



Nagar Yuvak Shikshan Sanstha's

## Datta Meghe Institute of Management Studies

Atrey Layout, Nagpur--- 440 022

Autonomous Institute Affiliated to Rashtrasant Tukadoji Maharaj Nagpur University with

NBA accredited MBA program



### INNOVATIVE PEDAGOGIES

SN	Faculties Name	Course Code	Course Name	Topic	Activity	Objective	CO	PO	Activity Outcome
1	Dr Vaishali Rahate	HM2301	Hospital Planning	World class Hospitals	Research & Presentation	To make the students aware of the latest developments in World class hospitals.	CO1: Analyse the critical components in planning of the hospital	PO2 - Foster analytical and critical thinking abilities for data-based decision making PO4: Ability to understand, analyse and communicate global, Economic, Legal and ethical aspects of business	Students were able to articulate the requirements in a Hi Tech Hospital
2	Shaista Khan	BA2303	Big Data Analytics	OLAP	Techniques used in different sectors	To Understand and Develop critical thinking related data analytics lifecycle	CO3: Choose the suitable big data analytics technique	PO2 - Foster analytical and critical thinking abilities for data-based decision making	Students will be able to understand the process and analytical techniques of different sector
3	Dr Vijay Uprikar	M2304	Integrated Marketing Communication	Print Advertisement t message copy	Observation and analysis of newspaper advertisements	To enable the students to observe and analyse the print advertisements with respect to message,	CO2-Analyse the various advertising types and its programs.	PO2 - Foster analytical and critical thinking abilities for data-based decision making PO4: Ability to	Students will be able to observe and analyse the print advertisements in



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						medium and target customers etc.		understand, analyse and communicate global, Economic, Legal and ethical aspects of business	newspapers to understand the message, medium effectiveness and target customers of the advertisement.
4	Dr Shiney Chib	BA2301	Analytics	Types of Business Analytics	Small Group Learning	1)To study the different types of Business Analytics. 2) To understand the application of Business Analytics in resolving the Business Issues.	CO2----Compare the types of Business Analytics.	PO1----Apply knowledge of management theories and practices to solve business problems.	Students learned the concept of various types of business analytics and its application in Business.
5	Dr Shiney Chib	BA2302	Analytics	Types of Business Analytics	Chart Activity	To understand the role and importance of Data requirement in the Business Units.	CO2----Compare the types of Business Analytics.	PO1----Apply knowledge of management theories and practices to solve business problems.	Students learned the role and importance of Data and also the various data requirements of each functional units like Marketing, HR, Finance, Operations and Hospitals.



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6	Dr Vijay Uprikar	H2301	Training and Development	Career planning	Self-assessment and analysis by attempting Multiple Intelligence Test	To understand and assess their own intelligence (abilities and qualities) that will help them to choose the suitable career option.	CO1-Choose the various methods & processes of Training.	PO1-Apply knowledge of management theories and practices to solve business problems. PO2 - Foster analytical and critical thinking abilities for data based decision making	Students will be able to understand and assess their own intelligence (abilities and qualities) that will help them to choose the suitable career option.
7	Amruta Mahalle	O2304	Export trade and documentation	Preparation of pre shipment documentatio n	Research and analysis by collecting various documents	To make the students aware of the latest documentation needed at the time of pre shipment	CO1 - Identify various process involved in Export Trade and Documentation	PO1 - Apply knowledge of management theories and practices to solve business problems.	Student will be able to understand the process of pre shipment and will be able to collect documents needed.
8	Amruta Mahalle	H2302	Performance Management	Wage policy	Search various wage policy	To make students aware of various wage policy	CO1 - Apply the different performance appraisal techniques	PO1 - Apply knowledge of management theories and practices to solve business problems.	Student will understand the different wage policy currently available



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9	Kumar Mansukhani	M2301	Consumer Behaviour	Consumer Buying Behaviour	Field Survey - Buying Behaviour of Consumer With respect to specific product/service of their choice . Students are expected to submit 20 page report along with the questionnaire	To enable students to understand and analyse the different behaviour of the consumer shown while buying the product/services	CO2-Analyse consumer behaviour parameters and its influence in marketing	PO2 - Foster analytical and critical thinking abilities for data based decision making	Students will understand the varied buying behaviour of the consumers through live learning
10	Mr.Praveen Hedau	M2303	Marketing of Services	Marketing Strategies	Live Assignment - Observing the shopkeeper's marketing strategy and preparing a 2 minute video of the same and analysing it	To understand the basic strategies needed by the seller/shopkeeper to market the products and services	CO1-Apply the various concepts and aspects of service marketing	PO1 - Apply knowledge of management theories and practices to solve business problems.	Students will learn the marketing strategies adopted by different shopkeepers and sellers



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11	Dr Subramania m Seshan	M2302	Sales and Distribution Management	Sales technique	Street vendors video with interview asking questions about their business	To understand sales tactics and techniques	CO1 - To understand the concepts of Sales and distribution	PO1 - Apply knowledge of management theories and practices to solve business problems.	Students will learn and can implement sales techniques and strategies adopted by street vendors.
12	Pallavi Eknath Kanarkar	F2304	Commercial Banking Management	Bank Visit	Live Assignment -Observing the customer visit to bank and self- modern banking	To understand Banking techniques, working and services provided by bank	CO1- To understand Banking techniques, working and services provided by bank.	PO1 - Apply knowledge of management theories and practices to solve business problems.	Student will be able to understand the process of Banking and services proved by the banks
13	Dr. Amruta Mahalle	O2303	Inventory Management	Super Bazar Visit	Live Assignment -Observing the maintained of stock , clearance of stock, cost effectiveness.	To understand Inventory management as career like JIT and all	CO4 - To understand Inventory management as career like JIT and all	PO1 - Apply knowledge of management theories and practices to solve business problems.	Student will be able to understand the Inventory Management
14	Vishwadeep Mankar	H2304	Strategic Human Resource Management	Job Analysis	Preparing Job Analysis of a manager position	To frame job description & job specification	CO4 - Design HR activities with overall organisational	PO2 - Foster analytical and critical thinking abilities for data based decision making	Students will be able to design job description & job specification



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							strategy by developing, planning		
15	Pritam Lanjewar	F2302	Management of Financial Services	Case Study	Group Discussion on Harshad Mehta & Ketan Parekh Scam	To understand how stock market scams happens & role of SEBI	CO3 - Appraise and evaluate various methods based on financial position of the company.	PO2- Foster analytical & critical thinking abilities for data-based decision making. PO4 - Ability to understand, analyse and communicate global, Economic, Legal and ethical aspects of business	Students understand how bull & bear market works
16	Mr Pratik Kodmalwar	F2303	Corporate Tax	Case Study	Discussion of Following Case Study - The debate on Corporate Tax Reforms just started for real by Mihir Desai.	To analyse the efficiency of current Corporate Tax structure of India.	CO4 - Evaluate the tax planning and tax assessment for formulating the financial policies of the organization.	PO2- Foster analytical & critical thinking abilities for data-based decision making. PO4 - Ability to understand, analyse and communicate global, Economic, Legal and ethical aspects of business	Students learned what an ideal Corporate Tax structure looks like.
17	Mr Pratik Kodmalwar	F2406	Security Analysis & Portfolio Management	Construction of Trendline	Students need to construct a trend using live charts and on the basis of that they need to predict the	To arm the students with the basic understanding of technical analysis	CO3 - Predict the share price movement with the help of technical analysis.	PO2- Foster analytical & critical thinking abilities for data-based decision making. PO4 - Ability to understand, analyse and communicate global,	Students learned the basic understanding of technical analysis



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					price movement.			Economic, Legal and ethical aspects of business	
18	Mr Akash Pramod Shukla	F2405	Strategic Financial Management	Merger and Acquisition	Make ppt on any one of company with actual figure of corporate restructuring. Include slides on : introduction of company Fundamental analysis of the company Cash flow Corporate restructure ( real data)	To arm the students with the basic understanding of technical analysis	CO3 Understanding of corporate structure	PO2- Foster analytical & critical thinking abilities for data-based decision making. PO4 - Ability to understand, analyse and communicate global, Economic, Legal and ethical aspects of business	Students learned Technical Analysis
19	Dr Vijay Uprikar	M2406	Retail Management	Understanding retail branding Strategy	Activity to observe and understand the merchandise visual display arranged by retailers with respect to	To enable the students to observe and understand the merchandise visual display arranged by retailers with respect to change in festive season, change in fashion style, weather etc.	CO2-Inspect the various parameters affecting Retail Development	PO4- Ability to understand, analyse and communicate global, economic, legal, and ethical aspects of business.	Students were able to observe and understand the merchandise visual display arranged by retailers with respect to change



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					change in festive season, change in fashion style, weather etc.				in festive season, change in fashion style, weather etc.
20	Vishwadeep Mankar	H2305	Industrial Relations & Labour Laws	Case Study on Trade Union	Student need solve a case and present it in class	To unable decision-making ability in student during the times of dispute between employer & workmen	CO4 Interpret the causes to disputes and precautionary measures suggested for it.	PO4- Ability to understand, analyse and communicate global, economic, legal, and ethical aspects of business.	Students were able to understand the role of trade union in an industrial dispute and what measures can be taken to have cordial relations.
21	Mr Pratik Kodmalwar	F2406	Security Analysis & Portfolio Management	Paper trading using Trading View	Students traded the stocks using Paper Trading Function of Trading View.	To arm the students with the understanding of placing and executing orders.	CO3 Predict the share price movement with the help of technical analysis.(PO2)(PO4)	PO2-Foster analytical & critical thinking abilities for data-based decision making. PO4- Ability to understand, analyse and communicate global, economic, legal, and ethical aspects of business.	Students were able to place and execute orders using technical analysis.