 or Latest edition</p> <p>Sharon Clarke; Occupational Health and Safety; Taylor & Francis; 2016 or Latest edition</p> <p>S. Z. Mansdorf; Handbook of Occupational Safety and</p>	

	Health, Wiley; 2019 or Latest edition	
Learning Outcomes	An ability to identify hazards, risks and their assessment An ability to take precautionary measures for personnel safety	

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MGE-606: Indian Ethos and Human Quality Development

2 Credits

Prerequisites for the course	A core course in Human Resource Management	
Objective	To introduce basic philosophies of Indian culture and its importance in building of organizational culture.	
Contents	<p>Indian Ethos in Management Foundation of Management, Indian Ethics and the Spirit of Development, Indian ethos & Indianity, Indian Model of Corporate Development</p> <p>Management Ideas in Arthsastra Philosophy of Arthsastra, leaders as achievers, Use of authority & Power, Arthsastra and Modern Management, Kautilya Theory of Motivation, Management Competencies and Excellence in Men</p> <p>Corporate Veda Essence of Indian Ethos, PREM Approach to Relationship & Management, HOPE Model for Existence, Emergence of Corporates as State, VEDA Model of Leadership</p> <p>Indian Theory of Relationship Management Assumption of Theories X, Y and Z, Theory K & Relationship Management, Sama-Dam-Danda-Bhed and New Theories, Ethical Dimension in Theory K, OSHA Model,</p> <p>Total Quality of Management: Means Ends Analysis for Managerial Actions, Karma Theory & Market, Management Principles from Gandhian Thought, Guiding Principles for improving TOQM</p> <p>Models of Self-Development Three Level of Self, Three Types of Struggles, Three Levels of Existence, Three State of Mind, Three Views of Life, Three Types of Leadership, Three Styles of Management</p>	<p>5 Hours</p> <p>5 Hours</p> <p>5 Hours</p> <p>5 Hours</p> <p>5 Hours</p> <p>5 Hours</p>
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings.	Subhash Sharma; New Mantras in Corporate corridors From Ancient Routes to Global Roots; New Age International Publishers; 2007 or Latest Edition	

	<p>Subhash Sharma; Western Windows Eastern Doors Management; New Age International Publishers; 2019 or Latest Edition</p> <p>S.K. Chakraborty; Values for Ethics for Organization: Theory & Practice; Oxford University Press; 1999 or Latest edition</p> <p>N M Khandelwal; Indian Ethos and Values for Managers; Himalaya Publishing; 2019 or Latest edition</p> <p>R.S. Naagarazan; A Textbook On Professional Ethics And Human Values New Age International (P) Limited; 2007 or Latest edition</p>	
<u>Learning Outcomes</u>	An ability to manage better in Indian organisations	

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MGE-607: Compensation and Benefits Management

2 Credits

Prerequisites for the course	A core course in Human Resource Management	
Objective	To introduce compensation methods and strategies used in an organisation	
Contents	Historical development of payment systems basic concepts definition of compensation, wages, salaries and wage rates. Job Evaluation and strategic compensation; methods of job evaluation	5 Hours
	Theories of wages, subsistence theory, wage fund theory, surplus value theory, Residual claimant theory, marginal productive theory, Bargaining theory, Behavioural theories, Expectancy theories, Equity Theories.	5 Hours
	Wage Legislation- payment of wages act, minimum wages act, payment of bonus act, wage survey. Job Evaluation - definition, objectives, principles, methods, ranking classification, factor comparison method and point rating method.	5 Hours
	Wage structure, wage fixation, flat rate, merit rate. Wage payment, wage payment policies, wage payment systems, wage incentive plans, blue-collar employees. White-collar employees.	7 Hours
	Executive compensation plan- basic payments, fringe benefits, retirement benefits, Challenges of compensation, performance based compensation, skill based pay vs. job based pay, pay reviews, pay secrecy comparable worth	8 Hours
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall	

	be interactive in nature to enable peer group learning.	
References/Readings.	GT Milkovich; JM Newman; CSV Ratnam; Compensation; McGraw Hill; 2017 or Latest edition DK Bhattacharya; Compensation Management, Oxford Higher Education; 2009 or Latest edition RL Henderson; Compensation Management in a knowledge-based world; Pearson Publishing; 2005 or Latest edition Joseph J Martocchio; Strategic Compensation; Pearson Education; 2020 or latest edition Jerry M. Newman; Barry Gerhart; et al Compensation; McGraw Hill; 2020 or Latest edition	
<u>Learning Outcomes</u>	To appreciate the role of compensation systems within the Human Resource Management function. An ability to use compensation tools for better performance	

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MGE-608: Negotiations and Conflict Management 2 Credits

<u>Prerequisites for the course:</u>	A Basic Course in Human resources Management	
<u>Objective:</u>	To introduce concepts of negotiation, collective bargaining and management of conflicts at work place	
<u>Content:</u>	<p>Negotiating a Contract Pre-negotiation - Preparing the Charter of Demand(s); Creating the Bargaining Team; Costing of Labour Contracts The Negotiation Process - Preparing for Negotiation; Communication Style; Breaking Deadlocks; Strategy and Tactics/Games Negotiators Play; Closing Successfully Negotiating Integrative Agreements Reviewing</p> <p>Collective Bargaining Critical Issues in Collective Bargaining; Role of Government; Levels of Bargaining, Coverage and Duration of Agreements; Concept of Managerial Prerogatives; Administration of Agreements; Approaches and Phases in Collective Bargaining; Contract Ratification Post Negotiation - Administration of the Agreement;</p> <p>Conflict Management Conflict Dynamics; Role of Communication in Conflict Management; —Origins of Conflict—Dispute Prevention—Assessment of Conflict; Conciliation; Mediation; Conflict management and organization policy;</p> <p>Grievance Management Causes/Sources of Grievances and how to locate them; Legislative Aspects of a Grievance Procedure; Managerial Practices to Prevent Grievances, Grievance Resolution;</p>	<p>6 hours</p> <p>8 hours</p> <p>8 hours</p> <p>8 hours</p>

	Union's Perspective on Grievance Resolution;	
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Malhotra, D., M. Bazerman; Negotiation Genius; NY: Bantam Dell; 2008 or Latest edition. Stone; Patton; Heen, Difficult Conversations; NY: Viking Press; 2010 or Latest edition John Mattock; J Ehrenborg; How to be a better Negotiator; Kogan Page Publishing; 2012 or Latest edition Deborah Kolb; Jessica Porter; Negotiating at Work: Turning Small Wins into Big Gains; Jossey-Bass; 2015 or Latest edition Johnson C; Keddy J; Managing Conflict at Work; Kogan Page; 2010 or Latest edition	
<u>Learning Outcomes</u>	A competence in negotiating A competence in managing conflicts	

MGE-609: Technology in HR

2 Credits

<u>Prerequisites for the course:</u>	A Basic Course in Human resources Management	
<u>Objective:</u>	To introduce the different technologies and tools available to automatise/ measure human resource functions	
<u>Content:</u>	<p><u>Technology and HR</u> History; Benefits and Challenges of Technology in HR, Technology Acceptance Models; Phases of Technology Adoption; Costs Benefits Analysis; Importance of Automation Policies; Changing Workforce demographics and Impact on Culture</p> <p><u>Human Resources Information Systems</u> Introduction to HRIS; Organisational HRIS needs Analysis; Employee Database Management; Self Service portals; HR Game changing tools</p> <p><u>Industry 4.0 and HR</u> Introduction; Value Creation in Data driven economy; Components of Industry 4.0; Basics of Artificial Intelligence, Block Chain Technology; Robotics; Internet of Things; Cloud Computing; Applications in industry; Employee Relations in Digital Age; Future of HR function;</p> <p><u>Using HR Metrics</u> Business Intelligence and HR Analytics; Tools available; Role of Big Data and predictive analytics in HR decision making;</p>	<p>6 hours</p> <p>7 hours</p> <p>10 hours</p> <p>7 hours</p>

<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Martin R Edwards & Kirsten Edwards; Predictive HR Analytics – Mastering the HR Metric; Kogan Page; Latest Edition</p> <p>Jac Fitz- enz; John R. Mattox; Predictive analytics for Human Resources; Wiley; 2014 or Latest edition</p> <p>Gene Pease Boyce Byerly; Jac Fitz-enz; Human Capital Analytics,Wiley; 2013 or Latest edition</p> <p>Brian E. Becker; Mark A. Huselid; Mark A Huselid; David Ulrich; The HR Scorecard: Linking People, Strategy, and Performance; HBR Press; 2001 or Latest edition</p> <p>Tracey Smith; HR Analytics: The What, Why and How; Numerical Insights LLC; 2017 or Latest edition</p> <p>Dipak Kumar Bhattacharya; HR Analytics – Understanding theories and Applications, Sage, 2017 or Latest edition</p>	
<u>Learning Outcomes</u>	<p>A competence in using relevant technology in HR functions</p> <p>A competence to choose appropriate metric for analyzing Human Resource functions</p>	

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Research Specific Elective Courses in Finance

MGE-610: Financial Accounting

2 Credits

<u>Prerequisites</u> for the course	A core course in Finance Management	
<u>Objective:</u>	To introduce various books of Accounts, Financial statements and Basics of using Financial Accounting software.	
<u>Content:</u>	<p><u>Books of Accounts</u> Books of Accounts, Concepts and conventions, Journal entries,Writing of Cash Book and Journal as Primary books of accounts, Posting in Ledger as Secondary book, Subsidiary books, and Trial Balance.</p> <p><u>Financial Statements</u> Bank Reconciliation Statement, Preparation of Profit and Loss Account and Balance Sheet from Trial Balance, Preparation of Cash Flow Statement, direct and indirect methods. Notes to Accounts, Schedule VI to Companies Act 2013, IFRS.</p>	<p>10 Hours</p> <p>10 Hours</p> <p>10 Hours</p>

	<p><u>Inventory Records, Depreciation and Introduction to Financial Accounting</u></p> <p>Inventory valuation with reference to Accounting Standard and its impact on final Accounts and disclosure requirements.</p> <p>Methods of charging depreciation and amortization and their impact on profits, sales and purchase of assets, disclosure requirements.</p> <p>Transactions relating to shares and debenture</p> <p>Entering transactions and making Final accounts in a financial accounting software package</p>	
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>K. Narayanswamy, 'Financial Accounting': A Managerial Perspective; PHI Learning Pvt. Ltd; Delhi 110092. Latest edition.</p> <p>Anthony Robert N. Hawkins D., Merchant K.; 'Accounting Text and Cases' McGraw-Hill Education (India) Pvt. Ltd. New Delhi, Latest edition</p> <p>Garg Kamal, 'Advanced Auditing', Bharat Law House Pvt. Ltd, New Delhi, latest edition</p> <p>N. Ramchandran, Ram Kumar Kakani: 'Financial Accounting for Management, Tata McGraw-Hill Pvt Ltd: Latest edition</p> <p>Bhattacharyya, S. K. And John Dearden; 'Accounting for Management'; Vikas Publishing House Pvt. Ltd.; New Delhi; Latest edition</p>	
Learning Outcomes	<p>An ability to write books of accounts,</p> <p>An ability to present Final Accounts of business entities</p>	

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MGE-611: Taxation

2 Credits

Prerequisites for the course	A core course in Finance Management	
<u>Objective:</u>	To introduce the concepts of taxation and procedures to calculate different types of taxes	
<u>Content:</u>	<p><u>Definitions, Salary and Income From House Property</u></p> <p>Definitions- Income, agricultural income, Person Assessee, Company, Previous year and Assessment Year, Gross Total Income,</p> <p>Incomes exempt from tax,</p> <p>Basis of charge, Heads of Income, Salary, meaning, Perquisites, Allowances, Profit in lieu of salary deductions,</p>	<p>5 Hours</p> <p>10 Hours</p>

	<p>Income from House Property, Annual value, self-occupied, let out and deemed to be let out, deductions.</p> <p><u>Computation of Income with all Heads of Income and Assessments</u></p> <p>Profits and Gains of Business and Profession, chargeability, admissible deductions, disallowance u/s 40(a), , 40(A).</p> <p>Capital Gains, capital asset, transfer, Long term and short term capital gains, indexation, cost of acquisition and improvement, exemptions.</p> <p>Income from Other Sources, Chargeability and deductions</p> <p>Deductions under chapter VI –A, 80C, CC, CCC,D, E, G,GG, Computation of Income, Filing of Returns, Assessments, Advance Tax and Tax Deducted at Source</p>	<p>5 Hours</p> <p>10 Hours</p>
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Singhanian, V. K., and Singhanian M.; Students Guide To Income Tax including GST; Taxmann Publications (P) Ltd.; 2022 or Latest Edition.</p> <p>Manoharan T. N. & Hari G. R.; Students' Handbook on Taxation; Snow White Publications Pvt.; 2020 or Latest Edition.</p> <p>G. Sekar; Handbook On DIRECT TAXES; Commercial Law Publishers (India) Pvt. Ltd.; 2020 or Latest Edition.</p> <p>Singhanian Vinod and Singhanian Kapil; Direct Taxes Law and Practice with special reference to Tax Planning; Taxmann Publications (P) Ltd.; 2022 or Latest Edition.</p> <p>Dr. R. G. Saha and Dr. Usha Devi N.; Income Tax (Direct and Indirect Taxes), Himalaya Publishing House (P) Ltd.; 2021 or Latest Edition.</p>	
Learning Outcomes	<p>An ability to apply tax compliance rules for individuals</p> <p>An ability to use knowledge of firms' taxation in taking financial decisions.</p>	

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MGE-612: Project Planning and Implementation

2 Credits

Prerequisites for the course	A core course in Finance Management	
<u>Objective:</u>	To introduce capital budgeting techniques and basics of cost of capital and risk analysis of projects.	
<u>Content:</u>	<p><u>Capital Budgeting</u></p> <p>Financial Goal of the Corporation, Corporate Decisions-</p>	5 Hours

	<p>Investment, Financing Liquidity and dividend</p> <p>Capital Budgeting, Net present Value and Other techniques of Project evaluation, estimation of Cash Flows especially for new product decisions and machine sale or purchase decisions, replacement decisions, Capital Rationing, projects with different lives.</p> <p><u>Cost of Capital and Risk analysis</u> Investment decisions with risk analyses-sensitivity analysis, scenario analysis and decision trees. Cost of Capital as discounting rate for capital budgeting decisions, Financing of projects with reference to leverage and risks, Theories relating to financing.</p>	<p>10 Hours</p> <p>5 Hours</p> <p>10 Hours</p>
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Pandey I. M.; Financial Management; Pearson, India; 2022 or Latest Edition.</p> <p>Chandra, Prasanna; Financial Management: Theory and Practice; Tata McGraw-Hill; 2019 or Latest Edition.</p> <p>Brealey, Myers, Allen and Mohanty; Principles of Corporate Finance; Tata McGraw-Hill; 2018 or Latest Edition.</p> <p>Khan M.Y & Jain P.K.; Financial Management; McGraw Hill; 2018 or Latest Edition.</p> <p>Watson, Denzil and Antony Head; Corporate finance: Principles and Practice; Pearson Education; 2013 or Latest Edition.</p>	
Learning Outcomes	An ability to analyse financial information and take long term financial decisions.	

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MGE-613: Working Capital Management

2 Credits

<u>Prerequisite for the course</u>	Nil	
<u>Objective:</u>	To create awareness about different tools and techniques available to manage cash and working capital in an organisation	
<u>Content:</u>	<p><u>Working Capital and Cash Management</u> Working Capital, Types, Policies, Estimation of Working Capital, Operating cycle, Cash Forecasting and Budgeting, Managing cash collections and disbursement,</p> <p><u>Current Assets Management</u></p>	15 hours

	Inventory EOQ, Reorder level, Safety stock, Control techniques, Investment in debtors, credit management decisions-with reference to risk return trade-off, credit policy variables, namely credit standards, collection period, discounts, economic credit policy, monitoring tools like Aging Schedule, Sources of Long term and Short term finance.	15 hours
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Hrishikesh Bhattacharya; Working Capital Management: Strategies and Techniques; PHI Learning; 2021 or Latest Edition. Prasanna Chandra; Financial Management: Theory and Practice; McGraw Hill Education; 2019 or Latest Edition. Bhalla, V. K.; Working Capital Management: Text and Cases; Anmol Publications Pvt. Ltd.; 2012 or Latest Edition. Rustagi, R. P.; Working capital management; Taxmann Publications (p) Ltd; 2021 or Latest Edition. Frederick C. Scherr; Modern Working Capital Management: Text and Cases; Prentice Hall; 1988 or Latest Edition.	
<u>Learning Outcomes</u>	An ability to use knowledge and skills of managing working capital and cash to manage day to day financial activities.	

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MGE-614: Security Analysis and Portfolio Management (SAPM)

2 Credits

<u>Programme pre-requisite</u>	Nil	
<u>Objective</u>	To create awareness about different tools and techniques available to analyse investment avenues and create a portfolio based on risk profile and financial goals.	
<u>Content</u>	<u>Investment analysis:</u> Working (Market mechanics) of Indian Securities Market, Risk and Return Trade-off, Comparison and analysis of various investment avenues, Valuation of shares and fixed income securities, Fundamental analysis, Technical analysis. <u>Portfolio Management:</u> Portfolio creation, theories of	15 hours 15 hours

	portfolio management – active and passive, Markowitz theory, portfolio return and risk, efficient market hypotheses-strong, semi-strong & weak form.	
<u>Pedagogy</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Jordan & Fischer; Security Analysis & Portfolio Management; Prentice Hall India; 2018 or Latest Edition.</p> <p>Prasanna Chandra; Investment Analysis& Portfolio Management; McGraw Hill Education India Pvt. Ltd., 2021 or Latest Edition.</p> <p>S. Kevin; Security Analysis and Portfolio Management; PHI Learning Pvt. Ltd; 2017 or Latest Edition.</p> <p>Bodie, Kane, Marcus; Investments; Tata McGraw Hill; 2017 or Latest Edition.</p> <p>A.K.Dash.; Security Analysis And Portfolio Management; Wiley; 2021 or Latest Edition.</p>	
<u>Learning Outcomes</u>	An ability to analyse investment avenues and choose and create portfolio using financial securities.	

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GE-615: Mergers & Acquisitions

2 Credits

<u>Programme pre-requisites</u>	Nil	
<u>Objective</u>	To create awareness and knowledge required to carry out due diligence in order to restructure a business.	
<u>Content</u>	<p><u>Strategic analysis:</u> Meaning of M&A, Reasons and objectives of M&A, Strategic analysis of the M&A – Micheal Porter’s Five Force Analysis pre and post merger comparison, Identification of Target – Rationalisation and matching of M&A objectives – Market share, synergies, tax management, technology transfer.</p> <p><u>Due Deligence:</u> Complete due diligence of the target, Technical, Market, Financial, Human Resource, Integration of Vision & Mission and managing inter organisational conflicts, Risk Management.</p> <p><u>Valuation:</u> Financial Valuation of target and the impact on the merged entity, Net Asset Value – Book Value, Net Realisable Value, Discounted Cash Flow – Forecast Free Cash Flow, Weighted Average Cost of Capital using Capital Asset Pricing Model , Market Valuation – P/E multiple, B/V multiple, Beta, Shareholder Value Creation – wealth</p>	<p>7 hours</p> <p>7 hours</p> <p>8 hours</p>

	<p>maximisation , Ascertaining the Share Swap ratio – based on Earnings Per Share; based on Market Price.</p> <p><u>Shareholder Value Creation & Defence against hostile takeover</u>: Shareholder Value Creation (SVC), Economic Value Added (EVA), Pablo Fernandez Model (PFM), Impact of M&A on the SVC – Creation or destruction of shareholder value post- merger or takeover. Defence mechanisms against hostile Takeover.</p>	8 hours
<u>Pedagogy</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Crafting & Executing Strategy by Arthur Thompson, M. Peteraf, J. Gamble, A. Strickland & Arun Jain, McGraw Hill, New Delhi, Latest Edition.</p> <p>Mergers & Acquisitions by Kevin Boeh & Paul Beamish, Sage Publication, New Delhi, Latest Edition.</p> <p>Mergers, Acquisitions & Corporate Restructuring by C. Krishnamurthy & Vishwanath S.R., Sage Publication, New Delhi, Latest Edition.</p> <p>Strategic Financial Management by Prasanna Chandra, McGraw Hill, New Delhi, Latest Edition.</p> <p>Bruner, Robert, F. Applied Mergers and Acquisitions, Wiley, 2004 or Latest Edition.</p>	
<u>Learning outcomes</u>	At the end of the course the participant will develop an ability to make informed Merger and Acquisition decisions.	

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MGE-616: Financial Derivatives and Risk Management

2 Credits

<u>Programme pre-requisite</u>	Course in SAPM	
<u>Objective</u>	To create awareness and knowledge required to manage portfolio risks using derivative securities.	
<u>Content</u>	<p><u>Risk Management using derivative</u>: Risk, Derivative types – forwards, futures, options, and swaps, features, market mechanics – settlement, trading, margins, determining cash flows, recalculation of portfolio risk using derivatives.</p> <p><u>Derivative pricing and Trading strategies</u>: Pricing of derivative instruments – Futures, and Options, trading strategies using various derivatives like Forwards, Futures, Options and Swaps.</p>	<p>15 hours</p> <p>15 hours</p>
<u>Pedagogy</u>	lectures/ tutorials/laboratory work/ field work/ outreach	

	activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>John C. Hull; Fundamentals of Options, Futures and Risk Management; Pearson Education India; 2018 or Latest Edition.</p> <p>Jayant Rama Varma; Derivatives and Risk Management; McGraw Hill; 2019 or Latest Edition.</p> <p>A.N.Sridhar; Futures & Options, Equities & Commodities; SPD Publications; 2008 or Latest Edition.</p> <p>Chance Don M.; An introduction to derivatives and risk management; Australia: South - Western Cengage Learning; 2019 or Latest Edition.</p> <p>Kolb, Robert W.; Financial derivatives: pricing and risk management; Hoboken, NJ: Wiley; 2019 or Latest Edition.</p>	
<u>Learning outcomes</u>	At the end of the course the participant shall develop an ability to manage risk using derivatives.	

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Research Specific Elective Courses in Marketing

MGE-617: Sales Management

2 Credits

<u>Prerequisites for the course</u>	A core course in Marketing Management	
<u>Objective:</u>	To create an awareness about the theories and tools used in managing sales and distribution functions of an organisation.	
<u>Content:</u>	Overview of Sales Management- Personal Selling v/s Salesmanship, Importance of Personal selling, Approaches to Personal Selling, Process of Personal Selling, AIDA model, Merits and limitation of Personal selling. Automation in Personal Selling,	6 Hours
	Organization Design and Staffing, Sales Planning, Time and Territory Management, Managing the Sales, Sales forecasting, Sales Quota Quantitative methods, Qualitative methods	9 Hours
	Recruitment and Selection, Training, Compensation management, Sales force motivation, Methods of performance appraisal	6 Hours
	Channel Management Systems: Designing Channels, Selection and Recruitment of Channel Partners, Channel Decisions, Information Systems for Channels	9 hours

	Role of E-commerce in Selling, Strategic Issues , Technology, Trends, Challenges, Future of E-commerce in Selling	
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Richard Still, Edward Cundiff, Norman Govoni and Sandeep Puri; Sales and Distribution Management: Decisions, Strategies & Cases; Pearson; 2017 or Latest Edition. K Krishna Havaladar and M V Cavale; Sales and Distribution Management: Text and Cases; Tata McGraw Hill; 2017 or Latest Edition. David Jobber, Geoffrey Lancaster; Selling and Sales Management; Pearson; 2018 or Latest Edition. William Cron and Thomas DeCarlo; Sales Management: Concepts and Cases; Wiley; 2010 or Latest Edition Tapan Panda, Sunil Sahadev; Sales and Distribution Management; Oxford University Press; 2019 or Latest Edition	
Learning Outcomes	Ability to use selling skills effectively. Ability to take decisions related to Sales and Distribution Management	

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MGE-618: Product Management

2 Credits

<u>Prerequisites for the course:</u>	A core course in Marketing	
<u>Objective:</u>	To introduce the different aspects of new product development and managing products	
<u>Content:</u>	<p>Product Strategy and Analysis: Product Strategy and Planning, Product and Market Focused Organisations, Product and Market Evolution, Product Life Cycles, Defining the Competitive Set, Category Attractiveness Analysis, Competitor Analysis and Customer Analysis.</p> <p>Product Development: Developing Product Strategy, New Product Development, Designing the Offer, Market and Sales Potential, Pricing Decisions, Advertising and Promotion decisions, Concept and Product Testing, Financial Analysis for Product Management</p>	<p>15 hours</p> <p>15 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

<u>References/Readings</u>	<p>Donald R. Lehmann and Russell S. Winer; Product Management; Tata McGraw Hill; 2002 or Latest Edition</p> <p>Majumdar R; Product Management in India; Prentice Hall India; 2007 or Latest Edition</p> <p>Michael Baker and Susan Hart; Product Strategy and Management; FT Publishing International; 2008 or Latest Edition</p> <p>Merle Crawford, Anthony Benedetto; New Products Management; Tata McGraw Hill; 2020 or Latest Edition</p> <p>Paul Trott; Innovation Management and New Product Development; Pearson; 2009 or Latest Edition</p>	
<u>Learning Outcomes</u>	An ability to manage products during different stages of product life cycle	

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MGE-619: Brand Management

2 Credits

<u>Prerequisites for the course:</u>	A core course in Marketing	
<u>Objective:</u>	To introduce concepts of brands and to explain the different strategies used to increase market reach	
<u>Content:</u>	<p>Branding: Introduction to Brands and Branding, Rationale for Building Brands, Types of Brands, Creating a Brand Designing Brand Identity using Kapferer's Identity Prism, Customer Brand Building Equity Model, Brand Mantras, Brand Equity, Measuring Brand Equity.</p> <p>Brand Positioning: Brand Positioning, Consumer Behaviour, Crafting Brand Positioning Strategy, Building Marketing Programmes for Brands, E-Branding and building virtual Brands, Brand Strategies including Line and Category Extensions, Umbrella Branding and Managing the Brand Architecture.</p>	<p>15 hours</p> <p>15 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Kevin Keller, Vanitha Swaminathan Ambi Parameswaran; Strategic Brand Management: Building, Measuring, and Managing Brand; Pearson; 2020 or Latest Edition.</p> <p>Kirti Dutta; Brand Management, Principles, and Practices; Oxford University Press; 2022 or Latest Edition.</p>	

	Tapan Panda; Product and Brand Management; Oxford University Press; 2016 or Latest Edition. Jean-Noël Kapferer; The New Strategic Brand Management; Kogan Page; 2012 or Latest Edition. Johny Johansson, Kurt Carlson; Contemporary Brand Management; SAGE Publications; 2014 or Latest Edition	
<u>Learning Outcomes</u>	An ability to use knowledge and tools to manage Brands	

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MGE-620: Integrated Marketing Communications

2 Credits

<u>Prerequisites for the course:</u>	A core course in Marketing	
<u>Objective:</u>	To introduce the different components of Integrated Marketing Communications that help in increasing Marketing and communication effectiveness.	
<u>Content:</u>	<p>Introduction and Role: Role and Evolution of IMC; The Promotional Mix; The IMC Process; Market and Competitor Analysis; Tools of IMC; Role of Client; Agency and Types of Agencies; Advertising and PR; Analysing the Communication Process; Models of Communication;</p> <p>Establishing Objectives; DAGMAR Approach; Setting Objectives; Establishing Media Objectives; Reach and Response; Budgeting Decisions and Approaches; Creative Strategy; Developing Creative Appeals: Styles; Role of Emotions; Media Planning strategy;</p> <p>Media Evaluation: Evaluation of Different Media; Direct Marketing; Digital Marketing; Internet and Interactive Media; Public Relations and its use;</p> <p>Sales Promotion: Scope and role in IMC; Consumer Franchise Building Promotions; Consumer oriented Sales Promotion; Tools of Sales Promotion; Coordination of Sales Promotion with other tools of IMC; Budgeting for Sales Promotion;</p>	<p align="center">7 hours</p> <p align="center">7 hours</p> <p align="center">7 hours</p> <p align="center">9hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	George Belch, Michael Belch &KeyoorPurani; Advertising & Promotion- An Integrated	

	<p>Marketing Communications Perspective; TATA McGraw Hill; 2021 or Latest Edition</p> <p>Sandra Moriarty, William Wells, Nancy Mitchell; Advertising & IMC: Principles and Practice; Pearson; 2021 or Latest Edition</p> <p>Kenneth Clow; Integrated Advertising, Promotion and Marketing Communications; Tata McGraw Hill; 2014 or Latest Edition</p> <p>JaishriJethwaney& Shruti Jain; Advertising Management; Oxford University Press; 2012 or Latest Edition</p> <p>Ritu Narang; Advertising, Selling & Promotion; Pearson; 2020 or Latest Edition</p>	
<u>Learning Outcomes</u>	An ability to use IMC tools to increase reach of products/ services	

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MGE-621: Consumer Behaviour

2 Credits

<u>Prerequisites for the course:</u>	A basic course in marketing	
<u>Objective:</u>	To introduce the different consumer behavioural dynamics that impacts buying decisions	
<u>Content:</u>	<p>Definition and Process Definition and importance, marketing strategy and consumer behaviour, market segmentation, consumer decision process: problem recognition, information search, alternative evaluation and selection; Theories of Consumer Behaviour; Customer Relationship Management</p> <p>External influencers Concept of culture, values, time space and symbols, demographics, sub cultures, Household and family, consumer socialization, reference groups, brand communities, opinion leadership, diffusion of innovations;</p> <p>Internal Influencers Personality, Emotions; VALS, Motivations and marketing strategy,</p> <p>Organizational Buying Characteristics, roles and decision making units, decision making process, choice criteria, new buy and rebuy, purchasing practices (just in time , leasing etc.), Relationship marketing</p>	<p>7 hours</p> <p>7 hours</p> <p>7 hours</p> <p>9 hours</p>
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/	

	seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>David Mothersbaugh, Del Hawkin and Susan Kleiser and Amit Mookerjee; Consumer Behavior: building marketing strategy; Tata McGraw Hill; 2022 or Latest Edition</p> <p>Sangeeta Sahney; Consumer Behaviour; Oxford University Press; 2017 or Latest Edition.</p> <p>Leon Schiffman, Leslie Kanuk and Joseph Wisenblit; Consumer Behavior; Pearson; 2019 or Latest Edition.</p> <p>Michael Solomon; Consumer Behaviour; Pearson; 2020 or Latest Edition.</p> <p>S. Ramesh Kumar, Leon Schiffman, Leslie Lazar Kanuk; Consumer Behaviour; Pearson; 2019 or Latest edition</p>	
<u>Learning Outcomes</u>	An ability to analyze consumer behavior to take marketing decisions	

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MGE-622: Marketing Research

2 Credits

<u>Prerequisites for the course:</u>	A basic course in Marketing	
<u>Objective:</u>	To introduce the basic research methods that can be used to help in marketing decisions	
<u>Content:</u>	<p>Research Design Problem definition, theoretical framework, analytical model, research questions, hypotheses, information specification, ethics in marketing research, Research designs</p> <p>Measurement and scaling Measurement and scaling, nominal, ordinal, interval and ratio scales, likert, semantic differential and staple scales, reliability and validity, questionnaire design</p> <p>Data collection and preliminary analysis Sampling, defining target population, non-probability and probability sampling, sample size determination, data collection methods and fieldwork, coding, data entry and data preparation, frequency distribution, cross tabulation and chi-square, analysis of variance</p> <p>Multivariate analysis Correlation and regression analysis, simple and multiple regression, interpretation of results, discriminant analysis, factor analysis, extraction and rotation</p>	<p>7 hours</p> <p>8 hours</p> <p>7 hours</p> <p>8 hours</p>

	methods, logistic regression, cluster analysis, multi-dimensional scaling, report preparation and presentation, usage of statistical packages	
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Naresh K Malhotra, “Marketing Research: An applied orientation”, Pearson Education, Latest Edition</p> <p>Joseph F Hair, Robert P Bush and David J Ortinau “Marketing Research within a changing information environment”, Tata McGrawHill, Latest edition</p> <p>Niels Blunch; Introduction to Structural Equation Modeling Using IBM SPSS Statistics and Amos; SAGE Publications; 2013 or latest edition.</p> <p>Päivi Eriksson, Anne Kovalainen; Qualitative Methods in Business Research; SAGE Publications; 2015 or Latest Edition.</p> <p>SadanoriKonishi; Introduction to Multivariate Analysis Linear and Nonlinear Modeling; Taylor & Francis; 2015 or Latest Edition.</p>	
<u>Learning Outcomes</u>	<p>A competence in designing research studies, collecting and analyzing data</p> <p>An ability to prepare and present reports.</p> <p>An ability to use research output for decision making</p>	

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MGE-623: Digital Marketing and Marketing in Social Media		2 Credits
<u>Prerequisites for the course:</u>	A core course in Marketing Management	
<u>Objective:</u>	To introduce the tools and techniques required for marketing in digital media and social media	
<u>Content:</u>	Introduction Importance of digital marketing; Difference between traditional and digital marketing; recent trends; competitive analysis; Website Planning and Creation Importance of Design	6 hours
	Search Engine Optimisation (SEO) and Marketing Various search engines and their algorithms; Various factors affecting on-page and off-page optimisation, keywords research, meta tags, meta description, link building; Advertising on social media; search engine’s result page (SERP); Ads platform, Keyword Planners - search volume, cost-per-click (CPC), customer lifetime	7 hours

	<p>value (CLV) and other such metrics.</p> <p>Digital Media Planning and Buying</p> <p>Media Planning to optimise cost-per-install (CPI), cost-per-order (CPO), cost-per-acquisition (CPA), click-through-rate (CTR); platform-based Ad space, and media planning and budgeting. Web Remarketing concept;</p> <p>Social Media Marketing</p> <p>social media strategies on various platforms; Targeting audience; build social media campaign, write ad copies and ad creatives. Cost factors- cost-per-click (CPC), cost-per-view (CPV), cost-per-impression (CPM); Effective content writing;</p> <p>Fundamentals of blogging, email marketing and mobile marketing; Building subscriber lists and database segmenting; App store optimisation (ASO).</p>	6 hours 11 hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings	<p>Dave Chaffey, Fiona Ellis-Chadwick; Digital Marketing: Strategy, Implementation & Practice; Pearson; 2015 or Latest Edition.</p> <p>Seema Gupta; Digital Marketing; McGraw Hill; 2022 or Latest Edition.</p> <p>Damian Ryan; Understanding Digital Marketing: Marketing Strategies for Engaging the Digital Generation; Kogan Page; 2016 or Latest Edition.</p> <p>Eric Enge, Stephan Spencer, Jessie Stricchiola; The Art of SEO; O'Reilly Media; 2015 or Latest Edition.</p> <p>Jan Zimmerman, Deborah Ng; Social Media Marketing All-in-one Dummies; For Dummies; 2021 or Latest Edition.</p>	
Learning Outcomes	An ability to design and dovetail the digital media strategy into the marketing strategy	

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MGE-624: Business to Business Marketing

2 Credits

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	introduce the essentials of Business to Business marketing	
<u>Content:</u>	Introduction The business marketing environment; Business marketing customers, supply chain, types of business goods, creating value for customers; Customer relationship management	4 hours

	<p>Organizational buying behavior Organizational buying process, e-procurement, purchase positioning</p> <p>Strategic planning Components of business model, value network, building the strategy plan; OEMs, Global market entry options, global strategy</p> <p>Product Management Product quality and customer value, product support strategy, process of product positioning; New industrial product development process, Role of services Customer experience lifecycle, challenges in business service marketing</p> <p>Business marketing channels Types of channels, participants in the channel, design of channel, channel administration; Supply chain management Supply chain goals and practices, role of logistics in SCM,</p> <p>Pricing, Sales and Promotion The pricing process, competitive bidding Business market communications Advertising and sales promotion; Personal selling, Managing the sales force, sales administration, deployment analysis</p>	<p>4 hours</p> <p>4 hours</p> <p>6 hours</p> <p>6 hours</p> <p>6 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Hutt, Michael D., Sharma, Dheeraj and Speh, Thomas W; B2B Marketing: A South-Asian Perspective, Cengage, Latest Edition</p> <p>Owusu, Richard Afriyie., Hinson, Robert., Adeola, Ogechi.,and Oguji, Nnamdi; Business-to-Business Marketing - How to Understand and Succeed in Business Marketing in an Emerging Africa; Taylor & Francis; 2021</p> <p>Zimmerman, Alan., and Blythe, Jim; Business to Business Marketing Management - A Global Perspective, Taylor & Francis; 2017 or Latest Edition</p> <p>Brennan, Ross., Canning, Louise., McDowell, Raymond; Business-to-Business Marketing; SAGE Publications; 2010 or Latest Edition</p> <p>Ellis, Nick; Business to Business Marketing - Relationships, Networks and Strategies; OUP Oxford; 2010 or Latest Edition</p>	
<u>Learning Outcomes</u>	Ability to take decisions in business markets	

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MGE-625: Marketing of Services

2 Credits

<u>Prerequisites for the course:</u>	A core course in Marketing Management	
<u>Objective:</u>	To introduce the dimensions of services that require special attention in marketing them	
<u>Content:</u>	Service customer Definition, Importance, Characteristics, Services marketing mix, Customer focus, Customer gap, provider gaps, Search, experience and credence properties, customer experience, customer expectations and satisfaction, service quality, service encounters	7 hours
	Service design Service failure and recovery, recovery expectations, switching versus staying, recovery strategies, challenges of service innovations, new service development process, types of service innovations and stages, service blue printing, factors of service standards, customer defined service standards and their development, physical evidence, Servicescape, Physical evidence strategy	7 hours
	Service delivery Service culture, role of service employees, boundary spanning, people strategy, customer oriented service delivery, customer roles, self service technologies, service distribution, direct channels, franchising, agents and brokers, electronic channels, managing demand and supply, capacity constraints, yield management, waiting line strategies	8 hours
	Communication and pricing Service communication, matching promises and delivery, service pricing, Factors determining pricing - customer, value, service and profitability; customer retention, quality and purchase intentions, balanced service score card	8hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Valarie A. Zeithaml, Mary Jo Bitner, Dwayne D. Gremler, Ajay Pandit; Services Marketing: Integrating customer focus across the firm; Tata McGraw-Hill; 2018 or Latest Edition. Vinnie Jauhari, Kirti Dutta; Services Marketing; Oxford University Press; 2017 or Latest Edition. Christopher Lovelock, Jochen Wirtz and Jayanta	

	<p>Chatterjee; Services Marketing: People, technology and strategy; World Scientific, 2021 or Latest Edition.</p> <p>K. Douglas Hoffman, John E. G. Bateson; Services Marketing Concepts, Strategies, & Cases; South-Western College Publishing; 2016 or Latest Edition.</p> <p>Jochen Wirtz, Christopher Lovelock, Jayanta Chatterjee, Gopal Das; Essentials of Services Marketing; Pearson; 2019 or Latest edition.</p>	
<u>Learning Outcomes</u>	An ability to use services marketing tools and theories in taking decisions in services marketing.	

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Research Specific Elective Courses in in Operations Area/ General Management

MGE-626: Supply Chain Management		2 Credits
<u>Prerequisites</u> for the course	A core course in Production Operations Management	
<u>Objective:</u>	To impart knowledge and understanding on Supply Chain Management and its relevance to today's business decision making..	
<u>Content:</u>	Supply Chain Management - Introduction – SCM decisions and skills – Strategy formulation in SCM – Value in Supply Chain – Tradeoffs – CRM Strategy relationship matrix	4 Hours
	Strategic Sourcing – Source evaluation – collaborative perspective – Buyer Supplier Relationship – Partner Selection – develop of Partnership – importance of inventory – imbalances – uncertainties – inventory costs – inventory turnover ratio	8 Hours
	Transportation Selection – Tradeoff – modes of transportation – models for transportation and distribution – factors affecting network effectiveness – Indian transport infrastructure – IT solutions – EDI, e-Commerce, eProcurement – Bar Coding and RFID technology	7 Hours
	Reverse Vs forward supply chain collaborative SCM's and CPFR – agile systems – sources of variability– supplier interface – internal processes	6 hours
	Supply Chain Management and profitability – quality management – mass customization and globalization – ethical Supply Chains – e-business and SCM	5 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be	

	interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Mohanty R.P, S.G Deshmuki “Supply Chain Management” Biztantra, New Delhi, Latest Edition</p> <p>Janat Shah, Supply Chain Management – Text and Cases, Pearson Education, Latest Edition</p> <p>Hugos, Michael H; Essentials of Supply Chain Management; Wiley; 2018 or Latest Edition</p> <p>Chandrasekaran; Supply Chain Management Process, Function and System Supply Chain Management - Process, Function and System; Oxford University Press; 2023</p> <p>Shah, Janat; Supply Chain Management- Text and Cases; Pearson Education; 2009 or Latest Edition</p>	
Learning Outcomes	An ability to use supply chain tools and take decisions related to supply chain management	

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MGE-627: Logistics Management

2 Credits

Prerequisites for the course	A core course in Production Operations Management	
<u>Objective:</u>	To introduce different methods of transportation and tools for managing logistics and risks involved	
<u>Content:</u>	The Logistics of Business – The Logistical Value Proposition – The Work of Logistics – Logistical Operating Arrangements – Flexible Structure – Supply Chain Synchronization,	5 Hours
	Transport Functionality, Principles and Participants – Transportation Service – Transportation Economics and Pricing – Transport Administration – Documentation	6Hours
	International Logistics and Supply Chain Management: Meaning and objectives, importance in global economy, Characteristics of global supply chains,; Global Supply Chain Integration – Supply Chain Security – International Sourcing – Role of Government in controlling international trade and its impact on Logistics and Supply Chain.	7 Hours
	International Insurance – Risk Retention – Risk Transfer – Marine Cargo Insurance – Coverage A,B,C classes – Elements of air freight Policy – Commercial Credit Insurance; Non Traffic barriers – customs duty – customs clearing process; International logistics Infrastructure	7 hours
	Types of Transportation: International Air transportation — Truck and Rail Transportation –pipe lines; Packaging objectives;	5 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case	

	Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Bowersox, Closs, Cooper, Supply Chain Logistics Management, McGraw Hill, Latest Edition 2. Burt, Dobbler, Starling, World Class Supply Management, TMH, Latest Edition 3. Donald J Bowersox, David J Closs, Logistical Management, Tata McGraw Hill, Latest Edition 4. Pierre David, "International Logistics", Biztantra, Latest Edition 5. Su Chopra, Peter Meindl, Supply Chain Management ,Pearson Education, India, Latest Edition 	
Learning Outcomes	<p>An ability to plan transport logistics.</p> <p>An ability to cover transport risks with appropriate insurance cover</p>	

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MGE-628: Project Management

2 Credits

Prerequisites for the course	A core course in Production Operations Management	
<u>Objective:</u>	To introduce fundamental project management concepts and skills needed to successfully launch, lead, and realize benefits from projects	
<u>Content:</u>	<p>Project Management Concepts & Standards Project, Program and Portfolio management. Project Management Office; Project life cycle and organization, Project v/s Operational, PM Process groups and Knowledge Areas.</p> <p>Initiating Process Group Derivation of Project from Organizations Vision, Mission and goals and objectives, Business Case, Project Charter, identification of Stakeholders, Identify risks</p> <p>Planning Process Group Develop Project Management Plan, Requirement Specifications, Ms Project Plan, Critical Path, Gantt Charts, Identifying and planning of Project Activities, Work Breakdown Structure (WBS), Resources and Timelines. estimate Cost/Budget, Plan Quality, Risk and Communications, Project Milestones.</p> <p>Executing Process Group Conduct Procurements, Ensure Quality, Engage Stakeholders, Management Information Systems, Manage Stakeholder expectations and Risks</p> <p>Monitoring and Controlling Process Group Perform integrated change control, Change Management, Verify Scope & Schedule, cost and quality. Monitor and control risks, Tools and techniques to manage Cost, Quality and Risk. Key Performance Indicators (KPI), Steering Dashboards.</p> <p>Closing Process Group Close Project, Close procurements, lesson learned, Transition to</p>	<p>5 Hours</p> <p>5 Hours</p> <p>7 Hours</p> <p>4 hours</p> <p>6 hours</p> <p>3 Hours</p>

	Operations, NPS survey, Service Level Agreements (SLA)	
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Berkun, Scott; Art of Project Management, O Reilly Publications, Latest Edition</p> <p>Verzuh, Eric; The Fast Forward MBA in Project Management, Wiley Publications, Latest Edition</p> <p>Prabhu, T. L; Project Management- Fundamental Principles of Project Management; Nestfame Creations Pvt Ltd.; 2020 or Latest Edition</p> <p>Nagarajan, K; Project Management; New Age International (P) Limited; 2004 or Latest Edition</p> <p>Heagney, Joseph; Fundamentals of Project Management; American Management Association; 2012 or Latest Edition</p>	
Learning Outcomes	<p>An ability to use project management tools, techniques, and skills</p> <p>An ability to identify and use key performance metrics for project success</p>	

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MGE-629 : Total Quality Management

2 Credits

Prerequisites for the course	A core course in Production Operations Management	
<u>Objective:</u>	To introduce fundamental Total Quality management concepts and tools used in operations.	
<u>Content:</u>	<p>Introduction Basic concepts of Total Quality Management -Dimensions of Quality, Quality Planning, Quality in Manufacturing and Service Systems, Role of Senior Management, Economic Issues – Price,Market Share, Costs, Quality Councils, Barriers to TQM</p> <p>Principles of Total Quality Management A Customer Focus – Fact-Based Management – Continuous Improvement –Teamwork and Participation. Customer Perception of Quality, Service Quality, Employee Involvement, Quality Awards, Benefits of Total Quality Management. Approaches to Quality Management, Management- 5S, Kaizen,</p> <p>TQM Tools Different types of Quality Tools, Ishikawa Fish bone diagram – Nominal Group Technique – Quality Circles – Flow Charts – Pareto Analysis– Poka Yoke (Mistake Proofing), Benchmarking, Quality Function Deployment (QFD), House of Quality, QFD Process, Benefits, Taguchi Quality Loss Function, Total Productive Maintenance (TPM) Concept,</p> <p>Reliability</p>	<p>3 Hours</p> <p>6 Hours</p> <p>6 hours</p>

	<p>Concept and Components – Types of failure – Reliability of system – Success and Failure models in series and parallel – Methods and Different Reliability models</p> <p>Managing and organization for Quality</p> <p>Quality Policy – Quality Objectives– Leadership for Quality – Quality and organization culture – Supplier/Customer Partnerships, Control Charts, Process capability, Six sigma, Auditing Techniques - Planning for an audit - Developing a Check-list -Conducting an Audit - Writing an Audit Report - Auditor Ethics - Value -addition process during Internal Audit - Mock Audits.</p> <p>Quality Management Standards: Fundamentals and Concepts</p>	<p>6 Hours</p> <p>6 Hours</p> <p>3 Hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Dahlgaard, J. J., K Kristensen & Gopal K Kanji, Fundamentals of Total Quality Management, Taylor & Francis, Latest Edition</p> <p>Omachonu & Ross, Principles of Total Quality Management, CRC Press, Latest Edition</p> <p>J S Oakland, Total Quality Management for Operational Excellence, Routledge, Latest Edition</p> <p>Kiran, D. R; Total Quality Management- Key concepts and Case Studies; Elsevier Science; 2016 or Latest Edition</p> <p>Poonia, M. P. and Sharma, S. C; Total Quality Management; Khanna Publishing House; 2018 or Latest Edition</p>	
Learning Outcomes	An ability to identify Total Quality Management tools that can be used in a workplace	

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MGE-630 : Materials Management

2 Credits

Prerequisites for the course	A core course in Production Operations Management	
<u>Objective:</u>	To create an awareness about fundamental Materials management concepts and tools used in operations.	
<u>Content:</u>	<p>Introduction to materials management : Role, scope and importance of material control function, materials management in organization, cost aspects, materials management organization, specifications of materials, standardization and variety reduction, waste control, materials research, incoming materials control</p> <p>Stores Management: Layout of stores and warehouse, material handling in stores, physical control of stocks : obsolete, surplus and scrap Management, accounting and record keeping of stores, classification, coding and</p>	<p>6 Hours</p> <p>9 Hours</p>

	<p>codification systems</p> <p>Purchasing Management: Purchasing functions and purchasing systems, ABC analysis and VED analysis in purchasing, make or buy decision, selection of sources and vendor rating, legal aspects of purchasing, materials budget, organization for buying. Imports Exports policy, procurement in shortage situation, estimation of dependent and independent demands, lead time analysis, buffer stock, materials requirement planning for organization, Purchasing and quality assurance, International buying and import purchasing</p> <p>Inventory models: Inventory management & control systems, EOQ, concepts</p>	<p>10 hours</p> <p>5 Hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
Learning Outcomes	At the end of the course the participant should be able to take decisions for effective and efficient purchase, storage, inventory control and flow of materials in manufacturing and service organizations	
<u>References/Readings</u>	<p>AK Datta, Materials Management Procedures, text and cases by, PHI Publication</p> <p>Gopalkrishnan & Sudarsan, Material management an integrated approach, PHI Publication</p> <p>Arnold, J. R. Tonyand Chapman, Stephen N; Introduction to Materials Management; Prentice Hall; 2001 or Latest Edition.</p> <p>Vrat, Prem; Materials Management- An Integrated Systems Approach; Springer India; 2014 or Latest Edition.</p> <p>Gopalakrishnan, P and Haleem, Abid; Handbook of Materials Management; PHI Learning; 2015 or Latest Edition.</p>	

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MGE-631: Operations Research

2 Credits

<u>Prerequisites for the course:</u>	A basic course in Production Operations Management	
<u>Objective:</u>	To help understand various aspects of operations research that can be used in managerial decision making	
<u>Content:</u>	<p>Introduction</p> <p>Features , Phases of Operations Research, Types of OR Models, Techniques and Tools , Structure of the Mathematical Model, Limitations of OR</p>	4 hours

	<p>Linear Programming: Linear Programming Problem, Requirements of LPP, Mathematical Formulation and solving of LPP; Sensitivity Analysis, Important Geometric Properties of LPP; Interpretation of Duality in LPP</p> <p>Transportation and Assignment Problems: Formulation and solving of Transportation Problem (TP), the Initial Basic Feasible Solution, Moving Towards Optimality; Mathematical Formulation of Assignment Problem, Hungarian Method Algorithm, Routing Problem</p> <p>Infinite Queuing Models: Queuing Theory, Operating Characteristics of a Queuing System, Constituents of a Queuing System, Service Facility, Queue Discipline; Notations, Service System, Single Channel Models, Multiple Service Channels, Applications of Queuing Theory, Limitations of Queuing Theory;</p> <p>Project Scheduling and PERT-CPM: Basic Difference between PERT and CPM, PERT/CPM Network Components and Precedence Relationship, Project Management – PERT</p>	<p>7 hours</p> <p>7 hours</p> <p>6 hours</p> <p>6 hours</p>
<u>Pedagogy:</u>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Taha Hemdy A., 'Operations Research An Introduction', Pearson Education , Eighth or later edition</p> <p>Sharma J.K., 'Operations Research Theory and Application', Macmillan publication, Third or later edition</p> <p>Vohra N D, 'Quantitative Techniques in Management', Tata McGraw hill, Third or later edition.</p> <p>Ramamurthy, P; Operations Research; New Age International (P) Limited; 2007 or Latest Edition</p> <p>Rajagopal, K; Operations Research; PHI Learning; 2012 or Latest Edition</p>	
<u>Learning Outcomes</u>	An ability to model real life business problems using chosen mathematical /operations research models and solve them.	

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MGE-632: Maintenance Management

2 Credits

<u>Prerequisites for the course:</u>	A basic course in Operations Management	
<u>Objective:</u>	To introduce management of facilities and their maintenance	

<u>Content:</u>	<p>Maintenance: Role and scope in total organisational contexts, Centralized and decentralized maintenance organisation structures.</p> <p>Maintenance systems Design and its selection - Break down maintenance - Routine maintenance - Predictive maintenance - Preventive maintenance - Corrective maintenance - Total Productive maintenance - Design maintenance - Contract maintenance.</p> <p>Pareto's principles for repetitive breakdown analysis - Spares management - Planning considerations for each type of activities; Maintenance work measurement - Time standards - Incentive schemes.</p> <p>Maintenance man power planning Selection - Training. Scheduling maintenance costs - Budget preparation and budgetary control of maintenance expenditures. Maintenance effectiveness - various performance indices and their evaluation - uses and limitations - monitoring of maintenance performance. Replacement Technique - Application of Computer in maintenance.</p>	<p>4 hours</p> <p>10 hours</p> <p>7 hours</p> <p>9 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Gopalakrishnan P & Sundararajan, Maintenance Management, Prentice Hall, Latest Edition</p> <p>Telang A D; Comprehensive Maintenance Management: Policies, Strategies and Options; Prentice Hall India, Latest Edition</p> <p>Levitt, Joel; The Handbook of Maintenance Management; Industrial Press; 1997 or Latest Edition</p> <p>Márquez, Adolfo Crespo; The Maintenance Management Framework Models and Methods for Complex Systems Maintenance; Springer London; 2007 or Latest Edition</p> <p>Velmurugan, Rama Srinivasan and Dhingra, Tarun; Asset Maintenance Management in Industry- A Comprehensive Guide to Strategies, Practices and Benchmarking; Springer International Publishing; 2021 or Latest Edition</p>	
<u>Learning Outcomes</u>	An ability to use maintenance management tools in decision making	

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MGE-633: Inventory Management

2 Credits

<u>Prerequisites for the course:</u>	A basic course in Operations Management	
<u>Objective:</u>	To introduce tools and techniques of inventory management	
<u>Content:</u>	<p>Introduction Inventory concept; need for inventory; types of inventory, functions, use; Dependent and Independent Demand, Responsibility for inventory management. Strategic Inventory Management;</p> <p>Inventory Control Techniques: Inventory classification and its use in controlling inventory, Setup time and inventory control, safety stock determination; Strategies to increase Inventory Turns.</p> <p>Inventory Models: Fixed Order Versus Fixed Interval systems – Developing Special Quantity Discount Models – Inventory Model for Manufactured Items – Determination of Economic Lot Size under various situations; Replenishment Models – Inventory Models with uncertainty – Probabilistic Inventory Models</p> <p>Material Requirement Planning Systems (MRP): Data Requirements and Management; Bill of Materials, types of BOM, Modular BOM, Master Production Schedules; Managing MPS inventory records, lot sizing, process of MRP, and output of MRP.</p> <p>Make or Buy Decisions: Concept of outsourcing, Factors influencing Make or Buy Decisions, Trends in Make or Buy Decisions in context of core competency. Materials Management in JIT Environment; Zero inventory concept, Excess Inventory, Materials management in JIT environment, Vendor Management in JIT context.</p>	<p>4 hours</p> <p>6 hours</p> <p>6 hours</p> <p>6 hours</p> <p>8 hours</p>
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Zipkin, Foundations of Inventory Management – McGraw Hill. Latest Edition</p> <p>Seetharama L Narsimhan, Dennis W McLeavy, Peter J Billington, Production Planning And Inventory Control - Prentice Hall Of India Pvt Ltd, Latest Edition</p> <p>Richard J. Tersine, Principles of Inventory and Materials Management , Prentice Hall, Latest</p>	

	<p>Edition</p> <p>Muller, Max; Essentials of Inventory Management; AMACON; 2011 or Latest Edition</p> <p>Toomey, John W; Inventory Management – Principles, Concepts and Techniques; Springer US; 2012 or Latest Edition</p>	
<u>Learning Outcomes</u>	To be able to use inventory management tools for inventory decisions.	

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Annexure IV

List of Major Courses ¹			
Name	Code	Semester	Credits
Management Process and Organisational Behaviour	MGA-100	1	4
Marketing Management	MGA-101	2	4
Financial Management	MGA-200	3	4
Business Environment	MGA-201		4
Production & Operations Management	MGA-202	4	4
Entrepreneurship	MGA-203		2
Any (2) from Finance/Marketing/HR/Shipping & Logistics	MGA-204/205		4+4=8
Economics for Management	MGA-300		4
Management Accounting	MGA-301	5	2
Any (2) from Finance/Marketing/HR/Shipping & Logistics	MGA-302/303		4+4=8
Business Research Method	MGA-304		4
Strategic Management	MGA-305	6	4
Project	MGA-306		4
Any (1) from Finance/Marketing/HR/Shipping & Logistics	MGA-307		4
Case Writing & Analysis	MGA-400		4
Quantitative Techniques for Decision Making	MGA-401	7	4
Leadership & Team Building	MGA-402		4
Business Analytics	MGA-403		4
Seminars in General Management	MGA-404	8	4

1 – The Management BoS envisages Single/Double interdisciplinary major courses. Thus, we have suggested Major subjects such as Finance, Marketing, HR or Ship Building & Logistics. The students shall have to choose them as they progress.

List of Minor Courses ²			
Name	Code	Semester	Credits
Human Resource Management	MGA-111	1	4
Financial Statement Analysis	MGA-112	2	4
Business Maths & Statistics	MGA-211	3	4
Organisational Development & Change Management	MGA-411	7	4
Business & Social Ethics	MGA-412	8	4

2 – 12 minor electives have been attributed to the Internship course.

List of Internship Courses ³			
Name	Code	Semester	Credits
Internship Report	MGA-261	4	4

Internship Seminar	MGA-262		2
Internship Report	MGA-361	6	6
Internship Seminar	MGA-362		2
Internship Report	MGA-461	8	10
Internship Seminar	MGA-462		2

3 – Internship credits are calculated as 2 credits from the structure plus 12 credits of Vocational Training plus 12 credits in Semester 8 allotted to Dissertation.

List of Multidisciplinary Courses ⁴			
Name	Code	Semester	Credits
IT Skills	MGA-131	1	3
Psychology	MGA-132	1	3
Indian Political Environment	MGA-133	2	3
Culture & Heritage of Goa	MGA-134	2	3
Sociology	MGA-231	3	3
Legal Aspects of Business	MGA-232	3	3
International Relations	MGA-233	3	3

4 – The colleges shall offer the courses based on faculty availability. The students shall have to elect only 3 subjects to complete the necessary 9 credits.

List of Skill Enhancing Courses ⁵			
Name	Code	Semester	Credits
Photography	MGA-141	1	3
Theater Art	MGA-142	1	3
Critical Thinking	MGA-143	1	3
Digital Image Processing	MGA-144	1	3
Film Appreciation	MGA-145	2	3
Introduction to the German Language	MGA-146	2	3
Introduction to the Portuguese Language	MGA-147	2	3
Introduction to Computer Networks	MGA-148	2	3
Interview Facing Skills & Mock Interviews	MGA-241	3	3
Creative Writing	MGA-242	3	3
Vector Graphic Designing	MGA-243	3	3
Data Base Management System & Web Designing	MGA-244	3	3
Pottery	MGA-245	3	3

5- The colleges shall offer the courses based on faculty availability. The students shall have to elect only 3 subjects to complete the necessary 9 credits.

List of Ability Enhancing Courses ⁶			
Name	Code	Semester	Credits
Oral Communication in English	MGA-151	1	2
Oral Communication in K/M/H - 1	MGA-152	2	2

Written Communication in English	MGA-251	3	2
Oral Communication in K/M/H - 2	MGA-252	4	2

6- The students shall choose oral communication in Konkani/Marathi/Hindi based on faculty availability. They shall have to complete 8 credits in 4 semesters. The syllabus for Modern Indian Language shall be prepared by the respective language discipline BoS.

List of Value Added Courses ⁷			
Name	Code	Semester	Credits
Environmental Management - 1	VAC-100	1	2
Physical Health & Games	VAC-101	2	2
Emotional Intelligence	VAC-103	2	2
Environmental Management - 2	VAC-104	3	2
Music Appreciation	VAC-105	3	2
Health & Nutrition	VAC-106	3	2

7- In the VAC, Environmental Management – 1 shall be a compulsory course for Sem 1 to meet the requirement of the Honourable SC ruling. The students shall choose the remaining subjects based on the faculty availability in the respective colleges. They will need to complete 8 credits in 4 semesters.

The students shall also be able to choose AEC, SEC, MC & VAC from other disciplines, subject to faculty availability.

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Name of the Programme: Bachelor of Business Administration

Course Code: MGA-100 **Title of the Course:** Management Process and Organisational Behavior

Number of Credits: 4

Effective from AY: 2023-24

Prerequisites	None	
Objective	To equip participants with an understanding about Managerial Processes and determinants of Employee Behaviour at workplace.	
Contents	Unit I: Introduction and Functions of Management Basic concepts and its role in decision making, Planning, Organizing, Staffing, Leading and Controlling.	Hours (15hrs)
	Unit II: Organization Structure and Design Role in Individual and Interpersonal behavior at work-place	(10hrs) (15hrs)
	Unit II Introduction to Determinants of Individual Behaviour Perception, Personality, Attitudes, Learning, SelfConcepts, Theories/ Models for understanding these determinants	(20 hrs)
	Unit IV: Group Dynamics, Tools for Interpersonal Analysis Fundamentals of Leadership and Motivation and their application, Theories/ Models/ Styles Organizational Change and Development, Models of Change,	

	Organizational Culture, Conflict and Negotiations, Power and Politics in Organization	
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
Suggested Readings	Robbins S., Coulter M.: 'Introduction to Management'. Prentice Hall, 11 th edition or Latest Edition Robbins S., Coulter M. and Vohra N.; 'Management', Pearson, 9 th edition or Latest Edition Harold Koontz, Heinz Weihrich: 'Essentials of Management: An International and leadership perspective', McGraw Hill Education, 8 th edition or Latest Edition	
Course Outcomes	At the end of the course, the participants will be able to: Understand the functions and responsibilities of managers and their role in decision making Get an insight into Organization Structure and Design and its impact on Individual and Interpersonal behavior Analyzing Individual Behavior, and its implications for organizational behavior. Analyzing Group behavior, and its implications for organizational behavior.	

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Name of the Program: Bachelor in Business Administration

Course Code: MGA-101 **Title of the Course:** Marketing Management

Number of Credits: 4 Credits

Effective from AY: 2023 – 24

Pre-requisites:	Nil	
Course Objectives:	To enable participants to have competence in understanding and using Marketing Frameworks, Theories and Tools for analyzing and decision making in the area of Marketing.	
Content:	Unit I: Introduction What is marketing, What is marketed, Who markets, Role of Marketing, Needs, Wants and Demands. Marketing Management Process. Importance of Marketing Environment, Internal Environment, External Environment - Micro Environment - Macro Environment	No of Hours 15 hrs
	Unit II: Marketing Dynamix Marketing Mix for Products & Services. Consumer Behaviour and Consumer markets: Segmentation, Targeting and Positioning, types of segmentation, basis for Segmentation.	15 hrs
	Unit III: Product and Pricing Product Planning and Product Mix: Concepts of a product, Levels of a Product, Product Life Cycle, Branding, Significance of price, Factors affecting pricing,	15 hrs

	Pricing Policy. Unit IV: Distribution and Promotion Place (Distribution): Importance of Channel, Types of Channel, Channel Management, Channel Conflict. Integrated Marketing Communication: Role of Marketing Communication, factors affecting promotion mix. Types of promotion, Advertising, Personal selling, Sales, Promotion and Public Relations, Introduction to digital and social media for marketing, Marketing control, Creating customer value, satisfaction and loyalty.	15 hrs
Pedagogy:	Lectures/ tutorials/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References / Readings:	Kotler Philip, Keller Kevin, Koshy Abraham; Marketing Management; Pearson Education India, 15th edition or Latest Edition. V. S. Ramaswami, S. Namakumari; Marketing Management – Global Perspective Indian Context, Macmillan, 4 th edition or Latest Edition. Dr. R. B. Rudani; Basics of Marketing Management – Theory and Practice, S. Chand and Company Ltd: 2010 or Latest Edition	
Course Outcomes:	At the end of the course, the participants will be able to: Take decisions based on the Marketing Mix. Divide the market into segments, check attractiveness and accordingly take decisions. Rationalize decisions based on segmentation, targeting and positioning analysis. Take decisions related to the product based on the life cycle stage and decide which channel will be appropriate for distribution. Identify the factors affecting promotion mix and come up with alternatives and take advertising related decisions.	

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Name of the Programme: Bachelor of Business Administration

Course Code: MGA-111

Title of the Course: Human Resource Management

Number of Credits: 4

Effective from AY: 2023-24

Prerequisites	None
Objective	To equip participants with the necessary skills and techniques for effective Human Resource Management, within an organization.

Contents	<p>Unit I: Introduction and Planning Introduction to Human Resource Management-Objectives, Functions, Organization of HR Department, Environment & Strategic Role of HRM, Manpower planning, Job Analysis & job Design, Succession Planning.</p> <p>Unit II: Recruitment & Selection Definition, Sources of Recruitment, Process of Recruitment and Selection, Types of Selection Tests, Interviews, Technology in Recruitment and Selection, Evaluation, Employee Placement</p> <p>Unit III: Training and Development and Performance Management Training Process, Training Need Analysis, Training Design, Types of Training , Methods of Training, Training Evaluation. Performance Management: Setting KRA's/KPA's, Appraisal Process, Methods and its applicability, Rewards.</p> <p>Unit IV: Compensation, Employee Benefits and Industrial Relations Job Evaluation, Wage Mix, Compensation Structure, Performance Linked Pay, Employee Benefit programs, Introduction to Industrial Relations, Importance & Approaches, Trade Unions, Resolving Disputes.</p>	<p>Hours (15hrs)</p> <p>(15hrs)</p> <p>(15hrs)</p> <p>(15hrs)</p>
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
Suggested Readings	<p>K. Aswathappa, 'Human Resource Management', Tata McGraw-Hill Education, 6th or Latest Edition.</p> <p>Snell, Bohlander, Vohra, 'Human Resource management', - Cengage learning , 1st or Latest Edition</p> <p>Gary Dessler, 'Human Resource Management', Pearson publication, 2020 or Latest Edition.</p>	
Course Outcomes	<p>At the end of the course, the participants will be able to:</p> <p>Define the concept of HR and its integration with business performance.</p> <p>Derive a deep insight into Human Resource planning and its linkage to an effective Recruitment process.</p> <p>Understand of Training needs assessment and the training process.</p> <p>Get an in depth understanding of a good Performance Management System.</p> <p>Evaluate various components of employee compensation and benefits and their role in attracting and retaining competent people.</p> <p>Assess Industrial Disputes and methods of settlement of the same.</p>	

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Name of the Program: Bachelor of Business Administration

Course Code: MGA- 112

Title of the Course: Financial Statement Analysis

Number of Credits: 4

Effective from AY: 2023-24

Pre-requisites:	Nil	
Course Objective	To equip participants with the necessary skills and techniques in evaluation, analysis and interpretation of Financial Statements.	
Content	<p>Unit I: Basics of Accounting Concepts and Conventions of Accounting, Introduction to Basic Accounting Standards & IFRS, Reading of Annual Report - Balance Sheet, Profit and Loss Account (Vertical Form)</p> <p>Unit II: Basic Techniques of Analyzing Financial Statements Preparation of Comparative Statement, Common Size Statement, Trend Analysis of Financial Statements, Cash Flow Statement</p> <p>Unit III: Ratio Analysis Computation of ratios (Liquidity, Activity, Profitability, Leverage Ratios), Inter firm comparisons using ratio analysis</p> <p>Unit IV: Interpretation of Annual Reports Understanding annual reports through interpretation of balance sheet, profit and loss account, director's report, auditor's report (including financial auditing as a concept) and notes to accounts</p>	<p>15 hrs</p> <p>15 hrs</p> <p>15 hrs</p> <p>15 hrs</p>
Pedagogy	lectures/tutorials/laboratorywork/fieldwork/outreachactivities/projectwork/vocationaltraining/viva/seminars/termpapers/assignments/presentations/self-study/CaseStudiesetc.oracombinationofsomeofthese.Sessionsshallbe interactive innaturetoenablepeergrouplearning.	
References / Readings:	<p>Srinivasan N. P., Murugan M. S., Accounting for Management, S. Chand & Company Pvt Ltd, New Delhi, January 2011 or latest edition</p> <p>N Ramchandran, Ram Kumar Kakani: 'How to Read A Balance Sheet', Tata McGraw-Hill Professional: Finance Made Easy Series, 2nd or Latest Edition</p> <p>N. Ramchandran, Ram Kumar Kakani: 'How to Read A Profit and Loss Account', Tata McGraw-Hill Professional: Finance Made Easy Series, 2nd or Latest Edition</p> <p>N. Ramchandran, Ram Kumar Kakani: 'How to Read A Cash Flow Statement', Tata McGraw-Hill Professional: Finance Made Easy Series, 2nd or Latest Edition</p> <p>Chandra Prasanna; 'Managers' Guide to Finance and Accounting'; Tata McGraw-Hill Publishing Company Limited; New Delhi; 10th or Latest Edition</p>	
Course Outcomes	<p>At the end of the course, the participants will be able to:</p> <p>Interpret financial statements from annual report of a company.</p> <p>Analyse financial statements to assess financial strength of a company using</p>	

	<p>tools lie comparative statement, common size statement, trend analysis and Cash Flow Statement.</p> <p>Compute and analyse different financial ratios and their interpretation and application in decision making.</p> <p>Compare firms based on financial ratios and other parameters for effective inter – firm analysis.</p>
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Name of the Program: Bachelor in Business Administration

Course Code: MGA-131

Title of the Course: IT Skills

Number of Credits: 3 Credits

Effective from AY: 2023 – 24

Pre-requisites for the Course:	Nil	
Course Objectives:	To enable participants to develop the ability in using Applications of Word Processor, Spreadsheets and Presentation Tool	
Content:	<p>Unit I : Word Processer Tools Introduction to Microsoft Office Word create and modify documents, letter writing, formatting, and viewing, Printing the documents, Proofing the documents and usage of Mail Merge facility.</p> <p>Unit II: Presentation tools Presentation tool - variety of commands, functions to create different items such as pictures, text boxes, shapes to enhance the text in the Presentation. slideshow, Format fonts, paragraphs, bullets and text boxes. Custom animation, slide transitions and effects, graphics, sound and on-screen navigation</p> <p>Unit III: Spreadsheets Spreadsheets - Excel features, Types of formats/Statements, formatting of numbers & text. Data Sorting &Filtering, Functions in Excel, Graph preparation, doing simple and complex mathematical calculations</p>	<p>Hours</p> <p>15 hrs</p> <p>15hrs</p> <p>15 hrs</p>
Pedagogy:	Lectures/tutorials/laboratory work/field work/outreach activities/projectwork/vocational training/viva/seminars/term papers / assignments / presentations / self-study/case studies etc or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References / Readings:	<p>Beth Melton, 'MS Office Professional 2013 Step-by step', Microsoft Press (free Internet Resource)</p> <p>Libre Office 5.0, The document Foundation, getting started Guide, https://wiki.documentfoundation.org/images/d/d1/GS50-GettingStartedLO.pdf (free Internet resource)</p>	

Course Outcomes:	<p>At the end of the course, the participant will be able to:</p> <p>Create, edit, save, view documents using all features in MS word</p> <p>Design layouts, templates, animation, transitions effects, graphics, sound and on-screen navigation in the presentation</p> <p>Use excel features for Presentation data</p> <p>Create a dash board and use for presentations</p>
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Name of the Program: Bachelor in Business Administration

Course Code: MGA-132

Title of the Course: Psychology

Number of Credits: 3

Effective from AY: 2023-24

Pre-requisites for the course	Nil	
Course Objective	To enable participants to understand the basic principles of Psychology. apply the same.	
Content:	<p>Unit I: Psychology and Behavioral Aspects</p> <p>Introduction to psychology and methods of observation, Sensation and Perception- Five sensory channels, individual differences in the degree of sensations, Various determinants of attention as used in day-to-day perception, phenomenon of illusion, Factors which influence perception, principles of organization in perception, Personality: Theories of personality, personality types, Emotion and Stress: Types of emotions, stress at the workplace, Memory – Theories of memory, memory retention, strategies to improve memory, different factors which influence retention of information in memory, mechanics of memory, role that memories play in behavior, forgetting.</p> <p>Unit II: Aspects of Psychological Learning, Problem Solving and Motivation</p> <p>Learning: Effects of conditioning on behavior; behavior that culture encourages, factors that affect transfer of learning, Thinking and Problem Solving – Cognitive processes and problem solving, processes involved in problem solving, Obstacles to problem solving, Motivation: Theories of motivation, frustration and conflict of motives</p> <p>Unit III: Social Psychology and Behaviour</p> <p>Field of social psychology, Social perception- Nonverbal communication, attribution, impression formation and impression management, Attitudes and prejudice- attitude formation, art of persuasion, cognitive dissonance, Stereotyping, prejudice and discrimination, Interpersonal attraction- determinants of attraction, factors based on interacting with others, close relationships, Social influence</p>	<p>Hours</p> <p>15 hrs</p> <p>15 hrs</p> <p>15 hrs</p>

	and prosocial behavior- conformity to groups and compliance, prosocial behavior, Groups and Individuals- social loafing, being part of a group, group coordination, Social psychology and the world of work	
Pedagogy:	Lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers / assignments / presentations / self-study/case studies etc or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/ Readings	<p>Lahey Benjamin, Introduction to Psychology- Tata McGraw Hill Ltd, 11th or later edition</p> <p>Santrock, J. W. Psychology Essentials 2. (Updated Ed.). New Delhi: Tata McGraw-Hill Publishing Company Limited 2006, or later edition</p> <p>Morgan C. Introduction to Psychology. New Delhi: Tata McGraw Hill, 7th or later edition</p> <p>Baron Robert A., Byrne Donn", "Social Psychology", Pearson Prentice Hall of India (P) Ltd. Latest edition</p>	
Course Outcomes:	<p>At the end of the course, the participant will be able to:</p> <p>Demonstrate basic psychological skills and techniques to analyse behaviour at the workplace</p> <p>Integrate their learning of psychology to social situations dealing with individual's personalities, attitudes and emotions.</p> <p>Gain cognitive tools and strategies to deal with difficult situations and seek help when required.</p> <p>Develop motivational skills, interpersonal skills and impression management techniques to use in different situations.</p>	

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Name of the Program: Bachelor in Business Administration

Course Code: MGA-133

Title of the Course: Indian Political Environment

Number of Credits: 3 Credits

Effective from AY: 2023 – 24

Pre-requisites for the Course:	Nil
Course Objective	To enable participant to gain knowledge about the origin, development and functioning of the Indian Democracy and the various forces impacting the Indian Political System.

Content:	<p>Unit 1: Introduction to India Constitution Introduction to Indian Constitution and its salient features, The preamble, Fundamental Rights and Fundamental Duties, welfare State and Directive Principles of State Policy, Organisation of States, New States & Border Dispute in India, concept of citizenship, Special Status, President Rule (Article 356)</p> <p>Unit 2: Indian Governance Structure and its Function Structure & Working of Parliamentary Government, Reservations and its Applications, Federalism, Centre – State Relations, division of power and list, Local Self-government 73rd&74th Constitutional Amendment, Election Procedure in India, Election & Voting Behaviour,</p> <p>Unit 3 Indian Judiciary & Changing face of Indian Political Environment Judicial Structure of India. Independence of judicial system, Judicial Review & Judicial Activism, Basic Structure doctrine of Indian Constitution Obstacles\Hurdles to Indian Democracy in Contemporary times,</p>	<p>No of hours</p> <p>15 Hours</p> <p>15 Hours</p> <p>15 Hours</p>
Pedagogy:	Lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers / assignments / presentations / self-study/case studies etc or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References / Readings:	<p>M Laxmikhant : Indian Polity- Mc Graw hills, 6th edition or later</p> <p>India Since Post- Independence by Paul Brass Publisher – Cambridge University Press, 2006 or later edition</p> <p>The Oxford Companion to Politics in India: Student Edition by Jayal& Mehra Publisher – UBSBD,, 2011 or later edition</p>	
Course Outcomes:	<p>At the end of the course, the participants will be able to:</p> <p>Develop knowledge of functions of Parliamentary system</p> <p>Gain insights into the Indian Governance structure</p> <p>Gain insights into the Role of Judiciary System in Governance</p> <p>Identify the challenges of Contemporary India</p>	

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Name of the Program: Bachelor in Business Administration

Course Code: MGA-134 **Title of the Course:** Culture and Heritage of Goa

Number of Credits: 3

Effective from AY: 2023-24

Pre-requisites for the course	Nil
Course Outcome	To enable participants to develop the ability to appreciate the rich Goan Cultural Ethos.

<p>Content</p>	<p>Unit I: Pre-Portuguese Goan Cultural Aspects The basic topography & social assets in Goa and the State Identities Modes of housing & modes of transportation Architecture - Temples, Churches, Mosques, Palaces, Forts, etc. Pre-Portuguese Goan culture: Dress, Cuisine, Drinks, Amusement etc Goan weddings - customs and traditions Customs of birth and death, significance of Goan names; Intangible Heritage - Phrases, idioms from Goan society;</p> <p>Unit II: Traditions, Festivals and Folk Customs of Goa Ornaments, dress, customs & traditions of Goan Hindus& Christians Festivals of Goan Hindus, Muslims & Christians Goa's folk performing art & theatres The culinary art and food in Goa & cultural effects on ethnic cuisine Folk Games of Goa Trades & occupations</p> <p>Unit III: Post Portuguese Influence and Liberation from Portuguese Rule Influence of Portuguese elements on Goan culture&Society ,Gaunkari System &Communidades, Liberation Movement - Revolts during Portuguese rule, Operation Vijay and annexation of Goa, State Administrators, Language issue, Opinion Poll, Goan identity, Medium of Instruction</p>	<p>Hours 15 hrs</p> <p>15 hrs</p> <p>15 hrs</p>
<p>Pedagogy</p>	<p>Lectures/tutorials/laboratory work/field work/outreach activities/project, work/vocational training/viva/seminars/term papers / assignments / presentations / self-study/case studies etc or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.</p>	
<p>References/ Readings</p>	<p>Kaleidoscopic Goa: A cultural atlas. Dr. Pandurang Phaldessai; Vasantrao Dempo Education & Research Foundation;Latest Edition Magnificent monuments of Old Goa-Patrick J. Lobo; RajhaunsVitaran; Latest Edition A Socio-Cultural History of Goa: From the Bhojas to the Vijayanagar - V.R. Mitragotri; Institute Menezes Braganza Institute Menezes Braganza ;1999 Portuguese & their artillery in Goa – Abhijit Ambekar; Broadway Publishing ;2015 Snapshots on Indo Portuguese History - (Part 1 to 4) Vasco Pinho; Self Published; Latest Edition Inside Goa – Manohar Malgaonkar& Mario Miranda; Architecture Autonomous; Latest Edition. Natural History of Goa – Rajendra Kerkar; Broadway Publication House;</p>	

	<p>Latest Edition</p> <p>Goa - A Tryst with Trade - Dr. Pratima Kamat;Goa Chamber of Commerce and Industry ; Latest Edition</p> <p>LokSarita – Vinayak Khedekar; Kala Academy; Latest Edition</p> <p>Feasts, Festivals & Observances in Goa - Maria Lourdes Bravo Rodrigues. L& L publications; 2004</p> <p>Traditional Occupations of Goa– Pantaleao Fernandes; The Word Publication; Latest Edition</p> <p>Aparanta - Land beyond the End; Dipti Salgaoncar; - House of Salgaoncar's ; Latest Edition</p>
Course Outcomes:	<p>At the end of the course, the participant will be able to;</p> <p>Identify differences in cultural practices between Portuguese and Goan culture</p> <p>Relate to cultural trends from past and present and become more aware</p> <p>Equip their knowledge with regards to traditional games, culinary food and festivals of Goa.</p> <p>Integrate their learning of the Portuguese influence and relate it to changes in society</p>

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Name of the Program: Bachelor of Business Administration

Course Code: MGA-141 Title of the Course: Basics of Professional Photography

Number of Credits: 2

Effective from AY: 2023-24

Pre-requisites for the course	Nil						
Course Objective	To enable the participants to appreciate the art of photography and undertake basic photography assignments						
Content	<table border="1"> <tr> <td> <p>Unit I: Basics of Photography</p> <p>TheHistory and Evolution of Photography, Science of Photography,Working of Professional Cameras, Controls and menus available and usage of Modern Cameras.</p> </td><td> <p>15 hrs</p> </td></tr> <tr> <td> <p>Unit II: Compositionof aGoodphotograph</p> <p>Rule of thirds, The Golden Ratio, Leading Lines, Diagonals, Frame within a frame, Figure to frame, Fill the frame, Centre dominant eye, Patterns and repetition, Symmetry and asymmetry</p> </td><td> <p>15 hrs</p> </td></tr> <tr> <td> <p>Unit III: Lightmetering</p> <p>Workingwithnaturallightandlightmodifiers,Professional Reflector and Skimmer, Prime Lenses.</p> </td><td> <p>15 hrs</p> </td></tr> </table>	<p>Unit I: Basics of Photography</p> <p>TheHistory and Evolution of Photography, Science of Photography,Working of Professional Cameras, Controls and menus available and usage of Modern Cameras.</p>	<p>15 hrs</p>	<p>Unit II: Compositionof aGoodphotograph</p> <p>Rule of thirds, The Golden Ratio, Leading Lines, Diagonals, Frame within a frame, Figure to frame, Fill the frame, Centre dominant eye, Patterns and repetition, Symmetry and asymmetry</p>	<p>15 hrs</p>	<p>Unit III: Lightmetering</p> <p>Workingwithnaturallightandlightmodifiers,Professional Reflector and Skimmer, Prime Lenses.</p>	<p>15 hrs</p>
<p>Unit I: Basics of Photography</p> <p>TheHistory and Evolution of Photography, Science of Photography,Working of Professional Cameras, Controls and menus available and usage of Modern Cameras.</p>	<p>15 hrs</p>						
<p>Unit II: Compositionof aGoodphotograph</p> <p>Rule of thirds, The Golden Ratio, Leading Lines, Diagonals, Frame within a frame, Figure to frame, Fill the frame, Centre dominant eye, Patterns and repetition, Symmetry and asymmetry</p>	<p>15 hrs</p>						
<p>Unit III: Lightmetering</p> <p>Workingwithnaturallightandlightmodifiers,Professional Reflector and Skimmer, Prime Lenses.</p>	<p>15 hrs</p>						
Pedagogy	lectures/tutorials/laboratorywork/fieldwork/outreachactivities/projectwork/vocationaltraining/viva/seminars/termpapers/assignments/presentations/self-						

	study/CaseStudiesetc.oracombinationofsomeofthese.Sessionsshallbe interactive innaturetoenablepeer grouplearning.
References / Readings:	<p>Tom Ang;DigitalPhotography anIntroduction;Penguin, 4thor lateredition</p> <p>Tom Ang;DigitalPhotography Masterclass;Penguin, 2013or lateredition</p> <p>TheBeginner'sPhotography Guide;PenguinUK,2016or later edition</p> <p>TomAng ; Digital PhotographyStep byStep ; DK Publishing,2011 orlateredition</p> <p>Yon Jason Yon; Mastering Digital Photography : Jason Youn's Essential Guide toUnderstandingtheArt&ScienceofAperture,Shutter,Exposure,Light, &Composition;Createspace IndependentPublications,1storlateredition</p>
Course Outcomes	<p>At the end of the course, the students will be able to:</p> <p>Understand the various functions and controls available with a camera</p> <p>Compose a good photograph</p> <p>Work with natural light</p> <p>Work with light modifiers.</p>

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Name of the Program: Bachelor in Business Administration

Course Code: MGA-142

Title of the Course: Theatre Art

Number of Credits: 3 Credits

Effective from AY: 2023 – 24

Pre-requisites for the Course:	Nil
Course Objective:	To enable participants to develop an appreciation of Theatre Arts.

Content:	<p>Unit I : Introduction and element of theatre Introduction to Theatre - Self Introduction, Introduction about Theatre, Why Theatre, History of Indian and Western Drama, Text Analysis and Speech , Reading and Interpreting Text, Speech Text, Speech Emotion and Situation, Performer-Character, Play Review and Appreciation, Theatre Games and Excerise, Improvisation and Scene Work</p> <p>Unit II: Production process Creating a Story Line, Ideation and Concepts, Creating the Characters and Enacting their Personalities, Create a Story, Writing a Script, Dramatize the script, Nonverbal Communication, Voice, Diction, styles of Presentation, and Background Score, Rehearsals</p> <p>Unit III: Rehearsals and Enacting the Drama Practical exposure to the participants</p>	<p>Hours 15 hrs</p> <p>15 hrs</p> <p>15 hrs</p>
Pedagogy:	Lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers / assignments / presentations / self-study/case studies etc or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References / Readings:	<p>The Storyteller's Start-Up Book: Finding, Learning, Performing, and Using Folktales - Margaret Read MacDonald ; August House Pub; Latest Edition</p> <p>‘An Actor Prepares’ – Constantin Stanislavski, Bloomsbury ; Latest Edition</p> <p>‘The Actor’s Scenebook’ – Michael Schulman & Eva Mekler, Bantam Books ;Latest Edition</p> <p>‘The Jumbo Book of Drama’ – Deborah Dunleavy, Kids Can Press; Latest Edition</p> <p>‘The Complete Works of William Shakespeare’ – RamboroBooks ; Latest Edition</p> <p>‘The Collected Plays of Neil Simon’ Volume 1&2 – Penguin; Latest Edition (Art Ebook)‘The Seven Ages of the Theatre’ – Richard Southern, Hill & Wang; Latest Edition</p>	
Course Outcomes:	<p>At the end of the course, the participant will be able to:</p> <p>Appreciate the theatre as a form of art</p> <p>Enhance their skills to conceptualize, analyse, organize, concentrate</p> <p>Develop personality for public speaking & stage presence</p> <p>Experience the various facets of performance.</p>	

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Name of the Programme: Bachelor of Business Administration

Course Code:MGA-143

Title of the Course: Critical Thinking

Number of Credits: 3

Effective from AY: 2023-24

Prerequisites	Nil
Course Objective	To enable the participants to gain competence in successfully identifying the causes of complex personal and professional problems using

	logical, verifiable cause-and-effect.	
Contents	<p>Unit I Basic Logical Concepts in Critical Thinking Explanations, Arguments and Reasoning, Use of language in logical reasoning.</p> <p>Unit II Being Open Minded Arguments and Disagreements, Fallacies, Myths and Beliefs,</p> <p>Unit III Key Skills in Critical Thinking Symbols of Conjunction, Negation and Disjunction, Sources of Thought: Its Factors and Conditions</p>	<p>Hours 15hrs</p> <p>15hrs</p> <p>15hrs</p>
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings:	<p>Introduction to logic - Copi Irving and Cohen Carl, Publisher – Pearson, 11th or later edition</p> <p>How to Improve your Critical Thinking & Reflective Skills- Weyers, Publisher Pearson , 2012 or later edition</p> <p>The Critical Thinking Toolkit ,Caroselli, Publisher – Amazon Books, 2011 or later edition.</p>	
Course Outcomes	<p>At the end of the course, the students will be able to:</p> <p>Understand how effective critical thinking is</p> <p>Practice the same professionally and in everyday life.</p> <p>Process and analyzing information more logically to take practical decisions</p> <p>Hone their Problem Solving ability along with awakening of a curious mind</p>	

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Name of the Programme: Bachelor in Business Administration

Course Code: MGA-144

Title of the Course: Digital Image Processing

Number of Credits: 3

Effective from AY: 2023-24

Prerequisites	Nil	
Course Objective	To enable participants to edit and enhance images using digital image processing software	
Contents	<p>Unit I: Getting familiar with the interface and basic image editing features of the software Overview of image editing software, Installation and understanding the interface. Understanding basic features: Rotating, flipping, moving, scaling and cropping an image, Saving the image, Text tool. Different selection tools. Modifying selections using various settings Create a perfect square, Use of Quick Mask.</p>	<p>Hours 15hrs</p>

	<p>Unit II: Advance image editing features Layers- Add, view, duplicate, delete layers, Using layers to adjusting colors, layer mask, painting into layer using brushes, Merge layers, sketch effect in layers Drawing tools: Pencil Tool, Paint brush Tool, Eraser Tool, Difference between pencil and paint brush, Incremental option, Pressure sensitivity option, Tricks to draw a straight line, Tricks to draw a line with gradient, draw square and ellipse</p> <p>Unit III: Brush dynamics and Image enhancement features Brushes: Using "jitter" option, Difference between Eraser tool and Pencil/Brush tool, Using "alpha channel" with the Eraser tool, Various brush options, Create your own brush, Download and install new brushes. Enhancing images using various features and tools - Curve tool, blend tool, perspective tool, heal, blur/sharpen, smudge, dodge/burn, Color enhancement tools, filters, adding borders, managing resolution.</p>	<p>15 hrs</p> <p>15 hrs</p>
Pedagogy	Laboratory work/ self study/ assignments, etc. or a combination of some of these.	
References / Readings:	GIMP Online manual- https://docs.gimp.org Olivier Lecarme and KarineDelvare; The Book of GIMP: A Complete Guide to nearly everything; No Starch Press, Inc., Latest edition Annadurai S., Shanamugalakshmi R., Fundamental of Digital Image Processing, Pearson Publications, Latest edition. Spoken tutorial from IIT Bombay	
Course Outcomes	At the end of the course, the participant will be able to: To perform basic image transformations To do image editing using layers and other features To create brushes, modify them and use them in image editing To apply various image enhancing features to produce quality images	

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Name of the Programme: BBA

Course Code:MGA145 **Title of the course:** Film Appreciation

Number of credits: 3

Effective from AY: 2023-2024

Pre- requisites for the course:	NIL	
Course objective:	To enable the participants to gain a deeper understanding of the world of film and be able to review and analyse various film style and genres	
Content:	<p>Unit I:Film Genres and Styles Watch, Comprehend & Distinguish varied Styles &</p>	No of hours

	<p>Genres of Films. The Significance of Film and Narrative Form. Cinematic Design: Form & Function, Movement & Impact.</p> <p>Unit II:The Art of Film making Film as Art: Creativity, Technology, and Business. What is Mise-en-Scene, Dramatic Action & Character, Study of Camera Shots, Angles and Movements</p> <p>Unit III:From Hollywood to Bollywood Cultural, Social, and Global Impact of Film Codes and Conventions of Film Musicals, Work of Great Directors in Cinema, History of Bollywood and perspectives on Indian Cinema</p>	<p>15 hours</p> <p>15 hours</p> <p>15 hours</p>
Pedagogy:	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings:	<p>The Movie Book, First American Edition, 2016 Published in the United States by DK Publishing 345 Hudson Street New York, New York 10014</p> <p>Ronald Bergen, The Film Book, a complete guide to the world of cinema, First American Edition, 2011 Published in the United States by DK Publishing 375 Hudson Street New York, New York 10014</p> <p>Karl Boyard, Film Directing, Tips & Tricks copyright 2005-2006</p> <p>Nathan Abrams, Ian Bell and Jan Udris, Studying Film, Co-published in the United States of America by Oxford University Press Inc.,</p> <p>Andre Bazin What is Cinema? VOL. I & II, University of California Press, © 1967,2005 by the Regents of the University of California</p> <p>Louis Giannetti , Understanding Movies, 13th Edition, Laurence King Publishing Ltd</p> <p>7. Jon Lewis, Essential Cinema: An Introduction to Film Analysis, Publisher - Michael Rosenberg, © 2014 Wadsworth, Cengage Learning</p>	
Course outcomes:	<p>At the end of the course, the participants will be able to:</p> <p>To become an active viewer of cinema, developing one's own informed perspective through personal engagement with films.</p> <p>Understand the way that content, form, and contexts work together to create meaning in film.</p> <p>Be able to critically explore how film is a dynamic, multi-faceted</p>	

	<p>medium, and how a work is created and received from a cultural, ideological and theoretical perspective.</p> <p>Understand the myriad of creative and technical choices that construct a work, and how ultimately each individually impacts a finished film.</p> <p>Identify and use key concepts, models and tools in film criticism.</p> <p>To consider film's position in participatory culture and the shifting convergent media landscape</p>
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Name of the Program: Bachelor in Business Administration

Course Code: MGA-146

Title of the Course: Introduction to German Language

Number of Credits: 3 Credits

Effective from AY: 2023 – 24

Pre-requisites for the Course:	Nil	
Course Objectives:	To develop basic communicative competencies among the students (reading, writing, listening, and speaking) in German language that will enable the student to engage in simple conversations.	
Content:	Personal Details/welcome – small talk in a coffeehouse – ordering and paying, Cities, countries, languages – sightseeing in Europe. Orientation in the city – transportation, People and Houses – apartment and furniture	Hours 15 hrs
	Professions – talking about profession, work and hobbies. Vacations and holidays. Professions – talking about profession, work and hobbies.	15 hrs
	Grammar: Simple clauses, 'W' questions and 'Yes / No' questions, conjugation of words in present tense, nouns and articles, negation, simple past tense	15 hrs
Pedagogy:	Lectures/ tutorials/ field work/ outreach activities/ project work/ Vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References / Readings:	Hermann Funk, Studio D A1, Cornelsen, 2005 or later edition Von Angelika G. Beck ,Langenscheidt German in 30 Days: Book + CD, Goyal Publishers and Distributors Pvt. Ltd. , 2007 or later edition	
Course Outcomes:	At the end of the course, the participants will be able to:- Introduce themselves in German giving personal details Read the information given in German language Do basic conversation in German with other students Apply the grammar while writing sentences in German	

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Name of the Programme: Bachelor of Business Administration

Course Code: MGA-147

Title of the Course: Introduction to Portuguese

Language

Number of Credits: 02

Effective from AY: 2023-24

Pre-requisites for the course:	Nil						
Course Objective:	To enable the participants to develop communicative competencies among the students in Portuguese Language that will enable the student to engage in simple conversations.						
Content:	<table> <tr> <td> Unit I: Introduction Introduction to oneself. Ask for name and reply, Different verbal forms like “chamar-se”, Introduction of the verbs first person and third person singular, Possessives, Demonstratives invariables and variables, Making of Phrases, Cardinal and Ordinal numbers </td><td> Hours hrs 15 hrs 5 hrs </td></tr> <tr> <td> Unit II Grammar Indefinite articles, conjunction, indefinite pronouns muitos and its uses, Preposition of time, reflexive verbs and pronouns, Phrases and prepositions, Making of Positive and Negative Phrases, Prepositional Phrases, Question with interrogatives, Present continuous and construction of phrases, Adverbial phrases, Irregular forms of verbs </td><td></td></tr> <tr> <td> Unit III Practical Application General Sentences to various shopping centers. Application of all the above </td><td></td></tr> </table>	Unit I: Introduction Introduction to oneself. Ask for name and reply, Different verbal forms like “chamar-se”, Introduction of the verbs first person and third person singular, Possessives, Demonstratives invariables and variables, Making of Phrases, Cardinal and Ordinal numbers	Hours hrs 15 hrs 5 hrs	Unit II Grammar Indefinite articles, conjunction, indefinite pronouns muitos and its uses, Preposition of time, reflexive verbs and pronouns, Phrases and prepositions, Making of Positive and Negative Phrases, Prepositional Phrases, Question with interrogatives, Present continuous and construction of phrases, Adverbial phrases, Irregular forms of verbs		Unit III Practical Application General Sentences to various shopping centers. Application of all the above	
Unit I: Introduction Introduction to oneself. Ask for name and reply, Different verbal forms like “chamar-se”, Introduction of the verbs first person and third person singular, Possessives, Demonstratives invariables and variables, Making of Phrases, Cardinal and Ordinal numbers	Hours hrs 15 hrs 5 hrs						
Unit II Grammar Indefinite articles, conjunction, indefinite pronouns muitos and its uses, Preposition of time, reflexive verbs and pronouns, Phrases and prepositions, Making of Positive and Negative Phrases, Prepositional Phrases, Question with interrogatives, Present continuous and construction of phrases, Adverbial phrases, Irregular forms of verbs							
Unit III Practical Application General Sentences to various shopping centers. Application of all the above							
Pedagogy:	Lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers / assignments / presentations / self-study/case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.						
References/Readings:	Ana Tavares, Livro do Aluno Portugues 1, Nivel A1, Goyal Publishers, Delhi. Latest Edition. Coimbra Isabel & Coimbra Olga Mata; Portugues Sem Fronteiras, Vol.1, LIDEL Edicoes Tecnicas, Lda. Latest Edition.						
Course Outcomes:	At the end of the course, the participants will be able to: Speak, write, and read basic Portuguese. Engage in simple Portuguese communication. Integrate the knowledge of Portuguese grammar and vocabulary. Get Practical knowledge of Portuguese Language.						

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Name of the Programme: Bachelor of Business Administration

Course Code: MGA-148

Title of the Course: Introduction to Computer Networking

Number of Credits: 3 Effective from AY: 2023-24

Prerequisites	Basic knowledge of computer hardware and software	
Course Objective	To enable participants to develop an ability to setup, manage and troubleshoot a computer network.	
Contents	<p>Unit I : Fundamentals of Computer Networking</p> <p>Introduction to Computer Networks, Advantages of Networking, Peer-to-Peer and Client/Server Network, Network Topologies – Star, Ring, Bus, Tree, Mesh, Hybrid, Type of Networks- LAN, MAN, WAN Internet, Ethernet, Wi-Fi, Bluetooth, Mobile Networking, Wire and wireless Networking, Difference between Intranet and Internet OSI Model - The functions of different layers in OSI Model Introduction to Data Communication – Analog and Digital Signals, Simplex, Half-Duplex and Full-Duplex transmission mode</p> <p>Unit II: Network Hardware Communication Media - Unshielded twisted-pair (UTP), shielded twisted pair (STP), Fiber Optics and coaxial cable, Connectors: RJ45, RJ-11, BNC. Understanding color codes of CAT5 cable. 568A and 568B convention, Network Components - Modems, Firewall, Hubs, Bridges, Routers, Gateways, Repeaters, Transceivers, Switches, Access point, etc. – their types, functions, advantages and applications. IP Routing in Network RIP IGRP, Practical: Crimping & Punching, cabling, setup a wifi and LAN</p> <p>Unit III: Computer Network Setup, Management and Security IP Addressing & TCP/IP : Protocols, TCP/IP, FTP, Telnet etc., Theory on Setting IP Address(IP4/IP6) & Subnet Mask, Installation and Configuration of TCP/IP Protocol, Other Network Protocols: Simple Mail Transfer Protocol (SMTP), Hyper Text Transfer Protocol (HTTP), Simple Network Management Protocol (SNMP), LDAP(Lightweight Directory Access Protocol), Concept of Dynamic Host Control Protocol, Troubleshooting wired and wireless network, Server concepts, Installation steps, configuration of server, Concept of Active Directory and DNS. Setting up of DHCP, Routing and remote access, Network Security: Network Security Threats and the basics of securing a network. Secure Administrative Access, LAN security Considerations. Cryptography. Wi-fi security considerations. Practical: TCP/IP Utilities - PING, IPCONFIG, HOSTNAME, ROUTE, TRACERT etc.</p>	<p>Hours</p> <p>15hrs</p> <p>15 hrs</p> <p>15 hrs</p>

Pedagogy	Lectures/ tutorials/laboratory work/ project work/ viva/ seminars/ term papers/ assignments/ presentations/self-study, etc. or a combination of some of these.
References / Readings:	Tanenbaum Andrew S.; Computer Networks; Prentice Hall Of India, 5th or later edition Mansfield Jr. Kenneth C.; Antonakos James L.; An Introduction to Computer Networking; Pearson Education, 2001 or later edition
Course Outcomes	At the end of the course, the participant will be able to: Set up a computer network as per requirement Manage data transfer over the network using different protocols Troubleshoot a computer network Securing a computer network

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Name of the Program: Bachelor of Business Administration

Course Code: MGA-151 Title of the Course: Oral Communication in English

Number of Credits: 2

Effective from AY: 2023-24

Pre-requisites for the Course	Nil	
Course Objective	To enable participants to communicate effectively and with confidence in an interpersonal setting and before an audience	
Contents	<p>Unit I: Communication Importance, 7 C's of Effective Communication, forms, Communication Cycle, Channels, Barriers, Overcoming Barriers, Listening Skills, approaches to Listening, Barriers, Measures to ensure better Listening</p> <p>Unit II: Organizing a Speech Supporting Ideas with Visual Aids, Planning Speeches, Post Speech Analysis, Techniques of Impromptu & Planned Speeches, Effective Introductions, Body Language & Grooming, Conversation Etiquette</p> <p>Unit III: Public Speaking Ethos, Pathos, Logos, Speech Purposes, Methods of Speaking, Analyzing the Audience, Non-verbal Dimensions, Effective Delivery, Voice Modulation, Intonation and Pace, Pause, Avoiding Fillers, Crutch-Words & Phrases.</p>	<p>Hours</p> <p>10 Hrs</p> <p>10 Hrs</p> <p>10 Hrs</p>
Pedagogy	lectures/tutorials/laboratory work/fieldwork/outreach activities/project work/vocational training/viva/seminars/term papers/assignments/presentations/self-study/Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

References/Readings	<p>Business Communication - concepts and application in an electronic Age ;RandolphHudsonandBernardSelzler,OxfordUniversity press,Latestedition</p> <p>Talk Like TED: The 9 Public-Speaking Secrets of the World's Top Minds; CarmineGallo,,MacMillan,Latestedition</p> <p>BusinessCommunication,RajeeshVishwanathan,HimalayaPublishingHouse ,Latestedition.</p>
Course Outcomes	<p>At the end of the course, the participants will be able to:</p> <p>Deal with barriers, chose appropriate channels and communicate effectively.</p> <p>Listen effectively.</p> <p>Plan different types of speeches.</p> <p>Deliver a speeches using various verbal and non-verbal cues</p>

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Name of the Program: Bachelor of Business Administration

Course Code: MGA-251 **Title of the Course:** Written Communication Skills

Number of Credits: 2

Effective from AY: 2023-24

Pre-requisites	Nil	
Objective:	To enable participants to have competence in basic business writing, correspondence by way of official letters, reports, thinking laterally and writing creatively.	
Contents:	<p>Unit I: LanguageandGrammar EffectiveIntroductions,CommonGrammaticalErrorsinIndianEngl ish,Subject-verbAgreement,avoiding'sms'language</p> <p>Unit II EssentialBusinessCommunications, OfficialLetters, Visiting Cards,ReportWriting</p> <p>Unit III: Creative Writing Lateral Thinking, Journal Writing,PREP Technique, Mind-Mapping, Brain-Storming</p>	<p>Hours 10Hrs</p> <p>10Hrs</p> <p>10Hrs</p>
Pedagogy	lectures/tutorials/laboratorywork/fieldwork/outreachactivities/projectwork /vocationaltraining/viva/seminars/termpapers/assignments/presentations/ self-study/CaseStudiesetc.oracombinationofsomeofthese.Sessionsshallbe interactive innaturetoenablepeergrouplearning.	

References /Readings	<p>‘Business Communication – Concepts and Application in an Electronic Age’, Randolph Hudson and Bernard Selzer; Jaico Publishing, Latest edition</p> <p>Speaking and Writing for Effective business communication; Francis Soundararaj,, Macmillan, latest edition.</p> <p>‘Developing Communication Skills’ by Krishna Mohan and Meera Banerjee, Laxmi Publications, latest edition.</p> <p>'Lateral Thinking: Creativity Step By Step', Edward de Bono , Harper Perennial, Latest Edition</p> <p>'How to Mind Map', Tony Buzan, Plume Publications, latest edition.</p>
Course Outcomes	<p>At the end of the course, the participants will be able to:</p> <p>Understand common grammatical errors in Indian English</p> <p>Use grammatically correct language to communicate.</p> <p>Use appropriate language for various types of business communications.</p> <p>Use various creative writing techniques.</p>

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Name of the Program: Bachelor of Business Administration

Course Code: VAC-100 **Title of the course:** Environment Management 1

Number of credits: 2

Effective from AY: 2023-2024

Pre- requisites for the course:	NIL	
Course objective:	To enable the participants to understand the need for environmental management, biodiversity, various ecosystems and measures to be taken as individuals.	
Content:	Unit I: Introduction and Multidisciplinary nature of environmental studies.	No of hours
	<p>Introduction to Environmental Management, Natural resources and Associated Problems</p> <p>Unit II: Ecosystems</p> <p>Importance, role, energy flow and degradation of various ecosystems- Forest, grasslands, desert, aquatic and wetlands, Ecological succession, Food chains, webs and pyramids</p>	<p>10 hrs</p> <p>10 hrs</p>

	Unit III: Biodiversity Biodiversity – value, hotspots, threats and conservation to biodiversity, The role of NGO's and local media in environmental awareness	10 hrs
Pedagogy:	Lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers/assignments/presentations/self –study/Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Reading s:	1.Erach Bharucha-Text book of environmental studies for Undergraduate courses': Universities Press (India) Private Limited, Latest Edition 2. Dr.D.K. Asthana and Meera Asthana -Text book on Environmental Studies, Publisher S Chand and Co Ltd Latest Edition 3.Shinde, P.G; Dongre P.; 'Environment Management 'Seth publishers Latest Edition 4. J.P. Sharma- 'Comprehensive Environmental Studies', Laxmi Publications (P) Ltd, Latest Edition	
Course outcomes:	At the end of the course, the participants will be able to: Discover and comprehend the significance of environment management systems Be instrumental in bringing about great and impactful changes in our society that shields and safeguard flora, fauna and human societies Understand various ecosystems and biodiversity in these places and their importance Take measures to safeguard the environment from the adverse effect of unsustainable development.	

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Name of the programme: Bachelor of Business Administration

Course Code: VAC-101 **Title of the course:** Physical Health and Games

Number of credits: 2 credits

Effective from AY: 2023-2024

Pre- requisites for the course:	NIL
Course objective:	To enable the participant to understand the importance of being physically fit. Develop the ability to maintain the physical fitness and live a healthy lifestyle.

Content:	<p>Unit I: Physical Exercises and Games Introduction to stretching and warm-up exercises, Outdoor games their rules and their organization (handball, football, etc), Indoor games their rules and their organization (badminton, table tennis, weight training, etc)</p> <p>Unit II: Mind and Body Coordination Yoga and meditation exercises for good health Simple exercises, Plyometric exercises, relay race etc.</p>	<p>No of hours</p> <p>15 hrs</p> <p>15 hrs</p>
Pedagogy:	lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers/assignments/presentations/self –study/Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings:	Swami Ramdev; Yog its Philosophiyeon and Practice; DivyaPrakashan, DivyaYogMandir, Haridwar, Latest Edition Swami OM; A practical Guide to your Physical and Emotional Health, Happer Collins Publisher India, Latest Edition	
Course outcomes:	<p>At the end of the course the participant will be able to:</p> <p>Achieve and maintain a health-enhancing level of physical fitness.</p> <p>Exhibit a physically active lifestyle and will understand that physical activity provides opportunities for enjoyment, challenge and self-expression</p> <p>Evaluate and apply Yoga, exercises and fitness concepts to individual lifestyle</p> <p>Utilize and apply the knowledge of games rules, terminology, and scoring procedures.</p>	

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Name of the Program: Bachelor of Business Administration

Course Code: VAC-103

Title of the Course: Emotional Intelligence

Number of Credits: 2

Effective from AY: 2023-24

Pre-requisites for the course	NIL	
Objective	To enable participants to understand emotions and handle personal & professional situations in an emotionally intelligent way.	
Content	<p>Unit I: Theoretical Themes and Perspectives Understanding Difference between EQ and IQ, 5-Dimensional Trait EI Model, Science of Emotions, Working of EQ brain. Self-Awareness Tactics, Understanding Components of Self, Exploration through Johari Window, Mapping Key Characteristics of Self, Stages – Self</p>	<p>No of Hours</p> <p>10 hrs</p>

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Pre- requisites for the course:	NIL	
Course objective:	To enable the participants to demonstrate environmental consciousness, analyse, identify the causes, effect on the environment due to various factors and suggest the relevant action	
Content:	<p>Unit I: Pollution Understanding causes, effects and control of various forms of pollution- air, water, soil, noise, thermal, marine and nuclear pollution. Waste management and disaster management (earthquakes, cyclones, landslides, floods, Tsunamis)</p> <p>Unit II: Social Issues and the Environment Sustainable development, social issues and the environment-water conservation and climate change, environment protection acts, public awareness</p> <p>Unit III: Human population and the environment Human population and the environment - population growth, variation among nations, population explosion, family welfare programs, environment and human health, human rights, value education, woman and child welfare, role of information technology in Environment and human health</p>	<p>No of hours</p> <p>10 hrs</p> <p>10 hrs</p> <p>10 hrs</p>
Pedagogy:	lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers/assignments/presentations/self –study/Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings:	<p>Erach Bharucha-Text book of environmental studies for Undergraduate courses': Universities Press (India) Private Limited, Latest Edition</p> <p>R.K. Trivedi "Handbook of Environmental Laws", rules Guidelines, Compliances and Standards, Vol I and II', Enviro Media(R), Latest Edition</p> <p>J.P. Sharma- 'Comprehensive Environmental Studies', Laxmi Publications (P) Ltd, Latest Edition</p>	
Course outcomes:	At the end of the course, the participants will be able to: Display environmental consciousness and understand the causes of numerous environment related activities	

	<p>caused by pollution of different ecosystems.</p> <p>Recognize the detrimental effects of various environment related activities and have learnt about what measures are taken to conserve our resources and environment.</p> <p>Take necessary measures that can influence active change in bringing about environment conservation and sustainable development activities</p> <p>Understand how human population activities can affect climate, use and utilisation of resources.</p>
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Name of the Program: Bachelor of Business Administration

Course Code: VAC-105

Title of the Course: Music Appreciation

Number of Credits: 2

Effective from AY: 2023-24

Pre-requisites for the course	NIL	
Objective	At the end of the course student will develop the ability to distinguish different genres of music, Indian & Western and appreciate the works of some famous artists.	
Content	<p>Unit I: Introduction Definition of Sound/Music, Facets of Music, How Music works. Classifications, Art of Listening to music, Therapeutic Benefits, Societal Benefits, Elements of Music, Experiential Use of Music in Mind and Body Relaxation.</p> <p>Unit II: Fundamentals of Music Rhythm, Melody, Harmony, Timbre, Different musical eras, History of music, Instruments – String, Woodwind, Percussion, Brass EDM, their Manufacturing Process, Uses, Exponents etc.</p> <p>Unit III: Genres of Music Appreciating Forms, Styles and Genres of Classical Music, Indian and Western Comparison (Classical, Contemporary, Folk), Film Music, Fusion Music, Evolution of Music in Indian and Western Films.</p>	<p>No of hours</p> <p>10 hrs</p> <p>10 hrs</p> <p>10 hrs</p>
Pedagogy	lectures/tutorials/laboratory work/fieldwork/outreach activities/project work/vocational training/viva/seminars/term papers/assignments/presentations/self-study/Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings:	<p>1. The Young Person's Guide to the Orchestra. Harcourt Children's Books, 1996 or later edition</p> <p>2. How Music Works series by Howard Goodall, Channel 4 Network;</p>	

	2010 or later edition.
Course Outcomes	<p>At the end of the course, the students will be able to:</p> <p>Appreciate the art of listening to music and imbibe its subtleties for therapeutic and societal benefits.</p> <p>Understand the fundamental aspects of music viz – rhythm, melody, harmony, timbre etc and appreciate their usage in music pieces.</p> <p>Appreciate various genres of music viz - Indian and Western (Classical, Contemporary, Folk), Fado Music.</p> <p>Appreciate the various masters in music</p>

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Name of the programme:Bachelor of Business Administration

Course Code: VAC-106 **Title of the course:** Health and Nutrition

Number of credits: 2 credits

Effective from AY: 2023-2024

Pre- requisites for the course:	NIL	
Course objective:	To enable the participant to understand the fundamentals of Nutrition and its relation to health, the basics of food and meal planning	
Content:	<p>Unit I: Introduction to health and nutrition and Safety and Sanitation. Introduction to health and nutrition, Food Safety and sanitation – causes of food spoilage and contamination, food borne disease, parasitic infections and food toxins, contaminants and allergies and control of food borne illnesses. Food laws and standards</p> <p>Unit II: Fundamentals of Nutrition Fundamentals of Nutrition -Nutrients- definition, function, deficiency, source of food. Balanced diet - basics of meal planning and modified diets</p> <p>Unit III: Exercise and healthy Lifestyle, Food labelling and Nutritive value of food The importance of exercise in managing a healthy lifestyle, promote food and Nutrition services and healthy living by understanding food labelling and calculation of nutritive value of nutrients in meals.</p>	<p>No of hours</p> <p>10 hrs</p> <p>10 hrs</p> <p>10 hrs</p>
Pedagogy:	lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers/assignments/presentations/self –study/Case Studies etc. or a combination of some of these. Sessions shall be	

	interactive in nature to enable peer group learning.
References/Readings:	<p>SunetraRoday, Food Science and Nutrition, Oxford Publishers, Latest Edition.</p> <p>SunetraRoday, Food Hygiene and Sanitation, Latest Edition.</p> <p>Indian food Composition Tables 2017 by T.Longwah, R. Anantham,K. Bhaskarachary,K. Venkaiah(National Institute of Nutrition, Hyderabad)</p> <p>Srilakshmi B, (2002) Nutrition science, New Age International Publishers Ltd, Chennai, Latest Edition.</p> <p>Swaminathan, M, 1988, Essentials of food and Nutrition, Volume I and II. The Bangalore printing and publishing Co, Ltd, Latest Edition.</p> <p>Shakuntala Manay, N Shadaksharaswamy, 2014 Food: facts and Principles, New Age International Publishers Ltd, Chennai, Latest Edition.</p> <p>Shubhangani Joshi, A Nutrition and Dietetics, Tata McGraw Hill Publishing Co Pvt Ltd, New Delhi, Latest Edition.</p> <p>Guthrie Helen A and Mary Frances Piciano, 1999, Human Nutrition WCB McGraw Hill, Boston, Latest Edition.</p>
Course outcomes:	<p>At the end of the course the participant will be able to:</p> <p>Understand importance of safety of food, causes of food spoilage and methods of prevention of spoilage of food, food safety standards, various nutrients.</p> <p>Practice the use of Balanced diet, basics of menu planning, modified diets</p> <p>Understand the importance of exercise in our daily life</p> <p>Promote Food and nutrition services and healthy living in individuals</p>

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Annexure V

Term Structure of PGDBM

Category of Subjects	Sem- 1	Sem - 2
Discipline Specific Core	16	8
Discipline Specific Elective	4	4
Discipline Specific Internship	0	8
Total	20	20

Syllabi of Courses (PGD in Management-Banking and Finance)

Program Type	Programme Name	Programme Code (Running Number)
PGD program	PGDM-Banking and Finance	

Course Codes	Discipline Specific Core Course	Credits
MGA 401	PRINCIPLES AND PRACTICE OF BANKING	4
MGA 402	ACCOUNTING AND FINANCE FOR BANKERS	4
MGA 403	ADVANCED BANK MANAGEMENT	4
MGA 404	BANK FINANCIAL MANAGEMENT	4
MGA 405	RETAIL BANKING	4
MGA 406	CENTRAL BANKING	4
MGA 407	RURAL BANKING	4
MGA 408	INTRODUCTION TO MUTUAL FUND	4
Course Codes	Discipline Specific Elective Course	Credits
MGA 411	FINANCIAL MANAGEMENT	4
MGA 412	HUMAN RESOURCE MANAGEMENT	4

MGA 413	COMMUNICATION SKILLS	4
MGA 414	MARKETING MANAGEMENT	4

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Discipline Specific Core Courses

MGA 401	Principles and Practice of Banking	4 Credits
<u>Prerequisites for the course:</u>	NIL	
<u>Objective:</u>	To enable participants of the course to analyse the Indian financial system and to evaluate the role of banks in Indian Financial sector.	
<u>Content:</u>	Unit I: Indian Financial System Indian Financial System, Banking Regulation, Role of Money Markets, Role & Functions of Capital Markets, Mutual Funds & Insurance Companies, Factoring, Forfaiting Services and Off - Balance Sheet items. CIBIL, Fair Practices Code for Debt collection, BCSBI-Role & functions. Recent Developments in the Financial system.	10 hours
	Unit II: Functions of Banks Banker Customer Relationship, Bankers' Special Relationship, Banking Ombudsman scheme and consumer protection act, Payment and Collection of Cheques and Other Negotiable Instruments, Opening accounts of various types of customers Ancillary Services, Cash Management services & its importance. Principles of lending and Working Capital Assessment, Priority Sector Advances, Agricultural Finance, Credit Cards, Home Loans, Personal Loans, Consumer Loans, Documentation, Different Modes of Charging Securities, Types of collaterals and their characteristics. Financial Inclusion and Financial Literacy.	20 hours
	Unit III: Banking Technology Essentials of Bank Computerization, Alternate Delivery Channels- Digital Banking, Data Communication Network and EFT systems, Digital Payment Systems, Role of Technology Upgradation and its impact on Banks, Security Considerations and Mitigation measures in Banks.	10 hours
	Unit IV: Marketing of Banking Services/ Products and Ethics in Banks Marketing- Introduction, Social Media Marketing, Consumer Behaviour and Product, Pricing, Distribution, Channel Management, Promotion, Role of Direct Selling Agent/ Direct Marketing Agent in a bank, Benefits Marketing	20 hours

	Information Systems. Ethics, Business Ethics & Banking: An integrated Perspective, Ethics at the Individual Level, Ethical Dimensions: Employees, Work Ethics and the Workplace Banking Ethics: Changing Dynamics.	
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Indian Institute of Banking and Finance; Principles and Practice of Banking, New Delhi; Macmillan; 2021 or latest edition.</p> <p>Schoenholtz, S. C. Money; Banking and Financial Market. Tata McGraw Hills; 2020 or Latest edition.</p> <p>Saha, S. S.; Indian Financial Market. Tata McGraw Hills; 2020 or Latest edition.</p> <p>Indian Institute of Banking and Finance; Legal Aspects of Banking, New Delhi; Macmillan; 2021 or Latest edition.</p> <p>L.M Bhole, JitendraMahakud, financial institutions and markets-Structure, growth and innovations; Tata McGraw Hills; 2017 or Latest edition.</p>	
<u>LearningOutcomes</u>	<p>At the end of the course, the participant shall will be able to:</p> <p>-</p> <p>Describe the financial markets in India</p> <p>Explain the functions performed by Banks,</p> <p>Determine the role of technology in Banks</p> <p>Identify the products distribution and marketing channels of the banks.</p>	

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MGA 402	Accounting and Finance for Bankers	4 Credits
<u>Prerequisitesfor the course:</u>	Nil	
<u>Objective:</u>	To enable participants of the course to apply the basic mathematical and financial concepts and prepare, evaluate and analyse financial statements of banking companies.	
<u>Content:</u>	<p>Unit 1: Business Mathematics & Finance Calculation of Interest and Annuities, Calculation of YTM Capital Budgeting, Depreciation and its Accounting, Foreign Exchange Arithmetic.</p> <p>Unit 2: Principles of Bookkeeping and Accountancy Definition, Scope and Accounting Standards, Basic Accounting Procedures. Maintenance of Cash/ Subsidiary</p>	<p>15 hours</p> <p>15 hours</p>

	<p>Books and Ledger Record Keeping Basics, Bank Reconciliation Statement Trial Balance, Rectification of Errors and Adjusting & Closing Entries.</p> <p>Unit 3: Final Accounts Balance Sheet Equation, Preparation of Final Accounts, Ratio Analysis. Final Accounts of Banking Companies, Company Accounts I & II, Accounting in a Computerized Environment.</p> <p>Unit 4: Banking Operations Banking Operations & Accounting functions, Preparation of Vouchers, cash receipt and payment entries, clearing inward and outward entries, transfer debit and credit entries, KYC- Document verification, operational aspects in regard to opening of all types of accounts, scrutiny of loan applications/ documents, allowing withdrawals and accounting entries involved at various stages, operational aspects of CBS environment.</p>	<p>15 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>T. Horngren Charles, L. S; Introduction to Financial Accounting; Pearson, 2017 or Latest edition.</p> <p>Indian Institute of Banking and Finance; Accounting and Finance for Bankers, New Delhi; Macmillan 2020 or Latest edition.</p> <p>Indian Institute of Banking and Finance; Principles and Practice of Banking, New Delhi; Macmillan; 2021 Latest edition.</p> <p>Asim Kumar Manna; Business Mathematics and Statistics; McGraw Hill, 2018 or Latest edition.</p> <p>M. Hanif and A Mukherjee, Modern Accountancy, McGraw Hill, 2018 or Latest edition.</p>	
<u>Learning Outcomes</u>	<p>At the end of the course, the participant shall will be able to:</p> <p>Calculate interest and annuities.</p> <p>Prepare and evaluate final accounts of Banking companies.</p> <p>Describe and differentiate various banking operations.</p>	

MGA 403	Advanced Bank Management	4 Credits
<u>Prerequisitesf or the</u>	Nil	

course:		
Objective:	To enable the students to describe fundamentals of economics and bank operations within the larger economic environment and also evaluate the role of human resource management and credit management in banks.	
	<p>Unit I: Economic Analysis The fundamentals of Economics: Scarcity and Efficiency – Microeconomics & Macroeconomics in brief – Types of economies – Market, Command and Mixed Economies. Business cycles – Money and banking – Unemployment & inflation – Interest rate determination and various types of interest rates. Indian Economy – (a) Recent reforms (b) Fiscal, monetary & exchange rate policies in India. Financial Markets in India, globalization and its impact – Challenges ahead, Banking & Finance – current issues.</p> <p>Unit II: Business Mathematics Concept of Time Value of Money, Net Present Value, Discounted Cash Flow. Sampling methods, Correlation and Regression – Times series, Bond Investment. Linear programming – decision-making simulation – Statistical analysis using spreadsheets. Features of Spreadsheet – Macros, pivot table, statistical and mathematical formulae.</p> <p>Unit III: HRM in Banks Fundamentals of HRM, Developments of Human Resource, Human implications of organizations. Employees feedback and reward system, Performance Management, HRM and Information Technology, information and data management, knowledge management.</p> <p>Unit IV: Credit Management Overview of Credit Management, Analysis of Financial statements, Working Capital finance and Term Loans. Credit Delivery systems, Credit Control and monitoring. Risk Management and credit rating, Reconstruction/Rehabilitation and Recovery.</p>	<p>15 hours</p> <p>15 hours</p> <p>15 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

<u>References/Readings</u>	<p>Pindyck, R.S., D. L. Rubinfeld and P. L. Mehta; Microeconomics; Pearson Education; 2017 or Latest Edition.</p> <p>Paul A Samuelson, William D Nordhaus; Microeconomics; McGrawHill Education; 2021 or Latest edition.</p> <p>Asim, Kumar, Manna; Business Mathematics and Statistics; McGraw Hill; 2018 or Latest edition.</p> <p>Justin P., Padmalatha S.; Management of Banking & Financial Services, New Delhi; Pearson; 2017 or Latest edition.</p> <p>P.L.Mehta, Managerial Economics-analysis, problems and cases, Sultan Chand & Sons, 2016 or latest edition.</p>	
<u>Learning Outcomes</u> -	<p>At the end of the course, the participant shall will be able to:</p> <p>Use the fundamental economic theories and analytical tools.</p> <p>Analyse the role of HRM in banks.</p> <p>Explain the role and techniques of credit management used by banks.</p>	

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MGA 404	Bank Financial Management	4 Credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To enable the students analyse and evaluate the international banking, risk management and treasury operations of banks.	
<u>Content:</u> - -	<p>Unit I: International Banking Exchange rates and Forex Business, Basics of Forex derivatives – forward exchange rate contracts, Options, Swaps. Correspondent banking and NRI accounts. Documentary letters of Credit, facilities to exporters and importers. Risks in foreign trade- the role of ECGC. Role of Exim Bank, RBI and exchange control in India- FEDAI, FEMA and others.</p> <p>Unit II: Risk Management Risk-Concept, Risk in Banks, Risk Management Framework, Risk in Banking business, Risk Regulation in Banking industry. Market Risk -identification, Measurement and credit risk – rating methodology, risk weights, eligible collateral for mitigation, risk mitigation techniques, Operational and Integrated Risk Management – Risk management and capital Management, Basel Norms.</p>	<p>15 hours</p> <p>15 hours</p> <p>15 hours</p>

	<p>Unit III: Treasury Management Concepts and function, instruments in the treasury market, development of new financial products, funding and regulatory aspects of treasury management, treasury risk management. Derivative products – Credit Default Swaps/ Options. Treasury and asset management liability.</p> <p>Unit IV: Balance Sheet Management Banks Balance Sheet – Components of assets & Liabilities & their management. Banking regulation and capital, Capital adequacy- Basel II overview, Pillar 3- market discipline. Asset Classification & provisioning norms, liquidity and interest rate risk management. RAROC and profit planning.</p>	15 hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>1. Indian Institute of Banking and Finance; Bank Financial Management, New Delhi; Macmillan; 2018 or Latest edition.</p> <p>2. Justin P. & Padmalatha S.; Management of Banking & Financial Services, New Delhi; Pearson; 2017 or Latest edition</p> <p>3. Koch T. W. & MacDonald S. S.; Bank Management; South-Western Publishing, 5e Singapore; 2015 or Latest edition.</p> <p>4. Indian Institute of Banking and Finance; Treasury, Investment and Risk Management, New Delhi; Macmillan; 2017 or Latest edition.</p> <p>5. Indian Institute of Banking and Finance; Treasury, Management, New Delhi; Macmillan; 2018 or Latest edition.</p>	
<u>Learning Outcomes</u> -	<p>At the end of the course, the participant shall will be able to:</p> <p>Describe the international banking system and compare the international foreign exchange market with Indian foreign exchange market.</p> <p>Appraise the role of risk management, monitoring and control in banks.</p> <p>Explain the various components of bank balance sheet and do profit planning.</p>	

	Describe treasury management and analyse the risk in its management.	
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MGA 405	Retail Banking	4 Credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To enable participants of the course to evaluate the role of retail banking in emerging markets and compare the various products offered by banks in the retail segment.	
Content:	<p>Unit I: Introduction to Retail Banking History and definition, role within the bank operations, Applicability of retailing concepts distinction between Retail and Corporate/ Wholesale Banking.</p> <p>Unit II: Retail Products Retail Products Overview – Customer requirements, Products development process, credit scoring. Important Retail Asset Products – Home Loans, Auto/ Vehicle Loans, Personal Loans, Educational Loans, Credit and Debit Cards, Remittances Products.</p> <p>Unit III: Marketing retail products, MIS and Accounting Retail Strategies – Tie-up with Institutions for Personal loans/ Credit cards/ Educational loans. Delivery Channels in Retail Banking. Selling Process in retail products – Direct Selling Agents. CRM- Role and impact. Regulations and compliance Technology for Retail Banking, Accounting entries – Loan process and the relevant accounting including EMI Computation.</p> <p>Unit IV: Other issues related to Retail Banking Securitization, mortgage-based securities. New products like Insurance, Demat services, online/ Phone Banking, Property services, Investment advisory/ Wealth management. Recovery of Retail Loans – Defaults, recovery process, RBI guidelines. Digital Banking and digital banking products.</p>	<p>10 hours</p> <p>20 hours</p> <p>15 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars /term papers/assignments/presentations/self-study/case studies etc. or a combination of some of these.	

	Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u> -	<p>Indian Institute of Banking and Finance; Retail Banking, New Delhi; Macmillan; 2018 or Latest edition.</p> <p>Indian Institute of Banking and Finance; Banking Products and Services; Taxman Publication Pvt. Ltd. New Delhi; 2015 or Latest edition.</p> <p>Justin P. & Padmalatha S.; Management of Banking & Financial Services; Pearson; 2017 or Latest edition</p> <p>O. P. Agarwal; Modern Banking in India; Himalaya Publishing House, New Delhi; 2017 or Latest edition.</p> <p>K. M. Bhattacharya, O. P. Agarwal; Basic of Banking and Finance; Himalaya Publishing House Ltd. Mumbai; 2021 or Latest edition.</p>	
<u>Learning Outcomes</u>	<p>At the end of the course, the participant shall will be able to:</p> <p>Distinguish between Retail and Corporate/ Wholesale Banking.</p> <p>Appraise the various retails products offered by banks.</p> <p>Compare marketing strategies used by public and private sector banks for retail products</p> <p>Discuss and evaluate other issues related to retail banking.</p>	

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MGA 406	Central Banking	4 Credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To enable participants of the course to elaborate the role and functions of a central bank and explain its relationship with the banks and other financial institutions in India.	
Content:	<p>Unit I: Rationale and Functions of Central Bank Evolution Central Banking, Functions of a Central Bank: Traditional, developmental and promotional functions. Contemporary Issues: Desirability, Autonomy, and independence, Credibility, accountability, and transparency of a Central Bank, conflict with fiscal policies.</p> <p>Unit II: Central Banking in India Reserve Bank of India: Organizational evolution,</p>	<p>15hours</p> <p>15hours</p>

	<p>Constitution and Governance, Major organizational and Functional Developments over time, Recent Developments, RBI Act. India Specific Issues and Institutions set up by RBI; NABARD, IDBI, DFHI, IRBI, UTI.</p> <p>Unit III: Monetary Policy and Credit Policy Monetary Policy: Objectives, instruments of policy, transparency of policies, Lags in the policy. Credit Policy: Objectives, Theory, and Practice, Instruments. An overview of Fiscal Policy, Striking balance between inflation and growth through monetary and fiscal policies.</p> <p>Unit IV: Supervision and Financial Stability Evolution of Bank Regulation and supervision by RBI. Financial Stability: Financial Development Vs Financial stability, Risks to Financial stability, Early warning signals and remedial action, Liquidity Management, Regulation and supervision of Banks, Risk Management in Banks, The Basel Norms, Prudential Norms, Effect of liberalization and Globalization on Financial Stability.</p>	<p>15hours</p> <p>15hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Justin P. & Padmalatha S.; Management of Banking & Financial Services; Pearson; 2017 or Latest edition.</p> <p>Khan. M. Y; Financial Services; McGraw Hill; 2017 or Latest edition</p> <p>Indian Institute of Banking and Finance; Central Banking; Macmillan; 2021 or Latest edition.</p> <p>Indian Institute of Banking and Finance; Legal Aspects of Banking; Macmillan; 2021 or latest edition.</p>	
<u>Learning Outcomes</u>	<p>At the end of the course, the participant shall will be able to:</p> <p>Outline functions of a central bank and its changing role in dynamic modern economy.</p> <p>State and explain the objectives of monetary and fiscal policy.</p> <p>Describe the role of RBI in maintaining financial stability in the economy.</p>	

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MGA 407	Rural Banking	4 Credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To enable participants of the course to recognise the significance of banks in India's rural economy.	
Content:	Unit I: Rural India Demographic features and Characteristics of Rural Society, Economic life of rural people, Rural infrastructure, Agriculture Economy: Structure. Characteristics and role of Indian agriculture, Emerging issues in Indian Agriculture. Rural Development Policies and Rural Issues.	15hours
	Unit II: Financing Rural Development Regulation of Rural Financial Services – Function and policies of RBI in Rural Banking, NABARD and Rural Credit Institutions – role and functions. Financing agriculture/ allied activities, Financing Rural Non-Farm Sector (RNFS), SME Finance.	15hours
	Unit III: Priority Sector Financing and Government initiatives Components of priority sector – RBI guidelines. Government initiatives, Poverty alleviation programs, Rural housing and Urban housing schemes under priority sector.	15hours
	Unit IV: Problems and prospects in Rural Banking Role of rural banking – Problems of Rural branches of Commercial banks – transaction costs and risk costs. Emerging trends in rural banking-financing poor as a bankable opportunity- Micro Credit and Self Help Groups	15hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>Learning Outcomes</u>	Indian Institute of Banking and Finance; Rural Banking; Macmillan; 2018 or Latest edition. Schoenholtz, S. C; Money, Banking and Financial Market; Tata McGraw Hills; 2020 or Latest edition. Saha, S. S; Indian Financial Market; Tata McGraw Hills; 2020 or Latest edition. Bhole.I.M, Mahakud. J; Indian Financial Markets- Structure, Growth and Innovation; Tata Mc Graw Hills; 2017 or Latest edition. S. Subba Reddy; P. Raghu Ram; Agricultural Finance and Management; Oxford & IBH Publishing Co Pvt.Ltd; 2018 or Latest edition.	

<u>References/Readings</u>	At the end of the course, the participant shall will be able to: Explain the role of NABARD and other credit cooperative institutions in financing rural development. Compare and critically evaluate various programs of the government to support the priority sector. Discuss in detail the problems and prospects in rural banking.	
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MGA 408	Introduction to Mutual Fund	4 Credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To enable participants of the course to examine the mutual fund industry and to analyse and evaluate the performance of various mutual fund products.	
Content:	<p>Unit I: Introduction to Mutual Funds Concept of mutual funds, Basic types of mutual funds, Advantages of mutual funds, Difference between mutual funds and bank deposits Mutual Funds - constituents and structure of a mutual fund, Mutual funds in the USA and elsewhere. Difference between a mutual fund and a commercial bank. Various types of Mutual Fund products- Basic classification of mutual funds. Such other products similar to mutual funds.</p> <p>Unit II: Management of bond fund portfolio and equity fund portfolio. Management of bond fund portfolio- Investment of bond funds, Basic characteristics of a bond, Bond valuation, Risks in bond investment, Techniques to enhance bond fund performance, Managing the bond fund. Management of equity fund Portfolio-Equity portfolio, Types of risks and returns that different asset classes offer, Equity share, The value of equity shares, Three types of equity shares, Equity research and Valuation. Passive and active portfolio management, Portfolio strategies.</p> <p>Unit III: Evaluation of performance of mutual funds Measuring fund performance, measuring return, measuring risk, Risk-adjusted return, Comparing fund performance with a reference, Various standardized performance systems, Limitations of performance measurement and evaluation.</p> <p>Unit IV: Regulations of Mutual Fund Industry</p>	<p>15hours</p> <p>15hours</p> <p>15hours</p> <p>15hours</p>

	Contextual significance of mutual fund regulation, Legal environment of mutual funds, Supervision and regulation, Principles of mutual fund regulation, Standards, Rights of investors, Role of industry players in furthering regulatory objectives, Market context, Transparency and disclosure, Limits on fees and expenses, Internal governance within mutual fund complexes.	
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>Khan M.Y; Financial Services; Tata McGraw Hill; 2017 or Latest edition.</p> <p>Mutual Funds Products & Services; Indian Institute of Banking & Finance; Taxmann Publishers; 2015 or Latest edition.</p> <p>Chandra P; Investment Analysis and Portfolio Management ; McGraw Hills; 2021 or Latest edition.</p>	
<u>Learning Outcomes</u>	<p>At the end of the course, the participant shall will be able to:</p> <p>Compare mutual fund with other investment products in the financial market.</p> <p>Differentiate between bond fund portfolio and equity fund portfolio.</p> <p>Evaluate the performance of mutual funds.</p>	

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Discipline Specific Elective Course

MGA 411	Financial Management	4 Credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	At the end of the course, the students will have developed competence in analysing financial information to facilitate long term and short-term financial decisions	
Content:	<p>Unit I: Elementary Analysis of Annual Reports Concepts and Conventions of Accounting, Reading of Annual Report, Balance Sheet, Profit and Loss Account, Vertical Form, Cash Flow statements.</p> <p>Unit II: Analysis of Financial Statements Comparative statements, Common Size Statements, Profitability Ratios, Basic Accounting Standards,</p>	<p>15hours</p> <p>15hours</p>

	<p>Directors' Report, Auditor's Report, Notes to Accounts, Understanding Annual Reports of Companies with Ratio Analyses.</p> <p>Unit III: Capital Budgeting Decisions Scope of Financial Management, Creating Shareholder Value, Agency Issues, Time Value of Money, Forecasting cash flows, Estimation of Project Cost, Techniques of Capital Budgeting: Net Present Value, Internal Rate of Return, Discounted Payback, Profitability Index, Cost of Capital: Meaning and Concept, Calculation of Weighted Average Cost of Capital, Capital Structure and Leverage: concept</p> <p>Unit IV Working Capital Management Basics of Working Capital, Operating cycle, Estimation of Working Capital, Components of Working Capital, namely, Cash, Inventory and Debtors, Sources of Long term and Short term finance</p>	<p>15hours</p> <p>15hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ 6Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<p>N. Ramchandran, Ram Kumar Kakani; Financial Accounting for Management; Tata McGraw-Hill Pvt Ltd; 2017 or Latest edition.</p> <p>N. Ramchandran, Ram Kumar Kakani; How to Read A Balance Sheet; Tata McGraw-Hill Professional: Finance Made Easy Series; 2017 or Latest edition.</p> <p>Ramchandran, Ram Kumar Kakani; How to Read A Profit and Loss Account; Tata McGraw-Hill Professional: Finance Made Easy Series; 2017 or Latest edition.</p> <p>Chandra, Prasanna; Financial Management: Theory and Practice; Tata McGraw-Hill; 2017 or Latest edition.</p> <p>M Y Khan and P K Jain; Financial Management: Text, Problems and Cases; Tata McGraw-Hill; 2018 or Latest edition.</p>	
<u>Learning Outcomes</u>	<p>At the end of the course, the participant shall will be able to:</p> <p>Evaluate the financial objectives of various types of organisations.</p> <p>Explain alternative sources of finance and investment opportunities and their suitability in particular circumstances.</p> <p>Assess the factors affecting investment decisions and opportunities presented to an organisation.</p> <p>Select and apply techniques in managing working</p>	

	capital.	
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MGA 412	Human Resource Management	4 Credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	At the end of the course, the student will have a competence in evaluating the HR practices of a firm and an ability to take Human Resource Management (HRM) decisions, considering the implications of the HRM function on other functions and vice-versa.	
Content:	Unit I: Fundamentals of HR Management Concepts and Perspectives, Corporate objectives and challenges of HR, Job Analysis: Job description and Job Specifications, Human Resource Planning: Demand and Supply, Downsizing and Retention.	15hours
	Unit II: Human Resource Functions Recruitment and Selection, Compensation and Reward Management: Job Evaluation, methods and types of compensation, Performance Management, Potential assessment and Competency development, Training and Development: Training process and method.	15hours
	Unit III: Employee Relations and Trade Unions Trade Union movement and status in India, Politics and Unions, Negotiations, Grievance Redressal, Dispute Resolution and Conflict Management, Employee Empowerment, Employee health orientation and managing Sickness/Absenteeism at workplace.	15hours
	Unit IV: Organizational strategy Structure, culture and change and their implications for HRM, Technology in HR, Green HRM and Sustainability, Introduction to International HRM	15hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	Ca Noe R A, Hollenbeck JR, Gerhart B and Wright P M; Human Resource Management: Gaining a competitive advantage; McGraw Hill; 2022 or	

	<p>Latest Edition.</p> <p>Dessler, Gary; A Framework for Human Resource Management; Pearson Education India; 2012 or Latest Edition.</p> <p>Armstrong M, Taylor S; Armstrong's Handbook of Human Resource Management Practice; Kogan Page, 2020 or Latest Edition.</p> <p>P. Jyothi, D.N. Venkatesh; Human Resource Management; Oxford University Press; 2012 or Latest edition.</p> <p>John Ivancevich; Human Resource Management; Tata McGraw Hill; 2016 or Latest edition.</p>	
<u>Learning Outcomes</u>	<p>At the end of the course, the participant shall will be able to:</p> <ul style="list-style-type: none"> - Designing a job description and specification for a position. - Identifying factors that impact human resource planning. - Identifying the importance of employee engagement for the success of an organization. - Comprehending the role of human resource management towards organization success. 	

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MGA 413	Communication Skills	4 Credits
<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	To introduce the essentials of effective communication in different context and to introduce the basics of writing resumes.	
<u>Content:</u>	<p>Unit I: Introduction Difference between formal and informal communication; Communication process, types, Effectiveness in communication – the Roles of Sender, Receiver and the medium; Role of culture in communication; Importance of Non-Verbal Communication.</p> <p>Unit II: Oral Communication Skills required for effective interpersonal and group communication, effective public speaking, noise in communication and its prevention, barriers and gateways in communication.</p> <p>Unit III: Written Communication Fundamentals of effective writing; different forms of written communication; report writing, creative writing; structure and content of various types of reports.</p>	<p>15hours</p> <p>15hours</p> <p>15hours</p>

	Unit IV: Creativity in Communication and Resume Writing Competitive versus collaborative communication, types of negotiation, barriers in effective negotiation, interests versus positions in negotiation. Fundamentals of Resume Writing, Writing effective Cover letters and emails to organizations.	15hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
References/Readings -	AnjaneeSethi, BhavnaAdhikari, Effective Business Communication, Tata McGraw Hill Education, 2009 or Latest Edition. Prasad, Hari Mohan, How to prepare for Group Discussion and Interview, Tata McGraw Hill, 2005 or Latest Edition Courtland L Bovee, John V Hill, Roshan Lal Raina, Business Communication Today, Pearson, 2021 or Latest Edition Raymond V Lesilar, Marie, E Flatley, Kathryn Rentz, Paula Lentz, NeerjaPande, Business Communication - Connecting in a Digital World, Tata McGraw Hill, 2015 or Latest Edition	
Learning Outcomes -	At the end of the session the participants will be able to: • Improve their verbal, written and interpersonal communication. • Improve Business and Creative Writing Skills • Prepare an effective CV.	

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MGA 414	Marketing Management	4 Credits
Prerequisitesfor the course:	Nil	
Objective:	At the end of the course, the students would have competence in using Marketing Frameworks, Theories and analytical tools for analysing and decision making in the area of Marketing.	
Content:	Unit I:Role of Marketing Core Concepts of Needs, Wants and Demands, Marketing Orientation of Companies. Strategic Planning and Marketing Management Process. External Environment including Customers and Suppliers. Consumer Behaviour and Consumer markets, Theories of Consumption Behaviour, Buying Process and decision	15 hours

	<p>making process. Types of Buying behavior. Organisational Buying behavior, Industrial Market, Reseller Markets, Government Markets.</p> <p>Unit II:Marketing Information Systems Concepts and components, Market Measurement and Forecasting techniques, Demand Estimation, Segmentation, Targeting and Positioning, Types of segmentation, Basis for Segmentation. Marketing Plan, Process and evaluation, New Product Development Process, Product Life Cycle concept, different strategies of different stages of PLC, Strategies for Leaders, Followers, Challengers and Nichers.</p> <p>Unit III: Pricing methods and distribution Product Concept and hierarchy, Product decisions, Branding and Packaging Decisions, Pricing and setting of Price, Methods of Pricing and initiating responses to Price Cuts. Channels of Distribution, Role and Types of Channel, Distribution Channel design and management and modification. Retailing and Wholesaling. Advertising and Integrated Marketing Communication. Advertising decisions, Media decisions, Sales promotion concept and designing. Sales Management and Personal Selling. Digital Marketing and Social Media Marketing.</p> <p>Unit IV: Marketing and Controls Marketing Plan, Audits and Control of Marketing Decisions. Annual Plan Control, Profitability Control, Efficiency, Role of Marketing, Core Concepts of Needs, Wants and Demands, Marketing Orientation of Companies, Strategic Control.</p>	<p>15hours</p> <p>15 hours</p> <p>15 hours</p>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Reading</u>	<p>Majarao, Simon; 'The Essence of Marketing'; Prentice Hall of India Limited; New Delhi; 1993 or Latest edition.</p> <p>Kotler, Philip. Keller Kevin., Koshy Abraham., and JhaMithileshawar; 'Marketing Management: A South Asian Perspective'; Pearson Education India, 2009 or Latest edition.</p> <p>Ramaswami., Namkumari; Marketing</p>	

	<p>Management, MacmillanIndia Ltd. New Delhi: 2009 or Latest Edition</p> <p>Baines, Paul; Chris, Fill; Kelly, Page; Sinha, Piyush Kumar: MarketingManagement; Oxford Press, India: 2013 or Latest Edition.</p> <p>Lamb, Hair, Sharma, Mcdaniel; Principles of Marketing: a South Asian Perspective; Cengage Learning; 2016 or Latest Edition.</p>	
<p><u>Learning Outcomes</u></p> <p>-</p> <p>-</p>	<p>At the end of the course, the participant shall will be able to:</p> <p>Formulate a marketing plan that will meet the needs or goals of a business or organization.</p> <p>Develop an integrated marketing communications plan for a product, concept, good and/or service based on an identified market need or target.</p> <p>Formulate strategies for developing new and/or modified products, concepts, goods and services that respond to evolving market needs.</p> <p>Develop strategies for the efficient and effective placement/distribution of products, concepts, goods, and services that respond to evolving markets</p>	

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D 4.1 Goa College of Engineering, Farmagudi
D 4.1.1 ME Computer Science and Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	No
If Yes, Grade and year	NA
Research funding received by college last year	
Programme being reviewed by AIC	M.E. (Computer Science and Engineering)
Programme fee per year per student	Rs 58875/-
Is financial position of the programme as per SC-1?	Yes

Faculty

No. of applications received for admission to the Programme ME (COMPUTER SCIENCE ENGINEERING) during last 3 academic years

Academic Year	Name of the course M.E. (PG)	No. of applications	No. of seats sanctioned	No. of seats filled
2019-20	COMPUTER SCIENCE ENGINEERING	15	18	10
2020-21	COMPUTER SCIENCE ENGINEERING	15	18	09
2021-22	COMPUTER SCIENCE ENGINEERING	08	18	09

Infrastructure

Classrooms available to the programme and area of each classroom	Yes
Teaching aids available for the programme	Yes
Laboratories used by the programme and area of each laboratory	Yes
Special equipment used in the programme	Yes
Availability of staff room to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	Yes

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D 4.1.2 ME Micro Electronics

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22.02.2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	NO
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	ME (ETC) Microelectronics
Sanctioned Strength	15
Programme fee per year per student	M.E. Rs.58,875/-
Is financial position of the programme as per SC-1?	YES
Number of faculty members sanctioned for programme	
Number of faculty positions filled	
Faculty Member 1	Dr Rajesh B Lohani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs 2,97,212/-
Faculty Member 2	Dr Ameeta Amonkar
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,99,400/-
Faculty Member 3	Dr Hassanali Virani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 2,99,400/-
Faculty Member 4	Dr Nitesh Guinde
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,58,968/-
Faculty Member 5	Mrs Nayana Shenvi
Highest qualification	ME (ECI) First Class with Distinction
Qualified as per UGC?	Yes

Nature of Appointment	Permanent
Salary	Rs. 2,45,632/-
Faculty Member6	MrChetan Desai
Highestqualification	ME(Microelectronics) First Class with Distinction
Qualified as perUGC?	Yes
Nature of Appointment	Permanent
Salary	1,42,540/-
Faculty Member7	DrShajahanKutty
Highestqualification	PhD
Qualified as perUGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.223096/-
Faculty Member8	MrsAmitaDessai
Highestqualification	ME(ECI) First Class with Distinction
Qualified as perUGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 223096/-
Faculty Member9	Mrs Sonia Kuwelkar
Highestqualification	ME(Microelectronics)First Class with Distinction
Qualified as perUGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.218272/-
Faculty Member10	MrMilindFernandes
Highestqualification	ME(ECI) First Class with Distinction
Qualified as perUGC?	Yes
Nature of Appointment	Permanent
Salary	Rs 112744/-
Faculty Member11	MrDevendraSutar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature of Appointment	Permanent
Salary	Rs 112592/-
Faculty Member12	MrSangamBorkar
Highestqualification	ME(Electronics) First Class
Qualified as perUGC?	Yes
Nature of Appointment	Permanent
Salary	Rs 133720/-
Faculty Member13	MsPurtiSavardekar
Highestqualification	ME(ECI) First Class

Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member14	MsGeetaShet
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member15	MrsPalhaviKerkar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 122776/-
Faculty Member16	CF1
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member17	CF2
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.55,000/-
Faculty Member18	CF3
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member19	CF4
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member20	CF5
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member21	CF6

Highest qualification	ME ETC.
Qualified as per UGC?	Yes
Nature of Appointment	Contract Faculty
Salary	Rs.50,000/-

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No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2019-20	22	15	7
2020-21	15	15	0
2021-22	15	15	7

Infrastructure

Classrooms available to the programme and area of each classroom	Enclosure I
Teaching aids available for the programme	Enclosure II
Laboratories used by the programme and area of each laboratory	Enclosure II
Special equipment used in the programme	Enclosure II
Availability of staff room to teachers	Yes, Enclosure I
Availability of common room to students	Yes, Enclosure I
Library facilities available to the programme	Yes.
Sports facilities available to the programme	Yes.
Canteen facilities	Yes.
Health facilities, Counseling, etc. available to the programme	Yes.
Description of facilities that have been added since the last AIC visit	Enclosure III

Data on placements of last 3 batches:

Batch: (2018-2019)

Sr.No	Students Name	Degree	PR. No.	Placement Details
01	Shruthi Joshi	ME(ETC) Microelectronics	201307072	Infosys

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Batch: (2019-2020)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	Niraj N. Gawade	ME(ETC) IARF	201401531	EME Automation
02	DepikaPrabhu	ME(ETC) IARF	201406359	SIVA Inotec, Verna
03	Puja Patil	ME(ETC) IARF	201202778	Siemens ,Verna
04	MadhavKshirsagar	ME(ETC) Microelectronics	201401159	Siemens ,Verna

Batch: (2020-2021)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	ShivartiNaik	ME(ETC) ECI	201401475	L&T Technology Services Ltd & Infosys.
02	Amogh Sanjeev Sinai Karapurkar	ME(ETC) Microelectronics	201510511	L&T Technology Services Ltd.

Batch: (2021-2022)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	DigvijayDessai	ME(ETC) ECI	201610554	Sierra Circuits

Batch: 2018-2019

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	Varadraj Sinai Kakodkar	ETC	201509171	Visteon
2	SiddharthKhokhar	ETC	201509103	TCS
3	SaloniPaiRaiker	ETC	201509200	Visteon
4	Rahul Sunil	ETC	201509018	Accenture
5	Rohan Jha	ETC	201508880	Adage Automation
6	Soham Sinai Borkar	ETC	201508910	Visteon
7	STEPHEN XAVIER JORAN DCOSTA	ETC	201509194	VISTEON
8	Shelton Rodrigues	ETC	201508905	Adage Automation
9	Abhishek Chari	ETC	201610636	Remote Software Solutions

10	Sahil Alias RugvedRaghuchandraBandeekar	ETC	201509160	Accenture,Infosys
11	Vikrant Corjuenkar	ETC	201509150	Accenture,TCS
12	SaurabhkumarAshokkumarMau rya	ETC	201509190	Accenture Solutions Pvt. Ltd.,TCS
13	SiyaKamat	ETC	201508914	INFOSYS,TCS
14	HarshadaKamat	ETC	201509083	Accenture,IBM
15	SAI MAHESH SARDESAI	ETC	201509126	Visteon,Remote Software
16	PratimaTripathi	ETC	201509138	Accenture,TCS
17	Harsh SubhashNaik	ETC	201508852	Accenture,Infosys
18	VidyasagarMekkalki	ETC	201509197	Indus Valley Partners,TCS
19	IshaPaiPanandiker	ETC	201508890	Accenture,Adage Automation
20	SachitraGaonkar	ETC	201508948	Accenture,Infosys
21	Lakhani Ruchir	ETC	201509011	Accenture,Infosys
22	Ishan Kholkar	ETC	201509205	Capgemini,Adage Automation
23	Abdul Kadir Khan	ETC	201509202	Accenture,Infosys,AdageAuto mataion
24	AniketChavan	ETC	201509119	TCS,Accenture,Infosys
25	Afshan Mohammad Ali Khan	ETC	201509322	TCS,Accenture,Infosys
26	AbhayKeni	ETC	201509141	TCS,Accenture,Adage Automation

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Batch: 2019-2020

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	AKSHADA SHIVANAND BANDEKAR	ETC	201610533	IBM
2	ATHALYE JANHAVI SHRIRAM	ETC	201610536	IBM,HOTEL HUB
3	DINIZ KEAGAN WILLIAM	ETC	201610559	IBM
4	SAWAIKAR ESHA NARENDRA	ETC	201610615	IBM,HOTEL HUB
5	KENI RAVINA RAJIV	ETC	201610581	TCS
6	KENI RAJ ALIAS VISHANT PRAMOD	ETC	201610580	TCS,Capegemini
7	METHAR REENA RAJENDRA	ETC	201610587	Capegemini
8	NIDHI RAJEEV NAIK	ETC	201610603	Capegemini
9	PAI G VIKRAM	ETC	201610604	TCS
10	SAWANT ABHINAV ANKUSH	ETC	201610617	FreeThink,Capegemi ni
11	SHIRODKAR SHRESHA DINESH	ETC	201610626	Capegemini
12	KANEKAR SHWETA NANDKISHOR	ETC	201610574	WIPRO
13	MANVENDRA SINGH	ETC	201610752	Tangentia,Capegemi ni
14	JOY PAHARI	ETC	201610779	BYJUS
15	PRATIK NEGI	ETC	201610755	BYJUS
16	MOHINISH NAIR	ETC	201610766	APPSTRAIL

Batch: 2020-2021

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	Rohan Kumar	ETC	201705150	INFOSYS,TCS,ACCENTURE
2	Neha Shinkre	ETC	201704603	INFOSYS,ACCENTURE
3	Sahana Kulkarni	ETC	201705161	INFOSYS,ACCENTURE
4	RajviLawande	ETC	201704572	INFOSYS,TCS
5	Chirag Burye	ETC	201704587	INFOSYS
6	Saeera Desai	ETC	201704579	Accenture,TCS
7	CalidaMascarenhas	ETC	201705121	Accenture
8	Pritesh Alias VaibhavNaik	ETC	201705004	Accenture
9	Ashutosh Yadav	ETC	201705162	Accenture
10	SohanNageshkar	ETC	201704594	Accenture
11	Shrihari Nair	ETC	201704598	Accenture,TCS
12	KrishnaprasadUdipi	ETC	201704584	Accenture
13	RinuManoj V.	ETC	201704581	TCS
14	Rishav Sunil Kumar	ETC	201705125	TCS
15	CrizelFernandes	ETC	201705123	TCS
16	RutaManojKalangutkar	ETC	201704566	TCS
17	SumeetLohar	ETC	201711490	One-Shield
18	Leroy Martin Do Rosario Noronha	ETC	201704447	One-Shield
19	DhanshreeRane	ETC	201704591	Open Destination,PSL
20	SarvajitTilve	ETC	201704992	Open Destination,Remote Software Solutions
21	Anirudha Chari	ETC	201704585	PSL
22	DivyaNaik	ETC	2017046	Claysys Technologies

			02	
23	Diksha Barad	ETC	201705015	ClaysysTechnologies,Adage
24	TanviDongrekar	ETC	201705094	IBM
25	NityanandWaingankar	ETC	201711489	Zimetrics
26	Neha Murthy	ETC	201705160	Hotel Hub
27	Aditya Gaitonde	ETC	201704577	PSL

Batch: 2021-2022

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	Kevin Rinaldo Peter	ETC	201807381	Persistent Systems Limited,One-Shield
2	Saishaparab	ETC	201807422	Persistent Systems Limited
3	ErishaVelanyFerrao	ETC	201807762	Persistent Systems Limited
4	UrviUdayNaik	ETC	201807444	Persistent Systems Limited
5	M Gokul Raj	ETC	201807361	Persistent Systems Limited,Visteon (Hardware Role)
6	ShridharMaskeri	ETC	201807757	Persistent Systems Limited,One-Shield
7	Krutam P NaikGaonkar	ETC	201807552	Persistent Systems Limited
8	AishwaryaParab	ETC	201807635	Persistent Systems Limited,One-Shield
9	Aastha Sen	ETC	201807636	IVP
10	Tanha Santhosh Ponnappan	ETC	201807771	TCS,Accenture
11	ShubhamDevanandMayenkar	ETC	201807743	TCS,Infosys
12	Narayan alias Sandesh V Phadte	ETC	201807558	TCS
13	AnushreeUmeshSonurlekar	ETC	201807746	TCS,Infosys,Hotelhub
14	Arpita Sinai Kerkar	ETC	201807754	TCS,Wipro
15	sharvishenvi	ETC	201807499	Accenture,IFB
16	Amanda Fernandes	ETC	201807753	Accenture,Visteon (Hardware Role)
17	Sakshi Joshi	ETC	201807421	Accenture
18	NidhiRaikar	ETC	201807332	Accenture
19	Virajkudav	ETC	201807432	Infosys
20	Heena Sheikh	ETC	201807373	Infosys
21	MahimaDalvi	ETC	201807144	Wipro,Hotelhub
22	Siddhi Parsekar	ETC	201807756	Wipro
23	Anukeerti Sharma	ETC	201807393	Wipro,Visteon (Hardware Role)
24	Siddesh Narayan Naik	ETC	201807403	Zimetrics,Visteon (Hardware Role)
25	AkshayPhadke	ETC	201807614	Zimetrics
26	Abijith C S	ETC	201807382	Visteon (Hardware Role),Accenture

27	Kiran Kumbar	ETC	201909963	Visteon (Hardware Role)
28	KeshavNadkarni	ETC	201807174	Visteon (Hardware Role)
29	YuktiKawlekar	ETC	201807143	Visteon (Hardware Role)
30	Joel Pires	ETC	201807402	Visteon (Hardware Role)
31	RukmaBonsule	ETC	201807752	Wipro,Infosys,Hotelhub
32	SaloniPhadte	ETC	201807571	Elait
33	AshitoshNaik	ETC	201807755	Hotelhub
34	SharviShenvi	ETC	201807499	IFB
35	Ajay Gopinathapanickar P	ETC	201903495	IFB
36	Balkrishna Alias ChiranjiviNaik	ETC	201903492	Siemens
37	Asher Francis Mascarenhas	ETC	201807329	Claysys,Crompton
38	AkashNamdevNaik	ETC	201807654	Claysys
39	AshutoshSurendraSonnad	ETC	201807533	Adage Automation
40	SiddhantPrabhudesai	ETC	201807392	Adage Automation,Crompton
41	SanjitSardessai	ETC	201807641	Adage Automation
42	RajatDegvekar	ETC	201903493	Wirpo,Crompton

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D 4.1.3 ME Electronics Communication and Instrumentation

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	NO
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	ME (ETC) Electronic Communication & Instrumentation
Sanctioned Strength	15
Programme fee per year per student	Rs.58,875/-
Is financial position of the programme as per SC-1?	YES
Number of faculty members sanctioned for programme	
Number of faculty positions filled	
Faculty Member 1	Dr Rajesh B Lohani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs 2,97,212/-
Faculty Member 2	Dr Ameeta Amonkar
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,99,400/-
Faculty Member 3	Dr Hassanali Virani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 2,99,400/-
Faculty Member 4	Dr Nitesh Guinde
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,58,968/-
Faculty Member 5	Mrs Nayana Shenvi
Highest qualification	ME (ECI) First Class with

Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs. 2,45,632/-
Faculty Member6	MrChetan Desai
Highestqualification	ME(Microelectronics) First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	1,42,540/-
Faculty Member7	MrShajahanKutty
Highestqualification	PhD
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.223096/-
Faculty Member8	MrsAmitaDessai
Highestqualification	ME(ECI) First Class with
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs. 223096/-
Faculty Member9	Mrs Sonia Kuwelkar
Highestqualification	ME(Microelectronics)First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.218272/-
Faculty Member10	MrMilindFernandes
Highestqualification	ME(ECI) First Class with
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 112744/-
Faculty Member11	MrDevendraSutar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 112592/-
Faculty Member12	MrSangamBorkar
Highestqualification	ME(Electronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 133720/-
Faculty Member13	MsPurtiSavardekar

Highestqualification	ME(ECI) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member14	MsGeetaShet
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member15	MrsPalhaviKerkar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 122776/-
Faculty Member16	CF1
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member17	CF2
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.55,000/-
Faculty Member18	CF3
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member19	CF4
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member20	CF5
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-

Faculty Member 21	CF6
Highest qualification	ME ETC.
Qualified as per UGC?	Yes
Nature of Appointment	Contract Faculty
Salary	Rs.50,000/-

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No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2019-20	22	15	7
2020-21	18	15	11
2021-22	16	15	5

Infrastructure

Classrooms available to the programme and area of each classroom	Enclosure I
Teaching aids available for the programme	Enclosure II
Laboratories used by the programme and area of each laboratory	Enclosure II
Special equipment used in the programme	Enclosure II
Availability of staff room to teachers	Yes, Enclosure I
Availability of common room to students	Yes, Enclosure I
Library facilities available to the programme	Yes.
Sports facilities available to the programme	Yes.
Canteen facilities	Yes.
Health facilities, Counseling, etc. available to the programme	Yes.
Description of facilities that have been added since the last AIC visit	Enclosure III

Data on placements of last 3 batches:

Batch: (2018-2019)

Sr.No	Students Name	Degree	PR. No.	Placement Details
01	Shruthi Joshi	ME(ETC) Microelectronics	201307072	Infosys

Batch: (2019-2020)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	Niraj N. Gawade	ME(ETC) IARF	201401531	EME Automation
02	DepikaPrabhu	ME(ETC) IARF	201406359	SIVA Inotec, Verna
03	Puja Patil	ME(ETC) IARF	201202778	Siemens ,Verna
04	MadhavKshirsagar	ME(ETC) Microelectronics	201401159	Siemens ,Verna

Batch: (2020-2021)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	ShivartiNaik	ME(ETC) ECI	201401475	L&T Technology Services Ltd & Infosys.
02	Amogh Sanjeev Sinai Karapurkar	ME(ETC) Microelectronics	201510511	L&T Technology Services Ltd.

Batch: (2021-2022)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	DigvijayDessai	ME(ETC) ECI	201610554	Sierra Circuits

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Batch: 2018-2019

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	Varadraj Sinai Kakodkar	ETC	201509171	Visteon
2	SiddharthKhokhar	ETC	201509103	TCS
3	SaloniPaiRaiker	ETC	201509200	Visteon
4	Rahul Sunil	ETC	201509018	Accenture
5	Rohan Jha	ETC	201508880	Adage Automation
6	Soham Sinai Borkar	ETC	201508910	Visteon

7	STEPHEN XAVIER JORAN DCOSTA	ETC	201509194	VISTEON
8	Shelton Rodrigues	ETC	201508905	Adage Automation
9	Abhishek Chari	ETC	201610636	Remote Software Solutions
10	Sahil Alias RugvedRaghuchandraBandeekar	ETC	201509160	Accenture,Infosys
11	Vikrant Corjuenkar	ETC	201509150	Accenture,TCS
12	SaurabhkumarAshokkumarMau rya	ETC	201509190	Accenture Solutions Pvt. Ltd.,TCS
13	SiyaKamat	ETC	201508914	INFOSYS,TCS
14	HarshadaKamat	ETC	201509083	Accenture,IBM
15	SAI MAHESH SARDESAI	ETC	201509126	Visteon,Remote Software
16	PratimaTripathi	ETC	201509138	Accenture,TCS
17	Harsh SubhashNaik	ETC	201508852	Accenture,Infosys
18	VidyasagarMekkalki	ETC	201509197	Indus Valley Partners,TCS
19	IshaPaiPanandiker	ETC	201508890	Accenture,Adage Automation
20	SachitraGaonkar	ETC	201508948	Accenture,Infosys
21	Lakhani Ruchir	ETC	201509011	Accenture,Infosys
22	Ishan Kholkar	ETC	201509205	Capgemini,Adage Automation
23	Abdul Kadir Khan	ETC	201509202	Accenture,Infosys,AdageAuto mataion
24	AniketChavan	ETC	201509119	TCS,Accenture,Infosys
25	Afshan Mohammad Ali Khan	ETC	201509322	TCS,Accenture,Infosys
26	AbhayKeni	ETC	201509141	TCS,Accenture,Adage Automation

Batch: 2019-2020

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	AKSHADA SHIVANAND BANDEKAR	ETC	201610533	IBM
2	ATHALYE JANHAVI SHRIRAM	ETC	201610536	IBM,HOTEL HUB
3	DINIZ KEAGAN WILLIAM	ETC	201610559	IBM
4	SAWAIKAR ESHA NARENDRA	ETC	201610615	IBM,HOTEL HUB
5	KENI RAVINA RAJIV	ETC	201610581	TCS
6	KENI RAJ ALIAS VISHANT PRAMOD	ETC	201610580	TCS,Capegemini
7	METHAR REENA RAJENDRA	ETC	201610587	Capegemini
8	NIDHI RAJEEV NAIK	ETC	201610603	Capegemini
9	PAI G VIKRAM	ETC	201610604	TCS
10	SAWANT ABHINAV ANKUSH	ETC	201610617	FreeThink,Capegemini
11	SHIRODKAR SHRESHA DINESH	ETC	201610626	Capegemini
12	KANEKAR SHWETA NANDKISHOR	ETC	201610574	WIPRO
13	MANVENDRA SINGH	ETC	201610752	Tangentia,Capegemini
14	JOY PAHARI	ETC	201610779	BYJUS
15	PRATIK NEGI	ETC	201610755	BYJUS
16	MOHINISH NAIR	ETC	201610766	APPSTRAIL

Batch: 2020-2021

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	Rohan Kumar	ETC	201705150	INFOSYS,TCS,ACCENTURE
2	Neha Shinkre	ETC	201704603	INFOSYS,ACCENTURE
3	Sahana Kulkarni	ETC	201705161	INFOSYS,ACCENTURE
4	RajviLawande	ETC	201704572	INFOSYS,TCS
5	Chirag Burye	ETC	201704587	INFOSYS
6	Saeera Desai	ETC	201704579	Accenture,TCS
7	CalidaMascarenhas	ETC	201705121	Accenture
8	Pritesh Alias VaibhavNaik	ETC	201705004	Accenture
9	Ashutosh Yadav	ETC	201705162	Accenture
10	SohanNageshkar	ETC	201704594	Accenture
11	Shrihari Nair	ETC	201704598	Accenture,TCS
12	KrishnaprasadUdipi	ETC	201704584	Accenture
13	RinuManoj V.	ETC	201704581	TCS
14	Rishav Sunil Kumar	ETC	201705125	TCS
15	CrizelFernandes	ETC	201705123	TCS
16	RutaManojKalangutkar	ETC	201704566	TCS
17	SumeetLohar	ETC	201711490	One-Shield
18	Leroy Martin Do Rosario Noronha	ETC	201704447	One-Shield
19	DhanshreeRane	ETC	201704591	Open Destination,PSL
20	SarvajitTilve	ETC	201704992	Open Destination,Remote Software Solutions
21	Anirudha Chari	ETC	201704585	PSL
22	DivyaNaik	ETC	201704602	Claysys Technologies

23	Diksha Barad	ETC	201705015	ClaysysTechnologies,Adage
24	TanviDongrekar	ETC	201705094	IBM
25	NityanandWaingankar	ETC	201711489	Zimetrics
26	Neha Murthy	ETC	201705160	Hotel Hub
27	Aditya Gaitonde	ETC	201704577	PSL

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Batch: 2021-2022

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	Kevin Rinaldo Peter	ETC	201807381	Persistent Systems Limited,One-Shield
2	Saishaparab	ETC	201807422	Persistent Systems Limited
3	ErishaVelanyFerrao	ETC	201807762	Persistent Systems Limited
4	UrviUdayNaik	ETC	201807444	Persistent Systems Limited
5	M Gokul Raj	ETC	201807361	Persistent Systems Limited,Visteon (Hardware Role)
6	ShridharMaskeri	ETC	201807757	Persistent Systems Limited,One-Shield
7	Krutam P NaikGaonkar	ETC	201807552	Persistent Systems Limited
8	AishwaryaParab	ETC	201807635	Persistent Systems Limited,One-Shield
9	Aastha Sen	ETC	201807636	IVP
10	Tanha Santhosh Ponnappan	ETC	201807771	TCS,Accenture
11	ShubhamDevanandMayenkar	ETC	201807743	TCS,Infosys
12	Narayan alias Sandesh V Phadte	ETC	201807558	TCS
13	AnushreeUmeshSonurlekar	ETC	201807746	TCS,Infosys,Hotelhub
14	Arpita Sinai Kerkar	ETC	201807754	TCS,Wipro
15	sharvishenvi	ETC	201807499	Accenture,IFB
16	Amanda Fernandes	ETC	201807753	Accenture,Visteon (Hardware Role)

17	Sakshi Joshi	ETC	20180742 1	Accenture
18	NidhiRaikar	ETC	20180733 2	Accenture
19	Virajkudav	ETC	20180743 2	Infosys
20	Heena Sheikh	ETC	20180737 3	Infosys
21	MahimaDalvi	ETC	20180714 4	Wipro,Hotelhub
22	Siddhi Parsekar	ETC	20180775 6	Wipro
23	Anukeerti Sharma	ETC	20180739 3	Wipro,Visteon (Hardware Role)
24	Siddesh Narayan Naik	ETC	20180740 3	Zimetrics,Visteon (Hardware Role)
25	AkshayPhadke	ETC	20180761 4	Zimetrics
26	Abijith C S	ETC	20180738 2	Visteon (Hardware Role),Accenture
27	Kiran Kumbar	ETC	20190996 3	Visteon (Hardware Role)
28	KeshavNadkarni	ETC	20180717 4	Visteon (Hardware Role)
29	YuktiKawlekar	ETC	20180714 3	Visteon (Hardware Role)
30	Joel Pires	ETC	20180740 2	Visteon (Hardware Role)
31	RukmaBonsule	ETC	20180775 2	Wipro,Infosys,Hotelhub
32	SaloniPhadte	ETC	20180757 1	Elait
33	AshitoshNaik	ETC	20180775 5	Hotelhub
34	SharviShenvi	ETC	20180749 9	IFB
35	Ajay Gopinathapanickar P	ETC	20190349 5	IFB
36	Balkrishna Alias ChiranjiviNaik	ETC	20190349 2	Siemens
37	Asher Francis Mascarenhas	ETC	20180732 9	Claysys,Crompton
38	AkashNamdevNaik	ETC	20180765 4	Claysys
39	AshutoshSurendraSonn ad	ETC	20180753 3	Adage Automation
40	SiddhantPrabhudesai	ETC	20180739	Adage Automation,Crompton

			2	
41	SanjitSardessai	ETC	20180764 1	Adage Automation
42	RajatDegvekar	ETC	20190349 3	Wirpo,Crompton

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D 4.1.4 ME Information Technology

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	No
If Yes, Grade and year	
Research funding received by college last year	
Programme being reviewed by AIC	Masters in Information Technology & Engineering
Programme fee per year per student	Rs. 58,875/-
Is financial position of the programme as per	YES

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	
Number of faculty positions filled	
FacultyMember1	Dr.Nilesh B.Fal Dessai
Highest Qualification	Ph.D. (Computer Science and Technology)
Designation	Professor
Pay	1,82,700
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember2	Dr.Aisha Fernandes
Highest Qualification	Ph.D. (Computer Engineering)
Designation	Associate Professor
Pay	1,52,000
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember3	Ms.Vaishali Shirodkar
Highest Qualification	M.E (Computer Science & Engineering)
Designation	Assistant Professor
Pay	101100
Nature of Appointment	Regular
Is Qualified as UGC	Yes

FacultyMember4	Mr. Ganesh Vasudeo Manerkar
Highest Qualification	M.E (Computer Science & Engineering)
Designation	Assistant Professor
Pay	76200
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember5	Mr.Amogh Ajit Sanzgiri
Highest Qualification	M.E (Information Technology)
Designation	Assistant Professor
Pay	89800
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember6	Ms.Megha Nayak
Highest Qualification	M.E (Computer Science & Engineering)
Designation	Assistant Professor
Pay	75300
Nature of Appointment	Regular
Is Qualified as UGC	Yes
Faculty Member 7	Ms. Nadine Amalia Dias
Highest Qualification	M.E (Information Technology)
Designation	Assistant Professor
Pay	84800
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember8	Ms. Deepali M. Raikar
Highest Qualification	M.E (Information Technology)
Designation	Assistant Professor
Pay	75300
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember9	Ms. Soniya S. Usgaonkar
Highest Qualification	M.E (Information Technology)
Designation	Assistant Professor
Pay	84800
Nature of Appointment	Regular
Is Qualified as UGC	Yes

FacultyMember10	Ms.Siddhi Naik
Highest Qualification	M.E (Information Technology)
Designation	Assistant Professor
Pay	75300
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember11	Ms.Diana Miranda
Highest Qualification	M.E (Computer Science & Engineering)
Designation	Assistant Professor
Pay	61200
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember12	Mr.Mario Pinto
Highest Qualification	M.E (Computer Science & Engineering)
Designation	Assistant Professor
Pay	75300
Nature of Appointment	Regular
Is Qualified as UGC	No
FacultyMember13	Mr Bipin Naik
Highest Qualification	M.E (Computer Science & Engineering)
Designation	Assistant Professor
Pay	61200
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember14	Ms Aparna Rane
Highest Qualification	M.E (Information Technology)
Designation	Assistant Professor
Pay	61200
Nature of Appointment	Regular
Is Qualified as UGC	Yes
FacultyMember15	Ms. Seeya V.Gude
Highest Qualification	M.E (Information Technology)
Designation	Assistant professor
Pay	750 per lecture
Nature of Appointment	Visiting/Contract
Is Qualified as UGC	No

FacultyMember16	Ms. Rucha Sahakari
Highest Qualification	M.E (Information Technology)
Designation	Assistant professor
Pay	750 per lecture
Nature of Appointment	Visiting/Contract
Is Qualified as UGC	No
FacultyMember17	Ms. Tanvi Harmalkar
Highest Qualification	ME (ETC)
Designation	Assistant professor
Pay	750 per lecture
Nature of Appointment	Visiting/Contract
Is Qualified as UGC	Yes
FacultyMember18	Ms. Gayaksha Kandolkar
Highest Qualification	M.E (Information Technology &
Designation	Assistant professor
Pay	750 per lecture
Nature of Appointment	Visiting/Contract
Is Qualified as UGC	Yes

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No. of applications received for admission to the programme during last 3 academic years

Academicyear	No.ofapplications	No.of seatssanctioned	No.of seatsfilled
2019-2020	09	18	06
2020-2021	13	18	13
2021-2022	10	18	10

Infrastructure

Classrooms available to the programme and area of each classroom	2 Classrooms with dimensions of 6mtrs by 4.5 mtrs making an area of 27 sq. mtrs. Seating capacity of 36.
Teaching aids available for the programme	LCD Projectors, Smart Board, Chalk boards
Laboratories used by the programme and area of each laboratory	2 Laboratories: Research Laboratory — 1, Research Laboratory -2; having dimensions of 6 mtrs by 9 mtrs making an area of 54 sq. mtrs. Total computing machines of 33 per laboratory.

Special equipment used in the programme	Ms Windows (20 + 18 pre-installed) / Linux OS, MatLab (10), Simulink (10), Communication System Toolbox (5), MatLab Compiler (1), Signal Processing ToolBox (5), Computer Network Simulator Softwares, NetSim, Raspberry Pi Kits (40). Multiple Open Source Softwares.
Availability of staffroom to teachers	Yes . Individual cabins and a faculty hub
Availability of common room to students	Yes .
Library facilities available to the programme	Yes . Central library & Dept. Library
Sports facilities available to the programme	Yes . Outdoor and gymkana
Canteen facilities	Yes
Health facilities, Counseling, etc.available to the programme	Yes . Individual mentors are assigned and Central professional counseling facility
Description of facilities that have been added since the last AIC visit	Laptop, Drinking water, High end Printer Copier Machine

Data on placements of last3 batches:

Batch: 2018-2019

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	Sanjeet S Kanekar	ME(ITE)		Assistant Professor (PCCE)
02	Ruchi S. Ghantkar	ME(ITE)		Claysys, Porvorim.
03	Pranita B. Desai	ME(ITE)		Anant Infomedia
04	Ankita Jaiswal	ME(ITE)		Assistant Professor- Chattisgarh
05	Prashila S. Borkar	ME(ITE)		DOIT

Batch: 2019-2020

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	Dessai Harsha R	ME(ITE)	201510119	L & T- Mysore
02	Sarvadnya Navti	ME(ITE)	201508956	Water Resources dept, Porveoim, goa.
03	Gayaksha Kandolkar	ME(ITE)	201510315	Assistant Professor (PCCE)
04	Najiya Naj	ME(ITE)		Assistant Professor- Chattisgarh

05	Reuben Pinto	ME(ITE)	201007478	Creative Capsule- Verna.
06	Resha K.	ME(ITE)		Assistant Professor, GPB

Batch: 2020-2021

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	BANDODKAR SWEETEN		201510083	Trellisoft
02	DESSAI SUKANYA DURGUESH		201608158	Claysys, Goa
03	GADEKAR NIKHILRAJ SURESH		201406875	Numino labs, Pune
04	ILIGER SUSHMA R		201610928	Claysys, Goa
05	NAIK DESSAI SHALAKA DILKUSH			Claysys, Goa
06	NAIK VAIBHAVI PRADEEP		201607624	Assistant Professor-
07	RAVINDRAN ARYA K		201510355	Claysys, Goa
08	SANJIT SURYAKANT GAWADE			Pune
09	SANSKRUTI RAJESH NAIK		201608398	Claysys, Goa
10	SINGH SURESH AMIT KUMAR		201510971	A4 Technologies, Goa
11	Tessy Thomas			DOIT, Porvorim

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D 4.1.5 ME Foundation Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	No
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	M.E. Foundation Engineering
Programme fee per year per student	
Is financial position of the programme as per SC-1?	Yes

Number of faculty	6
Number of faculty positions filled	6
Faculty Member 1	Dr. Purnanand P Savoikar
Highest qualification	Ph D, IIT Bombay (2009).
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	7 th Pay Scale Pay Matrix 14 (PB Rs. 218200/-)
Faculty Member 2	Dr. Nisha P Naik
Highest qualification	Ph D, IIT Bombay (2015).
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	7 th Pay Scale Pay Matrix 13A1 (PB Rs. 162300/-)
Faculty Member 3	Prof. Wilma Fernandes
Highest qualification	ME (Foundation Engg), Goa University (2005)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	7 th Pay Scale Pay Matrix 13A1 (PB Rs. 181800/-)
Faculty Member 4	Prof. H S Prasannakumar
Highest qualification	ME (Foundation Engg), Goa University (1995)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	7 th Pay Scale Pay Matrix 13A1 (PB Rs. 181800/-)
Faculty Member 5	Dr. Sumitra S Kandolkar
Highest qualification	Ph D, IIT Bombay (2016).

Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	7 th Pay Scale Pay Matrix 14 (PB Rs. 172200/-)
Faculty Member 6	Prof. Smita S Aldonkar
Highest qualification	ME (Foundation Engg), Goa University (2005)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	7 th Pay Scale Pay Matrix 11 (PB Rs. 92600/-)

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2019-20	25	18	5
2020-21	28	18	-
2021-22	23	18	9

Infrastructure

Classrooms available to the programme and area of each classroom	Yes (8.80 x 5.90) sq m
Teaching aids available for the programme	Seminar hall with multimedia/projection facilities
Laboratories used by the programme and area of each laboratory	Rock Mechanics – 8.80 x 8.95 sq.m. Advanced Foundation Engg. – 8.75 x 9.00 sq.m UG Geotechnical Lab – PG Computer Lab – 8.80 x 5.95 sq.m. GDS Lab - 8.80 x 5.95 sq.m.

Special equipment used in the programme	Rock cutting machine, Point load frame, 200t CTM, Large Direct Shear Test, Pile Integrity Tester, High Pressure Triaxial Testing, Plate Load Test, Triaxial Shear Test
Availability of staff room to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	Yes

Description of facilities that have been added since the last AIC visit	-
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Data on placements of last 3 batches:

Batch: 2017-19

Sr.No	Students Name	Degree	PR. No.	Placement Details
01	Subhash Goudar	ME		Site Engineer
02	Mrudula Ingale	ME	201704409	Asst. Prof. (Contract), Datta Meghe College, Vashi
03	Sohal Ghate	ME		Self Employed M/s. Ghate builders
04	Bhagyashri Shetye	ME		PWD, Goa (Contract)
05	Rahul Vaswan	ME		Self employed/ Entrepreneur

Batch: 2018-20

Sr. No	Students Name	Degree	PR. No.	Placement Details
01	Jonessa Ferrao	ME	201401200	Asst Professor (Contract), DBCE
02	Sahil Gadekar	ME		Self employed/ Entrepreneur

Batch: 2019-21

Sr.No	Students Name	Degree	PR. No.	Placement Details
01	Ms. Manasi Sunil Raut	ME		Design Engineer Rohan Dhaujekar & Associates, Mapusa
02	Shri. Sajal Kamat	ME		M/s. Shirish Kamat & Assoc., Porvorim

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D 4.1.6 ME Industrial Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22.02.2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	NO
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	YES (M.E. Industrial Engineering)
Programme fee per year per student	Rs.58,875/Year
Is financial position of the programme as per SC-1?	YES

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	3
Number of faculty positions filled (including UG programme in Mechanical Engg)	15
Faculty Member 01	Dr. Rajesh Prabhu Gaonkar
Highest qualification	Ph.D. (IIT Bombay); PDF (NUS, Singapore)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent (Deputed to IIT Goa)
Salary	Rs.1,93,800 Level 14

Faculty Member 02	Dr. Vinay Shirodkar
Highest qualification	Ph.D. (NIT Calicut)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 1,82,700 Level 14

Faculty Member 03	Dr. Akshay Nigalve
Highest qualification	Ph.D. (NITK, Surathkal)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 2,05,600 Level 14

Faculty Member 04	Dr. Suraj Surendra Rane
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Highest qualification	Ph.D. (IIT Bombay)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 1,77,400 Level 14
Faculty Member 05	Dr. JagannathHirkude
Highest qualification	Ph.D.(Pune University)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.1,67,200 Level 14
Faculty Member 06	Flt. Lt. BinduraoKulkarni
Highest qualification	M.E. Thermal Science (MSU), 1 st class
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.1,81,800 Level 13A1
Faculty Member 07	Dr. MilindSakhardande
Highest qualification	Ph.D. (Goa University)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 1,87,300 Level 13
Faculty Member 08	Dr. Mahesh Dhawalikar
Highest qualification	Ph.D. (PeriyarManiammai University)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 1,93,800 Level 14
Faculty Member 09	Dr. B. S. Manohar Shankar
Highest qualification	Ph.D. (NITK, Surathkal)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 1,66,400 Level 13
Faculty Member 10	Mr. VivekBelokar

Highest qualification	M.E. (Goa University), Pass Class
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 1,66,400 Level 13

Faculty Member 11	Mr. GajeshShenviUsgaonkar
Highest qualification	M.E. (Goa University), Distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.1,61,600 Level 13

Faculty Member 12	Dr. ShridharMhalsekar
Highest qualification	Ph.D (NITK, Surathkal)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.1,98,700 Level 13

Faculty Member 13	Dr. Mahesh Caisucar
Highest qualification	M.E. (Goa University), Pass Class
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 1,47,900 Level 13

Faculty Member 14	Dr. RaghavendraNaik
Highest qualification	Ph.D. (BITS Pilani, Rajasthan)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.77,500 Level 10

Faculty Member 15	Dr. HarichandraChandekar
Highest qualification	M. Tech. (Sri Guru Govind University, Nanded), Distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.89,800 Level 12

No.ofapplicationsreceivedforadmissiontotheprogrammeM.E - INDUSTRIAL ENGINEERING - PART TIME

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2021-22	7	18	7
2020-21	10	18	6
2019-20	5	18	5

Infrastructure

Classrooms available to the programme and area of each classroom	Spacious classrooms are available (81 m ² -98 m ²)
Teaching aids available for the programme	Chalkboards, whiteboard, overhead Projector, LCD projector facilities are available.
Laboratories used by the programme and area of each laboratory	Industrial Engineering Laboratory (81 m ²)
Special equipment used in the programme	MATLAB, MINITAB, ISOGRAPH softwares are available.
Availability of staff room to teachers	Individual cabins are allotted to each faculty.
Availability of common room to students	Yes.
Library facilities available to the programme	Central library with a variety of more than 90,000 books is available. Separate departmental library is also there.
Sports facilities available to the programme	Yes. Gymkhana with facility to play badminton, table tennis carom, basketball, football, cricket and fully equipped power gym is also available.
Canteen facilities	Subsidized canteen facilities are available.
Health facilities, Counseling, etc. available to the programme	Counselor is available.
Description of facilities that have been added since the last AIC visit	Added a new building with built-up area of around 4000 sq.m which consists of 3 large classrooms, 2 tutorial rooms, 1 computer laboratory, 1 seminar hall, 2 conference rooms, 1 drawing hall and faculty rooms.

Data on placement of last 3 batches:

ME (Industrial Engineering) program is uniquely designed for professionals working in the state of Goa. They work in industries, academic institutes in Goa or are self-employed.

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D 4.1.7 ME Industrial Automation and Radio Frequency

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	NO
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	ME (ETC) Industrial Automation & Radio Frequency.
Sanctioned Strength	18
Programme fee per year per student	M.E. Rs.58,875/-
Is financial position of the programme as per SC-1?	YES
Number of faculty members sanctioned for programme	
Number of faculty positions filled	
Faculty Member 1	Dr Rajesh B Lohani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs 2,97,212/-
Faculty Member 2	Dr Ameeta Amonkar
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,99,400/-
Faculty Member 3	Dr Hassanali Virani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 2,99,400/-
Faculty Member 4	Dr Nitesh Guinde
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,58,968/-
Faculty Member 5	Mrs Nayana Shenvi

Highestqualification	ME(ECI) First Class with
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs. 2,45,632/-
Faculty Member6	MrChetan Desai
Highestqualification	ME(Microelectronics) First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	1,42,540/-
Faculty Member7	DrShajahanKutty
Highestqualification	PhD
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.223096/-
Faculty Member8	MrsAmitaDessai
Highestqualification	ME(ECI) First Class with
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs. 223096/-
Faculty Member9	Mrs Sonia Kuwelkar
Highestqualification	ME(Microelectronics)First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.218272/-
Faculty Member10	MrMilind Fernandes
Highestqualification	ME(ECI) First Class with
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 112744/-
Faculty Member11	MrDevendraSutar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 112592/-
Faculty Member12	MrSangamBorkar
Highestqualification	ME(Electronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent

Salary	Rs 133720/-
Faculty Member13	MsPurtiSavardekar
Highestqualification	ME(ECI) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member14	MsGeetaShet
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member15	MrsPalhaviKerkar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 122776/-
Faculty Member16	CF1
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member17	CF2
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.55,000/-
Faculty Member18	CF3
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member19	CF4
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member20	CF5

Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member21	CF6
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-

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No.of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2019-20	22	18	5
2020-21	15	18	0
2021-22	11	18	0

Infrastructure

Classrooms available to the programmeand area of eachclassroom	Enclosure I
Teaching aids available for theprogramme	Enclosure II
Laboratories used by the programmeand area of eachlaboratory	Enclosure II
Special equipment used in theprogramme	Enclosure II
Availability of staffroom toteachers	Yes, Enclosure I
Availability of common room tostudents	Yes, Enclosure I
Library facilities available to theprogramme	Yes.
Sports facilities available to theprogramme	Yes.
Canteenfacilities	Yes.
Health facilities, Counseling, etc. availableto theprogramme	Yes.
Description of facilities that havebeen added since the last AICvisit	Enclosure III

Data on placements of last 3 batches:

Batch: (2018-2019)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	Shruthi Joshi	ME(ETC) Microelectronics	201307072	Infosys

Batch: (2019-2020)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	Niraj N. Gawade	ME(ETC) IARF	201401531	EME Automation
02	DepikaPrabhu	ME(ETC) IARF	201406359	SIVA Inotec, Verna
03	Puja Patil	ME(ETC) IARF	201202778	Siemens ,Verna
04	MadhavKshirsagar	ME(ETC) Microelectronics	201401159	Siemens ,Verna

Batch: (2020-2021)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	ShivartiNaik	ME(ETC) ECI	201401475	L&T Technology Services Ltd & Infosys.
02	Amogh Sanjeev Sinai Karapurkar	ME(ETC) Microelectronics	201510511	L&T Technology Services Ltd.

Batch: (2021-2022)

Sr.No	StudentsName	Degree	PR. No.	Placement Details
01	DigvijayDessai	ME(ETC) ECI	201610554	Sierra Circuits

Batch: 2018-2019

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	Varadraj Sinai Kakodkar	ETC	201509171	Visteon
2	SiddharthKhokhar	ETC	201509103	TCS
3	SaloniPaiRaiker	ETC	201509200	Visteon

4	Rahul Sunil	ETC	201509018	Accenture
5	Rohan Jha	ETC	201508880	Adage Automation
6	Soham Sinai Borkar	ETC	201508910	Visteon
7	STEPHEN XAVIER JORAN DCOSTA	ETC	201509194	VISTEON
8	Shelton Rodrigues	ETC	201508905	Adage Automation
9	Abhishek Chari	ETC	201610636	Remote Software Solutions
10	Sahil Alias RugvedRaghuchandraBandekar	ETC	201509160	Accenture,Infosys
11	Vikrant Corjuenkar	ETC	201509150	Accenture,TCS
12	SaurabhkumarAshokkumarMaurya	ETC	201509190	Accenture Solutions Pvt. Ltd.,TCS
13	SiyaKamat	ETC	201508914	INFOSYS,TCS
14	HarshadaKamat	ETC	201509083	Accenture,IBM
15	SAI MAHESH SARDESAI	ETC	201509126	Visteon,Remote Software
16	PratimaTripathi	ETC	201509138	Accenture,TCS
17	Harsh SubhashNaik	ETC	201508852	Accenture,Infosys
18	VidyasagarMekkalki	ETC	201509197	Indus Valley Partners,TCS
19	IshaPaiPanandiker	ETC	201508890	Accenture,Adage Automation
20	SachitraGaonkar	ETC	201508948	Accenture,Infosys
21	Lakhani Ruchir	ETC	201509011	Accenture,Infosys
22	Ishan Kholkar	ETC	201509205	Capgemini,Adage Automation
23	Abdul Kadir Khan	ETC	201509202	Accenture,Infosys,AdageAutomation
24	AniketChavan	ETC	201509119	TCS,Accenture,Infosys
25	Afshan Mohammad Ali Khan	ETC	201509322	TCS,Accenture,Infosys
26	AbhayKeni	ETC	201509141	TCS,Accenture,Adage Automation

Batch: 2019-2020

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	AKSHADA SHIVANAND BANDEKAR	ETC	201610533	IBM
2	ATHALYE JANHAVI SHRIRAM	ETC	201610536	IBM,HOTEL HUB
3	DINIZ KEAGAN WILLIAM	ETC	201610559	IBM
4	SAWAIKAR ESHA NARENDRA	ETC	201610615	IBM,HOTEL HUB
5	KENI RAVINA RAJIV	ETC	201610581	TCS
6	KENI RAJ ALIAS VISHANT PRAMOD	ETC	201610580	TCS,Capegemini
7	METHAR REENA RAJENDRA	ETC	201610587	Capegemini
8	NIDHI RAJEEV NAIK	ETC	201610603	Capegemini
9	PAI G VIKRAM	ETC	201610604	TCS
10	SAWANT ABHINAV ANKUSH	ETC	201610617	FreeThink,Capegemini
11	SHIRODKAR SHRESHA DINESH	ETC	201610626	Capegemini
12	KANEKAR SHWETA NANDKISHOR	ETC	201610574	WIPRO
13	MANVENDRA SINGH	ETC	201610752	Tangentia,Capegemini
14	JOY PAHARI	ETC	201610779	BYJUS
15	PRATIK NEGI	ETC	201610755	BYJUS
16	MOHINISH NAIR	ETC	201610766	APPSTRAIL

Batch: 2020-2021

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	Rohan Kumar	ETC	201705150	INFOSYS,TCS,ACCENTURE
2	Neha Shinkre	ETC	201704603	INFOSYS,ACCENTURE
3	Sahana Kulkarni	ETC	201705161	INFOSYS,ACCENTURE
4	RajviLawande	ETC	201704572	INFOSYS,TCS
5	Chirag Burye	ETC	201704587	INFOSYS
6	Saeera Desai	ETC	201704579	Accenture,TCS
7	CalidaMascarenhas	ETC	201705121	Accenture
8	Pritesh Alias VaibhavNaik	ETC	201705004	Accenture
9	Ashutosh Yadav	ETC	201705162	Accenture
10	SohanNageshkar	ETC	201704594	Accenture
11	Shrihari Nair	ETC	201704598	Accenture,TCS
12	KrishnaprasadUdipi	ETC	201704584	Accenture
13	RinuManoj V.	ETC	201704581	TCS
14	Rishav Sunil Kumar	ETC	201705125	TCS
15	CrizelFernandes	ETC	201705123	TCS
16	RutaManojKalangutkar	ETC	201704566	TCS
17	SumeetLohar	ETC	201711490	One-Shield
18	Leroy Martin Do Rosario Noronha	ETC	201704447	One-Shield
19	DhanshreeRane	ETC	201704591	Open Destination,PSL
20	SarvajitTilve	ETC	201704992	Open Destination,Remote Software Solutions
21	Anirudha Chari	ETC	201704585	PSL
22	DivyaNaik	ETC	201704602	Claysys Technologies
23	Diksha Barad	ETC	201705015	ClaysysTechnologies,Adage
24	TanviDongrekar	ETC	201705094	IBM
25	NityanandWaingankar	ETC	201711489	Zimetrics
26	Neha Murthy	ETC	201705160	Hotel Hub
27	Aditya Gaitonde	ETC	201704577	PSL

Batch: 2021-2022

Sr. No.	Student name	Degree	PR. No.	Placed Company
1	Kevin Rinaldo Peter	ETC	201807381	Persistent Systems Limited,One-Shield
2	Saishaparab	ETC	201807422	Persistent Systems Limited
3	ErishaVelanyFerrao	ETC	201807762	Persistent Systems Limited
4	UrviUdayNaik	ETC	201807444	Persistent Systems Limited
5	M Gokul Raj	ETC	201807361	Persistent Systems Limited,Visteon (Hardware Role)
6	ShridharMaskeri	ETC	201807757	Persistent Systems Limited,One-Shield

7	Krutam P NaikGaonkar	ETC	201807552	Persistent Systems Limited
8	AishwaryaParab	ETC	201807635	Persistent Systems Limited,One-Shield
9	Aastha Sen	ETC	201807636	IVP
10	Tanha Santhosh Ponnappan	ETC	201807771	TCS,Accenture
11	ShubhamDevanandMayenkar	ETC	201807743	TCS,Infosys
12	Narayan alias Sandesh V Phadte	ETC	201807558	TCS
13	AnushreeUmeshSonurlekar	ETC	201807746	TCS,Infosys,Hotelhub
14	Arpita Sinai Kerkar	ETC	201807754	TCS,Wipro
15	sharvishenvi	ETC	201807499	Accenture,IFB
16	Amanda Fernandes	ETC	201807753	Accenture,Visteon (Hardware Role)
17	Sakshi Joshi	ETC	201807421	Accenture
18	NidhiRaikar	ETC	201807332	Accenture
19	Virajkudav	ETC	201807432	Infosys
20	Heena Sheikh	ETC	201807373	Infosys
21	MahimaDalvi	ETC	201807144	Wipro,Hotelhub
22	Siddhi Parsekar	ETC	201807756	Wipro
23	Anukeerti Sharma	ETC	201807393	Wipro,Visteon (Hardware Role)
24	Siddesh Narayan Naik	ETC	201807403	Zimetrics,Visteon (Hardware Role)
25	AkshayPhadke	ETC	201807614	Zimetrics
26	Abijith C S	ETC	201807382	Visteon (Hardware Role),Accenture
27	Kiran Kumbar	ETC	201909963	Visteon (Hardware Role)
28	KeshavNadkarni	ETC	201807174	Visteon (Hardware Role)
29	YuktiKawlekar	ETC	201807143	Visteon (Hardware Role)
30	Joel Pires	ETC	201807402	Visteon (Hardware Role)
31	RukmaBonsule	ETC	201807752	Wipro,Infosys,Hotelhub
32	SaloniPhadte	ETC	201807571	Elait
33	AshitoshNaik	ETC	201807755	Hotelhub
34	SharviShenvi	ETC	201807499	IFB
35	Ajay Gopinathapanickar P	ETC	201903495	IFB
36	Balkrishna Alias ChiranjiviNaik	ETC	201903492	Siemens
37	Asher Francis Mascarenhas	ETC	201807329	Claysys,Crompton
38	AkashNamdevNaik	ETC	201807654	Claysys
39	AshutoshSurendraSonnad	ETC	201807533	Adage Automation
40	SiddhantPrabhudesai	ETC	201807392	Adage Automation,Crompton
41	SanjitSardessai	ETC	201807641	Adage Automation
42	RajatDegvekar	ETC	201903493	Wirpo,Crompton

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D 4.1.8 PhD Mechanical Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	NO
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	Ph.D. Mechanical Engineering
Programme fee per year per student	Rs. 44,525/-
Is financial position of the programme as per SC-1?	YES

Faculty:

Number of faculty members sanctioned for programme	4
Number of faculty positions filled	4
Faculty Member 01	Dr. Rajesh Prabhu Gaonkar
Highest qualification	Ph.D. (IIT Bombay); PDF (NUS, Singapore)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	On Deputation to IIT, Goa Rs.1,93,800, Level 14

Faculty Member 02	Dr. Suraj Rane
Highest qualification	Ph.D. (IIT Bombay)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 1,77,400, Level 14

Faculty Member 03	Dr. Jagannath Hirkude
Highest qualification	Ph.D. (Pune University)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.1,67,200, Level 14

Faculty Member 04	Dr. Raghavendra Naik
Highest qualification	PhD. (BITS Pilani, Rajasthan)

Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.77,500, Level 10

No.ofapplicationsreceivedforadmissiontothe programmeduringlast3academicyears

Centralized admissions are carried out by Goa University and four students enrolled in the department for PhD.

Infrastructure

Classrooms available to the programmeand area of eachclassroom	Spacious classrooms are available (81 m ²)
Teaching aids available for theprogramme	Chalkboards, whiteboard, overhead Projector, LCD projector facilities are available.
Laboratories used by the programmeand area of	Industrial Engineering Laboratory (81 m ²)
MATLAB, MINITAB, ISOGRAPH softwares are available.	MATLAB, MINITAB, ISOGRAPH softwares are available. Workshop facility got machines related research.
Availability of staffroom toteachers	Individual cabins are allotted to each faculty.
Availability of common room tostudents	Yes.
Library facilities available to theprogramme	Central library with a variety of more than 90,000 books is available. Separate departmental library is also there.
Sports facilities available to theprogramme	Yes. Gymkhana with facility to play badminton, table tennis carom, basketball, football, cricket and fully equipped power gym is also available.
Canteenfacilities	Subsidized canteen facilities are available.
Health facilities, Counseling, etc. availableto theprogramme.	Counselor is available.

Data on placements of last 3batches:

All the students of Ph.D. Mechanical Engineeringare already working as faculties at different Institute.

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D 4.1.9 PhD Electrical and Electronics Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	--
If Yes, Grade and year	
Research funding received by college last year	Nil
Programme being reviewed by AIC	Ph.D. – Electrical and Electronics Engineering
Programme fee per year per student	44,525/-
Is financial position of the programme as per SC-1?	YES

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	One
Number of faculty positions filled	Not applicable.
Faculty Member 1	Dr. V.N. Shet
Highest qualification	PhD., IIT Mumbai, 2002
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay: 10000
Faculty Member 2	Dr. Anant Naik
Highest qualification	PhD., NITK Surathkal, 2014
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay: 10000

No. of applications received for admission to the Ph.D. programme during last 3 academic years

Admissions for Ph.D. is carried out by Goa University.

Total registered Ph.D. students are nine in Electrical & Electronics dept.

Infrastructure

Classrooms available to the programme and area of each classroom	One classrooms (approx. 35 sq. meters)		
Teaching aids available for the programme			
	Name of Teaching Aids	Quantity	
	LCD Projector (With PC)	2	
	PC less LCD projector	4	
	Desktop Visual Presenter	1	
	Computers (exclusively for ME course) with Internet facility	20	
	Video CD's, IEEE Paper CD's		
	IEEE paper download facility	-	
	Individual Computer to faculty with internet facility and IEEE download feature.	12	
Laboratories used by the programme and area of each laboratory			
	Lab Name	Area	
	Electrical Measurements and Instruments Laboratory / Biomedical Laboratory / Control Engineering Laboratory	100 sq. m.	
	Electronics Laboratory / IC Laboratory	150	
	Power Electronics / Drives Laboratory	150	
	Electrical Machines Laboratory	150	
	Power Systems / Project / Robotics Laboratory	50	
	Computer Laboratory	100	
	Embedded / VLSI Laboratory / OFC Laboratory	50	
	High Voltage Laboratory	150	
	Information Security Laboratory	50	

Special equipment used in the programme	List of Major equipments	
	<ul style="list-style-type: none"> • 3 phase IGBT base Matrix Converter • 1.2 HP Permanent magnet synchronous motor • Altera DE2 -115Electrional and development Board • FSS Mini Full spectrum simulator • Windows dedicated server with UPS in all labs • Power Electronics modules, • Various drives, • DSP controlled Drive system, • DSP based motor controller, • Various clamp meters , • 2 and 4 channel Digital storage oscilloscopes • P, PI, PID based Control system trainers • High voltage testing equipment, • Solar PV panels, • Power Quality Analyzer, • Thermal Imager, • Embedded trainer kits, • Robotic kits, • PLC's, • VLSI trainer kits, • Piccolo DSP trainer kits, • PC's 	
	List of Licensed Software	
	Name of Software	Area of use
	Power World - 10 user license	Power Systems / power electronics
	PSIM – 5 user license	
	ETAP - single user license	
	PSCAD - single user license	
	SABER – 5 user license	
	Labview2009 10 user License	Virtual Instruments, Measurement, Data Acquisition
	MATLAB -25 user license	Embedded Systems, Digital Signal Processing, Image Processing, Neural, Power systems, power electronics, Optimization, HDL Coder, filter design
	Emblitz 10 user License	Embedded Systems
	KEIL Software PK-51 Professional development Kit 10 user License	
	IAR Embedded Studio for Arm microcontroller	
	Code Composer Studio	DSP
Availability of staffroom to teachers	Yes	

Availability of common room to students	Girls Common room shared along with UG girl students
Library facilities available to the programme	Separate Seminar Room / Departmental Library approx. 50 sq m. in addition to main library facilities.
Sports facilities available to the programme	Fully equipped Gymkhana
Canteen facilities	Fully functional canteen, Nescafe joint, Restaurant in campus
Health facilities, Counseling, etc. available to the programme	Medical dispensary with a doctor in campus, Counselor appointed Post Office, Bank, General stores with digital printing facility, Grocery shop, Saloon, etc. available within campus

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Description of facilities that have been added since the last AIC visit	New Equipment's added during the period from April 2019 to June 2022				Std. Com. X AC- 6
	Electrical & Electronics Engineering Department				11-05-2023
	Sr. No.	Details of the Equipment	Quantity	Cost	Date of Purchase
	1	Single Phase Auto Transformer	2	19600/-	01-01-2020
	2	Three Phase Auto Transformer With Trolley	2	59000/-	01-01-2020
	3	Synchronous Motor With Mechanical Loading	1	104000/-	01-01-2020
	4	Power Igbt Module	2	2600/-	28-01-2020
	5	Power Mosfet Module	2	2200/-	28-01-2020
	6	Ujt Relaxation Oscillator Firing Circuit Unit	2	3800/-	28-01-2020
	7	Single Phase Converter Firing Unit	2	5000/-	28-01-2020
	8	Single Phase Digital Firing Circuit Unit	2	13570/-	20-07-2020
	9	Single Phase Cycloconverter Firing Circuit Unit	2	18880/-	20-07-2020
	10	Single Phase Pwm Inverter	1	29500/-	20-07-2020
	11	Screen of Overhead Projector	2	5664/-	28-07-2020
	12	Dell desktop model 3070	10	5,24,140/-	12-01-2021
	13	PLC Trainer Kit with accessories	1	99,592/-	05-03-2021
	14	PLC Trainer Kit	1	50,268/-	05-03-2021
	15	Insulation Tester	1	62750/-	06-12-2021
	16	Lux Meter	1	54250/-	06-12-2021
	17	Light meter	1	13800/-	06-12-2021
	18	Logger Thermo Anemometer	1	80712/-	06-12-2021
	19	AC servo Speed Torque characteristics measurement unit	2	74340/-	21-12-2021
	20	Dc Servo motor speed torque characteristic control unit	2	74340/-	21-12-2021
	21	Synchro Transmitter Receiver Pair	2	48380/-	21-12-2021
	22	Stepper Motor Controller	2	50740/-	21-12-2021
	23	Kitek make 8085 microprocessor training kit	3	2100/-	05-01-2022
	24	Kitek make dual CH.D/A USING DAC0800 Card Model IC-02	1	1900/-	05-01-2022
	25	Kitek make 8 channel a/d using DC0809 Card model IC-01	1	1900/-	05-01-2022
	26	Kitek make DC motor interface model IC-14	1	2500/-	05-01-2022
	27	Differential Probe	2	83780/-	16-06-2022
	28	Mosfet, IGBT Characteristics	1	18000/-	16-06-2022
	29	SCR Triac Firing Circuit	1	14500/-	16-06-2022
	30	AC to DC Micro Converter	1	17200/-	16-06-2022
	31	DC to DC Cyclo Converter	1	17200/-	16-06-2022
	32	Blk boost Converter	1	17200/-	16-06-2022
	33	Mosfet IGBT Inverter	1	21500/-	16-06-2022
	<ul style="list-style-type: none"> Inauguration of New Annex Block of E&E department on 28th July 2019. 				

Placement Record 2019-20

Sr. No.	StudentsName	Degree/DEPT B.E(ELECTRICAL&ELCTRO NICS)	Placement Details
1	Suhail Khan	E&E	Accenture
2	Lennard Dias	E&E	Accenture
3	Teresa Bhat	E&E	JACOBS
4	SaurabhPatil	E&E	Visteon
5	SahilMalwanker	E&E	Yashkawa India Pvt. Ltd.
6	Swastika Shetti	E&E	Capgemini
7	Pooja Sandilya	E&E	Capemini
8	PrabhavNaik	E&E	Cipla
9	SaharshTalaulikar	E&E	Government
10	GadekarSahilRavindra	E&E	Unichem Laboratories Pvt. Ltd.
11	PratikshaPatil	E&E	Visteon corporation
12	Sakroji Veda	E&E	Elsteel and modular products
13	Kewelvaz	E&E	Spintly India Private Limited
14	Verekarshubham	E&E	Government
15	Pranav Parsekar	E&E	Ecoclean systems and solutions
16	DattarajDhond	E&E	Zuari Agro chemicals
17	Kaushik bhat	E&E	JSW,South West Port Ltd. Vascodagama
18	NehalKamat	E&E	Cipla

Placement Record 2020-21

Sr. No.	NAME OF THE STUDENT	Degree/DEPT B.E(ELECTRICAL&ELCTRO NICS)	Placement Details
1	AarushiRaghav	E&E	Adage Automation Pvt Ltd
2	KedarShirodkar	E&E	Adage Automation Pvt. Ltd.
3	John Agnelo Pinto	E&E	Glenmark pharma Ltd Colvale-Goa
4	Vishala Joshi	E&E	Capgemini Technology Services India Limited
5	Pratik Phadte	E&E	Vedanta resources limited
6	Abhishek velip	E&E	Nestle India Ltd.

7	Aejaz Farooq Wani	E&E	Rishabh Instruments Pvt Ltd.(Campus)..... currently, HCL(Off-Campus)
8	Pranav Bhandari	E&E	Saakaar Electricals
9	Sunil Naik	E&E	AdventzZuari Agro Chemicals Ltd
10	Sandeep Banshidhar Sharma	E&E	Tata Consultancy Service
11	Aaron Conception Gracias	E&E	IntelliSmart Infrastructure Private Limited, Gurgaon, Haryana
12	RajatMandrekar	E&E	Adage Automation Pvt. Ltd.
13	DattaKambli	E&E	Molbio Diagnostic Private LTD
14	SharangSalgaonkar	E&E	Vedanta resources limited
15	Nikhil Mangelkar	E&E	Hughes Precision
16	Pratik Phadte	E&E	Vedanta resources limited
17	ShivamPandurangNaik	E&E	Crompton Greaves Consumer Electricals Limited
18	ShivamPandurangNaik	E&E	Crompton Greaves Consumer Electricals Limited
19	Shaina Correia	E&E	Graduate apprentice at Syntegon Technology India Private limited
20	Bigau Sharma	E&E	Infosys
21	UtpalNaik	E&E	Colgate Palmolive (apprentice)
22	ShubhamVishramPhatak	E&E	Glenmark Pharmaceuticals Limited
23	Durga Sinai Kudchadkar	E&E	IntelliSmart Infrastructure Pvt Ltd
24	KavitaGaude	E&E	Apprentice in Colgate-Palmolive Goa
25	RojaRajaramNaik	E&E	Siemens Pvt Ltd
26	ManthanKambli	E&E	Free think LLP
27	RaajChimulkar	E&E	Vedanta resources limited
28	VirendraSahakari	E&E	Persistent
29	RamdasTuenkar	E&E	Oriental Containers

Placement Record 2021-22

Sr. No.	NAME OF THE STUDENT	Degree/DEPT B.E(ELECTRICAL&ELCTRONICS)	Placement Details
1	APTE VARAD VIVEK	E&E	Chowgule Industries Ltd.
2	APTE VARAD VIVEK	E&E	Vedanta Ltd.
3	ARSEKAR ABHAY VISHWACHANDRA	E&E	TATA Consultancy Services

4	BANDODKAR SHUBHAM JAYESH	E&E	TATA Consultancy Services
5	BANDODKAR SHUBHAM JAYESH	E&E	Wipro Ltd.
6	CHARI RAUNAK SHAM	E&E	Cipla
7	DALVI SAISH RAJAN	E&E	Cipla
8	DALVI SAISH RAJAN	E&E	Vedanta Ltd.
9	DESSAI NIKHILESH SANDESH	E&E	Vedanta Ltd.
10	DESSAI NIKHILESH SANDESH	E&E	Adage Automation
11	DESSAI NIRANJAN VISHWAS	E&E	Cipla
12	DESSAI NIRANJAN VISHWAS	E&E	Vedanta Ltd.
13	DIAS SOPHIA PERPETUA	E&E	Infosys
14	JOSHI KANAK SURAJ	E&E	Adage Automation
15	NAIK MARGISH SUNIL	E&E	Adage Automation
16	NAIK PRATIK ASHOK	E&E	Cipla
17	NAIK SANISHA DINA	E&E	Vedanta Ltd.
18	NAYAK VISHVESH VILAS	E&E	IFB
19	PALEKAR KAMAXI GIRISH	E&E	Buoyancy
20	PANJIKAR VISHVESH RAYU	E&E	IFB
21	PARAB DAKSHA SATISH	E&E	Adage Automation
22	PETHKAR VITHAL DILIP	E&E	Cipla
23	PILLAI SHRI KRISHNA BALAJI MUTHU	E&E	IFB
24	PRABHU GAUNKAR NISARG NITISH	E&E	Vedanta Ltd.
25	RAIKAR PRASIDDHI PRASAD	E&E	Vedanta Ltd.
26	RISA MARIKA CELINE COUTINHO	E&E	Cipla
27	SHET GUDEKAR KEDAR ARUN	E&E	Adage Automation

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D 4.1.10 PhD in Electronics and Telecommunication

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	NO
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	Ph.D. Electronics & Telecommunication Engineering
Sanctioned Strength	-
Programme fee per year per student	Rs.44,525/-
Is financial position of the programme as per SC-1?	YES
Number of faculty members sanctioned for programme	
Number of faculty positions filled	
Faculty Member 1	Dr Rajesh B Lohani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs 2,97,212/-
Faculty Member 2	Dr Ameeta Amonkar
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,99,400/-
Faculty Member 3	Dr Hassanali Virani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 2,99,400/-
Faculty Member 4	Dr Nitesh Guinde
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,58,968/-
Faculty Member 5	Mrs Nayana Shenvi
Highest qualification	ME (ECI) First Class with Distinction

Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs. 2,45,632/-
Faculty Member6	MrChetan Desai
Highestqualification	ME(Microelectronics) First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	1,42,540/-
Faculty Member7	DrShajahanKutty
Highestqualification	PhD
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.223096/-
Faculty Member8	MrsAmita Dessai
Highestqualification	ME(ECI) First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs. 223096/-
Faculty Member9	Mrs Sonia Kuwelkar
Highestqualification	ME(Microelectronics)First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.218272/-
Faculty Member10	MrMilindFernandes
Highestqualification	ME(ECI) First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 112744/-
Faculty Member11	MrDevendraSutar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 112592/-
Faculty Member12	MrSangamBorkar
Highestqualification	ME(Electronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 133720/-

Faculty Member13	MsPurtiSavardekar
Highestqualification	ME(ECI) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member14	MsGeetaShet
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member15	MrsPalhaviKerkar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 122776/-
Faculty Member16	CF1
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member17	CF2
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.55,000/-
Faculty Member18	CF3
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member19	CF4
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member20	CF5
Highestqualification	ME ETC.

Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member21	CF6
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-

No.ofapplicationsreceivedforadmissiontotheprogrammeduringlast3academicyears

Centralized admission is carried out by Goa University and Eight students enrolled in the department for PhD

Infrastructure

Classrooms available to the programmeand area of eachclassroom	Enclosure I
Teaching aids available for theprogramme	Enclosure II
Laboratories used by the programmeand area of eachlaboratory	Enclosure II
Special equipment used in theprogramme	Enclosure II
Availability of staffroom toteachers	Yes, Enclosure I
Availability of common room tostudents	Yes, Enclosure I
Library facilities available to theprogramme	Yes.
Sports facilities available to theprogramme	Yes.
Canteenfacilities	Yes.
Health facilities, Counseling, etc. availableto theprogramme	Yes.
Description of facilities that havebeen added since the last AICvisit	Enclosure III

Data on placements of last 3 batches:

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D 4.1.11 PhD Civil Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa Engineering College, Farmagudi
NAAC Accreditation	B.E. Civil NBA Accreditation-3 Yrs-2022-2025
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	Ph D in Civil Engineering
Programme fee per year per student	Rs. 44525/-
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty	5
Number of faculty positions filled	5
Faculty Member 1	Dr. K G Guptha
Highest qualification	Ph D (IIT Bombay)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 218200/- (Current Basic, Pay Matrix 14)
Faculty Member 2	Dr. Purnanand P Savoikar
Highest qualification	Ph D (IIT Bombay)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 218200/- (Current Basic, Pay Matrix 14)
Faculty Member 3	Dr. Ulhas G Sawaiker
Highest qualification	Ph D (IIT Bombay)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 218200/- (Current Basic, Pay Matrix 14)
Faculty Member 4	Dr. Ganesh N Hegde
Highest qualification	Ph D (IIT Bombay)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 218200/- (Current Basic, Pay Matrix 14)
Faculty Member 5	Dr. Nisha P Naik

Highest qualification	Ph D (IIT Bombay)
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. /- (Current Basic, Pay Matrix 14)

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2021-22	02	02	02
2020-21	03	03	03
2019-20	04	04	04

Infrastructure

Classrooms available to the programme and area	Yes 12x9 m
Teaching aids available for the programme	Yes
Laboratories used by the programme and area of each laboratory	Concrete Laboratory - Geotechnical Laboratory – PG Computing Lab - In addition Facilities at Alcon Lab- Kundaim- Goa JK Cement Factory- Karnataka (MoUs signed) Services from NAOCR and NIO

Special equipment used in the programme	SCM, XRD
Availability of staff room to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	Mortar Mixer, Cube Vibrator, Marshall Stability Test, CBR

Data on placement of last 3 batches:

Batch:

Sr. No	Students Name	Degree	PR. No.	Placement Details
01	Vinay Agarwal	Ph.D		Working with NICMAR- Hyd

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D 4.1.12 ME Structural Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering, FarmagudiPonda
NAAC Accreditation	Nil
If Yes, Grade and year	B.E. Civil NBA- Accredited for 3 Years2022-
Research funding received by college last year	-
Programme beingreviewedbyAIC	Master of Engineering Structural Engineering
Programme feeperyearper student	58875/per year
Is financial positionof theprogramme asper SC-1?	YES
Number of faculty members allotted for programme	4
Number of faculty positions filled	4
Faculty Member	1. Dr Ganesh Hegde- Coordinator 2. Dr. K G Guptha 3. Dr. P PSavoikar 4. Dr.NishaNaik 5. Prof VikasChodankar 6. Prof. MadhurajNaik 7. Prof. GuruvendraVelip
Highest qualification	Please refer to Annexure A
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	As per annexure - A

No. of applications received for admission to the programme during last3 academic years

Academic year	No. of applications	No. of seats sanctioned	No.of seats filled
2021-22	30	19	19
2020-21	29	19	18
2019-20	25	18	17

Infrastructure

INFRASTRUCTURE	
Classrooms available to the programme and area of each classroom	Multimedia room (8.80 x 5.90)sq m

Teaching aids available for the programme	LCD Projector , White board marker , Black board
Laboratories used by the programme and area of each laboratory	1. Concrete Laboratory 2. Strength of laboratory 3. P.G Computer lab
Special equipment used in the programme	1. Shake table, 2. Concrete pan mixer, 3. Accelerated Curing Tank, 4. Core cutter, 5. MIDAS software, Vibration Data Acquisition System, Laser Displacement Meter
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	1. College Library 2. Departmental library
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	1. Concrete Pan Mixer 2. Midas software
Special equipment used in the programme	vibration measuring system with sensors, laser displacement meter. Midas GTS NX, Midas GEN, Midas Civil
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	Mortar Mixer, Cube Vibrator, Marshall Stability Test, CBR

Data on placement of last 3 batches: (to be submitted by Placement Office)

Batch:

Year	Students Name	Degree	PR. No.	Placement Details
2018-19	shrutichodankar	Civil-	201305603	Lecturer, GPB
	Maithily Candolcar	Civil-Structures	201202735	M/s H Candolcar and sons
	Saiprasad Sakhalkar	Civil-Structures	201203802	Pareshgaitonde Consultant Panajim
	Tarak Parab	Civil-Structures	201203620	UCJ Architecture & Environment Mumbai

	AlimaFernandes	Civil-Structures	201305991	Ambeince Real estate developers
	UddeshGavade	Civil-Structures	201203792	M/s Michal & Michal constructions
	AmeyKandolkar	Civil-Structures	201203797	Pankaj Constructions, Senior Site engineer
	DhanishaNaik	Civil-Structures	201202743	Pareshgaitonde Consultant Panajim
	ValancaTravasso	Civil-Structures	201305784	MadhavKamatConsultant
	AfreenMulla	Civil-	200503457	Self Employed
Year	StudentsName	Degree	PR. No.	Placement Details
2019-20	SushantNaik	Civil-Structures	200607307	Assistant Profesor in AgnalPolytehnic
	SahilTalankar	Civil-Structures	201401190	Shree sai consultancy Porvorim
	AnkitaHadfadkar	Civil-Structures	201408138	Rajesh Mhambrey Consultant, Mapusa
	Cynthia Aguiar	Civil-Structures	201305959	ReshmaSurlekar consultant Margao
	Aman Prakash	Civil-Structures	201807153	St Singla Construction Pvt Ltd Himachal pradesh
	Farheenshaikh	Civil-	201408177	Self employed
Year	StudentsName	Degree	PR. No.	Placement Details
2020-21	Reuben Pinto	Information Technology & Engineering	201007478	Creative Capsule
	VELIP PREMANAND KUSHALI	M.E. IARF	200503100	Government Polytechnic Curchorem

FACULTY

Sr. No.	Name of the Faculty	Highest Qualification	% marks or Grade at highest qualifying exam	Designation	Pay	Nature of Appointment
1.	Dr. K. G. Guptha	PhD IIT Bombay 2003	Ph D	Professor		Regular
2.	Dr.PurnanandSavoikar	PhD IIT Bombay	Ph D	Professor		Regular
3.	Dr. A.K.S Bhadauria	PhD IIT Delhi	Ph D	Professor		Regular
4.	Dr.Ulhas G Sawaiker	PhD IIT Bombay 2011	Ph D	Professor		Regular
5.	Dr. Ganesh Hegde	Ph.D (StructEngg)	Ph D	Professor		Regular
6.	Smt Wilma R Fernandes	M.E (FndEngg)	67%	Associate Professor		Regular
7.	Dr.Nisha P Naik	PhD IIT Bombay	Ph D	Associate Professor		Regular
8.	H.S. Prasana Kumar	M.E (FndEngg) Goa Univ	71%	Associate Professor		Regular
9.	Shri Vikas K Chodankar	M.Tech (Industrial Structures)	85%	Associate Professor		Regular
10.	Dr. Sumitra Khandolkar	PhD IIT Bombay	Ph D	Associate Professor		Regular
11.	Ms. SmitaAldonkar	M.E (FndEngg) Goa Univ	67%	Assistant Professor		Regular
12.	Mr MadhurajNaik	M.E (StrEngg) Shivaji University Kholapur	First Class With Distinction	Assistant Professor		Regular
14.	Mr. GuruvendraVelip	M.E (Structural Engg) Goa University	First Class With Distinction	Assistant Professor		Regular

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D 4.1.13 ME Power and Energy Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22/02/2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	--
If Yes, Grade and year	
Research funding received by college last year	Nil
Programme being reviewed by AIC	ME (Power and Energy System Engineering)
Programme fee per year per student	Rs. 58,875/-
Is financial position of the programme as per SC-1?	YES

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	Proposal for post creation is sent to government
Number of faculty positions filled	Nil Currently existing UG Faculty members and Guest Faculty are engaging classes
Faculty Member 1	Dr. V.N.Shet
Highest qualification	PhD., IIT Mumbai, 2002
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:10000
Faculty Member 2	Dr. G. R. Kunkolienkar
Highest qualification	PhD., IISc Bangalore, 2014
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:10000
Faculty Member 3	Dr. Anant Naik
Highest qualification	PhD., NITK Surathkal, 2014
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:10000

Faculty Member 4	SangeetaMahaddalkar
Highest qualification	M.E., Goa University, 2011, I class with distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:9000
Faculty Member 5	SuneetaRaykar
Highest qualification	M.Tech, NITK Surathkal, 2004, I class with distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:9000
Faculty Member 6	NileshBorkar
Highest qualification	M.E., Mumbai University, 1999, I class with distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:9000
Faculty Member 7	SonaliPandit
Highest qualification	M.E., Goa University, 2011, I class with distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:9000
Faculty Member 8	JayeshkumarPriolkar
Highest qualification	M.Tech, IIT Mumbai, 2012, Distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:9000
Faculty Member 9	Dr. NarainaAvudayappan
Highest qualification	Ph.D, Anna University,2017
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:9000
Faculty Member 10	Dr. Samarth Borkar
Highest qualification	Ph.D, SRTMUN Nanded, [M.S.],2018
Qualified as per UGC?	Yes

Nature of Appointment	Permanent
Salary	Scale: 37400-67000, Grade Pay:9000
Faculty Member 11	Noah Dias
Highest qualification	M.E., Goa University, 2014, I class with distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale:15600-39100, Grade Pay:7000
Faculty Member 12	Aditi Desai
Highest qualification	M.E., Goa University, 2014, I class with distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale:15600-39100, Grade Pay:6000
Faculty Member 13	AnkitaKaneekar
Highest qualification	M.E., Goa University, 2013, I class with distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale:15600-39100, Grade Pay:6000
Faculty Member 14	SnehaPhadte
Highest qualification	M.E., Goa University, 2014, I class with distinction
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Scale:15600-39100, Grade Pay:6000

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No.ofapplicationsreceivedforadmissiontothe ProgrammeME (Power and Energy Engineering) duringlast3academicyears

Academic Year	Name of the course M.E. (PG)	No.ofapplications	No.of seatssanctioned	No.of seatsfilled
2019-20	POWER & ENERGY ENGG	03	18	02
2020-21	POWER & ENERGY ENGG	09	18	07
2021-22	POWER & ENERGY ENGG	10	18	06

Infrastructure

Classrooms available to the programme and area of each classroom	Two classrooms (approx. 35 sq. meters each)	
Teaching aids available for the programme	Name of Teaching Aids	Quantity
	LCD Projector (With PC)	2
	PC less LCD projector	4
	Desktop Visual Presenter	1
	Computers (exclusively for ME course) with Internet facility	20
	Video CD's, IEEE Paper CD's	
	IEEE paper download facility	-yes
	Individual Computer to faculty with internet facility and IEEE download feature.	12
Laboratories used by the programme and area of each laboratory		
	Lab Name	Area
	Electrical Measurements and Instruments Laboratory / BioMedical Laboratory / Control Engineering Laboratory	100 sq. m.
	Electronics Laboratory / IC Laboratory	150
	Power Electronics / Drives Laboratory	150
	Electrical Machines Laboratory	150
	Power Systems / Project / Robotics Laboratory	50
	Computer Laboratory	100
	Embedded / VLSI Laboratory / OFC Laboratory	50
	High Voltage Laboratory	150
	Information Security Laboratory	50

Special equipment used in the programme	List of Major equipments	
	<ul style="list-style-type: none">• 3 phase IGBT base Matrix Converter• 1.2 HP Permanent magnet synchronous motor• Altera DE2 -115Electrional and development Board• FSS Mini Full spectrum simulator• Windows dedicated server with UPS in all labs• DC and AC machines,• Regulated DC power supply,• Power Electronics modules,• Various drives,• DSP controlled Drive system,• DSP based motor controller,• various clamp meters ,• 2 and 4 channel Digital storage oscilloscopes• P, PI, PID based Control system trainers• High voltage testing equipment,• Solar PV panels,• Power Quality Analyzer,• Thermal Imager,• Embedded trainer kits,• Robotic kits,• PLC's,• VLSI trainer kits,• Piccolo DSP trainer kits,• 20 PC's exclusively for ME students.	
	List of Licensed Software	
	Name of Software	Area of use
	PowerWorld - 10 user licence	Power Systems / power electronics
	PSIM – 5 user licence	
	ETAP - single user licence	
	PSCAD - single user licence	
	SABER – 5 user licence	
	Labview2009 10 user Licence	Virtual Instruments, Measurement, Data Acquisition
	MATLAB -25 user licence	Embedded Systems, Digital Signal Processing, Image Processing, Neural, Power systems, power electronics, Optimization, HDL Coder, filter design
	Emblitz 10 user Licence	Embedded Systems
	KEIL Software PK-51 Professional development Kit 10 user Licence	
	IAR Embedded Studio for Arm microcontroller	
	Code Composer Studio	DSP
	Software for downloading onto VLSI , Embedded and DSP Kits	DSP, Embedded and VLSI

Availability of staffroom to teachers	Yes
Availability of common room to students	Girls Common room shared along with UG girl students
Library facilities available to the programme	Separate Seminar Room / Departmental Library approx. 50 sq m. in addition to main library facilities.
Sports facilities available to the programme	Fully equipped Gymkhana
Canteen facilities	Fully functional canteen, Nescafe joint, Restaurant in campus
Health facilities, Counseling, etc. available to the programme	Medical dispensary with a doctor in campus, Counselor appointed Post Office, Bank, General stores with digital printing facility, Grocery shop, Saloon, etc. available within campus

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Description of facilities that have been added since the last AIC visit	New Equipment's added during the period from April 2019 to June 2022			
	Sr. No.	Details of the Equipment	Quantity	Cost
	1	Single Phase Auto Transformer	2	19600/-
	2	Three Phase Auto Transformer With Trolley	2	59000/-
	3	Synchronous Motor With Mechanical Loading	1	104000/-
	4	Power Igbt Module	2	2600/-
	5	Power Mosfet Module	2	2200/-
	6	Ujt Relaxation Oscillator Firing Circuit Unit	2	3800/-
	7	Single Phase Converter Firing Unit	2	5000/-
	8	Single Phase Digital Firing Circuit Unit	2	13570/-
	9	Single Phase Cycloconverter Firing Circuit Unit	2	18880/-
	10	Single Phase Pwm Inverter	1	29500/-
	11	Screen of Overhead Projector	2	5664/-
	12	Dell desktop model 3070	10	5,24,140/-
	13	PLC Trainer Kit with accessories	1	99,592/-
	14	PLC Trainer Kit	1	50,268/-
	15	Insulation Tester	1	62750/-
	16	Lux Meter	1	54250/-
	17	Light meter	1	13800/-
	18	Logger Thermo Anemometer	1	80712/-
	19	AC servo Speed Torque characteristics measurement unit	2	74340/-
	20	Dc Servo motor speed torque characteristic control unit	2	74340/-
	21	Synchro Transmitter Receiver Pair	2	48380/-
	22	Stepper Motor Controller	2	50740/-
	23	Kitek make 8085 microprocessor training kit	3	2100/-
	24	Kitek make dual CH.D/A USING DAC0800 Card Model IC-02	1	1900/-
	25	Kitek make 8 channel a/d using DC0809 Card model IC-01	1	1900/-
	26	Kitek make DC motor interface model IC-14	1	2500/-
	27	Differential Probe	2	83780/-
	28	Mosfet, IGBT Characteristics	1	18000/-
	29	SCR Triac Firing Circuit	1	14500/-
	30	AC to DC Micro Converter	1	17200/-
	31	DC to DC Cyclo Converter	1	17200/-
	32	Blk boost Converter	1	17200/-
	33	Mosfet IGBT Inverter	1	21500/-
	<p style="text-align: center;">Electrical & Electronics Engineering Department</p> <ul style="list-style-type: none"> Inauguration of New Annex Block of E&E department on 28th July 2019. 			

Placement Record 2019-20

Sr. No.	StudentsName	Degree/DEPT B.E(ELECTRICAL&ELCTRO NICS)	Placement Details
1	Suhail Khan	E&E	Accenture
2	Lennard Dias	E&E	Accenture
3	Teresa Bhat	E&E	JACOBS
4	SaurabhPatil	E&E	Visteon
5	SahilMalwanker	E&E	Yashkawa India Pvt. Ltd.
6	Swastika Shetti	E&E	Capgemini
7	Pooja Sandilya	E&E	Capemini
8	PrabhavNaik	E&E	Cipla
9	SaharshTalaulikar	E&E	Government
10	GadekarSahilRavindra	E&E	Unichem Laboratories Pvt. Ltd.
11	PratikshaPatil	E&E	Visteon corporation
12	Sakroji Veda	E&E	Elsteel and modular products
13	Kewelvaz	E&E	Spintly India Private Limited
14	Verekarshubham	E&E	Government
15	Pranav Parsekar	E&E	Ecoclean systems and solutions
16	DattarajDhond	E&E	Zuari Agro chemicals
17	Kaushik bhat	E&E	JSW,South West Port Ltd. Vascodagama
18	NehalKamat	E&E	Cipla

Placement Record 2020-21

Sr. No.	NAME OF THE STUDENT	Degree/DEPT B.E(ELECTRICAL&ELCTRO NICS)	Placement Details
1	AarushiRaghav	E&E	Adage Automation Pvt Ltd
2	KedarShirodkar	E&E	Adage Automation Pvt. Ltd.
3	John Agnelo Pinto	E&E	Glenmark pharma Ltd Colvale- Goa
4	Vishala Joshi	E&E	Capgemini Technology Services India Limited
5	Pratik Phadte	E&E	Vedanta resources limited
6	Abhishek velip	E&E	Nestle India Ltd.

7	Aejaz Farooq Wani	E&E	Rishabh Instruments Pvt Ltd.(Campus)..... currently, HCL(Off-Campus)
8	Pranav Bhandari	E&E	Saakaar Electricals
9	Sunil Naik	E&E	AdventzZuari Agro Chemicals Ltd
10	Sandeep Banshidhar Sharma	E&E	Tata Consultancy Service
11	Aaron Conception Gracias	E&E	IntelliSmart Infrastructure Private Limited, Gurgaon, Haryana
12	RajatMandrekar	E&E	Adage Automation Pvt. Ltd.
13	DattaKambli	E&E	Molbio Diagnostic Private LTD
14	SharangSalgaonkar	E&E	Vedanta resources limited
15	Nikhil Mangelkar	E&E	Hughes Precision
16	Pratik Phadte	E&E	Vedanta resources limited
17	ShivamPandurang Naik	E&E	Crompton Greaves Consumer Electricals Limited
18	ShivamPandurang Naik	E&E	Crompton Greaves Consumer Electricals Limited
19	Shaina Correia	E&E	Graduate apprentice at Syntegon Technology India Private limited
20	Bigau Sharma	E&E	Infosys
21	UtpalNaik	E&E	Colgate Palmolive (apprentice)
22	ShubhamVishramPhatak	E&E	Glenmark Pharmaceuticals Limited
23	Durga Sinai Kudchadkar	E&E	IntelliSmart Infrastructure Pvt Ltd
24	KavitaGaude	E&E	Apprentice in Colgate-Palmolive Goa
25	RojaRajaramNaik	E&E	Siemens Pvt Ltd
26	ManthanKambli	E&E	Free think LLP
27	RaajChimulkar	E&E	Vedanta resources limited
28	VirendraSahakari	E&E	Persistent
29	RamdasTuenkar	E&E	Oriental Containers

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Placement Record 2021-22

Sr. No.	NAME OF THE STUDENT	Degree/DEPT B.E(ELECTRICAL&ELCTRONICS)	Placement Details
1	APTE VARAD VIVEK	E&E	Chowgule Industries Ltd.
2	APTE VARAD VIVEK	E&E	Vedanta Ltd.
3	ARSEKAR ABHAY VISHWACHANDRA	E&E	TATA Consultancy Services
4	BANDODKAR SHUBHAM JAYESH	E&E	TATA Consultancy Services
5	BANDODKAR SHUBHAM JAYESH	E&E	Wipro Ltd.
6	CHARI RAUNAK SHAM	E&E	Cipla
7	DALVI SAISH RAJAN	E&E	Cipla
8	DALVI SAISH RAJAN	E&E	Vedanta Ltd.
9	DESSAI NIKHILESH SANDESH	E&E	Vedanta Ltd.
10	DESSAI NIKHILESH SANDESH	E&E	Adage Automation
11	DESSAI NIRANJAN VISHWAS	E&E	Cipla
12	DESSAI NIRANJAN VISHWAS	E&E	Vedanta Ltd.
13	DIAS SOPHIA PERPETUA	E&E	Infosys
14	JOSHI KANAK SURAJ	E&E	Adage Automation
15	NAIK MARGISH SUNIL	E&E	Adage Automation
16	NAIK PRATIK ASHOK	E&E	Cipla
17	NAIK SANISHA DINA	E&E	Vedanta Ltd.
18	NAYAK VISHVESH VILAS	E&E	IFB
19	PALEKAR KAMAXI GIRISH	E&E	Buoyancy
20	PANJIKAR VISHVESH RAYU	E&E	IFB
21	PARAB DAKSHA SATISH	E&E	Adage Automation
22	PETHKAR VITHAL DILIP	E&E	Cipla
23	PILLAI SHRI KRISHNA BALAJI MUTHU	E&E	IFB
24	PRABHU GAUNKAR NISARG NITISH	E&E	Vedanta Ltd.
25	RAIKAR PRASIDDHI PRASAD	E&E	Vedanta Ltd.
26	RISA MARIKA CELINE COUTINHO	E&E	Cipla
27	SHET GUDEKAR KEDAR ARUN	E&E	Adage Automation

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D 4.1.14 BE Electronics (VLSI Design and Technology)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part-1

Date of visit	22.02.2023
Name of the College/Institution	Goa College of Engineering
NAAC Accreditation	NO
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	B.E. Electronics Engineering (VLSI Design & Technology)
Sanctioned Strength	60
Programme fee per year per student	Rs. 85,700/-
Is financial position of the programme as per SC-1?	YES
Number of faculty members sanctioned for programme	
Number of faculty positions filled	
Faculty Member 1	Dr Rajesh B Lohani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs 2,97,212/-
Faculty Member 2	Dr Ameeta Amonkar
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,99,400/-
Faculty Member 3	Dr Hassanali Virani
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,99,400/-
Faculty Member 4	Dr Nitesh Guinde
Highest qualification	PhD
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs.2,58,968/-
Faculty Member 5	Mrs Nayana Shenvi
Highest qualification	ME(ECI) First Class with

Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs. 2,45,632/-
Faculty Member6	Mr Chetan Desai
Highestqualification	ME(Microelectronics) First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	1,42,540/-
Faculty Member7	Mr Shajahan Kutty
Highestqualification	PhD
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.223096/-
Faculty Member8	Mrs Amita Dessai
Highestqualification	ME(ECI) First Class with
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.223096/-
Faculty Member9	Mrs Sonia Kuwelkar
Highestqualification	ME(Microelectronics)First Class with Distinction
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs.218272/-
Faculty Member10	Mr Milind Fernandes
Highestqualification	ME(ECI) First Class with
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 112744/-
Faculty Member11	Mr Devendra Sutar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 112592/-
Faculty Member12	Mr Sangam Borkar
Highestqualification	ME(Electronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 133720/-

Faculty Member13	Ms Purti Savardekar
Highestqualification	ME(ECI) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member14	Ms Geeta Shet
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 119280/-
Faculty Member15	Mrs Palhavi Kerkar
Highestqualification	ME(Microelectronics) First Class
Qualified as perUGC?	Yes
Nature ofAppointment	Permanent
Salary	Rs 122776/-
Faculty Member16	CF1
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	ContractFaculty
Salary	Rs.50,000/-
Faculty Member17	CF2
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.55,000/-
Faculty Member18	CF3
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member19	CF4
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member20	CF5

Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-
Faculty Member21	CF6
Highestqualification	ME ETC.
Qualified as perUGC?	Yes
Nature ofAppointment	Contract Faculty
Salary	Rs.50,000/-

No.ofapplicationsreceivedforadmissiontotheprogrammeduringlast3academicyears

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2022-23	Admission process is carried out by Directorate of Technical Education Goa	60	72 (For 1 st Round of Admission)

Infrastructure

Classrooms available to the programmeand area of eachclassroom	Enclosure I
Teaching aids available for theprogramme	Enclosure II
Laboratories used by the programmeand area of eachlaboratory	Enclosure II
Special equipment used in theprogramme	Enclosure II
Availability of staffroom toteachers	Yes, Enclosure I
Availability of common room tostudents	Yes, Enclosure I
Library facilities available to theprogramme	Yes.
Sports facilities available to theprogramme	Yes.
Canteenfacilities	Yes.
Health facilities, Counseling, etc. availableto theprogramme	Yes.
Description of facilities that havebeen added since the last AICvisit	Enclosure III

Data on placements of last 3 batches: Courses started in the AY 2022-23

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D 4.1.15 BE Mining Engineering

Annexure I

**REPORT OF THE AFFILIATION INQUIRY COMMITTEE
Part – 1**

Date of visit	22/02/2023
Name of the College / Institution	Goa College of Engineering
NAAC Accreditation	No
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	B.E. Mining Engineering
Programme fee per year per student	Rs. 85700/ Year
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	09
Number of faculty positions filled	03
Faculty Member1	Dr. Ulhas G. Sawaiker, Prof. in Civil & Head, Mining Engineering Dept.
Highest qualification	Ph.D
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Level-14 , Rs. 188200/-
Faculty Member2	Shri. E. Hymakar Reddy
Highest qualification	M. Tech (Ind Safety Engg), NIT Tiruchirappalli
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Level 13, Rs. 171400/-
Faculty Member3	Shri. Vijay Kumar
Highest qualification	M. Tech (EnvEngg), NIT Surathkal
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Level 13, Rs. 171400/-

No. of applications received for admission to the programme during last 3 Academic years

For all B.E. Programs Centralized admission is carried out by Directorate of Technical Education Goa

Academic Year	No of Applications	No of Seats Sanctioned	No of seats filled
2019-20	-	30	Nil
2020-21	-	30	Nil
2021-22	-	30	Nil

(* MiningEngg. course was suspended from May 2019)

Infrastructure

1.	Classrooms available to the programme and area of each classroom				
	Sr. No.	Particulars	Strength	Number	Approx. Area
	1	Class Rooms	80 Seater	3	148 sq. mt each
	2	Class Rooms	40 seater	2	74 sq. mt each
	3	Drawing Hall	25 seater	1	74 sq. mt
	4	Tutorial Rooms	20 seater	4	35 sq. mt each
	5	Project		2	35 sq. mt each
2.	Teaching aids available for the programme				
	1	Two class rooms provided with LCD projectors and interactive monitors			
	2	Drawing hall provided with LCD projectors			
	3	Computer Centre has internet connectivity and LCD projectors			
	4	Departmental Library has four computers connected in LAN for learning materials			
	5	Seminar Hall with all facilities for expert lectures (with seating capacity of 100)			
3.	Laboratories used by the Programme and area of each laboratory				
	Sr.No.	Laboratories		Number	Floor Area
	1	General Mining Laboratory		1	200 sq.m
	2	Geology Laboratory		1	200 sq.m
	3	Rock Mechanics Laboratory		1	200 sq.m
	4	Mining Machinery Laboratory		1	200 sq.m
	5	Mine Environment Laboratory		1	200 sq.m
	6	Mineral Beneficiation Laboratory		1	200 sq.m
	7	Computer Centre		1	148 sq. m
4.	Special equipment used in the programme			--	
5.	Availability of staffroom to teachers			Available Area:- 200 sq. mt approx.	
6.	Availability of common room to students			Available Area :- 35 sq. mt each separate for Boys and Girls	
7.	Library facilities available to the programme			Departmental Library of 149 Sq. m with reference books, magazines & IT based learning resources	
8.	Sports facilities available to the programme			-	
9.	Canteen Facilities			-	

10.	Health facilities, counseling etc. available to the programme	-
11.	Description of facilities that have been added since last AIC visit	-

Data on placements of last 3 batches

Placement Details of Mining Engineering Students 2019 – 2020

Total No. of Students: 18, Employed : 07

Placement Details of Mining Engineering Students 2020 – 2021

Total No. of Students: 16, Employed : 06

Placement Details of Mining Engineering Students 2021 – 2022

Total No. of Students: 11, Employed : 04

Numbers of Students cleared GATE

Year	No. of Students
2020	-
2021	01
2022	-

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D 4.2 Shree Rayeshwar Institute of Engineering and Information Technology, Shiroda.

D 4.2.1 BE Electronics and Telecommunications

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part -1

Date of visit	03.03.2023
Name of the College/Institution	Shree Rayeshwar Institute of Engineering and Information Technology
NAAC Accreditation	--
If Yes, Grade and year	Not yet Applied
Research funding received by college last year	Applied to AICTE
Programme being reviewed by AIC	N/A
Programme fee per year per student	Refer <i>Annexure-I</i>
Is financial position of the programme as per SC-1?	Yes – fulfilled as per AICTE Norms

Faculty Branch: Electronics & Telecommunication Engineering

Number of faculty members sanctioned for programme	09
Number of faculty positions filled	06
Faculty Member 1	Mr. Mayur Gambhir – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Electronics Communi. Goa 7.22 & Instrumentation
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	73,961/-
Faculty Member 2	Mr. Shreeyank Jambhale -Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Electronics Communi. Goa 6.12 & Instrumentation
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	70,950/-
Faculty Member 3	Ms. Sunaya Shirodkar -Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Electronics Communi. Goa 6.91 & Instrumentation
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	55,141/-

Faculty Member 4	Mr. Vishwaraj Naik Parrikar -Assistant Professor
Highest qualification	Degree University % marks/grade M.Tech. VLSI MNIT Jaipur 8.51 Design Pursuing Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	43,803/-
Faculty Member 5	Mrs. Veena Gaonkar - Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Microelectronics Goa 7.53
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	59,982/-
Faculty Member 6	Mr. Chilton Fernandes - Assistant Professor
Highest qualification	Degree University % marks/grade M.E Microelectronics Goa 7.62
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	59,982/-

First Year Common Faculties (Department of General Engineering)

Number of faculty members sanctioned for programme	09
Number of faculty positions filled	08
Faculty Member 1	Mr. Sandesh Mardolkar – Assistant Professor
Highest qualification	Degree University % marks/grade B.E. Civil Engg. Bombay 61.26%
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	50,937/-
Faculty Member 2	Mrs. Akila E – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Power Systems Annamalai University 9.51
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	59,982/-
Faculty Member 3	Mr. Viren Pereira – Assistant Professor
Highest qualification	Degree University % marks/grade Power & Energy System Goa 6.9

Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	61,698/-
Faculty Member 4	Mrs. Grizel Pereira – Assistant Professor
Highest qualification	Degree University % marks/grade M.A. English M. Sundaranar Tamilnadu 53.37%
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	40,000/-
Faculty Member 5	Ms. Pratiksha Harmalkar – Assistant Professor
Highest qualification	Degree University % marks/grade M.Sc.-Mathematics Goa 74.19 %
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	35,000/-
Faculty Member 6	Ms. Stephanie Vaz – Assistant Professor
Highest qualification	Degree University % marks/grade M.Sc.- Mathematics Goa 64.75 %
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	35,000/-
Faculty Member 7	Ms. Rosaline Albuquerque – Assistant Professor
Highest qualification	Degree University % marks/grade M.Sc.- Organic Chemistry Goa 9.72
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	35,000/-
Faculty Member 8	Mr. Nandesh Gaonkar – College Director of Physical Education & Sports
Highest qualification	Degree University % marks/grade M.Sc.- Mathematics Goa 64.75 %
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	35,000/-

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Industry Adjunct Faculty Members as per AICTE Approval Guidelines 2016-17

Sr. No	Name of the Staff	Designation	Qualification	Status of Appointment
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1	Mr. Prajot Mainkar	Industry Adjunct Visiting Faculty	B.E. (Comp) M.E. (Software System)	Visiting Faculty
2	Mr. Ashwin Kunkolienkar	Industry Adjunct Visiting Faculty	B.E. (I.T.)	Visiting Faculty
3	Mr. Dattprasad ShetKurtarkar	Industry Adjunct Visiting Faculty	B.E. Comp	Visiting Faculty
4	Mr. Sachin Kale	Industry Adjunct Visiting Faculty	B.E. (Comp) M.E. (I.T.)	Visiting Faculty

No. of applications received for admission to the programme during last 3 academic years

a) No. of Seats are filled through Directorate of Technical Education

Electronics & Telecommunication Engineering

Year	No. of applications received for the programme	No. of seats sanctioned	No. of seats filled
2020-21	The Admission through Centralised Admission Process by Directorate of Technical Education, Govt. of Goa	60 + 4	01
2021-22	The Admission through Centralised Admission Process by Directorate of Technical Education, Govt. of Goa	60 + 4	01
2022-23	The Admission through Centralised Admission Process by Directorate of Technical Education, Govt. of Goa	60 + 4	03

b) No. of Application received through Management Admission Quota

Year	No. of applications received for the programme (Under Management quota)	No. of seats sanctioned	No. of seats filled
2020-21	20	15	11
2021-22	05	15	02
2022-23	03	15	01

Infrastructure

Classrooms available to the programme and area of each classroom	Class Room	Area in Sqm
	CR-09	95.45
	CR-10	95.45
	CR-11	95.45

Teaching aids available for the programme	LCD Projectors, Over Head Projectors, Electronics Slats, Online Course Material, Digital Library	
Laboratories used by the programme and area of each laboratory	Laboratory Details	Area in Sqm
	Electrical & Control System Lab	95.45
	Microprocessor Lab	63.75
	Analog Digital Comm. Lab	95.45
	VLSI & Embedded Lab	144.3
	Basic Electronics Lab	63.75
	First Year and Common Laboratories	
	Engineering Workshop	211.78
	Chemistry Lab	62.83
	Physics Lab	63.75
	Drawing Hall	134.30
	Computer Center	150
Special equipment used in the programme	<u>Please Refer Annexure-II</u>	
Availability of staffroom to teachers	Faculty Cabins along with one HoD Cabin and Department Office are available.	
Availability of common room to students	Common Facility	Area in Sqm
	Girls Common Room	Under Process
	Boys Common Room	Under Process
Library facilities available to the programme	Resource	Total Number available
	Books (ETC Dept.)	5904
	Titles (ETC Dept.)	1224
	No of Copies of Print National Journals (All Branches)	1353
	No of International Journals (Online Subscription) – All Branches	1250
	Computers for Library Automation	03
	Multimedia Computers	09
Sports facilities available to	Yes: Available.	

the programme	
Canteen facilities	Yes : Available
Health facilities, Counseling, etc. available to the programme	Yes: Available
Description of facilities that have been added since the last AIC visit	<p>Microsoft Softwares(90 Users) - Microsoft Desktop Education All Lng License/Software Assurance Pack Academic Open Value 1 License Level E Enterprise 1 Year – 45 Faculty Licenses (Part Number: 2UJ-00011, Agreement Number: V1583169)</p> <p>Autodesk Softwares(125 Users) - An Educational <i>Multiseat Stand-alone</i> license for <i>Education Master Suite 2015</i> (Order Number:7054731131, Contract Number: 110000869196, Renewal Date: 2017, Customer Reference Number: ARC-7229234642001, Sold To Number: 5070143979)</p> <p>[Please Refer <u>ANNEXURE-III</u> (List of Licensing Software's Added)]</p>

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Data on placements of last 3 batches:

BE 2022 Passed Out Batch

Sr. No	Name	Branch	Company
1	Sawant Sparsha	ETC	INBetween
2	Dessai Shreya	ETC	Chegg, Inc.
3	Sawant Sparsha	ETC	Chegg, Inc.
4	Allan Sony	ETC	Tangentia India Technologies Pvt. Ltd.
5	Fernandes Inacio	ETC	Tangentia India Technologies Pvt. Ltd.
6	Barde Bhushan	ETC	Tangentia India Technologies Pvt. Ltd.
7	Dessai Shreya	ETC	Tangentia India Technologies Pvt. Ltd.

BE 2021 Passed Out Batch

Sr. No	Name	Branch	Company
1	Chitari Nehal Nityanand	ETC	Elcamino Software Solutions Pvt. Ltd., Bangalore
2	Pearl Fernandes	ETC	IBM
3	RanielMonteiro	ETC	IBM

4	Saiesh Patil	ETC	TransasiaBiomedicals Ltd.
5	De Menezes Elton John	ETC	Kilowott
6	Tanvi Sadashiv Velkar	ETC	Kilowott
7	Pearl Fernandes	ETC	Seventh Sense Talent

BE 2020 Passed Out Batch

Sr. No	Name	Branch	Company
1	Diptesh Naik	ETC	Tata Consultancy Services, Mumbai
2	Raju Vishwakarma	ETC	Investment Bulls, Panaji
3	Rhay Dias	ETC	Investment Bulls, Panaji
4	Salil Naik	ETC	Investment Bulls, Panaji
5	Vailan Pinto	ETC	Investment Bulls, Panaji
6	Arun Shetti	ETC	Investment Bulls, Panaji
7	Shruti Desai	ETC	Investment Bulls, Panaji
8	Mohan Kanoj	ETC	Seventh Sense Talent Solution
9	Nehaal Raicar	ETC	Seventh Sense Talent Solution
10	Raju Vishwakarma	ETC	Capgemini, Bangalore
11	Anuradha Joshi	ETC	Capgemini, Bangalore
12	Hazim Khwaja	ETC	Investment Bulls, Panaji
13	Bhandenivas Naikodi	ETC	Investment Bulls, Panaji
14	Darshan Gaonkar	ETC	Investment Bulls, Panaji
15	Mohan Kanoj	ETC	Investment Bulls, Panaji
16	Vinayak Mhalvankar	ETC	Investment Bulls, Panaji
17	Navjyot Shirodkar	ETC	EME Automation, Goa
18	Mohan Kanoj	ETC	Byjus, Bangalore

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D 4.2.2 BE Computer Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part -1

Date of visit	03.03.2023
Name of the College/Institution	Shree Rayeshwar Institute of Engineering and Information Technology
NAAC Accreditation	--
If Yes, Grade and year	Not yet Applied
Research funding received by college last year	Applied to AICTE
Programme being reviewed by AIC	N/A
Programme fee per year per student	Refer Annexure-1
Is financial position of the programme as per SC-1?	Yes – fulfilled as per AICTE Norms

Faculty Branch: Computer Engineering

Number of faculty members sanctioned for programme	09
No. of faculty positions filled	08
Faculty Member 1	Dr. Anurag Jain - Professor
Highest qualification	Degree University % marks/grade Ph.D Computer Science CMJ University - & Engineering Shilong Meghalaya
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	1,00,690/-
Faculty Member 2	Mrs. Sweta Kamat – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Internet Technology Goa 7.3
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	73,961/-
Faculty Member 3	Mrs. Pratiksha Shetgaonkar – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Internet Technology Goa 7.5
Qualified as per UGC?	Yes
Nature of Appointment	Permanent

Salary	76,566/-
Faculty Member 4	Mr. Vijaykumar Naik Powar – Assistant Professor
Highest qualification	Degree University % marks/grade M.Tech. Computer Visvesvaraya Techn. 78% Science & Engg. University Belgaum
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	59,982/-
Faculty Member 5	Mrs. Harsha Chari – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Internet Technology Goa 76%
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	47,632/-
Faculty Member 6	Mr. K.M. Chaman Kumar – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Internet Technology Goa 7.38
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	59,982/-
Faculty Member 7	Ms. Deepmala Kale – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Computer Manipal 83.5% Science & Information Security
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	59,982/-
Faculty Member 8	Ms. Sukanya Dessai – Assistant Professor
Highest qualification	Degree University % marks/grade M.E - Info. Tech & Engg. Goa 8.29
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	35000/-

First Year Common Faculties (Department of General Engineering)

Number of faculty members sanctioned for programme	09		
Number of faculty positions filled	08		
Faculty Member 1	Mr. Sandesh Mardolkar – Assistant Professor		
Highest qualification	Degree B.E. Civil Engg.	University Bombay	% marks/grade 61.26%
Qualified as per UGC?	Yes		
Nature of Appointment	Permanent		
Salary	50,937/-		
Faculty Member 2	Mrs. Akila E – Assistant Professor		
Highest qualification	Degree M.E. Power Systems	University Annamalai University	% marks/grade 9.51
Qualified as per UGC?	Yes		
Nature of Appointment	Permanent		
Salary	59,982/-		
Faculty Member 3	Mr. Viren Pereira – Assistant Professor		
Highest qualification	Degree Power & Energy System	University Goa	% marks/grade 6.9
Qualified as per UGC?	Yes		
Nature of Appointment	Permanent		
Salary	61,698/-		
Faculty Member 4	Mrs. Grizel Pereira – Assistant Professor		
Highest qualification	Degree M.A. English	University M.Sundaranar Tamilnadu	% marks/grade 53.37%
Qualified as per UGC?	Yes		
Nature of Appointment	Contract Basis		
Salary	40,000/-		
Faculty Member 5	Ms. Pratiksha Harmalkar – Assistant Professor		
Highest qualification	Degree M.Sc.-Mathematics	University Goa	% marks/grade 74.19 %
Qualified as per UGC?	Yes		
Nature of Appointment	Contract Basis		
Salary	35000/-		

Faculty Member 6	Ms. Stephanie Vaz – Assistant Professor
Highest qualification	Degree University % marks/grade M.Sc.- Mathematics Goa 64.75 %
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	35,000/-
Faculty Member 7	Ms. Rosaline Albuquerque – Assistant Professor
Highest qualification	Degree University % marks/grade M.Sc.- Organic Chemistry Goa 9.72
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	35,000/-
Faculty Member 8	Mr. Nandesh Gaonkar – College Director of Physical Education & Sports
Highest qualification	Degree University % marks/grade M.Sc.- Mathematics Goa 64.75 %
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	35,000/-

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Industry Adjunct Faculty Members as per AICTE Approval Guidelines 2016-17

Sr. No	Name of the Staff	Designation	Qualification	Status of Appointment
1	Mr. Prajot Mainkar	Industry Adjunct Visiting Faculty	B.E. (Comp) M.E. (Software System)	Visiting Faculty
2	Mr. Ashwin Kunkolienkar	Industry Adjunct Visiting Faculty	B.E. (I.T.)	Visiting Faculty
3	Mr. Dattprasad Shet Kurtarkar	Industry Adjunct Visiting Faculty	B.E. Comp	Visiting Faculty
4	Mr. Sachin Kale	Industry Adjunct Visiting Faculty	B.E. (Comp) M.E. (I.T.)	Visiting Faculty

No. of applications received for admission to the programme during last 3 academic years

- a) **No. of Seats are filled through Directorate of Technical Education**
Computer Engineering

Year	No. of applications received for the programme	No. of seats sanctioned	No. of seats filled
2020-21	The Admission through Centralised Admission Process by Directorate of Technical Education, Govt. of Goa	60 + 4	20
2021-22	The Admission through Centralised Admission Process by Directorate of Technical Education, Govt. of Goa	60 + 4	38
2022-23	The Admission through Centralised Admission Process by Directorate of Technical Education, Govt. of Goa	60 + 4	50

b) No. of Application received under Management Quota

Year	No. of applications received for the programme (Under Management quota)	No. of seats sanctioned	No. of seats filled
2020-21	24	15	12
2021-22	20	15	14
2022-23	27	15	10

Infrastructure

Classrooms available to the programme and area of each classroom	Class Room	Area in Sqm
	CR-03	95.45
	CR-04	95.45
	CR-05	95.45
Teaching aids available for the programme	LCD Projectors, Over Head Projectors, Electronics Slats, Online Course Material, Digital Library	
Laboratories used by the programme and area of each laboratory	Laboratory Details	Area in Sqm
	Software Engg. Lab	102.59
	Advance Computing Lab	68.39
	DBMS Lab	63.75
	Internet & Network Lab	95.45
	First Year and Common Laboratories	
	Engineering Workshop	211.78
	Chemistry Lab	62.83
	Physics Lab	63.75
	Drawing Hall	134.30
	Computer Center	150

Special equipment used in the programme	<u>Please Refer Annexure-II (List of Lab Equipments)</u>	
Availability of staffroom to teachers	Faculty Cabins, one HoD Cabin and Department Office are available.	
Availability of common room to students	Common Facility	Area in Sqm
	Girls Common Room	Under Process
	Boys Common Room	Under Process
Library facilities available to the programme	Resource	Total Number available
	Books (Comp. Dept.)	5837
	Titles (Comp Dept.)	1229
	No of Copies of Print National Journals (All Branches)	1353
	No of International Journals (Online Subscription) – All Branches	1250
	Computers for Library Automation	03
	Multimedia Computers	09
Sports facilities available to the programme	Yes: Available.	
Canteen facilities	Yes : Available	
Health facilities, Counseling, etc. available to the programme	Yes: Available	
Description of facilities that have been added since the last AIC visit	<p>Microsoft Softwares (90 Users) - Microsoft Desktop Education All Lng License/Software Assurance Pack Academic Open Value 1 License Level E Enterprise 1 Year – 45 Faculty Licenses (Part Number: 2UJ-00011, Agreement Number: V1583169)</p> <p>Autodesk Softwares (125 Users) - An Educational <i>Multiseat Stand-alone</i> license for <i>Education Master Suite 2015</i> (Order Number:7054731131, Contract Number: 110000869196, Renewal Date: 2017, Customer Reference Number: ARC-7229234642001, Sold To Number: 5070143979)</p> <p>[Please Refer <u>ANNEXURE-III</u> (List of Licensing Software's Added)]</p>	

Data on placements of last 3 batches:

BE 2022 Passed Out Batch

Sr. No	Name	Branch	Company
1	Chelluru Rohit	COMP	Persistent Systems Ltd.
2	Desai Kalekar Ruchi Rajendra	COMP	Capgemini
3	Kini Ajay	COMP	Capgemini
4	Narvekar Sanjana	COMP	Capgemini
5	Narvekar Sanjana	COMP	Virtusa
6	Narvekar Sanjana	COMP	Wipro
7	Gawas Ravi	COMP	INBetween
8	Lotlikar Neeyat	COMP	INBetween
9	Narvekar Sanjana	COMP	Trellissoft
10	Raut Tanvi	COMP	Trellissoft
11	Kini Ajay	COMP	Trellissoft
12	Mitra Anjali	COMP	Trellissoft
13	Lotlikar Neeyat	COMP	Trellissoft
14	Narvekar Sanjana	COMP	Srijan
15	Naik Prajyot	COMP	Chegg, Inc.
16	Raut Tanvi	COMP	Chegg, Inc.
17	Mitra Anjali	COMP	Chegg, Inc.
18	Potluri Pranathi	COMP	Chegg, Inc.
19	Gawas Ravi	COMP	Chegg, Inc.
20	Narvekar Sanjana	COMP	Chegg, Inc.

21	Sharma Amit Kumar	COMP	Chegg, Inc.
22	Desai Kalekar Ruchi Rajendra	COMP	Chegg, Inc.
23	Naik Vaibhav Chandrahas	COMP	Chegg, Inc.
24	Narvekar Sanjana	COMP	Betsol Software Pvt. Ltd.
25	Shirodkar Mayur	COMP	Tangentia India Technologies Pvt. Ltd.
26	Narvekar Sanjana	COMP	Tangentia India Technologies Pvt. Ltd.
27	Kini Ajay	COMP	Tangentia India Technologies Pvt. Ltd.
28	Naik Vaibhav	COMP	Tangentia India Technologies Pvt. Ltd.
29	Panchal Juyee	COMP	Tangentia India Technologies Pvt. Ltd.
30	Narvekar Sanjana	COMP	Haztech Innovation
31	Naik Vaibhav Chandrahas	COMP	Umang Software Technologies
32	Swain Suprabha	COMP	Anant Infomedia Pvt. Ltd.
33	Shirodkar Mayur	COMP	Anant Infomedia Pvt. Ltd.
34	Panchal Juyee	COMP	Anant Infomedia Pvt. Ltd.
35	Mitra Anjali	COMP	Anant Infomedia Pvt. Ltd.
36	Shirodkar Mayur	COMP	NE Technologies India Pvt. Ltd., Goa
37	Swain Suprabha	COMP	NE Technologies India Pvt. Ltd., Goa
38	Naik Prajyot	COMP	Numadic IOT Pvt. Ltd.
39	Shirodkar Mayur	COMP	Helix Tech Pvt. Ltd.
40	Kitlekar Vrushali	COMP	Sofueled Media Pvt. Ltd.
41	Salmon Shaji	COMP	Sofueled Media Pvt. Ltd.
42	Naik Prajyot	COMP	Sofueled Media Pvt. Ltd.

43	Sanjana Narekar	COMP	OneShield Software
44	Sharma Amit Kumar	COMP	OneShield Software
45	Juyee Panchal	COMP	OneShield Software
46	Pranathi Potluri	COMP	DeltaTech Gaming Ltd.
47	Ramkrishna Mulvi	COMP	Creative Capsule LLC
48	Desai Kalekar Ruchi Rajendra	COMP	Helix Tech Pvt. Ltd.

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BE 2021 Passed Out Batch

Sr. No	Name	Branch	Company
1	GaonkarAmeyAnand	COMP	Persistent Systems Ltd.
2	BhisseSwetaDivya Ramesh	COMP	Jaro Education, Mumbai
3	Gaur Aishwarya Singh	COMP	Jaro Education, Mumbai
4	GadekarShrutikaAnant	COMP	Jaro Education, Mumbai
5	DeshmukhKunalKakaso	COMP	Tata Consultancy Solutions
6	Gaur Aishwarya Singh	COMP	Tata Consultancy Solutions
7	GuedesShawnon Rosario	COMP	AnantInfomedia Pvt. Ltd.
8	Bhagat Krishna Tribhuvan	COMP	AnantInfomedia Pvt. Ltd.
9	Nasir Ahmad Khanday	COMP	AnantInfomedia Pvt. Ltd.
10	TiwariStuti D.	COMP	Open Destination
11	Costa ClionaJewela	COMP	Open Destination
12	Parab Amar Anand	COMP	Open Destination
13	GawadeSwapanilNamdeo	COMP	Open Destination
14	TawdeTejasSubhash	COMP	In-Between, Goa
15	Gaur Aishwarya Singh	COMP	Technologies Global Pvt. Ltd.

16	Nasir Ahmad Khanday	COMP	Elcamino Software Solutions Pvt. Ltd., Bangalore
17	Bhagat Krishna Tribhuvan	COMP	Elcamino Software Solutions Pvt. Ltd., Bangalore
18	TawdeTejasSubhash	COMP	Elcamino Software Solutions Pvt. Ltd., Bangalore
19	NaikKhandolkarSourabhShanu	COMP	Elcamino Software Solutions Pvt. Ltd., Bangalore
20	BorgiMahanteshSanganna	COMP	Elcamino Software Solutions Pvt. Ltd., Bangalore
21	Malik VirajPravin	COMP	Elcamino Software Solutions Pvt. Ltd., Bangalore
22	NogueiroNeeboy	COMP	Oneshield India Pvt Ltd, Goa
23	BorgiMahanteshSanganna	COMP	Chegg India
24	TawdeTejasSubhash	COMP	Chegg India
25	BhisseSwetaDivya Ramesh	COMP	Chegg India
26	GuedesShawnon Rosario	COMP	Chegg India
27	GadekarShrutikaAnant	COMP	Chegg India
28	Bhagat Krishna Tribhuvan	COMP	Chegg India
29	TiwariStuti D	COMP	Sapana Group
30	TawdeTejasSubhash	COMP	Sapana Group
31	MahanteshBorgi	COMP	Seventh Sense Talent Solution
32	Cliona Costa	COMP	Seventh Sense Talent Solution
33	Cliona Costa	COMP	IBM
34	Gaur Aishwarya Singh	COMP	IBM
35	TawdeTejasSubhash	COMP	Revanture India
36	GuedesShawnon Rosario	COMP	e-Zest Solutions
37	TawdeTejasSubhash	COMP	AnantInfomedia Pvt. Ltd.

38	BorgiMahanteshSanganna	COMP	AnantInfomedia Pvt. Ltd.
39	SwetaBhisse	COMP	Creative Capsule
40	AkashVerlekar	COMP	Tangentia
41	SourabhNaikKhandolkar	COMP	Mograsys Technologies Pvt. Ltd.
42	BorgiMahanteshSanganna	COMP	Mograsys Technologies Pvt. Ltd.
43	TawdeTejasSubhash	COMP	Clayfin Technologies Pvt. Ltd.

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BE 2020 Passed Out Batch

Sr. No	Name	Branch	Company
1	Jane Crystal Rodrigues	COMP	Persistent System Ltd., Goa.
2	PragatiNaik	COMP	Persistent System Ltd., Goa.
3	Sherwin Fernandes	COMP	Persistent System Ltd., Goa.
4	SharmadBhat	COMP	Persistent System Ltd., Goa.
5	PoojaKeserkar	COMP	CheggIndia, Bangalore
6	Druvil Shah	COMP	CheggIndia, Bangalore
7	VidyashreeHanchinal	COMP	CheggIndia, Bangalore
8	Amrita Sambary	COMP	CheggIndia, Bangalore
9	RohitShetMandrekar	COMP	CheggIndia, Bangalore
10	Dilisha Tendulkar	COMP	CheggIndia, Bangalore
11	Jane Rodrigues	COMP	CheggIndia, Bangalore
12	ShreyaGaonkar	COMP	CheggIndia, Bangalore
13	NameetMankar	COMP	CheggIndia, Bangalore
14	Jane Rodrigues	COMP	CheggIndia, Bangalore
15	KomalMourya	COMP	CheggIndia, Bangalore

16	ShardaPatil	COMP	CheggIndia, Bangalore
17	SharmadBhat	COMP	CheggIndia, Bangalore
18	EshwaryaGaonkar	COMP	Investment Bulls, Panaji
19	NameetMankar	COMP	Investment Bulls, Panaji
20	SahilMhamal	COMP	Investment Bulls, Panaji
21	AshitoshTilve	COMP	Investment Bulls, Panaji
22	AdityaNaik	COMP	IBM,Bangalore
23	EshwaryaGaonkar	COMP	IBM,Bangalore
24	MeenaliRane	COMP	IBM,Bangalore
25	PranavLotlikar	COMP	AnantInfomedia Pvt. Ltd.
26	PratikeshMandrekar	COMP	AnantInfomedia Pvt. Ltd.
27	MeenaliRane	COMP	AnantInfomedia Pvt. Ltd.
28	Deepak Patil	COMP	AnantInfomedia Pvt. Ltd.
29	ParthDalvi	COMP	AnantInfomedia Pvt. Ltd.
30	Sejal Pol	COMP	Seventh Sense Talent Solution
31	SaurabhVernekar	COMP	Seventh Sense Talent Solution
32	ShivaniBandodkar	COMP	Seventh Sense Talent Solution
33	SahilMhamal	COMP	In-Between Software Development Pvt. Ltd.
34	Jane Trinity Rodrigues	COMP	Tangentia India
35	AshitoshTilve	COMP	Tangentia India
36	MeenaliRane	COMP	Capgemini, Bangalore
37	HanchinalVidyashree	COMP	Capgemini, Bangalore
38	EshwaryaGaonkar	COMP	One-Shield Software Pvt. Ltd

39	AshitoshTilve	COMP	Appstrails, Bangalore
40	ShreyaGaonkar	COMP	Infipre, Goa
41	Amrita Sambary	COMP	Investment Bulls, Panaji
42	MohamadNadeem	COMP	Investment Bulls, Panaji
43	DivyaVaccaligara	COMP	Investment Bulls, Panaji
44	Ekansh Kumar	COMP	Investment Bulls, Panaji
45	ShardaPatil	COMP	Investment Bulls, Panaji
46	TabasumNadaf	COMP	Investment Bulls, Panaji
47	NamrathaSheregar	COMP	Byjus, Bangalore

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D 4.2.3 BE Information Technology

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part -1

Date of visit	03.03.2023
Name of the College/Institution	Shree Rayeshwar Institute of Engineering and Information Technology
NAAC Accreditation	--
If Yes, Grade and year	Not Applied
Research funding received by college last year	Applied to AICTE
Programme being reviewed by AIC	N/A
Programme fee per year per student	Refer Annexure-I
Is financial position of the programme as per SC-1?	Yes – fulfilled as per AICTE Norms

Faculty Branch: Information Technology

Number of faculty members sanctioned for programme	09
Number of faculty positions filled	06
Faculty Member 1	Mrs. Manjusha Sanke – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Internet Technology Goa 8.85
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	84358/-
Faculty Member 2	Mr. Saiesh N. Prabhu Verlekar – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Internet Technology Goa 7.36
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	73,961/-
Faculty Member 3	Ms. Jane Crystal Rodrigues – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Computer Science &Engg. Goa 76.8%
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	35000/-
Faculty Member 4	Ms. Vaibhavi Naik – Assistant Professor
Highest qualification	Degree University % marks/grade ME- I.T. Goa 79%

Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	35000/-
Faculty Member 5	Ms. Shama Dessai – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. I.T. Goa 6.93
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	40,000/-
Faculty Member 6	Mr. Anthony Rodrigues – Assistant Professor
Highest qualification	Degree University % marks/grade ME - COMP Goa 69.5%
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	35000/-

First Year Common Faculties (Department of General Engineering)

Number of faculty members sanctioned for programme	09
Number of faculty positions filled	08
Faculty Member 1	Mr. Sandesh Mardolkar – Assistant Professor
Highest qualification	Degree University % marks/grade B.E. Civil Engg. Bombay 61.26%
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	50,937/-
Faculty Member 2	Mrs. Akila E – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Power Systems Annamalai University 9.51
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	59,982/-
Faculty Member 3	Mr. Viren Pereira – Assistant Professor
Highest qualification	Degree University % marks/grade Power & Energy System Goa 6.9
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	61,698/-
Faculty Member 4	Mrs. Grizel Pereira – Assistant Professor
Highest qualification	Degree University % marks/grade

	M.A. English	M.Sundaranar Tamilnadu	53.37%
Qualified as per UGC?	Yes		
Nature of Appointment	Temporary		
Salary	40,000/-		
Faculty Member 5	Ms. Pratiksha Harmalkar – Assistant Professor		
Highest qualification	Degree	University	% marks/grade
	M.Sc.-Mathematics	Goa	74.19 %
Qualified as per UGC?	Yes		
Nature of Appointment	Temporary		
Salary	35,000/-		
Faculty Member 6	Ms. Stephanie Vaz – Assistant Professor		
Highest qualification	Degree	University	% marks/grade
	M.Sc.- Mathematics	Goa	64.75 %
Qualified as per UGC?	Yes		
Nature of Appointment	Temporary		
Salary	35,000/-		
Faculty Member 7	Ms. Rosaline Albuquerque – Assistant Professor		
Highest qualification	Degree	University	% marks/grade
	M.Sc.- Organic Chemistry	Goa	9.72
Qualified as per UGC?	Yes		
Nature of Appointment	Contract Basis		
Salary	35,000/-		
Faculty Member 8	Mr. Nandesh Gaonkar – College Director of Physical Education & Sports		
Highest qualification	Degree	University	% marks/grade
	M.Sc.- Mathematics	Goa	64.75 %
Qualified as per UGC?	Yes		
Nature of Appointment	Temporary		
Salary	35,000/-		

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Industry Adjunct Faculty Members as per AICTE Approval Guidelines 2016-17

Sr. No	Name of the Staff	Designation	Qualification	Status of Appointment
1	Mr. Prajot Mainkar	Industry Adjunct Visiting Faculty	B.E. (Comp) M.E. (Software System)	Visiting Faculty
2	Mr. Ashwin Kunkolienkar	Industry Adjunct Visiting Faculty	B.E. (I.T.)	Visiting Faculty
3	Mr. Dattprasad Shet Kurtarkar	Industry Adjunct Visiting Faculty	B.E. (Comp)	Visiting Faculty

4	Mr. Sachin Kale	Industry Adjunct Visiting Faculty	B.E. (Comp) M.E. (I.T.)	Visiting Faculty
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No. of applications received for admission to the programme during last 3 academic years

a) No. of Seats are filled through Directorate of Technical Education

Information Technology

Year	No. of applications received for the programme	No. of seats sanctioned	No. of seats filled
2020-21	The Admission through Centralised Admission Process by Directorate of Technical Education, Govt. of Goa	60 + 4	17
2021-22	The Admission through Centralised Admission Process by Directorate of Technical Education, Govt. of Goa	60 + 4	17
2022-23	The Admission through Centralised Admission Process by Directorate of Technical Education, Govt. of Goa	60 + 4	25

b) No. of Application received Under Management Quota

Year	No. of applications received for the programme (Under Management quota)	No. of seats sanctioned	No. of seats filled
2020-21	16	15	07
2021-22	11	15	05
2021-22	21	15	14

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Infrastructure

Classrooms available to the programme and area of each classroom	Class Room	Area in Sqm
	CR-06	95.45
	CR-07	95.45
	CR-08	95.45
Teaching aids available for the programme	LCD Projectors, Over Head Projectors, Electronics Slats, Online Course Material, Digital Library	
Laboratories used by the programme and area of each laboratory	Laboratory Details	Area in Sqm
	Basic Computing Lab	102
	Multimedia Lab	68.39
	Project Lab	95.45
	First Year Common Laboratories	
	Engineering Workshop	211.78

	Chemistry Lab	62.83
	Physics Lab	63.75
	Drawing Hall	134.30
	Computer Center	150
Special equipment used in the programme	<u>Please Refer Annexure-II (List of Lab Equipments)</u>	
Availability of staffroom to teachers	Faculty Cabins along with one HoD Cabin and Department Office are available.	
Availability of common room to students	Common Facility	Area in Sqm
	Girls Common Room	Under Process
	Boys Common Room	Under Process
Library facilities available to the programme	Resource	Total Number available
	Books (IT Dept.)	5802
	Titles (IT Dept.)	1221
	No of Copies of Print National Journals (All Branches)	1353
	No of International Journals (Online Subscription) – All Branches	1250
	Computers for Library Automation	03
	Multimedia Computers	09
Sports facilities available to the programme	Yes: Available.	
Canteen facilities	Yes : Available	
Health facilities, Counseling, etc. available to the programme	Yes: Available	
Description of facilities that have been added since the last AIC visit	<p>Microsoft Softwares(90 Users) - Microsoft Desktop Education All Lng License/Software Assurance Pack Academic Open Value 1 License Level E Enterprise 1 Year – 45 Faculty Licenses (Part Number: 2UJ-00011, Agreement Number: V1583169)</p> <p>Autodesk Softwares(125 Users) - An Educational <i>Multiseat Stand-alone</i> license for <i>Education Master Suite 2015</i> (Order Number:7054731131, Contract Number: 110000869196, Renewal Date: 2017, Customer Reference Number: ARC-7229234642001, Sold To Number: 5070143979)</p> <p>[Please Refer <u>ANNEXURE-III</u> (List of Licensing</p>	

	Software's Added))
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Data on placements of last 3 batches:

BE 2022 Passed Out Batch

Sr. No	Name	Branch	Company
1	Shirodkar Pratik Prakash	IT	Capgemini
2	Shirodkar Pratik Prakash	IT	Tata Consultancy Services
3	Patil Dattatray Shamrao	IT	Persistent Systems Ltd.
4	Patil Dattatray Shamrao	IT	Trellissoft
5	Patil Dattatray Shamrao	IT	Chegg, Inc.
6	Shirodkar Pratik Prakash	IT	Chegg, Inc.
7	Shirodkar Pratik Prakash	IT	Tangentia India Technologies Pvt. Ltd.
8	Patil Dattatray Shamrao	IT	Tangentia India Technologies Pvt. Ltd.
9	Kulkarni Saili	IT	Tangentia India Technologies Pvt. Ltd.
10	Panchal Karan	IT	Tangentia India Technologies Pvt. Ltd.
11	Kamble Saiesh	IT	Tangentia India Technologies Pvt. Ltd.
12	Mendes Aaron	IT	Tangentia India Technologies Pvt. Ltd.
13	Shirodkar Pratik Prakash	IT	Infosys Ltd.
14	Kamble Saiesh	IT	Anant Infomedia Pvt. Ltd.
15	Kamble Saiesh	IT	Genora Infotech
16	Nitin Pawar	IT	Helix Tech Pvt. Ltd.

BE 2021 Passed Out Batch

Sr. No	Name	Branch	Company
1	Verlekar Naguesh Pradeep	IT	Persistent Systems Ltd.
2	Bisht Vijay	IT	Jaro Education, Mumbai
3	Vaidhavi Prakash Borkar	IT	Tata Consultancy Solutions
4	Mhalshekar Viraj Vasudev	IT	AnantInfomedia Pvt. Ltd.
5	Naik Dattaraj Vivekanand	IT	PEOL Technologies Pvt. Ltd., Bangalore
6	Verlekar Naguesh Pradeep	IT	PEOL Technologies Pvt. Ltd., Bangalore
7	Naik Dattaraj Vivekanand	IT	In-Between, Goa
8	Gawas Ajay Ashok	IT	Elcamino Software Solutions Pvt. Ltd., Bangalore

9	Vaidhavi Prakash Borkar	IT	Technologies Global Pvt. Ltd.
10	Naik Dattaraj Vivekanand	IT	Chegg India
11	Verlekar Naguesh Pradeep	IT	Chegg India
12	Mhalshekar Viraj Vasudev	IT	Sapana Group
13	Samiksha Powar	IT	Seventh Sense Talent Solution
14	Rodrigues Scurllly	IT	AnantInfomedia Pvt. Ltd.
15	Mhalshekar Viraj Vasudev	IT	Creative Capsule
16	Chaitravi Parab	IT	In-Between, Goa
17	Gawas Varshjit Tulshidas	IT	Kilowott
18	Rodrigues Scurllly	IT	Kilowott
19	Aga Huzaifh	IT	Kilowott

BE 2020 Passed Out Batch

Sr. No	Name	Branch	Company
1	Pooja Shah	IT	Persistent System Ltd., Goa.
2	Anand Lamani	IT	Tata Consultancy Services, Mumbai.
3	Aaisha Khan	IT	Tata Consultancy Services, Mumbai
4	Pooja Shah	IT	Tata Consultancy Services, Mumbai
5	Shraddha Naik	IT	CheggIndia, Bangalore
6	Shruti Shivraman	IT	CheggIndia, Bangalore
7	Raghvendra Pujari	IT	CheggIndia, Bangalore
8	Priti Ghulapannavar	IT	CheggIndia, Bangalore
9	Vishal Sawant Dessai	IT	CheggIndia, Bangalore
10	Ritesh Gupta	IT	CheggIndia, Bangalore

11	Anush Kotharkar	IT	CheggIndia, Bangalore
12	Anjali Kumar	IT	CheggIndia, Bangalore
13	Shivani Pednekar	IT	CheggIndia, Bangalore
14	Gauri Kurpaskar	IT	CheggIndia, Bangalore
15	Flinn Rodrigues	IT	CheggIndia, Bangalore
16	Aaisha Khan	IT	Investment Bulls, Panaji
17	Brandon Furtado	IT	Investment Bulls, Panaji
18	Shivani Pednekar	IT	Investment Bulls, Panaji
19	Navya Reddy	IT	Investment Bulls, Panaji
20	Ila Dhond	IT	Investment Bulls, Panaji
21	Flinn Rodrigues	IT	IBM,Bangalore
22	Vishal Sawant Dessai	IT	IBM,Bangalore
23	Nisha Purohit	IT	IBM,Bangalore
24	Priti Ghulapannavar	IT	IBM,Bangalore
25	Ila Dhond	IT	IBM,Bangalore
26	Aaisha Khan	IT	IBM,Bangalore
27	Juliana Thayil	IT	AnantInfomedia Pvt. Ltd.
28	IlaDhond	IT	Seventh Sense Talent Solution
29	Shivani Pednekar	IT	Seventh Sense Talent Solution
30	Amey Joshi	IT	Seventh Sense Talent Solution
31	Vishal Sawant Dessai	IT	Seventh Sense Talent Solution
32	Swati Bhat	IT	In-Between Software Development Pvt. Ltd.
33	Jay Bhonsle	IT	In-Between Software Development Pvt. Ltd.

34	Mioule Fernandes	IT	Capgemini, Bangalore
35	Neha Kale	IT	Capgemini, Bangalore
36	Nisha Purohit	IT	Capgemini, Bangalore
37	Pooja Shah	IT	Capgemini, Bangalore
38	Jay Bhonsle	IT	Tangentia India
39	Neha Kale	IT	Investment Bulls, Panaji
40	Preeti Ghulappanavar	IT	Investment Bulls, Panaji
41	Ruksaar Anchanal	IT	Investment Bulls, Panaji
42	Amey Joshi	IT	Investment Bulls, Panaji
43	Mioule Fernandes	IT	Investment Bulls, Panaji
44	Amey Joshi	IT	BMC Software India, Pune

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D 4.2.4 BE Mechanical Engineering

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

PART -1

Date of Inspection (via Google Meet)	03.03.2023
Name of the College/Institution	Shree Rayeshwar Institute of Engineering and Information Technology
NAAC Accreditation	--
If Yes, Grade and year	Not yet Applied
Research funding received by college last year	Applied to AICTE
Programme being reviewed by AIC	N/A
Programme fee per year per student	Refer Annexure-I
Is financial position of the programme as per SC-1?	Yes – fulfilled as per AICTE Norms

Faculty Branch: Mechanical Engineering

Number of faculty members sanctioned for programme	09
Number of faculty positions filled	06
Faculty Member 1	Mr. Jateen Shet Shirodkar – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Industrial Engg. Goa 7.24
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	62,380/-
Faculty Member 2	Mr. Mahesh Haldankar-Assistant Professor
Highest qualification	Degree University % marks/grade M.Tech. VTU, Belgaum 73% Machine Design
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	40,000/-
Faculty Member 3	Mr. Sarvesh Rane - Assistant Professor
Highest qualification	Degree University % marks/grade M.Tech (Mech.Engg.) VTU, Belagavi 78%
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	40,000/-
Faculty Member 4	Mr. Anish Bandekar - Assistant Professor
Highest qualification	Degree University % marks/grade

	M.Tech VTU, Belagavi 74.48% Indu. Auto. & Robotics
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	38,000/-
Faculty Member 5	Mr. Ameya Shirodkar - Assistant Professor
Highest qualification	Degree University % marks/grade M.E. (Industrial Engg.) Goa
Qualified as per UGC?	Yes
Nature of Appointment	Visiting
Salary	1,000/- per lecture
Faculty Member 6	Mr. Omkar Jarali - Assistant Professor
Highest qualification	Degree University % marks/grade M.E. (Mech. Production) Shivaji, Kolhapur 61.34%
Qualified as per UGC?	Yes
Nature of Appointment	Visiting
Salary	1,000/- per lecture

First Year Common Faculties (Department of General Engineering)

Number of faculty members sanctioned for programme	09
Number of faculty positions filled	08
Faculty Member 1	Mr. Sandesh Mardolkar – Assistant Professor
Highest qualification	Degree University % marks/grade B.E. Civil Engg. Bombay 61.26%
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	50,937/-
Faculty Member 2	Mrs. Akila E – Assistant Professor
Highest qualification	Degree University % marks/grade M.E. Power Systems Annamalai University 9.51
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	59,982/-
Faculty Member 3	Mr. Viren Pereira – Assistant Professor
Highest qualification	Degree University % marks/grade Power & Energy System Goa 6.9
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	61,698/-

Faculty Member 4	Mrs. Grizel Pereira – Assistant Professor
Highest qualification	Degree University % marks/grade M.A. English M.Sundaranar 53.37% Tamilnadu
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	40,000/-
Faculty Member 5	Ms. Pratiksha Harmalkar – Assistant Professor
Highest qualification	Degree University % marks/grade M.Sc.-Mathematics Goa 74.19 %
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	35,000/-
Faculty Member 6	Ms. Stephanie Vaz – Assistant Professor
Highest qualification	Degree University % marks/grade M.Sc.- Mathematics Goa 64.75 %
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	35,000/-
Faculty Member 7	Ms. Rosaline Albuquerque – Assistant Professor
Highest qualification	Degree University % marks/grade M.Sc.- Organic Chemistry Goa 9.72
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	35,000/-
Faculty Member 8	Mr. Nandesh Gaonkar – College Director of Physical Education & Sports
Highest qualification	Degree University % marks/grade M.Sc.- Mathematics Goa 64.75 %
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	35,000/-

Industry Adjunct Faculty Members as per AICTE Approval Guidelines 2016-17

Sr. No	Name of the Staff	Designation	Qualification	Status of Appointment
1	Mr. Prajot Mainkar	Industry Adjunct Visiting Faculty	B.E. (Comp) M.E. (Software System)	Visiting Faculty
2	Mr. Ashwin Kunkolienkar	Industry Adjunct Visiting Faculty	B.E. (I.T.)	Visiting Faculty

3	Mr. Dattprasad Shet Kurtarkar	Industry Adjunct Visiting Faculty	B.E. Comp	Visiting Faculty
4	Mr. Sachin Kale	Industry Adjunct Visiting Faculty	B.E. (Comp) M.E. (I.T.)	Visiting Faculty

No. of applications received for admission to the programme during last 3 academic years

a) No. of Seats are filled through Directorate of Technical Education

≡

Mechanical Engineering

Year	No. of applications received for the programme	No. of seats sanctioned	No. of seats filled
2020-21	The Admission through Centralized Admission Process by Directorate of Technical Education, Govt. of Goa	60+4	12
2021-22	The Admission through Centralized Admission Process by Directorate of Technical Education, Govt. of Goa	60+4	02
2022-23	The Admission through Centralized Admission Process by Directorate of Technical Education, Govt. of Goa	60+4	Nil

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b) No. of Application received Under Management Quota

Year	No. of applications received for the programme (Under Management quota)	No. of seats sanctioned	No. of seats filled
2020-21	25	15	10
2021-22	07	15	05
2022-23	NIL	15	NIL

Infrastructure

Classrooms available to the programme and area of each classroom	Class Room	Area in Sqm
	CR-12	95.45
	CR-13	95.45
	TR-03	63.75
Teaching aids available for the programme	LCD Projectors, Over Head Projectors, Electronics Slats, Online Course Material, Digital Library	
Laboratories used by	Laboratory Details	Area in Sqm

the programme and area of each laboratory	Engineering Metrology& Machine Drawing Lab	171.5
	Engineering Materials Science and Metallurgical Lab	71
	Thermal Engineering Lab-I	69
	Fluid Mechanics Lab	68
	Manufacturing Lab	131
	Dynamics of Machine Lab	70
	Thermal Engineering Lab-II	67.85
	Automation & Manufacturing Lab	66
Special equipment used in the programme	<u>Please Refer Annexure-II (List of Lab Equipments)</u>	
Availability of staffroom to teachers	Faculty Cabins along with one HoD Cabin and Department Office are available.	
Availability of common room to students	Common Facility	Area in Sqm
	Girls Common Room	Under Process
	Boys Common Room	Under Process
Library facilities available to the programme	Books (MECH Dept.)	423
	Titles (MECH Dept.)	141
	No of Copies of Print National Journals (All Branches)	1353
	No of International Journals (Online Subscription) – All Branches	
	Computers for Library Automation	03
	Multimedia Computers	09
Sports facilities available to the programme	Yes: Available.	
Canteen facilities	Yes : Available	
Health facilities, Counseling, etc. available to the programme	Yes: Available	

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**D 4.3 Shri Kamaxidevi Homeopathic Medical College and Hospital, Shiroda.
BHMS**

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

PART – 1

Date of visit	09.03.2023
Name of the College/Institution	Shri Kamaxidevi Homoeopathic Medical College & Hospital Shiv-Shail, Shiroda Goa.
NAAC Accreditation	No
If Yes, Grade and Year	_____
Research funding received by college last year	_____
Programme being reviewed by AIC	BHMS (Bachelor in Homoeopathic Medicine & Surgery)
Programme fees per year per student	99000 Two Semester (2023-24)
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	Copy enclosed
Number of faculty positions filled	27
Faculty Member 1	Name
Highest qualification	Degree, University, % marks, grade, etc.
Qualified as per UGC	Yes/No
Nature of Appointment	Perm/Contract/Lecture-basis
Salary	Sixth Pay
Faculty Member 2	Name
Highest qualification	Degree, University, % marks, grade, etc.
Qualified as per UGC	Yes/No
Nature of Appointment	Perm/Contract/Lecture-basis
Salary	Sixth Pay

No. of applications received for admission to the programme during last 3 academic years.

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2018-19	GCET	50	50
2019-20	GCET	50	48
2020-21	GCET	50	50

Infrastructure

Classrooms available to the programme and area of each	Yes (5) i) 50 seats @ 72.38 per hall
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classroom	ii) 100 seats @ 144.76 per hall
Teaching aids available for the programme	Yes
Laboratories used by the programme and area of each Laboratory	1) Anatomy Including Histology = $(1+1+1+1) 74.4 \times 4 = 297.6 \text{ Sq.mts.} + 25 \text{ Sqmts.}$ 2) Physiology including Bio-chemistry = $(1+1) 74.4 \times 2 = 148.8 \text{ Sq.mts.}$ 3) Homoeopathic Pharmacy = $(1) 74.4 + 20 \text{ Sq.mts.}$ 4) Pathology including Microbiology = $(1) = 74.4 \text{ Sq.mts.}$
Special equipment used in the programme	Clinical training in hospital, South Goa District Hospital, Margao & Sub - District Hospital (I.D.) Ponda – Goa.
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities availability to the programme	Yes
Sport facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	1. Addition of Teaching staff. 2. Addition of Teaching aids. 3. Addition of Instruments & Equipments 4. Addition of library books. 5. Additional Peripheral OPD at Karai-Shiroda, Panaji – Goa and Pillar Goa.

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Data on placements of last 3 – batches

Batch 2014-15				
Sl.No	Student Name	Degree	PRNo	Placement Detail
1	Alavilli Vineela	BHMS	201408456	Not available
2	Anantula Ragini	BHMS	201408461	Not available
3	Aswathi K	BHMS	201408459	Not available
4	Bira Jyostsna	BHMS	201309440	Not available
5	Bisai Neelima	BHMS	201408464	Not available
6	Chari Harshada G	BHMS	201408470	RMO, Vision
7	Chittibomma Balagayatri	BHMS	201408477	Not available
8	Ciby Aesha	BHMS	201408483	Not available
9	Dheemu Sirisha	BHMS	201309449	Not available
10	Dias Alon Zean	BHMS	201408488	RMO, Victor
11	Gummadisani Sudharshan Redy	BHMS	201408498	Not available
12	Karri Dhana Sree	BHMS	201408502	Not available

13	Khan Farana Yusuf	BHMS	201309461	RMO, Victor
14	Kommanaboina Himabindu	BHMS	201408480	RMO, Covid duty
15	K. Naveen	BHMS	201408499	RMO
16	Lingam Satya Sravya	BHMS	201408482	Not available
17	Mani Rita Raja	BHMS	201408508	RMO Vision
18	Mellempudi Maniteja	BHMS	201408489	Not available
19	Naik Diksha Uddesh	BHMS	201408511	RMO, Victor
20	Naik Himanshu N	BHMS	201408514	RMO, SMRC
21	Navi Akshata	BHMS	201408523	RMO, Victor
22	Parab Chetana U	BHMS	201408528	RMO, Manipal
23	Pawaskar Shreya M	BHMS	201408532	Private Practice
24	Pinnamaraju Nandini	BHMS	201408515	Not available
25	Prasad Anisha Harichandra	BHMS	201408517	RMO, Vision
26	Rama Mohan Gaonkar	BHMS	201408521	RMO, Vision
27	Ravada Pragna Parimala Evangeline	BHMS	201408458	Not available
28	Senapathi Harika	BHMS	201408526	Not available
29	Shaik Sana	BHMS	201408497	Not available
30	Singampalli Kavya Sravanthi	BHMS	201408501	RMO
31	Sreya S Madhavan	BHMS	201408529	Private Practice
32	Thota Sankeerthana	BHMS	201408504	RMO, Covid duty
33	Velip Hira Tolu	BHMS	201408537	RMO, Victor
34	Yelavarthi Sairam	BHMS	201408509	Not available
35	Sawant Sanjana	BHMS	201408524	RMO, Victor
36	Tinu S.	BHMS	201408536	Not available
37	Vishnu Vardhan Reddy	BHMS	201408540	Not available
38	Mascarenhas Anaida	BHMS	201408512	Not available
39	Niranjan Bapat	BHMS	201408465	Pursuing M.D.
40	Lakshmi Prasanna	BHMS	201408492	Not available
41	Floria C Jaison	BHMS	201408494	Not available
42	K Prudhvi Krishna	BHMS	201408505	Not available
43	Karan Bala	BHMS	201408462	Not available
44	K. Shri Hari	BHMS	201408476	Not available
45	Naik Sanvi Pundalik	BHMS	201408520	Higher Education

Batch 2015-16				
Sl.No	Student Name	Degree	PRNo	Placement Detail
1	Alvi Rachita Alias Shaisha Sitaram	BHMS	201511324	Covid - DHS Asilo
2	Bapat Neha Jayant	BHMS	201511346	
3	Birje Snehal Bhalchandra	BHMS	201511347	RMO - Galaxy
4	Chimaladinne Hymagni	BHMS	201511389	
5	Desai Siddhi Sandeep	BHMS	201511591	
6	Dias Pramila Alina	BHMS	201511349	

7	D'souza Birte Felita	BHMS	201511358	RMO - Victor
8	Dwarampudi Viswa Priya	BHMS	201511355	
9	Fernandes Flossie Rosann	BHMS	201511371	RMO - Galaxy
10	Fernandes Staffie Valantan	BHMS	201511369	RMO - Borkar
11	Gad Kerkar Ankita Rajendra	BHMS	201511367	RMO - Savoikar
12	Gaunker Anisha Mableswhar	BHMS	201511361	PHC/ Covid - Cancona
13	Gawade Teja Vinayak	BHMS	201511360	RMO - Galaxy
14	Gopani Roshni Deepak	BHMS	201511362	Higher Study
15	Hadfadkar Niky Tulsidas	BHMS	201511351	
16	Halarnkar Nandan Subhashchan	BHMS	201511385	UHC/ Private Practice
17	Heigrujam Laxmi Chanu	BHMS	201511595	
18	Jenisca Melisha Da Silva	BHMS	201511348	
19	Kale Vibhuti Subhash	BHMS	201511383	
20	Kautankar Samrudhi Shantaram	BHMS	201511382	RMO - Trimurti
21	Khandekar Snehal Subhash	BHMS	201511381	
22	Korgaokar Sanjana Sudhakar	BHMS	201511380	RMO - Manipal
23	Kunkalienkar Asmita Madhukar	BHMS	201511378	DHS
24	Mamta Mahabaleshwar Pujari	BHMS	201511387	PHC - Cancona
25	Mandrekar Rashmi Rohidas	BHMS	201511379	Asilo/ Coria
26	Mendes Marita	BHMS	201511377	
27	Naik Prachi Pandurang	BHMS	201511376	RMO - Verna
28	Naik Purva Pandurang	BHMS	201511375	RMO - Trimurti
29	Naik Shilpa Shrikant	BHMS	201511374	UHC
30	Naik Vignesh Vassudev	BHMS	201511373	Persuing - M.D.
31	Narvekar Rachana Ratnakar	BHMS	201511372	PHC - Chimbhel
32	Pamidimukkala Karishma	BHMS	201511590	PHC - Chicalim
33	Paneshori Ningthoujam	BHMS	201511594	RMO
34	Parab Meghana Vasant	BHMS	201511368	PHC - Chicalim
35	Patekar Divya	BHMS	201511366	
36	Peddi Manasa	BHMS	201511352	
37	Pundi. Keerthi Reddy	BHMS	201511356	
38	Raut Sachi Vineet	BHMS	201511365	
39	Satardekar Sanika Suryakant	BHMS	201511364	RMO - Galaxy
40	Sawant Chetana Gulshan	BHMS	201511363	Asilo
41	Shaik Tayyeba Tasneem	BHMS	201511350	
42	Shirodkar Navdeep Narayan	BHMS	201511359	Private Practice
43	Siraj Sadia	BHMS	201511357	RMO - Galaxy
44	Sneha Shankar Gorannawar	BHMS	201511593	RMO - Victor
45	Swashha Bhikaji Pagi	BHMS	201511589	
46	Usapkar Divya Ashok	BHMS	201511345	Asilo

Batch 2016-17				
Sl.No	Student Name	Degree	PRNo	Placement Detail

1	Narvekar Sadhana Digamber	BHMS	201600306	
2	Talkar Nidhi Eknath	BHMS	201601226	RMO
3	Kumbharjuvekar Diksha Vinod	BHMS	201601258	RMO
4	Fernandes Eva Mansueta	BHMS	201601685	Emergency Medicine (PGDEMS) at Symbiosis
5	Gawade Rajeshri Ramakant	BHMS	201603223	
6	Gaonkar Sumita Sudhakar	BHMS	201605114	
7	Naik Gaonkar Anisha Uttam	BHMS	201605229	
8	Shirodkar Prachee Pradeep	BHMS	201606656	RMO - Vision/ JMJ Hospital
9	Tallkar Supresh Suresh	BHMS	201606660	RMO - Vision
10	Kerkar Sukanya Sadashiv	BHMS	201606717	RMO
11	Tayiab Sabreen Samir	BHMS	201606837	London - Mast Psyce
12	Pereira Fiona O.N.	BHMS	201611271	RMO - Sunshine
13	Antao Pinky	BHMS	201611272	
14	Braganza Leisha Mae	BHMS	201611273	RMO Classic Hospital
15	Candolkar Shiya Govind	BHMS	201611274	
16	Da Silva Blossom Valanka	BHMS	201611275	RMO - Grace
17	Dhuri Natasha Raghunath	BHMS	201611277	PG Dip. In Guidance & Counseling, Altinho-Goa
18	Patel Mital Vinod	BHMS	201611278	PG Dip. In Counseling & Psychotherapy
19	Fernandes Nickyta Delia	BHMS	201611279	RMO - Homoeo
20	Fondekar Dhanavi Ulhas	BHMS	201611280	RMO - Grace
21	Panari Anjali Nandkumar	BHMS	201611281	Private Practice
22	Naik Suvidya Sunil	BHMS	201611282	
23	Ghodekar Shivani Shivaputra	BHMS	201611283	Preparing for All India AYUSH P.G. Entrance Test
24	Gonsalves Rianda Karenina	BHMS	201611284	
25	Kamble Anisha Jayappa	BHMS	201611285	RMO - Classic
26	Naik Shruti Sadanand	BHMS	201611286	RMO - Healthway
27	Komarpant Sailee Anand	BHMS	201611287	RMO - Horizon
28	Naik Richa Rayu	BHMS	201611288	RMO - Sunshine
29	Madkaikar Akanksha Santosh	BHMS	201611289	
30	Malik Vishata Vilas	BHMS	201611290	
31	Malvankar Deepshree Gajanan	BHMS	201611291	
32	Morajkar Shreya Santosh	BHMS	201611293	
33	Pereira Warren	BHMS	201611294	RMO - Grace
34	Raikar Sanisha Santosh	BHMS	201611295	RMO - Sunshine
35	Rodrigues Dandelie Doant	BHMS	201611296	You We Can
36	Rodrigues Maria Aurora	BHMS	201611297	You We Can
37	Satardekar Nidhi Satyadeep	BHMS	201611298	Masters In Public Health - MIT Pune
38	Shukla Vaishnavi Pankaj	BHMS	201611299	

39	Sivani Singh	BHMS	201611303	RMO
40	Shubhada S. Kudekar	BHMS	201611304	RMO - Esela
41	Tar Akshata Abhay	BHMS	201611306	
42	Vineesha Sandeep Gaonkar	BHMS	201611308	RMO - Vision
43	Yadav Rajkiran Kevalprasad	BHMS	201611310	
44	Yalam Navya Sahitya	BHMS	201611318	
45	Tirukolluru Harish	BHMS	201611320	
46	Grandhi Sadhika	BHMS	201611322	
47	A.V.N. Ratna Sree	BHMS	201611326	

Prof. (Dr.) Roshani R. Shirwaikar

Principal (Offig.)

Copy Encl: List of Faculty Members.

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Number of faculty members sanctioned for programme

Sr. No	Faculty Name	Highest Qualification			Is Qualified As UGC	Nature of Appointment	Salary
		Degree	University	Grade			
1	Dr. Varsha Rajan	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	First	Yes	P	15600-39100-6000
2	Dr. Ashlesha Narkhade	M.D.(Hom.)	Dr. Ambedkar Marathwada University, Aurangabad	Passes	Yes	P	15600-39100-6000
3	Dr. Pradip S. Joshi	M.D.(Hom.)	Maharashtra University of Health Sciences, Nashik	Passes	Yes	T	75000
4	Dr. Alisha Morais	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	First	Yes	T	30000
5	Dr. R. R. Shirwaikar	M.D.(Hom.)	JRN Rajasthan Vidyapeeth University	Passes	Yes	P	37400-67000-8700
6	Dr. Aruna Jamdade	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	T	30000
7	Dr. Zoya Joao	B.H.M.S.	University of Calcutta	Passes	Yes	P	15600-39100-6000
8	Dr. Kautuk Bhatikar	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	T	40000
9	Dr. Sonali Gaunker	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	P	15600-39100-7000
10	Dr. Shashidhar Bidari	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	T	30000
11	Dr. Fatima Mila Gomes D'Costa	M.D.(Hom.)	Maharashtra University of Health Sciences, Nashik	Passes	Yes	P	15600-39100-7000
12	Dr. Shashank H. S.	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	First	Yes	T	30000
13	Dr. Menaka Sinai Kenkre	M.D.(Hom.)	Bharati Vidyapeeth Deemed University, Pune.	Passes	Yes	P	15600-39100-5400
14	Dr. Trisha Torcato	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	First	Yes	P	15600-39100-6000

15	Dr. Ramiz Ibrahim	M.D.(Hom.)	Vinayaka Mission University	Passes	Yes	T	30000
16	Dr. Gauri Shirodkar	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Second	Yes	P	15600-39100-6000
17	Dr. S. Sriravali	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	T	30000
18	Dr. Reetesh R. Shet	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Distinction	Yes	T	40000
19	Dr. Suresh Kumar Barik	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	P	15600-39100-7000
20	Dr. Shan Banavalikar	M.D.(Hom.)	Maharashtra University of Health Sciences, Nashik	Passes	Yes	T	30000
21	Dr. Poonam Kochrekar	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	P	15600-39100-5400
22	Dr. Anisha Naik	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	T	30000
23	Dr. Ajeet B. Desurkar	M.D.(Hom.)	B. B. Ambedkar University	Passes	Yes	P	30000
24	Dr. Leena Raul	M.D.(Hom.)	Mumbai University	Passes	Yes	P	35000
25	Dr. Safira Da Costa	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	T	30000
26	Dr. Susmi Sulaiman Kunju	M.D.(Hom.)	Rajiv Gandhi University of Health Sciences Karnataka	Passes	Yes	T	30000
27	Dr. Uddhav Mahadev Pawar	M.D.(Hom.)	Goa University	Passes	Yes	T	50000

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D 4.4 St. Joseph Vaz College, Cortalim Goa

D 4.4.1 B.Sc. Chemistry (Honours)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE
Chemistry Honours

Date of visit	09/02/2023
Name of the College/Institution	ST. JOSEPH VAZ COLLEGE
NAAC Accreditation	-
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	Chemistry Honours
Programme fee per year per student	F.Y. – Rs. 10,875/- S.Y. – Rs. 9,805/- T.Y. – Rs. 7,215/-
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	04
Number of faculty positions filled	04
Faculty Member 1	Ms. Angela Rhalima Serrao
Highest qualification	M.Sc., SET
Qualified as per UGC?	Yes
Nature of Appointment	Regular basis
Salary	Cell 04 in Level 10
Faculty Member 2	Mr. Melwin Diego D'souza
Highest qualification	M.Sc., Ph.D
Qualified as per UGC?	Yes
Nature of Appointment	Regular basis
Salary	Cell 01 in Level 10
Faculty Member 3	Ms. Komal Rajendra Gawade
Highest qualification	M.Sc., NET
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Rs. 50,000/- per month

Faculty Member 4	Ms. Richa Muriel Dias
Highest qualification	M.Sc.
Qualified as per UGC?	No, does not possess NET/SET/Ph.D.
Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2020-21	25	60	13
2021-22	65	88	19
2022-23	72	88	17

Infrastructure

Classrooms available to the programme and area of each classroom	Classroom 1 – 642x700 cm Classroom 2 – 600x700 cm
Teaching aids available for the programme	YES
Laboratories used by the programme and area of each laboratory	Chemistry – 820 x 740 cm Physics – 642 x 700 cm Botany – 642 x 700 cm
Special equipment used in the programme	As per the requirements of the Programme
Availability of staffroom to teachers	YES
Availability of common room to students	YES
Library facilities available to the programme	YES
Sports facilities available to the programme	YES
Canteen facilities	YES
Health facilities, Counseling, etc. available to the programme	FIRST AID , Primary Health Centre
Description of facilities that have been added since the last AIC visit	AIC visit was held on 14/06/2022. Additions as per suggestions given by the AIC still in process.

Data on placements of last 3 batches:

Batch: 2019-2020

Sr. No.	Student Name	Placement Detail
1	Quadros Marrisha	Working as Botany Lab Assistant at St. Joseph Vaz College, Cortalim
2	Fernandes Maria Fatima	Fr. Agnel Central School, Pilar

3	Naik Yeshwarya Yeshwant	Citi Lab, Panjim
4	Melinmani Bharati Yallappa	QC Department, Indoco Plant 3
5	Viegas Swela	Pursuing M.Sc. in Organic Chemistry at P.E.S's Ravi S. Naik College of Arts and Science
6	Pereira Esta Leona	Pursuing M.Sc. in Organic Chemistry at P.E.S's Ravi S. Naik College of Arts and Science
7	Gomes Iona Agnela	Pursuing MSc in Analytical Chemistry at Parvatibai Chowgule College of Arts and Science, Autonomous
8	Kumbhar Sneha Manappa	Pursuing M.Sc. in Analytical Chemistry at Parvatibai Chowgule College of Arts and Science, Autonomous
9	Naik Vishwa Srikant	Doing Advance Diploma in Computer Application at Academy of Computer Education, Panjim
10	Saini Priyanka Kumari	Pursuing M.Sc. in Analytical Chemistry at Parvatibai Chowgule College of Arts and Science, Autonomous
11	Fernandes Fran Cejoy	Pursuing M.Sc. in Chemistry at Parvatibai Chowgule College of Arts and Science, Autonomous

Batch: 2020-2021

Sr. No.	Student Name	Placement Detail
1	Naik Dattaprasad Shekhar	Pursuing M.Sc. in Botany at Goa University
2	Desai Pavan Prashant	Working at Blue Cross, Verna
3	Fernandes Galliger Xavier	Gone to Abroad for work & study
4	Gomes Vini	Pursuing M.Sc. in Chemistry at Goa University
5	Mane Vishal Mohan	Pune Chemist
6	Prabhu Chimbalkar Pavitra Anand	Pursuing M.Sc. in Chemistry at Goa University
7	Shaikh Asif Mustaq	Working in Gogol Chemist, Margao
8	Wadkar Namrata	Pursuing M.Sc. in Chemistry at PES College
9	Yallurkar Peetambar	Pursuing M.Sc. in Chemistry at Goa University
10	Dias Jeshlin	Working in Mahindra Service Centre
11	Kingsley Dias	Working in IRA Laboratory, Margao

Batch: 2021-2022

Sr. No.	Student Name	Placement Detail
1	Carvalho Swizel Jasmine	Working as Lab Assistant at Keshav Smruti Bal Vikas Mandir School, Upasagar, Sancoale
2	Fernandes Jayson Vivian	Applied for Master's at Goa University
3	Girap Megha Pralhad	Applying for Correspondence Master's
4	Jadhav Pallavi Prakash	Doing Computer Course in Digicom, Margao
5	Mandreker Shubhangi Shekhar	Working in Shipyard on Contract basis
6	Shaikh Sabirabi	Pursuing Master's at Chowgule College

7	Tandel Mrunali Prabhakar	Working in Architect Office at Chicalim
8	Bind Kapil Kumar Rajkumar	Applied Admission for Counselling Course
9	Dias Shazlin Albertina Fatima	Pursuing Master's at D.M's College, Assagao

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D 4.4.2 B.Sc. Botany (Honours)
Annexure I

**REPORT OF THE AFFILIATION INQUIRY COMMITTEE
Botany Honours**

Date of visit	09/02/2023
Name of the College/Institution	St. Joseph Vaz College
NAAC Accreditation	-
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	Botany Honours
Programme fee per year per student	F.Y. – Rs. 10,875/- S.Y. – Rs. 9,805/- T.Y. – Rs. 7,215/-
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	05
Number of faculty positions filled	05
Faculty Member 1	Prof. Maria Fonseca (Principal)
Highest qualification	M.Sc., Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Regular basis
Salary	Cell 07 in Level 14
Faculty Member 2	Dr. Fidelis Bolmax Pereira
Highest qualification	M.Sc., Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Regular basis
Salary	Cell 04 in Level 10
Faculty Member 3	Dr. Maria Cineola Fernandes
Highest qualification	M.Sc., Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Rs. 55,000/- per month

Faculty Member 4	Ms. Karen Lenisha Cabral
Highest qualification	M.Sc.
Qualified as per UGC?	No, does not possess NET/SET/Ph.D.
Nature of Appointment	Contract basis
Salary	Rs. 40,000/- per month
Faculty Member 5	Ms. Pratiksha Bharat Marathe
Highest qualification	M.Sc.
Qualified as per UGC?	No, does not possess NET/SET/Ph.D.
Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2020-21	25	60	13
2021-22	65	88	19
2022-23	72	88	17

Infrastructure

Classrooms available to the programme and area of each classroom	Classroom 1 – 642 x 700 cm Classroom 2 – 600 x 700 cm
Teaching aids available for the programme	YES
Laboratories used by the programme and area of each laboratory	Chemistry – 820 x 740 cm Physics – 642 x 700 cm Botany – 642 x 700 cm
Special equipment used in the programme	As per the requirements of the Programme
Availability of staffroom to teachers	YES
Availability of common room to students	YES
Library facilities available to the programme	YES
Sports facilities available to the programme	YES
Canteen facilities	YES
Health facilities, Counseling, etc. available to the programme	FIRST AID, Primary Health Centre
Description of facilities that have been added since the last AIC visit	AIC visit was held on 14/06/2022. Additions as per suggestions given by the AIC still in process.

Data on placements of last 3 batches:

Batch: 2019-2020

Sr. No.	Student Name	Placement Detail
1	Quadros Marrisha	Working as Botany Lab Assistant at St. Joseph Vaz College, Cortalim
2	Fernandes Maria Fatima	Fr. Agnel Central School, Pilar
3	Naik Yeshwarya Yeshwant	Citi Lab, Panjim
4	Melinmani Bharati Yallappa	QC Department, Indoco Plant 3
5	Viegas Swela	Pursuing M.Sc. in Organic Chemistry at P.E.S's Ravi S. Naik College of Arts and Science
6	Pereira Esta Leona	Pursuing M.Sc. in Organic Chemistry at P.E.S's Ravi S. Naik College of Arts and Science
7	Gomes Iona Agnela	Pursuing MSc in Analytical Chemistry at Parvatibai Chowgule College of Arts and Science, Autonomous
8	Kumbhar Sneha Manappa	Pursuing M.Sc. in Analytical Chemistry at Parvatibai Chowgule College of Arts and Science, Autonomous
9	Naik Vishwa Srikant	Doing Advance Diploma in Computer Application at Academy of Computer Education, Panjim
10	Saini Priyanka Kumari	Pursuing M.Sc. in Analytical Chemistry at Parvatibai Chowgule College of Arts and Science, Autonomous
11	Fernandes Fran Cejoy	Pursuing M.Sc. in Chemistry at Parvatibai Chowgule College of Arts and Science, Autonomous

Batch: 2020-2021

Sr. No.	Student Name	Placement Detail
1	Naik Dattaprasad Shekhar	Pursuing M.Sc. in Botany at Goa University
2	Desai Pavan Prashant	Working at Blue Cross, Verna
3	Fernandes Galliger Xavier	Gone to Abroad for work & study
4	Gomes Vini	Pursuing M.Sc. in Chemistry at Goa University
5	Mane Vishal Mohan	Pune Chemist
6	Prabhu Chimbalkar Pavitra Anand	Pursuing M.Sc. in Chemistry at Goa University
7	Shaikh Asif Mustaq	Working in Gogol Chemist, Margao
8	Wadkar Namrata	Pursuing M.Sc. in Chemistry at PES College
9	Yallurkar Peetambar	Pursuing M.Sc. in Chemistry at Goa University
10	Dias Jeshlin	Working in Mahindra Service Centre
11	Kingsley Dias	Working in IRA Laboratory, Margao

Batch: 2021-2022

Sr. No.	Student Name	Placement Detail
1	Carvalho Swizel Jasmine	Working as Lab Assistant at Keshav Smruti Bal Vikas Mandir School, Upasnagar, Sancoale
2	Fernandes Jayson Vivian	Applied for Master's at Goa University
3	Girap Megha Pralhad	Applying for Correspondence Master's
4	Jadhav Pallavi Prakash	Doing Computer Course in Digicom, Margao
5	Mandreker Shubhangi Shekhar	Working in Shipyard on Contract basis
6	Shaikh Sabirabi	Pursuing Master's at Chowgule College
7	Tandel Mrunali Prabhakar	Working in Architect Office at Chicalim
8	Bind Kapil Kumar Rajkumar	Applied Admission for Counselling Course
9	Dias Shazlin Albertina Fatima	Pursuing Master's at D.M's College, Assagao

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**D 4.5 Swami Vivekanand Vidya Prasarak Mandal's College of Commerce, Bori, Ponda Goa.
B.Com. (Honours)**

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Date of visit	17 th March 2023
Name of the College/Institution	Swami Vivekanand Vidyaprasarak Mandal's College of Commerce, Bori Ponda Goa.
NAAC Accreditation	-----
If Yes, Grade and year	-----
Research funding received by college last year	----
Programme being reviewed by AIC	BCOM (Honours)
Programme fee per year per student	FYBCOM – 9070/- , SYBCOM – 7710/- TYBCOM -- 5565/-
Is financial position of the programme as per SC-1?	YES

Faculty

Number of faculty members sanctioned for programme	
Number of faculty positions filled	08– Regular, 02– Contract, 05 - Lecture basis
Faculty Member 1	Dr. (CA) Subrahmanya Bhat
Highest qualification	M.Com, B.E.d, CA, Phd, SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Basic pay Rs1,93,800, Matrix Level 14 , Cell 11 (As per 7th Pay Scale)
Faculty Member 2	Mr. Shekhar Sawant
Highest qualification	MCOM, MBA, M.Phil , SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Basic pay Rs 75,300, Matrix Level - 11, Cell - 04 (As per 7th Pay Scale)
Faculty Member 3	Mr. Kunal Borkar
Highest qualification	MCOM, DIM, SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Basic pay Rs68,800, Matrix Level 10, Cell -07 (As per 7th pay)
Faculty Member 4	Mr. Yashodhan Kharade
Highest qualification	M.P.Ed, NET, SET

Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Basic pay Rs68800, Matrix Level 10, Cell 07 (As per 7th pay)
Faculty Member 5	Mr. Shripad Marathe
Highest qualification	MCOM, SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Basic pay Rs63000, Matrix Level 10, Cell - 04(As per 7th Pay Scale)
Faculty Member 6	Mrs. Krupali Khandeparkar
Highest qualification	MA, SET
Qualified as per UGC?	Yes
Nature of AppoiXntment	Permanent
Salary	Basic pay Rs 63,000, Matrix Level 10, Cell - 04 (As per 7th Pay Scale)
Faculty Member 7	Mrs. Gayatri Behare
Highest qualification	MCOM, MPA, SET.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Basic pay Rs 57,700, Matrix Level 10, Cell - 01 (As per 7th Pay Scale)
Faculty Member 10	Mr. Girish Kapdi
Highest qualification	MCOM, SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	Rs. 50000 (consolidated)per month
Faculty Member 8	Ms. Asmita Gaude
Highest qualification	MSC
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	Rs 750 per lecture
Faculty Member 9	Mrs. Ratisha Naik
Highest qualification	L.L.M
Qualified as per UGC?	No
Nature of Appointment	Lecture-basis
Salary	Rs 750 per lecture
Faculty Member 10	Ms. Zakiya Mohammed Tahir
Highest qualification	MA, SET
Qualified as per UGC?	Yes

Nature of Appointment	Lecture Basis
Salary	Rs 750 per lecture
Faculty Member 11	Mrs. Sonia Dessai
Highest qualification	MLib, SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Basic pay Rs 64900, Matrix Level 10, Cell - 05 (As per 7th Pay Scale)
Faculty Member 12	Ms. Nikita Rivonker
Highest qualification	MCOM, SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	Rs. 50000 (consolidated)per month
Faculty Member 13	Mr. Hanuman Gawas
Highest qualification	M. SC Ecology and Environmental Science
Qualified as per UGC?	No
Nature of Appointment	LectureBasis
Salary	Rs 750 per lecture
Faculty Member 14	Ms. Sneha Gaonkar
Highest qualification	M.Com, SET
Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	Rs 750 per lecture

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2020-2021	FYBCOM - 76	66	61
	SYBCOM – 66	66	66
	TYBCOM - 62	66	62
2021-2022	FYBCOM - 134	66	55
	SYBCOM – 61	66	61
	TYBCOM - 63	66	63
2022-2023	FYBCOM - 56	60	53
	SYBCOM – 52	66	52
	TYBCOM - 59	66	59

Infrastructure

Classrooms available to the programme and area of each classroom	75m ² each of3 classrooms 35m ² each of3 classroom
Teaching aids available for the programme	White Board, LCD Projector

Laboratories used by the programme and area of each laboratory	Yes -- 70m ²
Special equipment used in the programme	----
Availability of staffroom to teachers	1 staffroom
Availability of common room to students	1 room for girls
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	yes
Description of facilities that have been added since the last AIC visit	New building owned by Management, Gwave Leased line Internet connection facilities for Staff and students, Drinking Water facilities, New Laptops for office and Library, Furniture for students and staff, CCTV.

Data on placements of last 3 batches:

Sr. No	StudentName	Placement
1	Gauresh Naik	Sales Executive Korde Electicals
2	Karina Rokhaya	Sales Executive Dyanmice Cloths
3	Anjali Krisha P.U.	Sales Executive Dyanmice Cloths
4	Mayur Patil	Relationship Executive Maanpuram Finance Ltd
5	Chadrkant Prabhu	Trainee Assistant R.K. Pikale and Associates
6	Bhargavi Prabhudesai	Trainee Assitant L.D.Naik and Association
7	Natasha Singh	Customer Service Vi Mini store
8	Jyotsa Gaonkar	Clerk Adv. Office
9	Mandar Gaude	Office Assistant plus clerk Janapriya Urban Co op Credit Society
10	Ravi Krisha	Ramp Officer Interglobe Aviation Ltd.
11	Rudresh Gaonkar	Trainee Assistant R.K. Pikale and Associates
12	Shriyash Kerkar	Financial Advisor ARD Financial Services
13	Rudresh Naik	Office Work Power Minister
14	Mohit Kerkar	Graphic Designer Freelancer Infusion and ARD Financial Advisor
15	Pranal Sawant	Lecture Basis Kamaxi Ayurvedic College Physical Education Teacher

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D 4.6 Saraswat Vidyalaya's Sridora Caculo College of Commerce, & Management Studies, Khorlim, Mapusa Goa.
Bachelor of Business Administration

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Date of visit	16/03/2023
Name of the College/Institution	Saraswat Vidyalaya's Sridora Caculo College Of Commerce & Management Studies
NAAC Accreditation	YES
If Yes, Grade and year	B Grade –CGPA 2.47 2021
Research funding received by college last year	
Programme being reviewed by AIC	Bachelor of Business Administration
Programme fee per year per student	FY (61804) SY (61224) TY (61724)
Is financial position of the programme as per SC-1?	

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	
Number of faculty positions filled	5
Faculty Member 1	Name DR. Abhishek Karmali
Highest qualification	B.Sc., MBA/NET/PHD
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	93700/-
Faculty Member 1	Name DR. Rajeev Narvekar
Highest qualification	B.Sc., MMS/NET/PHD
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	78400/-
Faculty Member 1	Name DR. Harsha Talaulikar
Highest qualification	B.Pharm, MBA/NET/PHD
Qualified as per UGC?	Yes
Nature of Appointment	Contract

Salary	78400/-
Faculty Member 1	Name DR. Sushant Chari
Highest qualification	BSC,M.S.C,PGDBM/NET/PHD
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	78400/-
Faculty Member 1	Name Ms. Pooja Lawande
Highest qualification	B.com, MBA/NET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	73100/-

No. of applications received for admission to the programme during last 3 academic years

Academic Years	No of applications	No of Seats sanctioned	No of Seats
FYBBA2022	121	50(NRI/Foreign 7Seats)	56
FYBBA2021	108	50(NRI/Foreign 7Seats)	57
FYBBA2020	143	50(NRI/Foreign 7Seats)	57

Infrastructure

Classrooms available to the programme and area of each classroom	Yes Three Classrooms area 60 sq.mt Each
Teaching aids available for the programme	Yes
Laboratories used by the programme and area of each laboratory	Yes Lab area 60 sq.mt
Special equipment used in the programme	Yes
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	A/C is made available for Classrooms and Staffrooms

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D 4.7 Dhempe College of Arts & Science, Miramar, Panaji Goa.

D 4.7.1 B.Sc. Biotechnology (Honours)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Date of visit	01/03/2023
Name of the College/Institution	D.C.T.'s Dhempe College of Arts & Science
NAAC Accreditation	YES
If Yes, Grade and year	Grade 'A' (CGPA 3.01) (Feb 2022)
Research funding received by college last year	NIL
Programme being reviewed by AIC	B.Sc. (Hons.) Biotechnology (<i>Self-financing programme</i>)
Programme fee per year per student	₹. 64,920/- for F. Y. B. Sc., ₹. 63,470/- for S. Y. B. Sc., ₹. 64,470/- for T. Y. B. Sc., Fees mentioned above are Excluding deposit
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	12 (04 contract Basis, 8 lecture basis)
Number of faculty positions filled	12 (04 contract Basis, 8 lecture basis)
Faculty Member 1	Mrs. Mrunal R. Phadke
Highest qualification	M.Sc., Biochemistry (2011), First Class, 66%, CSIR-UGC NET (Lectureship) (2011).
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	Rs. 65,000/- per month
Faculty Member 2	Dr. Priyanka Naik Parrikar
Highest qualification	M.Sc. Biotechnology (2013), First Class, 70.85%, Ph.D. (2022)
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	Rs. 50, 000/- per month
Faculty Member 3	Dr. Amara Begum Mulla
Highest qualification	M.Sc. Biotechnology (2010), CGPA 7.68, Ph.D in Microbiology (2019).
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	Rs. 55, 000/- per month

Faculty Member 4	Dr. Preethi Pandit
Highest qualification	M.Sc. Biotechnology (2012), Distinction, 77.6%, Ph.D in Biotechnology (2020).
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	Rs. 55,000/- per month
Faculty Member 5	Mr. Kamlesh Kirtikumar Korgaonkar
Highest qualification	M.Sc in Microbiology Distinction 86.88% Grade A+, CGPA 9.53 (2021), M- SET (2021), ASRB - NET(2021), GATE(2022), & DBT- BET(2022)
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture
Faculty Member 6	Dr. Niyati Hede
Highest qualification	M.Sc. Microbiology (2010), Distinction, 75.05%, Ph.D (2021)
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture
Faculty Member 7	Ms. Rashvita Mayekar
Highest qualification	M.Sc in Biotechnology (2021) First Class 62.06% CGPA 7.11, Grade B + (2021)
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture
Faculty Member 8	Ms. Gauri Avdhut Silimkhan
Highest qualification	M.Sc. Physical Chemistry (2012), Grade B+, GPA 5.73.
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture
Faculty Member 9	Ms. Sarika Sagar Sutar
Highest qualification	M.Sc. Organic Chemistry (2017), Grade A, CGPA 6.6
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture
Faculty Member 10	Ms. Sasha Viegas
Highest qualification	M.Sc. Zoology (2020), 81.06% Grade A, CGPA 9.17, SET (2021)
Qualified as per UGC?	Yes

Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture
Faculty Member 11	Ms. Rizelia Rodrigues
Highest qualification	M.Sc. Life science (2021), Distinction, 82.83%, CGPA 8.2
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture
Faculty Member 12	Mrs. Vandana M. Sardesai
Highest qualification	M.A. English (2002), Grade A 63.88%, SET (2002).
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750/- per lecture

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No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2019 -2020	66	30 + 10% additional seats	32
2020-2021	109	40	35
2021-2022	139	45	35
2022-2023	117	30 + 10% additional seats	37 (including 04 buffer students)

Infrastructure

Classrooms available to the programme and area of each classroom	203 & 204 (F.Y. & S.Y respectively)	653.92 sq. ft. each
	223 (for T.Y)	529.58 sq.ft
Teaching aids available for the programme	5 desktop PCs, 2 laptops and 1 LCD projector are present in the Biotechnology department. Of these, four computers are devoted to students. Internet facility is available for students. The teachers can also make use of LCD projectors in the classroom and laboratory to explain concepts to the students.	
Laboratories used by the programme and area of each laboratory	1. Biotechnology Laboratory – I ; Carpet Area = 111.2 sq. m, Total Area = 146.55 sq.m a. Project / Research Laboratory = 21.8 sq.m b. Culture Laboratory = Built up area = 31.7715 sq.m, Carpet Area= 17.95 sq.m. b i) Plant Tissue Culture Laboratory = Carpet Area = 4.664 sq.m b ii) Animal Cell Culture Laboratory = Carpet Area = 4.823 sq.m	

	<div>2. <u>Biotechnology Laboratory – II</u>; Carpet Area = 69.06 sq.m; total area = 78.9 sq.m</div> <div>a. Molecular Biology Laboratory = Carpet Area = 9.84 sq.m</div> <div>3. <u>Biotechnology Laboratory (new lab)</u>; 43.12 sq. m.</div>																														
Special equipment used in the programme	<div>UV-Vis Spectrophotometer, visible spectrophotometer, magnetic stirrer, Transilluminator, Sonicator, Microscopes (Epifluorescence, Inverted Trinocular, Binocular & Monocular), dissecting microscopes, vacuum pump, baby Fermenter, Vertical and horizontal Electrophoresis & Electroblotting units, High Speed Cooling Centrifuges, Spinwin, Plant Growth Chamber, CO₂ Chamber, Rotary Vacuum Evaporator, Laminar air-flow cabinets, pH meters, vortexes, analytical weighing balances, micropipettes, Distillation unit, BOD incubator, Incubator shaker, shaker at room temperature, conductomet ers, potentiometers, Hot air ovens, Autoclaves, water baths and oil bath, microwave and pressure cookers, refrigerators, Deep freezer (-20°C), colony counter, Platform rocker, etc.</div> <div>A new inverter has been installed for Biotechnology department so that the practical and research projects can be continued smoothly without interruption due to power failure.</div>																														
Availability of staffroom to teachers	Yes																														
Availability of common room to students	Yes																														
Library facilities available to the programme	<div><div>• List of Books Purchased in 2021-22</div><table><tr><td>Sr. No.</td><td>Name of the Book</td><td>Author</td></tr><tr><td>1</td><td>Textbook of Microbiology with MCQ booklet</td><td>Ananthanarayan & Panikers</td></tr><tr><td>2</td><td>Biochemistry</td><td>U. Satyanarayan, U. Chakrapani</td></tr><tr><td>3</td><td>Forensic Science</td><td>B.S Nabar</td></tr><tr><td>4</td><td>Forensic Science</td><td>B.S Nabar</td></tr></table><div>• List of Books Purchased in 2022-23</div><table><tr><td>Sr. No.</td><td>Name of the Book</td><td>Author</td></tr><tr><td>1</td><td>Introduction of Plant Physiology</td><td>Dr. Laximkant Sharma</td></tr><tr><td>2</td><td>Plant Biotechnology</td><td>Sumit Bhargav</td></tr><tr><td>3</td><td>Biotechnology Useful reference for academic Exams</td><td>Visshu Sharma</td></tr><tr><td>4</td><td>Bioinformatics</td><td>K.S.S.N. Neelima</td></tr></table></div>	Sr. No.	Name of the Book	Author	1	Textbook of Microbiology with MCQ booklet	Ananthanarayan & Panikers	2	Biochemistry	U. Satyanarayan, U. Chakrapani	3	Forensic Science	B.S Nabar	4	Forensic Science	B.S Nabar	Sr. No.	Name of the Book	Author	1	Introduction of Plant Physiology	Dr. Laximkant Sharma	2	Plant Biotechnology	Sumit Bhargav	3	Biotechnology Useful reference for academic Exams	Visshu Sharma	4	Bioinformatics	K.S.S.N. Neelima
Sr. No.	Name of the Book	Author																													
1	Textbook of Microbiology with MCQ booklet	Ananthanarayan & Panikers																													
2	Biochemistry	U. Satyanarayan, U. Chakrapani																													
3	Forensic Science	B.S Nabar																													
4	Forensic Science	B.S Nabar																													
Sr. No.	Name of the Book	Author																													
1	Introduction of Plant Physiology	Dr. Laximkant Sharma																													
2	Plant Biotechnology	Sumit Bhargav																													
3	Biotechnology Useful reference for academic Exams	Visshu Sharma																													
4	Bioinformatics	K.S.S.N. Neelima																													

	<ul style="list-style-type: none">• The Department of Biotechnology has 588 books in its department library besides access to the college library for the associated subjects of Zoology, Chemistry, Information Technology, Environmental studies and Entrepreneurship Development.• The department has also renewed the subscription of two research Journals in academic year 2021-22 <ol style="list-style-type: none">1. Indian Journal of Biochemistry and Biophysics2. Research and Reviews in Biotechnology and Biosciences <ul style="list-style-type: none">• Students and teachers also have access to e-resources such as KOHA OPAC (Online Public access Catalogue), Kopykitab and N-List.
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Sports facilities available to the programme	Details of facilities available with respect to sports and recreation facilities in the Department of Physical Education & Sports.		
	Sr. No.	Facilities Available	Quantity
	1	Table Tennis Tables.	2
	2	Bench Press with Olympic Bar.	1
	3	Carom Boards.	8
	4	Squatting Rack.	1
	5	Abdominal Board.	1
	6	Seated Leg Press Machine.	1
	7	Preacher Curl Machine.	1
	8	Back Hyper Extension.	1
	9	Standing Leg Press Machine.	1
	10	Leg Extension Machine	1
	11	Machine Shoulder Press.	1
	12	Weighing Machine	1
	13	Leg Curl Machine.	1
	14	Lat Pulldown Machine	1
	15	Flexible Bench	1
	16	Stadiometer (Height Measuring Scale)	1
	17	Indoor Exercise Bike	1
	18	Chess Boards	4
	19	Resistance Bands	2
	20	Battle Rope	1
	21	Agility Ladder	3
	22	Cross Fit Jumping Box	3
	23	Barbell Stand	1
	24	Medicine Ball	3
	25	Pull Up Bar	1
	26	Punching Bag	1
	27	Badminton Court.	1
	28	Volleyball Court.	1
29	Basketball Court.	1	
Canteen facilities	The college provides canteen facilities to the students and staff members.		
Health facilities, Counselling, etc. available to the programme	<ul style="list-style-type: none">• The college organizes health camps for the students and staff.• The college provides a counsellor for the students for their psychological well-being.• First Aid box is available for students in Laboratory.		
Description of facilities that have been added since the last AIC visit	<ul style="list-style-type: none">• A new inverter has been installed for Biotechnology department so that the practical and research projects can be continued smoothly without interruption due to power failure.• New Instruments have been purchased as per the requirement by		

	<p>CBCS.</p> <ul style="list-style-type: none"> New books have been purchased for papers introduced as Generic electives and Skill enhancement Courses under Choice Based Credit System.
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Data on placements of last 3 batches:

TY Batch: 2021-2022

Sr. No.	Name of Student	Placement/ Higher education
1	Bhagwan Kushnu Shetgaonkar	Diploma in pharmacy, Goa college of pharmacy
2	Carissa Noemia De Sa	M.Sc. Biotechnology, Goa University
3	Chrysilla Espy Vaz	M.Sc. in Biotechnology at St. Aloysius College (Autonomous) Mangaluru.
4	Daizy Behki	--
5	Inica Celeste Fernandes	--
6	Kumar Abhishek	M.Sc. Biotechnology, Chandigarh University
7	Lin Ernest Ashoka Solon Da Costa	--
8	Rajlaxmi Gajanan Mayekar	--
9	Naik Vernekar Saanika Rajesh	--
10	Samita Ganesh Parab	--
11	Sejal Sachin Pai	M.Sc. Biotechnology, Goa University
12	Sejal Vidhyadhar harmalkar	Internship, Dr. Raghuwanshi's Diagnostic Centre and Pathology Laboratory
13	Shannon Brianna Do Rosario	Internship, Dr. Raghuwanshi's Diagnostic Centre and Pathology Laboratory
14	Shayna Maria Lucia Rodrigues	--
15	Shwetakshi Mishra	M.Sc. Marine Biotechnology, Goa University
16	Simran Shailesh Fatarpekar	M.Sc. Biotechnology, Goa University
17	Soham Sudam Naik	--
18	Sumana Biswas	--
19	Swizel Valleni Rodrigues	Internship, Dr. Raghuwanshi's Diagnostic Centre and Pathology Laboratory
20	Trutuja Surryakant Gawas	M.Sc. Biochemistry, Symbiosis school of Biological Sciences, Pune
21	Veda Raju Paidarkar	Preparing for design entrance exams for master of design programme
22	Veda Vallabh Sinai Kakodkar	M.Sc. Biotechnology, Goa University
23	Vedha Damodar Dessai	M.Sc. Biotechnology, Goa University
24	Yashmika Chandrakant Chodankar	M.Sc. in food technology at Carmel college of Arts, Science and commerce for women
25	Yohan Marc Fernandes	M.Sc. Healthcare Management, University of Warwick
26	Eminia Maria Filomena Souza	--
27	Kiran Vishnu Naik	M.Sc. Biotechnology, Goa University
28	Prajyoti Pandurang Kuttikar	M.Sc. Biotechnology, Goa University

TY Batch: 2020-2021

Sr. No.	Name of Student	Placement/ Higher education
1	D'souza Muriel Fatima	M.Sc. Biotechnology, Goa University
2	Sejal Gad Kerkar	M.Sc. Food technology, Carmel's College, Goa
3	Gauns Kunal Tukaram	M.Sc. Food technology, Carmel's College, Goa
4	Gharse Gandha Anil	M.Sc. Food technology, Carmel's College, Goa
5	Kamat Purna Uday	M.Sc. Biotechnology, KLE Belagavi
6	Kanapaneni Kaanuka Sai	M.Sc. Medical Biotechnology, Rajiv Gandhi College, Pune
7	Maitra Prachi Goutam	M.Sc. Biotechnology, Amity university, Mumbai
8	Neelam Namdev Masurkar	PGDMLT, Goa University, Taleigao Plateau, Taleigao, North Goa, Goa
9	Nadkarni Vinit Mangesh	M.Sc. Medical Biotechnology, Rajiv Gandhi College, Pune
10	Sania Sadanand Palav	M.Sc. Biotechnology, Amity university, Mumbai
11	Pirankar Siya Vinod	M.Sc. Food technology, Carmel's College, Goa
12	Raikar Namrata Sridhar	M.Sc. Food technology, Carmel's College, Goa
13	Rodrigues Trevor Miguel	M.Sc. Applied biosciences, Ontario tech university, Canada
14	Shaikh Faris Yasin	M.Sc. Food technology, Carmel's College, Goa
15	Shivangi Upadhyay	M.Sc. Biotechnology, D.Y Patil, Pune
16	Sobrinho Ruella Bibiana	PGDMLT (post graduate diploma medical laboratory technology), Chowgule College, Goa
17	Trisha Rhea Gracias	MBA, Goa University.
18	Rinky	M.Sc. Biotechnology, Rajiv Gandhi College, Pune
19	Dias Anoushka Maria	M.Sc. Food technology, Carmel's College, Goa
20	Naik Santoshi Ulhas	M.Sc. Food technology, Carmel's College, Goa
21	Amisha Prasanna Masari	M.Sc. Biotechnology, Ramaiah University of applied sciences, Bengaluru
22	Fernandes Shanice Roanne	M.Sc. Biotechnology, St. Xavier's College, Mumbai
23	Chikkodi Yaman	M.Sc. Clinical research, KLE, Belgavi
24	Fernandes Simeone Odette	M.Sc. Biotechnology, St. Xavier's College, Mumbai
25	Narvekar Nisha Maruti	M.Sc. Food technology, Carmel's College, Goa
26	B. Rakshana	M.Sc. Environmental science, Goa University
27	Shirodkar Sairaj Rajan	Working in a Self-owned Pharmacy

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TY Batch: 2019-2020

Sr. No.	Name of Student	Placement/ Higher education
1	Dalvi Ajay Balchandra	Completed M.Sc. Biotechnology, Goa University and currently working as IPQA officer in Quality assurance department of MolBio Diagnostics Pvt.ltd., Verna.
2	Rodrigues Ashlyn Erica	Completed M.Sc. Biotechnology, Goa University

3	Sawantwadikar Preksha Ramchandra	Completed M.Sc. Biotechnology, Goa University
4	Shirodker Riddhi Shivnath	Completed M.Sc. Biotechnology, Goa University
5	Kandolkar Saisha Devanand	Completed M.Sc. Biotechnology, Goa University
6	Parsekar Sristi Rajendra	Completed M.Sc. Biotechnology, Goa University
7	Pai Naik Sneha Digamber	Completed M.Sc. Biotechnology, St. Aloysius College (Autonomous), Mangaluru, Karnataka
8	Barve Pradnya Bhalchandra	Completed M.Sc. Food Technology, Carmel College for Women, Goa
9	Kamat Shankhwalker Akanksha Sriniva	Completed M.Sc. Food Technology, Carmel College for Women, Goa
10	Amonkar Anisha Anand	Completed M.Sc. Food Technology, Carmel College for Women, Goa
11	Lobo Clayton Adrian	Completed M.Sc. Food Technology, Carmel College for Women, Goa
12	Mapari Anoushka Vinod	Completed M.Sc. Food Technology, Carmel College for Women, Goa
13	Kamath Vaibhav Vilas	Pursuing Masters in Computer Applications, Goa University
14	Sharmishtha Sanyal	Completed M.Sc. Forensic Science, Jain deemed to be University, Bangaluru, Karnataka
15	Swarada R. Phadke	Pursuing M.Sc. Biotechnology, St. Xavier's College, Mumbai.
16	Karmali Ayesha Ramdas	M.Sc. Environmental Sciences, Goa University
17	Sinai Silimkhan Anish Shamuim	M.Sc. Applied Equine Science, Hartpury House Gloucester GL19 3BE
18	Anakarina Falcao Da Gama Paes	M.Sc. Molecular Biology, Birmingham
19	Govekar Gautami Bhasker	M.Sc. Biotechnology, Goa University
20	Anand Raj	Working as Laboratory Coordinator, Odournet Holding India
21	Daure Annuksha Ravindra	M.Sc. Food Technology, Carmel College for Women, Nuvem, South Goa, Goa
22	Abhinav Omprakash	Working at Team Ohana Goa
23	Shirodker Bhumika Rohidas	Working as Laboratory Coordinator, Sub District Hospital Ponda
24	Nagvenkar Sidharth Gurudas	Digital Marketing based Job, Bangaluru
25	Korgaonkar Harsha Alias Nilisha Arvind	Working as Officer, R & D, Tulip Diagnostic Branch - Zephyr Biomedicals Verna
26	Kenan Vaz	Working as Team Supervisor, Mission Rabies Veterinary Services
27	Anisha Aroskar	Completed M.Sc. Food Technology, Carmel College for Women, Nuvem, South Goa, Goa
28	Nirja Bhat	Working as research analyst at Altrata

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D 4.7.2 Additional Division FY/SY B.A.
Annexure I
REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Date of visit	01/03/2023
Name of the College/Institution	D.C.T's Dhempe College of Arts & Science, Miramar, Goa.
NAAC Accreditation	Yes
If Yes, Grade and year	Grade "A" (CGPA 3.01)
Research funding received by college last year	Nil
Programme being reviewed by AIC	F.Y.B.A 3 rd Division (2022-23)/S.Y.B.A. 3 rd Division (2023-24)
Programme fee per year per student	F.Y.B.A (General) Rs. 7535/- / S.Y.B.A (General) Rs. 7535/- F.Y.B.A (Psychology) Rs. 7775/-/ S.Y.B.A (Psychology) Rs. 7775/-
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Faculty Member 1	Ms. Clarinda Dias
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	158496/-
Faculty Member 2	Dr. Akshata Bhatt
Highest qualification	M.A., Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	125893/-
Faculty Member 3	Dr. Palia Pandit
Highest qualification	M.A., Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	118892/-
Faculty Member 4	Dr. Svetlana Fernandes
Highest qualification	M.A., Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	112403/-
Faculty Member 5	Ms. Rochelle Fernandes
Highest qualification	M.A.

Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	40000/-
Faculty Member 6	Ms. Rachi Dessai
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	750/- per lecture
Faculty Member 7	Mr. Edwin Cortez
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	298032/-
Faculty Member 8	Dr. Shilpa Samant
Highest qualification	M.A. Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	306848/-
Faculty Member 9	Ms. Gail Zacharia
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	40000/-
Faculty Member 10	Ms. Sonali Naik
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	750/- per lecture
Faculty Member 11	Dr. Karuna Singh
Highest qualification	M.A. Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	121672/-
Faculty Member 12	Mr. Mohit Sukhtankar
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	112403 /-

Faculty Member 13	Mr. Vijay Talwar
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	750/- per lecture
Faculty Member 14	Ms. Ballika Gaonkar
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	750/- per lecture
Faculty Member 15	Dr. Mukta Karamadi
Highest qualification	M.A. Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	281160/-
Faculty Member 16	Dr. Joslyn Henriques
Highest qualification	M.A. Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	129479/-
Faculty Member 17	Ms. Pratisha Harmalkar
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	101431/-
Faculty Member 18	Dr. Cindy D'Silva
Highest qualification	M.A. Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	65000/-
Faculty Member 19	Ms. Sweta Matonkar
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	55000/-
Faculty Member 20	Ms. Jolene Pereira
Highest qualification	M.A.

Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	750/- per lecture
Faculty Member 21	Dr. Roshida Rodrigues
Highest qualification	M.A. Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	216712
Faculty Member 22	Ms. Sendra Pereira
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	106255/-
Faculty Member 23	Mr. Sanket Revankar
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	40000/-
Faculty Member 24	Mr. Akash Sadanand Naik Salgaonkar
Highest qualification	M.A
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	750/- per lecture
Faculty Member 25	Mr. Prajal Sakhardande
Highest qualification	M.A. M.Phil
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	250456/-
Faculty Member 26	Mr. Noel Sevrto Goes
Highest qualification	M.A
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	103353/-
Faculty Member 27	Mr. Mayur Arolkar
Highest qualification	M.A
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	40000/-

Faculty Member 28	Ms. Jarvis Mascarenhas
Highest qualification	M.A
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	750/- per lecture
Faculty Member 29	Ms. Anju Sakhardande (Konkani)
Highest qualification	M.A
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	240544/-
Faculty Member 30	Dr. Vaishali Naik
Highest qualification	M.A., Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	177633/-
Faculty Member 31	Mr. Akbarali Shaikh
Highest qualification	M.A
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	50000/-
Faculty Member 32	Ms. Kshitija Devidas Pednekar
Highest qualification	M.A
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	750/- per lecture
Faculty Member 33	Ms. Radhika Nagvenkar
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	55000/-
Faculty Member 34	Ms. Sneha Morajkar
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	750/- per lecture
Faculty Member 35	Mr. Pandurang Naik
Highest qualification	M.P.Ed.

Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	149832/-
Faculty Member 36	Ms. Surekha Katkar
Highest qualification	B.Com, M.Lib
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	172632/-

No. of applications received for admission to the programme during last 3 academic years :

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2019-20	277	180	182
2020-21	404	180	172
2021-22	505	180	177

Infrastructure

Classrooms available to the programme and area of each classroom	01 classroom 44 sq.mts
Teaching aids available for the programme	LCD Projectors,
Laboratories used by the programme and area of each laboratory	
Special equipment used in the programme	LCD Projectors
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	LCD Projectors are used more extensively.

Data on placements of last 3 batches:

Batch:

Sr. No	Students Name	Placement
1.	Ms. Amanda Mascarhenas	St. Xavier's College Mapusa
2.	Ms. Siya Naik	Carmel College of Arts, Science, & Commerce Nuvem Salcete Goa
3.	Ms. Simran Desai	St. Xavier's College Mapusa
4.	Ms. Rukhmani Sharma	Carmel College of Arts, Science, & Commerce Nuvem Salcete Goa
5.	Mr. Aditya Chodankar	Amity University Mumbai

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D 4.7.3 B.A. Konkani (Honours)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Date of visit	01/03/2023
Name of the College/Institution	D.C.T's Dhempe College of Arts & Science, Miramar, Goa.
NAAC Accreditation	Yes
If Yes, Grade and year	Grade "A" (CGPA 3.01)
Research funding received by college last year	Nil
Programme being reviewed by AIC	T.Y.B.A Konkani Honours (2023-24)
Programme fee per year per student	Honours Programme BA Konkani Rs. 6335/- per student
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Faculty Member 1	Ms. Anju Sakhardande (Konkani)
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	257752/-
Faculty Member 2	Ms. Vidita Shet
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	65000/-
Faculty Member 3	Mr. Yeshwant Bhandari
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	55000/-
Faculty Member 3	Ms. Anija Shirodkar
Highest qualification	M.A.
Qualified as per UGC?	Yes
Nature of Appointment	Temporary
Salary	50000/-

No. of applications received for admission to the programme during last 3 academic years N.A

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2020-21	17		17
2021-22	11		11

Infrastructure

Classrooms available to the programme and area of each classroom	01 classroom 44 sq.mts
Teaching aids available for the programme	LCD Projectors,
Laboratories used by the programme and area of each laboratory	
Special equipment used in the programme	LCD Projectors
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	LCD Projectors are used more extensively.

Data on placements of last 3 batches:

Batch: 2020-21

Sr. No	Students Name	Placement
01	Mr. Laximan Mantri	Goa University
02	Ms. Santoshi Naik	Goa University
03	Ms. Ayushi Kalangutkar	Goa University

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D 4.9 Swami Brahmanand Mahavidyalaya, Kundaim Goa
D 4.9.1 B.A. Sanskrit (Honours)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part -1

Date of visit	13.04.2023
Name of the College/Institution	Swami Brahmanand Mahavidyalaya
NAAC Accreditation	No
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	BA in Sanskrit
Programme fee per year per student	6285/- per year(AS per University circular)
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	8
Number of faculty positions filled	8
Faculty Member 1	Dnyaneshwar Appaji Patil
Highest qualification	MA in Sanskrit, MPhil Sanskrit, 63.8%
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	40,000/-
Faculty Member 2	Anup Shantaram Shelar
Highest qualification	MA in Sanskrit, MA in Marathi, 65%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 3	Satish Suryakant Gaude
Highest qualification	MA in Sanskrit, 75%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 4	Arti Gawas
Highest qualification	MA in English, 56.7%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 5	Kshitija Pednekar
Highest qualification	MA in Hindi, 66%

Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 6	Sadanand Vishram Gawas
Highest qualification	MA in Sanskrit, 67%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 7	Preshita Desai
Highest qualification	MA in Geography, 60.4%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 8	Kushal Surya Karmalkar
Highest qualification	MA in Sanskrit, 46%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2020-21	30	30	28
2021-22	28	30	26
2022-23	28	30	21

Infrastructure

Classrooms available to the programme and area of each classroom	Yes
Teaching aids available for the programme	Yes
Laboratories used by the programme and area of each laboratory	Yes
Special equipment used in the programme	No
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	No

Description of facilities that have been added since the last AIC visit	MOU with other universities for MA in sanskrit
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Data on placements of last 3 batches:

Batch: 2018-19

Sr. No	Students Name	Placement
01	Isha Rupesh Naik Bhamaikar	International Sadguru Gurukulam

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D 4.9.2 BA General (Sanskrit + Hindi)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part -1

Date of visit	13.04.2023
Name of the College/Institution	Swami Brahmanand Mahavidyalaya
NAAC Accreditation	No
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	BA General (Sanskrit + Hindi)
Programme fee per year per student	6285/- per year(AS per University circular)
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	8
Number of faculty positions filled	8
Faculty Member 1	Dnyaneshwar Appaji Patil
Highest qualification	MA in Sanskrit, MPhil Sanskrit, 63.8%
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	40,000/-
Faculty Member 2	Anup Shantaram Shelar
Highest qualification	MA in Sanskrit, MA in Marathi, 65%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 3	Satish Suryakant Gaude
Highest qualification	MA in Sanskrit, 75%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 4	Arti Gawas
Highest qualification	MA in English, 56.7%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 5	Kshitija Pednekar
Highest qualification	MA in Hindi, 66%

Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 6	Sadanand Vishram Gawas
Highest qualification	MA in Sanskrit, 67%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 7	Preshita Desai
Highest qualification	MA in Geography, 60.4%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 8	Kushal Surya Karmalkar
Highest qualification	MA in Sanskrit, 46%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2020-21	30	30	28
2021-22	28	30	26
2022-23	28	30	21

Infrastructure

Classrooms available to the programme and area of each classroom	Yes
Teaching aids available for the programme	Yes
Laboratories used by the programme and area of each laboratory	Yes
Special equipment used in the programme	No
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	No

Description of facilities that have been added since the last AIC visit	MOU with other universities for MA in sanskrit
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Data on placements of last 3 batches:

Batch: 2018-19

Sr. No	Students Name	Placement
01	Isha Rupesh Naik Bhamaikar	International Sadguru Gurukulam

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D 4.9.3 BA General (Sanskrit + Marathi)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part -1

Date of visit	13.04.2023
Name of the College/Institution	Swami Brahmanand Mahavidyalaya
NAAC Accreditation	No
If Yes, Grade and year	-
Research funding received by college last year	-
Programme being reviewed by AIC	BA General (Sanskrit + Marathi)
Programme fee per year per student	6285/- per year(AS per University circular)
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	8
Number of faculty positions filled	8
Faculty Member 1	Dnyaneshwar Appaji Patil
Highest qualification	MA in Sanskrit, MPhil Sanskrit, 63.8%
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	40,000/-
Faculty Member 2	Anup Shantaram Shelar
Highest qualification	MA in Sanskrit, MA in Marathi, 65%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 3	Satish Suryakant Gaude
Highest qualification	MA in Sanskrit, 75%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 4	Arti Gawas
Highest qualification	MA in English, 56.7%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 5	Kshitija Pednekar
Highest qualification	MA in Hindi, 66%

Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 6	Sadanand Vishram Gawas
Highest qualification	MA in Sanskrit, 67%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 7	Preshita Desai
Highest qualification	MA in Geography, 60.4%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture
Faculty Member 8	Kushal Surya Karmalkar
Highest qualification	MA in Sanskrit, 46%
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	@750/- per lecture

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2020-21	30	30	28
2021-22	28	30	26
2022-23	28	30	21

Infrastructure

Classrooms available to the programme and area of each classroom	Yes
Teaching aids available for the programme	Yes
Laboratories used by the programme and area of each laboratory	Yes
Special equipment used in the programme	No
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes
Health facilities, Counseling, etc. available to the programme	No
Description of facilities that have been	MOU with other universities for MA in

added since the last AIC visit

sanskrit

Data on placements of last 3 batches:

Batch: 2018-19

Sr. No	Students Name	Placement
01	Isha Rupesh Naik Bhamaikar	International Sadguru Gurukulam

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D 4.10 Sateri Pisani Education Society's Shri Gopal Gaonkar Memorial Goa Multi-Faculty College, Dharbandora, Goa.

D 4.10.1 Bachelor of Business Administration

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part -1

Date of visit	23/03/2023
Name of the College/Institution	Sateri Pisani Education Society's Shri. Gopal Gaonkar Memorial, Goa Multi- Faculty College, Dharbandora
NAAC Accreditation	Not yet
If Yes, Grade and year	N.A.
Research funding received by college last year	Nil
Programme being reviewed by AIC	Bachelor of Business Administration
Programme fee per year per student	As per Goa University Notification/Norms
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for Programme	01 Professor and Principal, 15 Assistant Professor, 01 College Director of Physical Education and 01 Librarian.
Number of faculty positions filled	01 Professor and Principal, 15 Assistant Professor, 01 College Director of Physical Education and 01 Librarian.
Faculty Member 01	Prof. (Dr.) Shaikh Mohammad Parvez Al-Usmani
Highest qualification	D.E.(Civil), M.Sc, M.Phil, Ph.D, Fellow-AEB
Qualified as per UGC?	Yes
Nature of Appointment	Permanent(five years term)
Salary	Rs. 276045.00
Faculty Member 02	Dr.GanjiPrasannakumar M
Highest qualification	M.B.A, M. Phil, NET,Ph.D
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 110357.00
Faculty Member 03	Dr. Kaustubh Kamat(currently on deputation)
Highest qualification	BE(IT) , M.M.M NET, Ph.D
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. Salary at DHE
Faculty Member 04	Mr. Eknath S. Shirodkar
Highest qualification	MBA(FS)
Qualified as per UGC?	Yes

Nature of Appointment	Permanent
Salary	Rs. 107228.00
Faculty Member 05	Ms. Sonam J. Gondlekar
Highest qualification	MA Psychology(HRM), NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 107228.00
Faculty Member 06	Ms. Sandhya Joseph
Highest qualification	MA (English), NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 104248.00
Faculty Member 07	Mr. Rajendra Gounder
Highest qualification	M.A, M. Phil, DCA, PGDCA, NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 110357.00
Faculty Member 08	Ms. Daksha Madhav Kunkalienkar
Highest qualification	B.COM, M.COM, SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Rs. 65000.00
Faculty Member 09	Mr. AjitFaras
Highest qualification	B.L.I.Sc, M.L.I. Sc, NET, SET
Qualified as per UGC?	YES
Nature of Appointment	Permanent
Salary	Rs. 101417.00
Faculty Member 10	Dr. Elroy Pinto (On lien)
Highest qualification	M.Sc, M.P. Ed, NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. Salary at St. Joseph Vaz college
Faculty Member 11	Mr. Shubham Naik
Highest qualification	PG in Management
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750.00 per lecture
Faculty Member 12	Ms. Prashanti Ramchandra Bhamaikar

Highest qualification	B.COM, M. Com, NET
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750.00 per lecture
Faculty Member 13	Mr. Shivpranav Damodar Alavani
Highest qualification	M.COM, M.A.(Drama)
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750.00 per lecture
Faculty Member 14	Ms. Ms. Nilima M. Maulingkar
Highest qualification	M.A. (History)
Qualified as per UGC?	YES
Nature of Appointment	Lecture Basis
Salary	Rs. 750.00 per lecture
Faculty Member 15	Ms. Rajlaxmi Naik
Highest qualification	M.A Psychology(HRM/Industrial Management)
Qualified as per UGC?	YES
Nature of Appointment	Lecture Basis
Salary	Rs. 750.00 per lecture
Faculty Member 16	Ms. Deepti Bharat Gaonkar
Highest qualification	BB.E, M.E(I.T.)
Qualified as per UGC?	Yes
Nature of Appointment	lecture basis
Salary	Rs. 750.00 per lecture
Faculty Member 17	Ms. Nandita Namdev Dessai
Highest qualification	B.A, M.A
Qualified as per UGC?	Yes
Nature of Appointment	lecture basis
Salary	Rs. 750.00 per lecture
Faculty Member 18	Mr. Sanket Uday Jotkar
Highest qualification	M.P.Ed., B.P.Ed, NET
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Rs. 50000.00

No. of applications received for admission to the programme during last 3 academic years:

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2022-2023	230	60	59
2021-2022	202	66	64
2020-2021	141	66	65

2019-2020	92	66	66
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Infrastructure

Classrooms available to the Programme and area of each classroom	06 Classrooms, Area as per norms
Teaching aids available for the Programme	LCD Projectors, White Boards etc.
Laboratories used by the Programme and area of each laboratory	Yes , (Area as per norms)
Special equipment used in the Programme	-----
Availability of staffroom to teachers	Yes
Availability of common room to students	Being complied with
Library facilities available to the Programme	Yes
Sports facilities available to the Programme	Yes
Canteen facilities	Yes, food court facility
Health facilities, Counseling, etc. available to the Programme	Yes
Description of facilities that have been added since the last AIC visit	1) 15 KVA online UPS has been installed. 2) MoU has been signed between Goa Management Association and this college. 3) LoU has been signed between Confederation of Indian Industry and this college 4) LoU has been signed between CSRBOX(Renalyisi Consultants Pvt Ltd. And this college 5) Received DELNET Institutional Membership certificate and MoU registration

Data on placement:

Sr. No	Students Name	Placement
1	ROHIT MADHUKAR KUMBHAR	Bajaj Allianz Insurance, Retail Partner
2	SAMRUDDHI JANMEJAY PARAB	Taj Vivanta
3	VAISHNAVI ASHOK KUMAR SINHA	MBA GOA UNIVERSITY
4	URVESH UDAY KOTHARKAR	MBA GOA UNIVERSITY
5	PRANAV PRAMOD NAGVEKAR	HR Executive, FinolexLables Ltd
6	ADITI LAXMIKANT NAIK	MBA GOA UNIVERSITY
7	MEGHA PRASAD MAHISKAR	sales executive SBI cards
8	ABDUL LATIF SHAIKH	Tele sales associate< Baywatch Resorts
9	MANDREKAR DISHA DINESH	MBA GOA UNIVERSITY
10	GAUNKER AARTI GANESH	MBA GOA UNIVERSITY
11	NAIK NITHAL PANDURANG	Colagtepalmolive
12	GAWAS SANJANA KASHINATH	MBA GOA UNIVERSITY
13	GHADI GAONKAR SIDDHI SURESH	HR trainee, anantinfomediapvt ltd

14	CHAWAN SHUBHAM SHIVAJI	haed clerk, force sports
15	GAUNDER PALLAVI NAGESH	HR, Caculo Earthmovers ltd
16	MORE ROHAN SHANKAR	Colagtepalmolive
17	SONNAIK UDDESH DNYANESHWAR	HR Associate, CMM Group
18	COUTINHO JONATHAN BENJAMIN	HR Associate, Baywatch Resort
19	NAIK NAVEEN JAYKUMAR	HR Associate, CIPLA
20	GAUNKER ABHISHEK BICA	Management Trainee- Indico Remedies
21	NAIK PALLAVI PANDHARINATH	Colagtepalmolive
22	MULLA ARBAZ RAZAK	hr, Aviza Technologies
23	PRABHU UTKARSH UDAY	MBA GOA UNIVERSITY
24	KHAN SAQUIB	Sr. Holiday Consultant, Karma Group
25	NAIK ROHIT RAMESH	HR Trainee, Welness Forever
26	MAJIK CHAITALI BUDHAJI	MBA, SUPPU,PUNE
27	NAVELKAR VISHAL SURESH	HR Executive, Client Co-ordinator at Aparaj Corporate Servies Pvt Lts
28	NAIK KANIKA SHANKAR	HR Assistant, Kamaxi Overseas
29	KEWAT PINTOKUMAR VIJAY BAHADUR	HR Executive, ACGL
30	NAVELKAR CHETALI SAGAR	Recruiter, Accenture
31	GHADI ASHVEK VITHOBA	Trainee HR & Admin, Fresenius Kabi India PVT Ltd.
32	VENJI VINIT CHANDRAKANT	MBA Finance, Goa University
33	MAJIK VISHAKA VASSUDEV	Entrepreneur- Beauty Parlour & Salon
34	YEDAVI NEHA RAVINDRA	HR, Assistant, Godrej
35	KATKAR NIKIL ANKUSH	Assiatnt HR, IFB
36	NAIK RAKHI SOMNATH	Reliance Retail
37	NAIK SANJANA SUBHASH	GSA- Kamaxi, College of Culinary Arts
38	PRABHU GAONKAR DEVIKA ALIASTRUSHA SANDEEP	HR, EC Agencies
39	KHANDEPARKAR VIPUL VITHAL	Sales Executive, Optical Cable pvt ltd
40	GAUNS DESSAI ASHWET ASHOK	MBA GOA UNIVERSITY
41	JALMI ADITYA	MBA Sublin Business School
42	DESAI SEENA VASANT	MBA Jain College Belgavi
43	YALLURKAR NIKHIL NIVRUTI	HR Associate, CIPLA
44	LAMANI GEETA CHANNAPPA	Admin Associate, Adhyayan Foundation
45	SHET DEEPTESH GOKULDAS	MSC-IT
46	HOLKAR ACHAL ASHOK	Dempo College, MCOM
47	JAMADAR KAJAL HAYASAB	MCOM, IGNOU

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D 4.10.2 Bachelor of Computer Applications

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part -1

Date of visit	23/03/2023
Name of the College/Institution	Sateri Pisani Education Society's Shri. Gopal Gaonkar Memorial, Goa Multi- Faculty College, Dharbandora
NAAC Accreditation	Not yet
If Yes, Grade and year	N.A.
Research funding received by college last year	Nil
Programme being reviewed by AIC	Bachelor of Computer Applications
Programme fee per year per student	As per Goa University norms/Notification
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	01 Professor and Principal, 12 Assistant Professor, 01 College Director of Physical Education and 01 Librarian.
Number of faculty positions filled	01 Professor and Principal, 12 Assistant Professor, 01 College Director of Physical Education and 01 Librarian.
Faculty Member 01	Prof. (Dr.) Shaikh Mohammad Parvez Al-USmani
Highest qualification	D.E.(Civil), M.Sc, M.Phil, Ph.D, Fellow-AEB
Qualified as per UGC?	Yes
Nature of Appointment	Permanent (five years term)
Salary	Rs. 276045.00
Faculty Member 02	Ms. Nisha Sawant (On Maternity Leave)
Highest qualification	MCA, MBA(Fin), SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 104248.00
Faculty Member 03	Ms. Nilaxi Chari
Highest qualification	MCA, SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 95904.00
Faculty Member 04	Mr. Sandesh S. Gaonkar (On work arrangement basis at DHE)
Highest qualification	MCA, NET

Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 95904.00
Faculty Member 05	Mr. Neelesh Morajkar(On Study Leave)
Highest qualification	M.Com, NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 107228.00
Faculty Member 06	Ms. Sandhya Joseph
Highest qualification	MA (English), NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 104248.00
Faculty Member 07	Mr. Ajit Faras
Highest qualification	B.L.I.Sc, M.L.I. Sc, NET, SET
Qualified as per UGC?	YES
Nature of Appointment	Permanent
Salary	Rs. 101417.00
Faculty Member 08	Dr. Elroy Pinto (on Lien)
Highest qualification	M.Sc, M.P. Ed, NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Salary at St. Joseph Vaz college
Faculty Member 09	Ms. Anaya Umesh Mulik
Highest qualification	M.E. (IT)
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	Rs. 40000.00
Faculty Member 10	Ms. Milan Anand Gaonkar
Highest qualification	BE (IT), M.E (Computer Science and Eng.
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Rs. 40000.00
Faculty Member 11	Ms. Sharada Pandurang Kaisuvekar
Highest qualification	M.E. (IT) B.E. (IT), SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Rs. 65000.00

Faculty Member 12	Mr. Shubham Suryakant Naik
Highest qualification	B.Sc, M.C.A
Qualified as per UGC?	Yes
Nature of Appointment	Lecture basis
Salary	Rs. 750.00 per lecture
Faculty Member 13	Ms. Hema Sawant
Highest qualification	M.A. in Geography
Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	Rs. 750.00 per lecture
Faculty Member 14	Ms. Chaitalee Joshi
Highest qualification	M.Sc (Mathematics)
Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	Rs. 750.00 per lecture
Faculty Member 15	Ms. Sneha Gaonkar
Highest qualification	M.COM, SET
Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	Rs. 750.00
Faculty Member 16	Mr. Sanket Uday Jotkar
Highest qualification	M.P.Ed., B.P.Ed, NET
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Rs. 50000.00

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2022-23	287	40	40
2021-22	205	44	44
2020-21	83	44	41
2019-20	55	44	44

Infrastructure

Classrooms available to the programme and area of each classroom	03 Classrooms, 01 Laboratory (Area as per norms)
Teaching aids available for the programme	LCD Projectors, White Boards, etc.
Laboratories used by the programme and area of each laboratory	Yes, (Area as per norms)
Special equipment used in the programme	-----
Availability of staffroom to teachers	Yes

Availability of common room to students	Being complied with
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes, food court facility
Health facilities, Counseling, etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	1) 15 KVA online UPS has been installed. 2) MoU has been signed between Goa Management Association and this college. 3) LoU has been signed between Confederation of Indian Industry and this college 4) LoU has been signed between CSRBOX(Renalyisi Consultants Pvt Ltd. And this college 5) Received DELNET Institutional Membership certificate and MoU registration

Data on placements of last batch:

Sr. No	Students Name	Placement
1	ROHIT MADHUKAR KUMBHAR	Bajaj Allianz Insurance, Retail Partner
2	SAMRUDDHI JANMEJAY PARAB	Taj Vivanta
3	VAISHNAVI ASHOK KUMAR SINHA	MBA GOA UNIVERSITY
4	URVESH UDAY KOTHARKAR	MBA GOA UNIVERSITY
5	PRANAV PRAMOD NAGVEKAR	HR Executive, Finolex Lables Ltd
6	ADITI LAXMIKANT NAIK	MBA GOA UNIVERSITY
7	MEGHA PRASAD MAHISKAR	sales executive SBI cards
8	ABDUL LATIF SHAIKH	Tele sales associate< Baywatch Resorts
9	MANDREKAR DISHA DINESH	MBA GOA UNIVERSITY
10	GAUNKER AARTI GANESH	MBA GOA UNIVERSITY
11	NAIK NITHAL PANDURANG	Colagte palmolive
12	GAWAS SANJANA KASHINATH	MBA GOA UNIVERSITY
13	GHADI GAONKAR SIDDHI SURESH	HR trainee, anant infomedia pvt ltd
14	CHAWAN SHUBHAM SHIVAJI	haed clerk, force sports
15	GAUNDER PALLAVI NAGESH	HR, Caculo Earthmovers ltd
16	MORE ROHAN SHANKAR	Colagte palmolive
17	SONNAIK UDDESH DNYANESHWAR	HR Associate, CMM Group
18	COUTINHO JONATHAN BENJAMIN	HR Associate, Baywatch Resort
19	NAIK NAVEEN JAYKUMAR	HR Associate, CIPLA
20	GAUNKER ABHISHEK BICA	Management Trainee- Indico Remedies
21	NAIK PALLAVI PANDHARINATH	Colagte palmolive

22	MULLA ARBAZ RAZAK	hr, Aviza Technologies
23	PRABHU UTKARSH UDAY	MBA GOA UNIVERSITY
24	KHAN SAQUIB	Sr. Holiday Consultant, Karma Group
25	NAIK ROHIT RAMESH	HR Trainee, Welness Forever
26	MAJIK CHAITALI BUDHAJI	MBA, SUPPU,PUNE
27	NAVELKAR VISHAL SURESH	HR Executive, Client Co-ordinator at Aparaj Corporate Servies Pvt Lts
28	NAIK KANIKA SHANKAR	HR Assistant, Kamaxi Overseas
29	KEWAT PINTOKUMAR VIJAY BAHADUR	HR Executive, ACGL
30	NAVELKAR CHETALI SAGAR	Recruiter, Accenture
31	GHADI ASHVEK VITHOBA	Trainee HR & Admin, Fresenius Kabi India PVT Ltd.
32	VENJI VINIT CHANDRAKANT	MBA Finance, Goa University
33	MAJIK VISHAKA VASSUDEV	Entrepreneur- Beauty Parlour & Salon
34	YEDAVI NEHA RAVINDRA	HR, Assistant, Godrej
35	KATKAR NIKIL ANKUSH	Assiatnt HR, IFB
36	NAIK RAKHI SOMNATH	Reliance Retail
37	NAIK SANJANA SUBHASH	GSA- Kamaxi, College of Culinary Arts
38	PRABHU GAONKAR DEVIKA ALIASTRUSHA SANDEEP	HR, EC Agencies
39	KHANDEPARKAR VIPUL VITHAL	Sales Executive, Optical Cable pvt ltd
40	GAUNS DESSAI ASHWET ASHOK	MBA GOA UNIVERSITY
41	JALMI ADITYA	MBA Sublin Business School
42	DESAI SEENA VASANT	MBA Jain College Belgavi
43	YALLURKAR NIKHIL NIVRUTI	HR Associate, CIPLA
44	LAMANI GEETA CHANNAPPA	Admin Associate, Adhyayan Foundation
45	SHET DEEPTESH GOKULDAS	MSC-IT
46	HOLKAR ACHAL ASHOK	Dempo College, MCOM
47	JAMADAR KAJAL HAYASAB	MCOM, IGNOU

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D 4.10.3 B.Com.(Honours)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part -1

Date of visit	23/03/2023
Name of the College/Institution	Sateri Pisani Education Society's Shri. Gopal Gaonkar Memorial, Goa Multi- Faculty College, Dharbandora-Goa
NAAC Accreditation	Not yet
If Yes, Grade and year	N.A.
Research funding received by college last year	Nil
Programme being reviewed by AIC	Bachelor of Commerce (Hons)
Programme fee per year per student	As per Goa University norms/Notification
Is financial position of the programme as per SC-1?	Yes

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	01 Professor and Principal, 01 Associate Professor, 10 Assistant Professor, 01 College Director of Physical Education and 01 Librarian.
Number of faculty positions filled	01 Professor and Principal, 01 Associate Professor, 10 Assistant Professor, 01 College Director of Physical Education and 01 Librarian.
Faculty Member 01	Prof. (Dr.) Shaikh Mohammad Parvez Al-Usmani
Highest qualification	D.E.(Civil), M.Sc, M.Phil, Ph.D, Fellow-AEB
Qualified as per UGC?	Yes
Nature of Appointment	Permanent (five years term)
Salary	Rs. 276045.00
Faculty Member 02	Dr. Manasvi M. Kamat(On lien)
Highest qualification	M.A, NET, Ph. D, PGDIBO, PGDM
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Salary at M.E.S. college
Faculty Member 03	Dr. Ulhas Bansode
Highest qualification	M.Com, NET, Ph.D
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 107228.00

Faculty Member 04	Dr. Subasish Mohanty
Highest qualification	M.Com, NET, Ph.D
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 107228.00
Faculty Member 05	Mr. Neelesh Morajkar(On Study Leave)
Highest qualification	M.Com, NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	
Faculty Member 06	Mr. Rajendra Gounder
Highest qualification	M.A, M. Phil, DCA, PGDCA, NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 110357.00
Faculty Member 07	Ms. Kalpita Naik
Highest qualification	M.Com, SET, LLM
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 99532.00
Faculty Member 08	Ms. Sandhya Joseph
Highest qualification	MA English, NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Rs. 104248.00
Faculty Member 09	Mr. Ajit Faras
Highest qualification	B.L.I.Sc, M.L.I. Sc, NET, SET
Qualified as per UGC?	YES
Nature of Appointment	Permanent
Salary	Rs. 101417.00
Faculty Member 10	Dr. Elroy Pinto (On Lien)
Highest qualification	M.Sc, M.P. Ed, NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	Salary at St. Joseph Vaz college
Faculty Member 11	Ms. Chaitalee Joshi
Highest qualification	M.Sc (Mathematics)
Qualified as per UGC?	Yes

Nature of Appointment	Lecture Basis
Salary	Rs. 750/- per Lecture
Faculty Member 12	Ms. Kamaxi Sane
Highest qualification	M.A. Economics
Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	Rs. 750/- per Lecture
Faculty Member 13	Mr. Sanket Uday Jotkar
Highest qualification	M.P.Ed., B.P.Ed, NET
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Rs. 50000.00
Faculty Member 14	Ms. Hema Sawant
Highest qualification	M.A. in Geography
Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	Rs. 750/- per Lecture
Faculty Member 15	Ms. Sneha Gaonkar
Highest qualification	M.COM, SET
Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	Rs. 750/- per Lecture
Faculty Member 16	MS. PRASHANTI RAMCHANDRA BHAMAIKAR
Highest qualification	B.COM, M. COM, NET, 2018
Qualified as per UGC?	Yes
Nature of Appointment	Contract Basis
Salary	Rs. 50000/-

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2022-2023	121	60	49
2021-2022	101	66	25
2020-2021	76	66	44
2019-2020	49	66	46

Infrastructure

Classrooms available to the programme and area of each classroom	03 Classrooms, Area as per norms
Teaching aids available for the programme	LCD Projectors, White Boards etc.
Laboratories used by the programme and area of each laboratory	Yes

Special equipment used in the programme	-----
Availability of staffroom to teachers	Yes
Availability of common room to students	Being complied with
Library facilities available to the programme	Yes
Sports facilities available to the programme	Yes
Canteen facilities	Yes, food court facility
Health facilities, Counseling, etc. available to the programme	Yes
Description of facilities that have been added since the last AIC visit	1) 15 KVA online UPS has been installed. 2) MoU has been signed between Goa Management Association and this college. 3) LoU has been signed between Confederation of Indian Industry and this college 4) LoU has been signed between CSRBOX(Renalyisi Consultants Pvt Ltd. And this college 5) Received DELNET Institutional Membership certificate and MoU registration

Date on placements of last batch:

Sr. No	Students Name	Placement
1	ROHIT MADHUKAR KUMBHAR	Bajaj Allianz Insurance, Retail Partner
2	SAMRUDDHI JANMEJAY PARAB	Taj Vivanta
3	VAISHNAVI ASHOK KUMAR SINHA	MBA GOA UNIVERSITY
4	URVESH UDAY KOTHARKAR	MBA GOA UNIVERSITY
5	PRANAV PRAMOD NAGVEKAR	HR Executive, Finolex Lables Ltd
6	ADITI LAXMIKANT NAIK	MBA GOA UNIVERSITY
7	MEGHA PRASAD MAHISKAR	sales executive SBI cards
8	ABDUL LATIF SHAIKH	Tele sales associate< Baywatch Resorts
9	MANDREKAR DISHA DINESH	MBA GOA UNIVERSITY
10	GAUNKER AARTI GANESH	MBA GOA UNIVERSITY
11	NAIK NITHAL PANDURANG	Colagte palmolive
12	GAWAS SANJANA KASHINATH	MBA GOA UNIVERSITY
13	GHADI GAONKAR SIDDHI SURESH	HR trainee, anant infomedia pvt ltd
14	CHAWAN SHUBHAM SHIVAJI	haed clerk, force sports
15	GAUNDER PALLAVI NAGESH	HR, Caculo Earthmovers ltd
16	MORE ROHAN SHANKAR	Colagte palmolive
17	SONNAIK UDDESH DNYANESHWAR	HR Associate, CMM Group
18	COUTINHO JONATHAN BENJAMIN	HR Associate, Baywatch Resort
19	NAIK NAVEEN JAYKUMAR	HR Associate, CIPLA
20	GAUNKER ABHISHEK BICA	Management Trainee- Indico Remedies

21	NAIK PALLAVI PANDHARINATH	Colagte palmolive
22	MULLA ARBAZ RAZAK	hr, Aviza Technologies
23	PRABHU UTKARSH UDAY	MBA GOA UNIVERSITY
24	KHAN SAQUIB	Sr. Holiday Consultant, Karma Group
25	NAIK ROHIT RAMESH	HR Trainee, Welness Forever
26	MAJIK CHAITALI BUDHAJI	MBA, SUPPU,PUNE
27	NAVELKAR VISHAL SURESH	HR Executive, Client Co-ordinator at Aparaj Corporate Servies Pvt Lts
28	NAIK KANIKA SHANKAR	HR Assistant, Kamaxi Overseas
29	KEWAT PINTOKUMAR VIJAY BAHADUR	HR Executive, ACGL
30	NAVELKAR CHETALI SAGAR	Recruiter, Accenture
31	GHADI ASHVEK VITHOBA	Trainee HR & Admin, Fresenius Kabi India PVT Ltd.
32	VENJI VINIT CHANDRAKANT	MBA Finance, Goa University
33	MAJIK VISHAKA VASSUDEV	Entrepreneur- Beauty Parlour & Salon
34	YEDAVI NEHA RAVINDRA	HR, Assistant, Godrej
35	KATKAR NIKIL ANKUSH	Assiatnt HR, IFB
36	NAIK RAKHI SOMNATH	Reliance Retail
37	NAIK SANJANA SUBHASH	GSA- Kamaxi, College of Culinary Arts
38	PRABHU GAONKAR DEVIKA ALIASTRUSHA SANDEEP	HR, EC Agencies
39	KHANDEPARKAR VIPUL VITHAL	Sales Executive, Optical Cable pvt ltd
40	GAUNS DESSAI ASHWET ASHOK	MBA GOA UNIVERSITY
41	JALMI ADITYA	MBA Sublin Business School
42	DESAI SEENA VASANT	MBA Jain College Belgavi
43	YALLURKAR NIKHIL NIVRUTI	HR Associate, CIPLA
44	LAMANI GEETA CHANNAPPA	Admin Associate, Adhyayan Foundation

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D 4.11 St. Xavier's College, Mapusa Goa
D 4.11.1 B.A. Journalism (Honours)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part - 1

Date of Visit	13/03/2023
Name of the College/Institution	St. Xavier's College
NAAC Accreditation	Yes
If Yes, Grade and year	Grade "A" (09.08.2019) – 4 th Cycle [CGPA of 3.12 on a 4-point scale]
Research funding received by college last year	Nil
Programme being reviewed by AIC	Journalism (Honours)
Programme fee per year per student	First Year : `50,624/- Second Year : `49,176/- Third Year : `46,221/-
Is financial position of the programme as per SC-1	Yes

Faculty:	
Number of faculty members sanctioned for the programme	3 Full-Time + 2 Lecture Basis
Number of faculty positions filled	3 full-time
Faculty Member 1	Mr. Nitin S. Volvoikar
Highest Qualification	M.A./PGDMCJ/SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	`65,000/-
Faculty Member 2	Mr. Dinesh V. Nirawdekar
Highest Qualification	MCMS/SET/NET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	`65,000/-
Faculty Member 3	Mr. Lisvan Rodrigues
Highest Qualification	M.Sc.(Video Prod.)
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	`40,000/-

Faculty Member 4	Mr. Shailesh S. Tanpure
Highest Qualification	M.A.(Int.Studies)
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	`750/- per lecture
Faculty Member 5	Ms. Ardra R. Naik
Highest Qualification	M.A.(Adv.& PR)
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	`750/- per lecture

No. of Applications Received for Admission to the Programme During Last Three Academic Years:			
Academic Year	No. of Applications	No. of Seats Sanctioned	No. of Seats Filled
2019 – 2020	43	35	31
2020 – 2021	36	35	17
2021 – 2022	35	35	21
Infrastructure:			
Classrooms available to the programme and area of each classroom	3 Classrooms		
Teaching aids available for the programme	Projector, E-papers, Computer System, Blog, Newspapers, Journals, Magazines, Books, Microsoft Teams		
Laboratories used by the programme and area of each laboratory	<ul style="list-style-type: none"> Journalism Computer Laboratory – 31 Computer systems with I-3 Processors, area of the lab is 3x7 sq.mts. TV studio and Production Control room (30x17 sq.mts.) (9x5 sq.mts.) 		

Special equipment used in the programme	<ul style="list-style-type: none"> • HD camera for TV production and reporting • Handy cam for news reporting • Data video – Vision Mixer - Analog • BENRO – Tripod • Hard drive • AV matrix – vision mixer –HD • Microphones, Lenovo Laptop, Speakers, Sound Mixer, Pop Filter Music Stand • Canon/Nikon DSLR Cameras • Photography Lights, Triggers, Snoot, Umbrella, Tent, Soft Box • Videography Lights, LED, CFL's, HMI's, Fresnels • Zoom H6 Recorder, Gimbal
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	<ul style="list-style-type: none"> • Main library • Departmental library facilities are available, N-List, NDLT, ELibrary
Sports facilities available to the programme	Yes (Gymkhana)
Canteen facilities	Yes (Two canteens)
Health facilities, counseling, etc., available to the programme	<ul style="list-style-type: none"> • First Aid Room • Counselling to students • N.S.S./N.C.C. • Student Aid Fund

Description of facilities that have been added since the last AIC visit	<ul style="list-style-type: none"> • Books purchased • Journal subscribed • Cadyce CA-HDVGGA HDMI to VGA Convertor • DELNET – E Library facility • Upgradation work of computer system going on • Upgraded Audio Editing System • Moza Mini Mx, Mobile Gimbal • Internet Bandwidth Speed increased • 1TB External Hard Drive • Audio Splitter • Magazine Display Rack • Power Back-up in PCR
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Data on Placements of Last Three Batches:			
Batch: 2019-2020:			
	P.R. No.	Name of the Student	Placement Details
1.	201711821	Badeker Apoorva Alias Sia	Content & Copy Writer, Happy Karma, Pune
2.	201700672	Gayatri Kuber	Event Coordinator, Unique destination
3.	201700005	Jessica Albuquerque	Social Media Manager, Under One Roof, Mumbai and Freelance Writer
4.	201700001	Johanna Joel Pinto	Amazon, North America
5.	201700674	Mellisa Pacheco	Social Media Executive, BRIH Brand Solutions and Marketing executive at Grand Hyatt
6.	201700681	Mohammed Omer Shaik	Self-Employed, Royal Enterprises, Navelim, Margao
7.	201700675	Rahul Paste	Video Editor, Gomantak TV
8.	201700679	Rifa Bi Shaikh Bizli	Service Account Manager, Delhivery
9.	201700007	Ronnan Da Cunha	Freelance Writer And Planning & Coordination Executive, Reynold Events
10.	201700680	Saaheel Shakeel Shaikh	Editor & Photographer, 25fps Production
11.	201700009	Sherry Fernandes	Pursuing Masters at Columbia School of Journalism, Operations Support Executive, XBE, USA & Freelance writier, Times of India

12.	201700668	Wianda Fernandes	Content Writer, Moment Browntape Technologies Pvt. Ltd
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Batch: 2020-2021:			
	P.R. No.	Name of the Student	Placement Details
1.	201802914	Adam Barodawala	Trainee, Perfect Relations
2.	201802914	Aditi Arambolkar	Hospitality, Vianaar Vagator
3.	201802918	Bilal Khan	Content creator, Rinteger pvt. Ltd.
4.	201802919	Bryan Fernandes	Freelance Photography
5.	201801923	Dhwani	Content Writer, Myntra, Bangalore
6.	201802921	Edlyna Rodrigues	Video Editor, InGoa 24*7 news and entertainment channel
7.	201801921	Fletcher Kyle	Intern at Muscat Daily
8.	201803923	Joaquina Fernandes	Intern/Trainee, Gomantak Times
9.	201802925	Lindsay Albuquerque	Trainee, Perfect Relations
10.	201802926	Maria Antao	Programe Director, In Goa 24x7
11.	201802938	Natasha Gonsalves	Co-ordinator, Daikon Events
12.	201802928	Priyanshu Chaudhary	Travel Advisor, British Airways
13.	201802929	Shania Ferrao	Digital Marketing Manager, Maximaaz Marketing, Vasco
14.	201802930	Shavina Shirodkar	Executive for Young Inspirators Network, Gomantak Times
15.	201802935	Warren Menezes	Sub-Editor, The Goan Everyday
16.	201802937	Zemora Fernandes	Social Media Executive, Mind Shift

Batch: 2021-2022:			
1.	201902021	Alethia Braganza	Preparing for admission in higer studies in UK
2.	201902023	Amol Vani	Pursuing Law at Salgaoncar college of Law
3.	201901817	Anjali Pandey	Pursuing Course in Criminology

4.	201806795	Ashish Yadav	AIS, Client Support Associate, Mumbai
5.	201902027	Chrisley Carvalho	Freelance Photographer, Video Editor
6.	201902028	Denisa Noronha	Trainee at Prime TV
7.	201902041	Evander Da Costa	Owner at M.A.D.E Productions
8.	201902038	Galita Gracias	Public and Guest Relations Executive, at Jamun Goa
9.	201902029	Hritik Nikalje	Self Employed
10.	201906894	Kanyawee Chaidate	Pursuing Masters In Jawaharlal Nehru University, Delhi
11.	201902030	Larrisa Vas	Trainee at Prime TV
12.	201902031	Nandini Dasgupta	Enrolled for Graphic Designing Course
13.	201902037	Neha Pandey	Assistant Director, Gracias Enterprise, Mumbai
14.	201902042	Nikita Jhadhav	Public Relations Manager, Ukiyo Beach Resort
15.	201902035	Princy Phadte	Coordinating Manager, Pataka Events
16.	201902024	Rahul Angadi	Production Assistant & Client Servicing, Pataka Events
17.	201902032	Saloni Kinalkar	Family Business
18.	201902025	Saqluen Attar	Executive, Nava Vision Education Pvt. Ltd
19.	201901814	Sarah Aga	Interning at VLW Global, Dona Paula
20.	201906893	Shayal Devi	Senior Reporter, FIJI Times
21.	201902036	Shitel Jhadhav	Awaiting to pursue internship in Sports Journalism
22.	201901814	Swaathishri Mohan	Shortlisted for Denstu International Weber, Shadwick
23.	201906895	Umesha Binari	Pursuing Masters, Goa University

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D 4.11.2 B.A. Mass Communication (Honours)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part - 1

Date of Visit	13/03/2023
Name of the College/Institution	St. Xavier's College
NAAC Accreditation	Yes
If Yes, Grade and year	Grade "A" (09.08.2019) – 4 th Cycle [CGPA of 3.12 on a 4-point scale]
Research funding received by college last year	Nil
Programme being reviewed by AIC	Mass Communication (Honours)
Programme fee per year per student	First Year : `50,624/- Second Year : `49,176/- Third Year : `47,324/-
Is financial position of the programme as per SC-1	Yes

Faculty:	
Number of faculty members sanctioned for the programme	3 Full-Time + 1 Lecture Basis
Number of faculty positions filled	3 full-time
Faculty Member 1	Mr. Anzil Fernandes
Highest Qualification	MCMS/SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	`65,000/-
Faculty Member 2	Mr. Vibhav V. Naik
Highest Qualification	MA(JMC)/NET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	`55,000/-
Faculty Member 3	Ms. Jonquil G. Sudhir
Highest Qualification	M.A.
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	`40,000/-
Faculty Member 4	Ms. Vailarose S. Fernandes
Highest Qualification	M.A./NET

Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	`750/-
Faculty Member 5	Ms. Ardra R. Naik
Highest Qualification	M.A.(Advt.& PR)
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	`750/-
Faculty Member 6	Ms. Alisha C. Fernandes
Highest Qualification	M.A.
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis
Salary	`750/-

No. of Applications Received for Admission to the Programme During Last Three Academic Years:			
Academic Year	No. of Applications	No. of Seats Sanctioned	No. of Seats Filled
2019 – 2020	48	35	33
2020 – 2021	50	35	33
2021 – 2022	77	35	38

Infrastructure:	
Classrooms available to the programme and area of each classroom	3 Class rooms
Teaching aids available for the programme	LCD projectors , Plasma TV and Speakers, CDs & DVDs, Google Classroom, Microsoft Teams
Laboratories used by the programme and area of each laboratory	<ul style="list-style-type: none"> • Mass Communication Computer Laboratory with 37 high end editing (i5 Processor) machines (7.84x6.86 mts) • TV studio and Production Control Room with 3 high end editing machines (9x5mts) (30x17ft)

Special equipment used in the programme	HD cameras for Short film and TV production, Vision Mixer (HD) for Online Production with a fully functioning multi camera set up, Digital SLR cameras for Digital Photography, High end Video Editing machines, Photography Light Box, Green Screen, Handheld Recorder, Yamaha 12 Channel Audio Mixer, 15" Laptop, HDMI Video/Audio Capture
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	<ul style="list-style-type: none"> • Main library • Departmental library facilities are available • E-Library: Nlist, NDLI, DELNET
Sports facilities available to the programme	Yes (Gymkhana)
Canteen facilities	Yes (Two canteens)
Health facilities, counseling, etc., available to the programme	<ul style="list-style-type: none"> • First Aid Room • Counselling to students • N.S.S./N.C.C. • Student Aid Fund

Description of facilities that have been added since the last AIC visit	<ul style="list-style-type: none"> • 1 AV Matrix Switcher VS0605U • 4 Micro Converter HDMI 6 SBI WPSU • 4 Cayce HDMI cable 10 mts • 6 Cadyce HDMI cable 3 mts • 4 mts UK – 6 video cable- Blue • 1 Moza Mini Mx • 1 Video Editing Work Station (i7-11 Gen. Processor) • 1 Audio Editing System (i7-11 Gen. Processor) • 1 Quick Heal Internet Security • 1 Cadyce CA –HDVGA HDMI to VGA • 1 Cadyce CA-HDC5m (5mts) HDMI cable • DELNET (E-Library) • 37 PCS Upgraded with additional 8 GB RAM & Additional SSD (Storage) [Work in Progress] • 1 Gooseneck mic • V Mix Streaming Software • Power backup for PCR • Books & CD's • 11 gen Processor
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Data on Placements of Last Three Batches:			
Batch: 2019-2020:			
	P.R. No.	Name of the Student	Placement Details
13.	201700688	Aamir Daruwaala	Video Editor, Freelancing
14.	201700711	Aaron Cardozo	Studying at Manipal University Dubai
15.	201700690	Alisha Fernandes	Content Writing , Freelancing
16.	201700780	Andrea Fernandes	Entrepreneur, Ootd owl
17.	201700703	Bonita Remedios	Studying at icebalaji institute (filmmaking)
18.	201700685	Janice D'Souza	Photographer, Freelancing
19.	201700708	Kanifnath Tari	Video journalist, Goan Varta Live, 2nd Floor Kamat Metropolis, St. Inez, Panaji
20.	201700707	Krishna Shetgaonkar	Journalist, Prime TV

21.	201700689	Marcy de Araujo	Trainee, Freelancing
22.	201700694	Neona Heredia	Studying at Edinburgh napier university
23.	201700695	Rajni shanta Kujur	Temperory teacher, Scared Heart Public School, Parkala, Kurdeg-Simdega
24.	201700782	Rebecca Valles	Freelance Client Servicing at Ad agency, TBWA\RAAD, Dubai, UAE
25.	201700706	Rosmi Thomas	Studying at Christ University, Bangalore
26.	201700698	Shayoni Mitra	Copywriter, Contract Advertising, Mumbai, India
27.	201700701	Sheena Cecilia Pereira	Studying at Master's degree Xavier's
28.	201700684	Sherwyn Couto	Student
29.	201606587	Yash Joshi	Studying at Studying at SYMBIOSIS INSTITUTE OF MANAGEMENT STUDIES

Batch: 2020-2021:			
17.	201801910	Aaron Marlon Franco	Studying at Goa University (MBA) and working at Ciosko International
18.	201801881	Anabelle Pinto	Studying at Manipal Academy of Higher Education
19.	201801911	Anushka Sharma	Studying at K J Somaiya Institute of Management, Mumbai
20.	201802886	Asher Fernandes	Online Education & Media Head, Don Bosco High School
21.	201802906	Ashlynn Marissa Judy de Mello	Studying at Institute of Hotel Management, Catering Technology & Applied Nutrition - Porvorim - Goa.
22.	201802888	Desmond Pinto	Videography/Editng , Freelancing
23.	201802907	Divya Dabholkar	Student, Studying
24.	201700692	Eva ferrao	Guest Relation, Bina punjani hair studio
25.	201700686	Jervis Dsouza	Digital media executive, Citrus e-commerce
26.	201802890	Jovan Noronha	Studying at St Aloysius College (Autonomous), Mangalore
27.	201802891	Joyce Preciosa Rodrigues	Pursuing M.A., St. Joseph University, Bangalore

28.	201802913	Krysla Menezes	Intern , Interning with Beyond Archetype
29.	201801912	Marc Jatin D'Costa	Student, Planning to work
30.	201802892	Merwin Rosario	Self Employed, Entrepreneur
31.	201802912	Merwyn Couto	Studying at St Aloysius College - Mangaluru
32.	201802905	Ria Denise Almeida	Studying at Profesional graphic design short term course at St Paul's Institute of Communication, Mumbai
33.	201801913	Sanjeevani Singh	Unemployed , Unemployed
34.	201802911	Santoshi Chari	Trainee, Gomanthak television
35.	201802895	Shreyal Nagvekar	Student
36.	201802899	Simran Shaikh	Unemployed , Unemployed
37.	201802901	Velvina Gonsalves	Freelancer, Content writing
38.	201802903	Yannisa Gonsalves	Unemployed , Unemployed

Batch: 2021-2022:			
1.	201902565	ABHISHIKTH MATTA	Freelancer
2.	201902540	AMANDA PALOMA FERNANDES	Intern at Influencer.in
3.	201902104	AMIT SAHU	Public Relations and Social media Intern at Pi Consulting
4.	201902542	CHAYNE JUDE DO ROSARIO LOBO	Freelancer at Get creative Goa
5.	201902543	CHELSEA FAYE FERNANDES	Entrepreneur at Audoce Studio
6.	201902544	CHIARA MADISON FERNANDES	Intern at beZen
7.	201902546	ESTALINE MARINA MARIKIN FERNANDES	Studying Social Media Marketing at Cousera
8.	201902548	GAUREE DEEPAK DANGUI	Freelancer
9.	201902549	JADEN GLEN MASCARENHAS	Professional singer currently tour India & Nepal along with Lucky Ali
10.	201902550	KRISTENSON ANTHONY FERNANDES	Self employed at Casa de Goa

11.	201902552	LEROY ALEXANDER FERNANDES	Manager Porto Musica Estudio
12.	201902554	MANJUNATH MALAGITTI	Freelance photographer & videographer
13.	201902555	MICHAEL ASHLEY FERRAO	Photographer & Videographer at New Life Studio
14.	201902556	PEARL NATALINE FERNANDES	Studying at Shri Bhumika Technical Institution
15.	201902106	POROB HARSHADA GOVIND	Content Writer at Goa Prism
16.	201801914	RODRICKS SCOTT SAVIO	Lead singer at Screaming Lollipops
17.	201902109	SANJANA CHARI	Guest Relation Executive at Goa International Airport
18.	201902564	STELLA FERNANDES	Studying at St. Aloysius College, Managaluru
19.	201902559	SAIESH MOHAN AMONKAR	Video Editor at Digital Map & Insane Media House
20.	201902561	SYDEL D'SOUZA	Graphic designer at Growth Gravy
21.	201902562	TELI PRATYUSH SANJAY	Freelance photographer for Roland vision, Ferrao & Tito's club
22.	201902107	VAISHNAVI RAMESH DESAI	Story Teller at Make it Happen
23.	201902563	YASH ANIL SHABADI	Studying at Mainpal Institute of communication

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D 4.11.3 Political Science (Honours)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part - 1

Date of Visit	13/03/2023
Name of the College/Institution	St. Xavier's College
NAAC Accreditation	Yes
If Yes, Grade and year	Grade "A" (09.08.2019) – 4 th Cycle [CGPA of 3.12 on a 4-point scale]
Research funding received by college last year	Nil
Programme being reviewed by AIC	Political Science (Honours)
Programme fee per year per student	First Year : `9,855/- As per Goa Second Year : `9,015/- University Third Year : `6,335/- Fee structure
Is financial position of the programme as per SC-1	Yes

Faculty:	
Number of faculty members sanctioned for the programme	3 Full-time + 1 Lecture Basis
Number of faculty positions filled	3 full-time
Faculty Member 1	Ms. Tricia Vaz e Borges
Highest Qualification	M.A./NET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	`289,520/-
Faculty Member 2	Dr. Cajetan F. Raposo
Highest Qualification	M.A./M.Phil./SET/Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	`281,160/-
Faculty Member 3	Mr. Prasad S. Naik
Highest Qualification	M.A./SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	`122,403/-
Faculty Member 4	Mr. Anthony F. Lobo
Highest Qualification	M.A.
Qualified as per UGC?	No
Nature of Appointment	Lecture Basis

Salary	Approval awaited from Goa University/DHE
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No. of Applications Received for Admission to the Programme During Last Three Academic Years:			
Academic Year	No. of Applications	No. of Seats Sanctioned	No. of Seats Filled
2019 – 2020	11	60	11
2020 – 2021	18	60	18
2021 – 2022	22	60	22

Infrastructure:	
Classrooms available to the programme and area of each classroom	3 Classrooms
Teaching aids available for the programme	LCD in each classroom, green boards, presentations, audio-visual aids, WI-FI.
Laboratories used by the programme and area of each laboratory	N.A.
Special equipment used in the programme	N.A.
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	<ul style="list-style-type: none"> • Main library • Departmental library facilities are available
Sports facilities available to the programme	Yes (Gymkhana)
Canteen facilities	Yes (Two canteens)
Health facilities, counseling, etc., available to the programme	<ul style="list-style-type: none"> • First Aid Room • Counselling to students • N.S.S./N.C.C. • Student Aid Fund
Description of facilities that have been added since the last AIC visit	<ul style="list-style-type: none"> • The department is enlightening the aspiring students on the advantages of doing a honours programme • The library procured the necessary study material as recommended by the earlier AIC.

Data on Placements of Last Three Batches:			
Batch: 2019-2020:			
	P.R. No.	Name of the Student	Placement Details
30.	201703017	Laxangi Mayekar	Pursuing LLB at V.M. Salgaocar College of Law
31.	201702681	Ferdows Sadat	Weit Hunger Hilfe -German NGO
32.	201703085	Harsha Gad	Pursuing M.A. Political Science, Goa University
33.	201708140	Hekmatullah Asefi	Antalya Silim University, Turkey
34.	201703247	Joyal John	Preparing for Civil Services
35.	201703088	Reina F Moniz	Pursuing M.A. Political Science, Goa University
36.	201702679	Samim Safi Ahmad	Factory in Iran
37.	201702680	Seyar Saleh Ahmad	School Teacher, Behzad Pvt. High School, Afghanistan
38.	201703207	Shantanu Mayenkar	Preparing for entrance examinations
39.	201702713	Somatai Muinao	Working at [24]7ai, Bengaluru, Running own business
40.	201702714	Worngamla M.K.	Working at Peoplescout , New Delhi

Batch: 2020-2021:			
39.	201802664	Akash Sonar	Technician Pharmaceutical company
40.	201802674	Ashlesha Naik	Operations Executive, Open Destination, Miramar
41.	201802772	Bronya Dalgado	Pursuing LLB at V.M. Salgaocar College of Law
42.	201802724	Clita Gonsalves	Pursuing LLB at V.M. Salgaocar College of Law
43.	201801884	Enayatullah Hassani	Customer Service Advisor, Concentrix Malaysia
44.	201802732	Gauri S Rao	Pursuing M.A. Political Science, Goa University
45.	201802684	Jonas Rodrigues	Pursuing M.A. Political Science, Goa University
46.	201702682	Mohammad Fahim	Pursuing MBA at Mysore University
47.	201802749	Pradosh Kansar	Working at Ecom Express Pvt. Ltd.

48.	201802861	Sanjana Shetye	Clerk NGO El- Shaddai
49.	201801882	Shah Maran	Applied for a Job
50.	201802803	Sonal Fernandes	Pursuing LLB at V.M. Salgaocar College of Law
51.	201802664	Sumit Kumar	Preparing for Civil Service Exams
52.	201802679	Suvarsha Fadte	Pursuing LLB at V.M. Salgaocar College of Law
53.	201702677	Tuibullah Zwandoon	Working at ATR (Assess Transform Reach)
54.	201807456	Utkarsha Shetkar	Pursuing M.A. Political Science, Goa University
55.	201805777	Viruksha Naik	Pursuing M.A. Political Science, Goa University
56.	201702678	Zalgai Rahimi	Pursuing M.A. Political Science, Goa University

Batch: 2021-2022:			
1.	201904230	Apurva Naik	Pursuing LLB at V.M. Salgaocar College of Law
2.	201904248	Aushutosh Kerkar	Pursuing LLB at V.M. Salgaocar College of Law
3.	201902690	Bhagwant Salgaonkar	Applied for job
4.	201902811	Decima D'Costa	Pursuing Hobby of Baking
5.	201902816	Dhiraj Halankar	Enrolled for Computer Course at Ace Institute, Panaji
6.	201904307	Diksha Naik	Pursuing LLB at V.M. Salgaocar College of Law
7.	201904218	Diya Dabholkar	Pursuing LLB at V.M. Salgaocar College of Law
8.	201902978	Gauresh Rathod	Enrolled for Diploma in Office Automation
9.	201902695	Jahnavi Mandrekar	Pursuing M.A. Political Science, Goa University
10.	201905366	Julian Fernandes	Preparing for UPSC / CAT 2022
11.	201904219	Lester Rodrigues	Preparing for CAT 2022
12.	201902973	Michael Lobo	Pursuing LLB at V.M. Salgaocar College of Law
13.	201902974	Mysten D'Souza	Pursuing LLB at V.M. Salgaocar College of Law

14.	201904253	Nikil Gadekar	Working at Jai Kisan Enterprises
15.	201902975	Pratali Kambli	Pursuing M.A. Political Science, Goa University
16.	201903065	Renushri Amonkar	Pursuing B.A. Library Science, Goa University
17.	201902696	Samson Fernandes	Pursuing M.A. Political Science, Goa University
18.	201902813	Saniada Fernandes	Preparing for CAT 2022
19.	201906932	Sediqa Sidiqi	Pursuing M.A. Sociology , Goa University
20.	201904258	Srehya Kandolkar	Pursuing LLB at V.M. Salgaocar College of Law
21.	201902976	Vaishnavi Naik	Training as Retail Sales Associate, Mopa Airport
22.	201902815	Vrunda Kandolkar	Pursuing M.A. Political Science, Goa University

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D 4.11.4 B.A. Sociology (Honours)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part - 1

Date of Visit	13/03/2023
Name of the College/Institution	St. Xavier's College
NAAC Accreditation	Yes
If Yes, Grade and year	Grade "A" (09.08.2019) – 4 th Cycle [CGPA of 3.12 on a 4-point scale]
Research funding received by college last year	Nil
Programme being reviewed by AIC	Sociology (Honours)
Programme fee per year per student	First Year : `9,855/- As per Goa Second Year : `9,015/- University Third Year : `6,335/- Fee structure
Is financial position of the programme as per SC-1	Yes

Faculty:	
Number of faculty members sanctioned for the programme	3 full-time + 1 Contract + 1 Lecture Basis
Number of faculty positions filled	3 full-time
Faculty Member 1	Dr. Afonso M. Botelho
Highest Qualification	M.A./SET/Ph.D.
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	`315,968/-
Faculty Member 2	Ms. Sayed Rizwana Parveen
Highest Qualification	M.A./SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	`149,832/-
Faculty Member 3	Ms. Freda A. Tavares
Highest Qualification	M.A./SET
Qualified as per UGC?	Yes
Nature of Appointment	Permanent
Salary	`118,892/-
Faculty Member 4	Ms. Sandra M. D'Souza
Highest Qualification	M.A./B.Ed.

Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	Approval awaited from Goa University/DHE
Faculty Member 5	Ms. Rakshanda R. Mayekar
Highest Qualification	M.A./SET/NET
Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	Approval awaited from Goa University/DHE

No. of Applications Received for Admission to the Programme During Last Three Academic Years:			
Academic Year	No. of Applications	No. of Seats Sanctioned	No. of Seats Filled
2019 – 2020	23	60	23
2020 – 2021	25	60	25
2021 – 2022	25	60	25

Infrastructure:	
Classrooms available to the programme and area of each classroom	5 Classrooms
Teaching aids available for the programme	LCD in each classroom, green boards, presentations, audio-visual aids, WI-FI, SmartBoard
Laboratories used by the programme and area of each laboratory	N.A.
Special equipment used in the programme	N.A.
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	<ul style="list-style-type: none"> • Main library
Sports facilities available to the programme	Yes (Gymkhana)
Canteen facilities	Yes (Two canteens)
Health facilities, counseling, etc., available to the programme	<ul style="list-style-type: none"> • First Aid Room • Counselling to students • N.S.S./N.C.C. • Student Aid Fund • Value Education and Mentoring

Description of facilities that have been added since the last AIC visit	• Books ordered
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Data on Placements of Last Three Batches:			
Batch: 2019-2020:			
	P.R. No.	Name of the Student	Placement Details
41.	201607146	Aishwrya Mahambre	Teacher training course DIET, Porvorim, Goa
42.	201702698	Deepika Hosur	Working at SETHU – as Child Development Trainer & Co-ordinating with Gnyandeep Project

Batch: 2020-2021:			
57.	201802775	Andrea Andrade	Entrepreneur - Catering
58.	201703114	Alria D'Souza	MA (Sociology) at Goa University
59.	201802874	Niyata Gavandalkar	MA (Sociology) at Goa University
60.	201802659	Sara Warang	MA (Sociology) at Goa University
61.	201802813	Shivani Calangutkar	MA (Sociology) at Goa University

Batch: 2021-2022:			
1.	201902617	Apoorva Sahakari	Economics at Goa University
2.	201902695	Jahnavi Mandrekar	MA Political Science at Goa University
3.	201903058	Kaushika Gaonkar	MA (Sociology) at Goa University
4.	201902620	Mahek Khatib	MA (Sociology) at Goa University
5.	201905376	Micheal Johnson A.	MSW (HRM)
6.	201903054	Siddhi Shirodkar	MA (Sociology) at Goa University
7.	201904244	Simran kumar	MA (Sociology) at Goa University

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D 4.11.5 Bachelor of Business Administration (Travel and Tourism) (B.B.A.(T&T))**Annexure I****REPORT OF THE AFFILIATION INQUIRY COMMITTEE****Part - 1**

Date of Visit	13/03/2023
Name of the College/Institution	St. Xavier's College
NAAC Accreditation	Yes
If Yes, Grade and year	Grade "A" (09.08.2019) – 4 th Cycle [CGPA of 3.12 on a 4-point scale]
Research funding received by college last year	Nil
Programme being reviewed by AIC	Bachelor of Business Administration (Travel and Tourism) (B.B.A.(T&T))
Programme fee per year per student	First Year : `70,069/- Second Year : `68,822/- Third Year : `68,927/-
Is financial position of the programme as per SC-1	Yes

Faculty:	
Number of faculty members sanctioned for the programme	3 full-time
Number of faculty positions filled	3 full-time
Faculty Member 1	Ms. Sarita Mahale
Highest Qualification	M.T.M./M.B.A./M.Com.
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	`44,000/-
Faculty Member 2	Mr. Rommel Pinheiro
Highest Qualification	M.B.A.
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	`40,000/-
Faculty Member 3	Ms. Priti S. Talkar
Highest Qualification	M.B.A.
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	`40,000/-

No. of Applications Received for Admission to the Programme During Last Three Academic Years:			
Academic Year	No. of Applications	No. of Seats Sanctioned	No. of Seats Filled
2019 – 2020	36	33	33
2020 – 2021	40	33	33

2021 – 2022	47	34	34
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Infrastructure:	
Classrooms available to the programme and area of each classroom	3 Classrooms Area: 25x13 sq.mts.; 22x11 sq.mts.; 22x11 sq.mts.
Teaching aids available for the programme	Computers, LCD in each classroom, green boards, maps, books, presentations, audio-visual aids, WiFi and LAN Facility
Laboratories used by the programme and area of each laboratory	<ul style="list-style-type: none"> • Computer laboratory with internet facility for students. • 39 computers • Area: 26x20 sq.mts.
Special equipment used in the programme	Software for CRS – Amadeus/Galileo, Microsoft Teams, Google Classrooms
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	<ul style="list-style-type: none"> • Main library • Departmental library facilities are available • NLIST/INFLIBNET: ejournals, ebooks
Sports facilities available to the programme	Yes (Gymkhana)
Canteen facilities	Yes (Two canteens)
Health facilities, counseling, etc., available to the programme	<ul style="list-style-type: none"> • First Aid Room • Counselling to students • Mentoring and Value Education • Student Aid Fund • Club and Cells • Field Trips • Visit to orphan age/old age home • Intercollegiate event • State level and national level Workshop/ Seminar

Description of facilities that have been added since the last AIC visit	<ul style="list-style-type: none"> • Single Chairs in Classrooms • Classroom LAN Facility • Classroom WiFi Facility
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Data on Placements of Last Three Batches:			
Batch: 2019-2020:			
	P.R. No.	Name of the Student	Placement Details
43.	201700787	Aldrich Almeida	Further Studies
44.	201700797	Bugde Yatish Tulsidas	Family Business
45.	201700789	Elvira Fernandes	Nomadgao
46.	201700804	Lobo Rosita	Indigo airlines
47.	201700806	Pacheco Jovino Jesus	Club Titos
48.	201700807	Pandurkar Vrushabha Vilas	Mopa Airport
49.	201700808	Patali Prajval Ramakrishna	Further Studies
50.	201700817	Rodrigues Melcy	Further Studies
51.	201700793	Salil Laxmikant Bandodkar	Maruti Suzuki
52.	201700794	Sanath Kumar R. Shetty	Entrepreneur
53.	201700795	Saurabh Anandrao Nasnodkar	Entrepreneur

Batch: 2020-2021:			
62.	201801098	Arolkar Lovesh Laximan	Spice Jet Bangalore
63.	201801079	Bryce	Further Studies
64.	201801102	Correia Melroy Sebastian	Alcon Hyundai
65.	201801103	Fernandes Mikayla	Further Studies
66.	201801109	Santos Valanza	Photojaanic, Mapusa
67.	201801097	Silveira Lilianna Cleona	Adsperfection, Panjim
68.	201801086	Soares Alinka Brigida	Maruti Suzuki (Sardesai Automobile)

69.	201801106	Vaz Pamela	Indus Cruising & Shipping Pvt Ltd, Mapusa
70.	201801084	Vrushabh Ramdas Pednekar	Further Studies

Batch: 2021-2022:			
1.	201902118	Ms. Alisha Fondu Divkar	Spice Jet- Ground Staff
2.	201901773	Mr. Alistaire Adam Franco	Hireavilla
3.	201902120	Mr. Antonio Jonathan Fernandes	Applied in Hotel-not yet confirmed
4.	201902122	Mr. Ashley Paul Simoes	Indigo Airline- CSO
5.	201902128	Mr. Eric Francisco Moniz	Emirates Airline
6.	201902129	Mr. Gabsten Bosco Mascarenhas	MBA in Canada
7.	201902135	Mr. Melville Silveira	Front Office- Hotel
8.	201902136	Mr. Myron Eusebio Cardoz	Photography for Event (Independent)
9.	201902143	Mr. Siddhesh Sadashiv Salgaonkar	Own Business-Hotel and Restaurant (9 Kitchen)
10.	201902146	Mr. Vasanth Senthil Kumar	studying Digital Marketing
11.	201902119	Ms. Angel Milagr Chari	Mopa Airport
12.	201902121	Ms. Arnisha Selena DSouza	Qatar
13.	201902123	Ms. Carina Agatha Fernandes	MBA in United Kingdom
14.	201902125	Ms. Cylag Alex D'Souza	Front Office Dept- Spazio Lesure Resort, Anjuna
15.	201902126	Ms. Daisy Theresa Carvalho	Applied for job in Hotel -Not yet confirmed
16.	201902127	Ms. Delicia Cynthia Soares	Reservation & Front office (Hotel)
17.	201902132	Ms. Kathlyn Sarah D'Souza	Joined Family Business
18.	201902133	Ms. Malika Sriram Govekar	MTTM- Dempo College
19.	201902139	MS. Rouchele Ann Xavier	Diploma in Computers
20.	201901770	Ms. Simran Manoj Kanojia	BRONX
21.	201902144	MS. Simren Quadros	Family Business-Restaurant

22.	201902145	MS. Vaishnavi Mahesh Desai	Indigo Airline- Customer Service
23.	201901771	Ms. Walke Sakshi Swanand	Reservation Dept- Spazio Lesure Resort, Anjuna

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D 4.11.6 Bachelor of Business Administration (B.B.A.)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part - 1

Date of Visit	13/03/2023
Name of the College/Institution	St. Xavier's College
NAAC Accreditation	Yes
If Yes, Grade and year	Grade "A" (09.08.2019) – 4 th Cycle [CGPA of 3.12 on a 4-point scale]
Research funding received by college last year	Nil
Programme being reviewed by AIC	Bachelor of Business Administration (B.B.A.)
Programme fee per year per student	First Year : `70,069/- Second Year : `68,822/- Third Year : `68,822/-
Is financial position of the programme as per SC-1	Yes

Faculty:	
Number of faculty members sanctioned for the programme	4 full-time
Number of faculty positions filled	4 full-time
Faculty Member 1	Ms. Vanessa Z. Furtado
Highest Qualification	M.B.A./NET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	`65,000/-
Faculty Member 2	Mr. Vernon J.F. De Sa
Highest Qualification	M.B.A.
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	`44,000/-
Faculty Member 3	Ms. Charmaine N. Dias
Highest Qualification	M.B.A.(FS)/SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	`65,000/-
Faculty Member 4	Ms. Chelsea C. Martins
Highest Qualification	M.B.A.
Qualified as per UGC?	No
Nature of Appointment	Contract
Salary	`40,000/-

No. of Applications Received for Admission to the Programme During Last Three Academic Years:			
Academic Year	No. of Applications	No. of Seats Sanctioned	No. of Seats Filled
2019 – 2020	52	42	42
2020 – 2021	90	33	33
2021 – 2022	111	34	34

Infrastructure:	
Classrooms available to the programme and area of each classroom	3 Class rooms with LAN Cable and WiFi, LCD
Teaching aids available for the programme	LCD, WI-FI, Lab. Blended Learning
Laboratories used by the programme and area of each laboratory	<ul style="list-style-type: none"> • 41 computers + LCD • Area: 26x20 sq.mts.
Special equipment used in the programme	LCD, Computers, Moodle, Softwares
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	<ul style="list-style-type: none"> • Main library, Journals, Indian Journal of Finance, Indian Journal of Marketing, Southern Economic • Departmental library facilities are available, Digital Books, NList, DellNet
Sports facilities available to the programme	Yes (Gymkhana)
Canteen facilities	Yes (Two canteens)
Health facilities, counseling, etc., available to the programme	<ul style="list-style-type: none"> • First Aid Room • Counselling to students • N.C.C. • Student Aid Fund • Participation in Cultural Activities • Mentoring & Value Education • Industry Interaction
Description of facilities that have been added since the last AIC visit	<ul style="list-style-type: none"> • Proper Electrification • Speakers installed

Data on Placements of Last Three Batches:			
Batch: 2019-2020:			
	P.R. No.	Name of the Student	Placement Details
54.	201606418	Amberly Carlos Barreto	Marketing Co-ordinator French vision Advertising and Marketing UAE
55.	201606419	Andrade Adrian Andre	Digital Marketing/Photography Family Business
56.	201606420	Andrade Joel Savio	Digital Marketing/Real Estate Family Business
57.	201606423	D'mello Cidelle Celia	Event Management Family Business
58.	201606425	D'souza Deseree Ludumilla	Prototyze pvt ltd., Panjim HR Executive
59.	201606427	D'souza Mayonna	Artnico Sr. Excutive Human Resources
60.	201606456	Halkunte Radhika Mahinder	Front Office
61.	201606433	Karra Baby Sonia	INFOR India Pvt. Ltd. Associate, Consultant (HCM)
62.	201606434	Katwalia Mohammed Mustufa	Retail Family Business
63.	201606453	Mascarenhas David Christopher	Hotel and Restaurant Prainha dona Paula Family Business
64.	201606435	Michale Albert Marc	Idfc Bank Sales & Marketing
65.	201606454	Mohamad Aliakabar	Pursuing MBA -Kerala
66.	201606436	Patel Ruchi	Construction Family Business
67.	201606437	Pawar Sunil Ramesh	Construction Family Business
68.	201606439	Pereira John Francis	Globus Management Services HR Executive
69.	201606451	Pereira Silvano	Panchayat Member
70.	201606440	Prasad Nilu Munna	Pursuing MBA -Lucknow
71.	201606441	Rodrigues Edward Cajetan	Idfc Bank Sales & Marketing
72.	201606455	Sarika Singh	Pursuing MBA -Banglore
73.	201606445	Shirodkar Prachi Mahadev	Family Business
74.	201606446	Ursula De Sousa Kenneth George	Boutique Hotel Family Business
75.	201606447	Veljee Zubin Mahedi	Pursuing MBA - Uk

76.	201606448	Wafiqah Shaik	Pursuing MBA - Pune
77.	201606450	Zahira d/o Ahmad Safa	Pursuing MBA - Turkey

Batch: 2020-2021:			
71.	201700712	Ali Mortuja	Goa Travel Express Pvt. Ltd. Marketing Manager
72.	201700823	Aneesh Bhonsale	Aasma Real Estate Consultancies Marketing Manager
73.	201700713	Chowgule Shubham S	Chowgule Enterprises Family Business
74.	201700716	De Souza Jeanette Pearl	Grand Millennium -Abu Dhabi
75.	201700834	Dsilva Desmond Wilfred	Family Business Operations
76.	201700715	D'souza William John	Williams Nest Accommodation Services Hr.Executive
77.	201700717	Fernandes Vinsferd Santy	Branding & Communications, Panjim, Goa Sr. Social Media Executive
78.	201700718	Ferrao Glennisa Delly	Digital Marketing Executive
79.	201700825	Hersch Sanjay Barreto	Major Milkshake Digital Marketing Executive
80.	201700719	Kedar Mahesh Kamat	Pursuing MBA
81.	201700818	Khitab	Khuram Shahar Pvt.Ltd Marketing Manager
82.	201700827	Kimberly Vaz	P360 (US based company) Senior Marketing Analyst
83.	201700828	Klyne Dagan D Souza	eClerx Associate process manager
84.	201700730	Menezes Aryton Proto	Open destination HR Executive
85.	201700721	Nagvekar Narayan Nandu	One 97 Communications pvt Ltd Sr. Field Executive
86.	201700722	Naik Samiksha Sadanand	TeamSpace Financial Services Pvt Ltd Support Executive
87.	201700723	Naik Vishal Vinayak	Pursuing MBA
88.	201700829	Oswin Rodrigues	Eye Kraft Inc, St. Cloud, Minnesota, USA Continuous Improvement Engineering
89.	201700725	Parsekar Harshal Deepak	Family Business Retail of food grains
90.	201700726	Prasad Sujeet Kumar	Pai Kane Amc coordinator

91.	201700830	Ricky Estibeiro	Agility Integrated Logistics Assistant IT support
92.	201700727	Rodrigues Easten	Reliance Smart Bazaar Store Assistant
93.	201700728	Salgaonkar Anuvi Vithal	Casa Boa Boutique Resort Front office & Reservation Executive
94.	201700729	Saundatkar Scindia V	Crosscraft Panjim goa Marketing/Social Media Executive
95.	201700831	Shataparna Chakraborty	Farm Boy, Canada Assistant Department Manager
96.	201700832	Shirodkar Rahul Babaji	FTMO pvt ltd -Canada Independent Funded trader
97.	201700833	Thottukadavil Shine Binson	Lakshya Indian Institute of Commerce Senior Sales Associate Kochi

Batch: 2021-2022:			
1.	201803501	Adeyola Clemmie Braganza	HR Intern Landmark Group
2.	201803505	Almeida Swetlana Livra	Digital Marketing Executive, Freelancer
3.	201803517	De Souza Shayn Joshua Clyde	Trading - Share Market & Family Business
4.	201803522	De Souza Vernon Vital	Pursuing further studies
5.	201803523	Dias Jordonne Xavier	Playing Basketball for State & Family Business
6.	201803504	Fernandes Aaron Candido	DOP/Editor Entrepreneur
7.	201803508	Fernandes Edouard Julio	Family Business
8.	201803509	Fernandes Jane Pascuala	Event Administrative Executive -Voice International Dubai
9.	201803514	Fernandes Nazarene Denicia	Family Business
10.	201803502	Fernandes Susan Annie	HR Recruiter, Outspace Consulting, Noida
11.	201803518	Fernandes Tereza	Family Business
12.	201803515	Gaur Ripu Daman Singh	Business Associate - Destine, Ahmedabad
13.	201803520	Gupta Vikash	Family Business
14.	201803524	Hussain Younis Ahmed	Steward Izumi Assagao
15.	201802996	Jesniya Effie Demelo	HR Coordinator -Alghanim & Sons Group, Kuwait

16.	201802997	Joash Bruno Desouza	Client Support Executive -Al Futtaim Willis (Insurance Brokers)
17.	201803500	Khan Afsha Aslam	MBA in HR Correspondence, IGNOU
18.	201803506	Lobo Denzel	Family Business
19.	201803521	Madgaonkar Viddesh Meghashyam	Family Business, Real Estate and Developers
20.	201803511	Mascarenhas Valerie Laura	HR Associate Outspace Consulting, Noida
21.	201802998	Megan Mary Vaz	Recruitment Consultant NADIA Global Recruitment, Dubai
22.	201803519	Pankar Vanshika Dinesh	Pursuing Law
23.	201803503	Pereira Brendon	Master's in International Business
24.	201802995	Pole Jashraj alias Rohit Jayan	Internship at Omega Hotels
25.	201802999	Sachin Jagdish Naik	Event & Travel Company
26.	201803510	Saple Jayesh Dattaray	MBA in Financial Services, Goa University
27.	201803499	Sayed Adil Rafiq	Merchant Onboarding Executive Careem, Dubai
28.	201803516	Sayed Azhaar Nazir	MBA in Financial Services, Goa University
29.	201803002	Shakila Fro	MBA Kerala University
30.	201803003	Waheed	M.A in International Relations, Goa University
31.	201803001	Yash Dipak Gujarathi	Business Development Manager & Operations

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D 4.11.7 M.A. (Psychology)

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Part - 1

Date of Visit	13/03/2023
Name of the College/Institution	St. Xavier's College
NAAC Accreditation	Yes
If Yes, Grade and year	Grade "A" (09.08.2019) – 4 th Cycle [CGPA of 3.12 on a 4-point scale]
Research funding received by college last year	Nil
Programme being reviewed by AIC	M.A. (Psychology)
Programme fee per year per student	Part-I : `55,897/- Part-II : `54,684/-
Is financial position of the programme as per SC-1	Yes

Faculty:	
Number of faculty members sanctioned for the programme	3 Full-time + 1 Lecture basis
Number of faculty positions filled	3 full-time
Faculty Member 1	Dr. Kshipra K. Vora
Highest Qualification	M.A./Ph.D./NET/SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	`65,000/-
Faculty Member 2	Dr. Vijay Viegas
Highest Qualification	M.A./Ph.D./SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	`65,000/-
Faculty Member 3	Ms. Andrea M. D'Souza
Highest Qualification	M.A./SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract
Salary	`50,000/-
Faculty Member 4	Ms. Maryjane De Souza
Highest Qualification	M.A./SET
Qualified as per UGC?	Yes
Nature of Appointment	Lecture Basis
Salary	`1,200/- per lecture

No. of applications received for admission to the programme during last three academic years:

Academic Year	No. of Applications	No. of Seats Sanctioned	No. of Seats Filled
2019 – 2020	<i>Through GU-ART</i>	35	33
2020 – 2021	<i>Through GU-ART</i>	35	33
2021 – 2022	<i>Through GU-ART</i>	40	29

Infrastructure:	
Classrooms available to the programme and area of each classroom	3 classrooms, 1 laboratory
Teaching aids available for the programme	<ul style="list-style-type: none"> • LCD projectors • Audio-visuals • WiFi
Laboratories used by the programme and area of each laboratory	Psychology laboratory with 20 cubicles
Special equipment used in the programme	Psychological Tests and Experimental Apparatus
Availability of staffroom to teachers	Yes
Availability of common room to students	Yes
Library facilities available to the programme	<ul style="list-style-type: none"> • Main library • Departmental E-library facilities are available, NList, NDLI
Sports facilities available to the programme	Yes (Gymkhana)
Canteen facilities	Yes (Two canteens)
Health facilities, counseling, etc., available to the programme	<ul style="list-style-type: none"> • First Aid Room • Counselling to students • Student Aid Fund

Description of facilities that have been added since the last AIC visit	<ul style="list-style-type: none"> • New Post-Graduation Centre (Block) • P.G. Library • Research Scholars Room • New Teachers Staffroom with washroom • Upgraded Psychology Laboratory with 20 cubicles for practicals • Bigger classrooms (3 nos.) with 48 seating capacity • M.A. Psychology Storeroom • Drinking water filters
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Data on Placements of Last Three Batches:			
Batch: 2019-2020:			
	P.R. No.	Name of the Student	Placement Details
78.	201505648	BAKHLE ESHANI CHANDRASHEKHAR	College Counselor, Damodar college
79.	201404277	BARNAL SHANTA DEVENDRA	Self Employed, Entrepreneur
80.	201205332	BONDRE SIDDHI SANJAY	Assistant Professor, Don Boscós College, Panjim
81.	201503578	BORKAR SAVEE SURENDRA	HR, Visteon Multinational Company, Panjim-Goa
82.	201507676	CARDOSO SNEHA BERTHA	School Counselor, St. Britto's Higher Secondary School
83.	201507775	DA COSTA VELOSHKA ENAIDA	School Counselor, St. Joseph Vaz College, Goa
84.	201506900	DE LIMA MARIKA FRANCISCA	College Counselor, DyanParadak College, Khorlim
85.	201506908	DE SOUZA MAGNA CAROL	Lecturer, Holistic Early Years Development, Porvorim, Goa.
86.	201801960	DHARMATTI ANIRUDDH	Assistant Professor, KLE Society's Lingaraj College, Autonomous, Belagavi
87.	201404082	D'SOUZA MITCHELLE LUCY ANNA	Counselor, ASRO, Thivim
88.	201506894	D'SOUZA SUSAN	Self employed, Entrepreneur
89.	201403620	FERNANDES AMBERLY MORISKA	School Counselor, St. Andrew School

90.	201507827	FERNANDES JOYCEE	School Counselor, Goa Education Development Cooperation
91.	201507785	FERNANDES KIMBERLY ANN	Human Resource Associate, Jaglax Homes, Siolim, Goa
92.	201507648	FERNANDES MARIA CIPRIANO EDVIGES	College Counselor, Sanquelim Government College
93.	201505794	FERNANDES SHERLY	Counselor, Vidya Vikas Academy
94.	201506998	FERNANDES SMYRA JOSEPHINE	Talent Acquisition Executive, Mumbai
95.	201507134	JADAV MEGHNA MANGESH	Clinical Psychologist/OT Therapist, Miracle Pediatric Neuro Therapy Clinic, St. Inez
96.	201507006	KAVLEKAR ARYA R.	Conselor, I Dream Care, Delhi
97.	201507708	KOTHAMBIKAR ASHWINI NITIN	Editorial Advisor, Springer Nature Technology and Publishing
98.	201801962	KULKARNI RADHA PRASHANT SUPARNA	Consulting Psychologist, Mahindra and Mahindra Ltd. Mumbai
99.	201507709	KUTIYAL USHA	Counselor, Cyber Wellness Centre, St., Inez Panjim
100.	201507801	LOBO CHARMAINE MARIANNE ELFREDA	Further Studies
101.	201811788	LOBO KENNETH ROSARIO	Lecturer, St. Andrew's High School
102.	201504343	PANJA ANGELA JASICCA JOHN MARTINA	Self employed, Entrepreneur
103.	201801961	RODRIGUES CASSANDRA-RUFINA	Crises Counselor and Mentor, Vandrevalla Foundation
104.	201503552	SAVAIKAR SONA CHANDRAKANT	Counselor, ASG Eye Hospital Panjim
105.	201502611	SAWANT MAITREYI SHARAD	Assistant Professor, Parvatibai Chowgule College
106.	201700011	SEQUEIRA LEISHA DAPHNE OLIVER	Assistant Professor, St. xavier's College of Arts, Science and Commerce
107.	201506066	SURAIYA SAMIKSHA ASHISH	Self Employed

Batch: 2020-2021:

98.	201604271	ARSHIYA KHAN KAROL	Self Employed, Wellbeing therapeutic (private practice), New York
99.	201604260	BHOSLE PRANITA PRAKASH	Talent Acquisition Specialist and HR, Techwondoe, New Zealand
100.	201607118	BRAGANZA CELESTA NATTIE	Human Resource Associate, Mumbai

101.	201607121	COELHO PLACIDA MARY	Further Studies
102.	201609080	CRASTO MITZY SAVIA	Assistant Professor, Carmel College of Arts, Science and Commerce
103.	201303126	DONOVAN KEITH EDWIN ANTHONY RODRIGUES	People and Culture Manager, Growth Studios
104.	201601704	DOURADO JOYLEN	Self Employed, Entrepreneur
105.	201609098	FERNANDES ANUSHKA RIA	Assistant Professor, Carmel College of Arts, Science and Commerce
106.	201601752	FERNANDES LEONTIA PERTILA	Lecturer, Bath Spa University, UAE
107.	201601308	GRACIAS JENNIFER MARIA FRANCISCA	Currently Not Employed
108.	201607267	HALDANKAR PRASUNSHA BHARAT	Conselor, Kripa Foundation
109.	201607267	HALDANKAR PRASUNSHA BHARAT	Conselor, Kripa Foundation
110.	201607571	JOSE MEGHA	HR, Fintech Company
111.	201601354	KHAN AAFREEN	Counselor, lamEars
112.	201607131	LOBO VICTORIA ANN	Further Studies
113.	201606923	MAHALKAR AARYA LAXMAN	Counselor, I Dream Care, Delhi
114.	201601855	NARVEKAR SHRAVANI LAXMAN	Currently Not Employed
115.	201606857	PEREIRA CORINA PERPETUAL	Currently Not Employed
116.	201606932	RAIMANE ANKITA PRAKASH	Academic Counselor
117.	201601433	RAJPUT NITISHA RAMESH	Academic Counselor, Aakash Institute
118.	201601431	RAJU DIMPLE VENKATESH	Grade 1 teacher/Program Intern, Purshottam Walawalkar Higher Secondary School
119.	201607134	RAO SAILEE DAYANAND	Further Studies
120.	201606933	SHETYE NAVID PRAKASH	Further Studies
121.	201606935	SHUKLA RANU SOMPRAKASH	Counselor, Sanjeevni Life Beyond Cancer
122.	201607136	SIMOEES RENUKA MARIA	Lecturer, St. Michal Higher Secondary School, Taleigao
123.	201606951	SIRSAT TANVI BABU	Conselor, Goa State AIDS control Society

124.	201607063	TARI SHIVAPRIYA UMESHKANT	Further Studies
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Batch: 2021-2022:			
1.	201701935	GOSWAMI NIKITA	Cyber Wellness Center, St. Anez, Goa
2.	201701890	MARUSHCA ELSA MEHER RIBEIRO	Assistant Child Psychologist, Bangalore
3.	201701889	MISHRA PORNIMA RAJESHKUMAR	School Counselor, Lenegizer, Delhi
4.	201707085	NAIK SONAL PRADIP	Cyber Wellness Center, St. Anez, Goa
5.	202002412	SAVANT RIYA PRAMOD KSHIPRA	Assistant Counselor, Manachakshu Counselling Centre, Sawantwadi
6.	201708242	AFONSO JAMIRA	Currently doing internship
7.	202002413	ANGELIQUE KEVIN FERNANDES	Currently doing internship
8.	201703404	BUTANEY JAZIA	Currently doing internship
9.	201703224	DE SOUZA SIMRAN	Currently doing internship
10.	201702702	FERNANDES JACINTA JOBERT	Currently doing internship
11.	201703034	KHOT NEHA ULHAS	Currently doing internship
12.	201710872	LAUR SHASHANK VIRENDRA	Currently doing internship
13.	201601349	MAHALE PRARTHANA SHRIRAM	Currently doing internship
14.	201710473	MARQUES ALOMA PERPETUAL	Currently doing internship
15.	201701809	MARTINS SHIRLEEN MARIANNE	Currently doing internship
16.	201703166	MENDONCA DANIA KIM	Currently doing internship
17.	201700405	MORAJKAR VANSHIKA TULSHIDAS	Currently doing internship
18.	201703167	NAIK ANISHA BHARAT	Currently doing internship
19.	201703011	NAIK ANKITA	Currently doing internship
20.	201707103	PRABHU KHANOLKAR SHREYA SANJAY	Currently doing internship
21.	201703012	QUERCAR ANUSHREE RAJKUMAR	Currently doing internship

22.	201703242	RAO ANKITA KETAN	Currently doing internship
23.	201205434	SAWANT PRADNYA PRADEEP	Currently doing internship
24.	201701944	SAXENA SAHILI SHAIENDRA	Currently doing internship
25.	201701943	SHARMA KHUSHBOO	Further studies
26.	201701816	SHET GAONKAR PRACHITA PRASAD	Currently doing internship
27.	201407941	SINGH AMRITA	Part Time Counselor, Antarman Clinic
28.	201507077	TORASKAR GOVIND NANDKUMAR	Currently doing internship
29.	201701893	V M ATHULYA	Currently doing internship
30.	201703007	VAZ CHRISTEEN SANDRA ANGELO	Currently doing internship
31.	201703008	ZUZARTE JANICE VALANKA	Self Employed, Entrepreneur

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D 4.12 Carmel College of Arts, Science & Commerce for Women, Nuvem Goa

D 4.12.1 M.A. Psychology

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Date of visit	20/04/2023
Name of the College/Institution	CARMEL COLLEGE OF ARTS, SCIENCE & COMMERCE FOR WOMEN, NUVEM SALCETE, GOA.
NAAC Accreditation	YES
If Yes, Grade and year	Grade A with a CGPA SCORE of 3.25 (4th cycle) March 2022-March 2027
Research funding received by college last year	NIL
Programme being reviewed by AIC	M.A in Psychology
Programme fee per year per student	Attached at page No.64
Is financial position of the programme as per SC-1?	YES

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	04
Number of faculty positions filled	04
Faculty Member 1	Ms. Socorrina Rodrigues Assistant Professor of Psychology
Highest qualification	Degree University Marks Year M.A Goa Uni. 77.56% 2013 NET 2016
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Gross Salary: Rs.60,000/- per month
Faculty Member 2	Ms.Anette Catherine Joseph Assistant Professor of Psychology
Highest qualification	Degree University Marks Year M.A Goa Uni. 72.19% 2013 SET 2018
Qualified as per UGC?	YES
Nature of Appointment	Contract basis
Salary	Gross Salary: Rs.60,000/- per month
Faculty Member 3	Ms.Chaitali Suryakant Gawas
Highest qualification	Degree University Marks Year M.A Savitribai Phule 65.94% 2016 Pune Uni.
Qualified as per UGC?	NO

Nature of Appointment	Contract basis
Salary	Gross Salary: Rs.40,000/- per month
Faculty Member 4	Ms. Anushka Ria Fernandes
Highest qualification	Degree University Marks Year M.A Goa Uni. 85.81% 2019
Qualified as per UGC?	NO
Nature of Appointment	Lecture basis
Salary	Gross Salary: Rs.1,200/- per lecture

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2020-2021	Part I – 40 Part II – <u>14</u> 54	Part I – 40 Part II – <u>30</u> 70	Part I – 40 Part II – <u>14</u> 54
2021-2022	Part I – 28 Part II – <u>40</u> 68	Part I – 40 Part II – <u>40</u> 80	Part I – 28 Part II – <u>40</u> 68
2022-2023	Part I – 30+1 Part II – <u>27</u> 57+1	Part I – 30+1 Part II – <u>40</u> 70 +1	Part I – 30+1 Part II – <u>27</u> 57+1

Infrastructure

Classrooms available to the programme and area of each classroom	Attached at page No.12
Teaching aids available for the programme	OHP, LCD Projector and P.C.
Laboratories used by the programme and area of each laboratory	Attached at page No.12
Special equipment used in the programme	-----
Availability of staffroom to teachers	AVAILABLE
Availability of common room to students	AVAILABLE
Library facilities available to the programme	AVAILABLE
Sports facilities available to the programme	AVAILABLE
Canteen facilities	AVAILABLE
Health facilities, Counseling, etc. available to the programme	AVAILABLE
Description of facilities that have been added since the last AIC visit	Books are added

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D 4.12.2 M.Com

Annexure I

REPORT OF THE AFFILIATION INQUIRY COMMITTEE

Date of visit	20/04/2023
Name of the College/Institution	CARMEL COLLEGE OF ARTS, SCIENCE & COMMERCE FOR WOMEN, NUVEM SALCETE, GOA.
NAAC Accreditation	YES
If Yes, Grade and year	Grade A with a CGPA SCORE of 3.25 (4th cycle) March 2022-March 2027
Research funding received by college last year	NIL
Programme being reviewed by AIC	Master in Commerce
Programme fee per year per student	Attached at page no.69
Is financial position of the programme as per SC-1?	No

Faculty (add more rows in the table below if needed)

Number of faculty members sanctioned for programme	03
Number of faculty positions filled	02
Faculty Member 1	Ms.Shona Saldanha Assistant Professor of M.Com
Highest qualification	<u>Degree, University, marks, Year</u> M.Com Goa Uni 61.35% 2011 NET
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Gross Salary: Rs. 50,000/- per month
Faculty Member 2	Ms.RochelleAmbica Fernandes Assistant Professor of M.Com
Highest qualification	<u>Degree, University, marks, Year,</u> M.Com Goa Uni 53.92% 2020 SET
Qualified as per UGC?	Yes
Nature of Appointment	Contract basis
Salary	Gross Salary: Rs. 50,000/- per month

No. of applications received for admission to the programme during last 3 academic years

Academic year	No. of applications	No. of seats sanctioned	No. of seats filled
2020-2021	Part I-11	40 (Part I)	Part I-11

	Part II- <u>15</u> 26	40 (Part II)	Part II- <u>15</u> 26
2021-2022	Part I- 7 Part II- <u>10</u> 17	40 (Part I) 40 (Part II)	Part I- 7 Part II- <u>10</u> 17
2022-2023	Part I- 8 Part II- <u>6</u> 14	40 (Part I) 40 (Part II)	Part I- 8 Part II- <u>6</u> 14

Infrastructure

Classrooms available to the programme and area of each classroom	Attached at page no.11
Teaching aids available for the programme	OHP, LCD Projector and P.C.
Laboratories used by the programme and area of each laboratory	Attached at page no.11
Special equipment used in the programme	-----
Availability of staffroom to teachers	AVAILABLE
Availability of common room to students	AVAILABLE
Library facilities available to the programme	AVAILABLE
Sports facilities available to the programme	AVAILABLE
Canteen facilities	AVAILABLE
Health facilities, Counseling, etc. available to the programme	AVAILABLE
Description of facilities that have been added since the last AIC visit	Books are added

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