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दूरध्यानी (डिजीटायल) - २६०९००० (अभ्यास सहाय्ये विभाग- २६०९००४)
फॅक्स : ००९१-०२३१-२६९१५३३ व २६९२३३३ e-mail:bos@unishivaji.ac.in

Ref./SU/BOS/Com & Mgmt./6490

Date : 26/06/2019

To,

The Principal
All Affiliated (Commerce & Management) Colleges/Institutions,
Shivaji University, Kolhapur

Subject : Regarding Syllabi and Equivalence of MBA Part-I (Sem-I/II) Choice Based Credit System (CBCS) degree programme under the Faculty of Commerce & Management.

Sir/Madam,

With reference to the subject mentioned above, I am directed to inform you that the University authorities have accepted and granted approval to the revised syllabi and equivalence of **MBA Part-I (Sem-I/II) Choice Based Credit System (CBCS)** under the Faculty of Commerce & Management.

This syllabi and equivalence shall be implemented from the academic year 2019-2020 (i.e. from June, 2019) onwards. A soft copy containing the syllabus is attached herewith and it is also available on university website www.unishivaji.ac.in (Online Syllabus).

The question papers on the pre-revised syllabi of above mentioned course will be set for the examinations to be held in October / November 2019 & March / April, 2020. These chances are available for repeater students, if any.

You are therefore, requested to bring this to the notice of all Students and Teachers concerned.

Thanking you,

Yours faithfully,

Dr. Registrar

Encl : As above

Copy to,

1. I/c Dean, Faculty of Commerce & Management
 2. Chairman, BOS under Faculty of Commerce & Management
 3. Director, BOEE
 4. Appointment Section
 5. P. G. Admission Section
 6. O. E. I Section
 7. Affiliation Section (U.G./P.G.)
 8. Computer Center/I.T.
 9. Eligibility Section
 10. Distance Education
 11. P.G. Seminar Section
- } for information
- } for information and necessary action.



Shivaji University, Kolhapur

NAAC "A" Grade

Revised Syllabus For

Master of Business Administration (MBA) (CBCS)

Part – I (Sem I & II)

Under the Faculty of Commerce and Management

(To be implemented from June 2019)

Note: Bifurcation of 100 marks at University exam marks and Internal Marks:

Internal - Mid – term test*	10 Marks
Internal - Four (4) practical assignments given in syllabus (2.5 Marks to each practical assignment) It is the discretion to respective faculty regarding nature of submission of practical assignments. Submission of practical assignments is mandatory.	10 Marks
University Objective type examination:	20 Marks
University Theory Examination (2 hours duration)	60 marks
Total	100 Marks

Faculty should motivate students for Seminars/Group Discussion/Mini Projects/Research work/Consultation along with Faculty.

Conduct of Mid-term test:

1. Midterm test is to be conducted at the end of every semester by institute.
2. For midterm test OPEN BOOK examination is proposed.
3. The examination would be of three hours for every course.
4. Decision making oriented questions, case lets, exercise questions, practical problems would only be asked to solve.
5. Students are allowed to refer the books which are mentioned in the reference section of syllabus only of respective course. No other text material or book than mentioned in reference section is allowed.
6. Use of internet is strictly prohibited.
7. Use of any other resources apart from books mentioned in the reference section is strictly not allowed.

Open book examination is expected to foster reference taking, reasoning, thinking, decision making, problem solving, creativity and innovation. Applications of concepts in to problem solving, develop models, develop solutions, critical thinking, evaluate the situation, compute and interpret, plan for decisions and the like.

The records of internal practical assignments and midterm test of every student should be maintained at institute which is subject to verify by university authority.

11. Scheme of Teaching and Examination:

a) Scheme of Teaching

This is a full time master degree programme. The curriculum of this course is two years divided into four semesters. The teaching for Semester I and III is conducted from 1st August to 15 th November (for 14 weeks) and teaching for Semester II, and IV is conducted from 1st January to 15th April (for 14 weeks).

There will be an end of semester University examination in December and May for all the semesters. In addition there will be internal examinations for each paper conducted by the respective Institute.

MBA -I SEM-I
Indian Ethos and Management
(Choice-Based Credit System)
Paper - I

Course Outcomes	Students of this course will able to do: <ul style="list-style-type: none"> • understand sources of organizational ethical culture and different behavior • Understand the way of righteousness in the Gita • Identify the features of Indian ethos • Analyze Principles of Management • Understand dynamics of ethics in management. 		
Expected Skills Implementation (Through theory and Practical's)	<ul style="list-style-type: none"> • Philosophical approach • Recognizing and analyzing ethical issues • Understandings of Cultural Variation 		
Marks : 80	Total Hours of Teaching: 60	Theory: 40	Practical: 20
Syllabus Contents:			
Unit 1: a) Theory	A) Introduction and Evolution of Management: Definition-Scope of management. Classical Approach-Scientific Management Approach- Behavioral Approach-Human Relations Approach-Contingency, Operational Approach, B) Levels of Management: Different levels of Management and skills required. Management by Objectives (MBO) – Definition, Meaning and Significance, MBO process.		10 Hours
b) Practical	Visit local organization and study different levels of management.		5 Hours
Unit 2: a) Theory	A) Planning and Organizing: Planning-nature, types and limitation of planning Organizing-meaning, Process, Organization structure, Types of organizational structure. B) Staffing, Directing and Controlling: Staffing- concept, need and importance, Directing- concept, need and principles of directing. Controlling - Steps in Control Process-Need-Types of control Method- Techniques of Controlling-Benefits.		10 Hours
b) Practical	Visit local organization and study Organization structure along with duties and responsibility.		5 Hours

Unit 3: a) Theory	<p>A) Indian Ethos: Meaning, Features, Need, History, Relevance, Principles Practiced by Indian Companies; Requisites, Elements, Role of Indian Ethos in Managerial Practices.</p> <p>B) Management Lessons from Religion Scriptures: Management Lessons from Vedas, Management Lessons from Mahabharata. Management Lessons from Bible, Management Lessons from Quran Management Lessons from Kautilla's Arthashastra Indian Heritage in Business Management, Production and Consumption. Ethics v/s Ethos</p>	10 Hours
b) Practical	<p>a. Study awareness of Indian Ethos in local Industries.</p> <p>b. Study the success stories of Family business</p>	5 Hours
Unit 4: a) Theory	<p>Business Ethics</p> <p>A) Business Ethics – Definition and its relevance to Business, Historical Perspective of Ethics, Global perspectives on business ethics. Approaches to managerial ethics.</p> <p>B) Trusteeship Management-Gandhi and Philosophy of Wealth Management. G.D. Birla and J.R.D Tata policies and practices of business Ethics</p>	10 Hours
b) Practical	<p>a) Present seminar on best ethical practices in business.</p> <p>b) Prepare a report on Infosys Foundation.</p>	5 Hours

Note: Relevant case studies based on the above units should be discussed in the class.

Reference Books:

1. Koontz and Wehrlich-Essentials of Management, McGraw-Hill
2. Peter Drucker- Essentials of management
3. Robbins Stephen P. and Decenzo David- Fundamentals of Management
4. Sherlekar S.A.-Modern Business Administration and Management; Himalaya Publishing House
5. L.M. Prasad-Principles of Management
6. R.M. Srivastara-Principles of Management
7. M. K. Gandhi, Trusteeship
8. Indian Ethos in Management :Tushar Agarwal and Nidhi Chandorkar: Himalaya Publishing House
9. Business Ethics and Value System; H.C.Mrutunjaya; PHL Learning.

Suggested Research Journal :

- Vikalp-IIM Ahemdabad
- Visison-MDI, Gurgaon

**MBA –I, SEM-I,
PAPER II
Management Accounting
(Choice-Based Credit System)**

Course Outcomes:		
<ol style="list-style-type: none"> 1. Describe concepts in management accounting. 2. Prepare final account of a company 3. Prepare cost sheet of a company 4. Produce CVP analysis. 		
Expected Skills Implementation (Through theory and Practical's) :		
Reading the balance sheet of a company		
Analysis of accounting and cost figures.		
Marks : 80 Total Hours of Teaching: 60 Theory: 40 Practical: 20		
Unit 1:	Financial Accounting:	(10 Hours)
a) Theory	Need for Accounting, Internal and external users of accounting information, Accounting concepts and conventions, Accounting cycle and System: Nature of accounting transactions., Depreciation Methods	
b) Practical	i) Enlist internal and external users of accounting information. Visit any business organization to identify how accounting information is used at different levels of management. ii) Develop specimen vouchers iii) Identify any fixed asset and apply appropriate method of charging depreciation.	(5 Hours)
Unit 2:	Final Account:	(10 Hours)
a) Theory	Preparation of Final Account, Computerized Accounting - Role of computerized accounting, Tally package - features and application.	
b) Practical	Develop specimen vouchers, form a company in tally package and make entries for the transactions accordingly to come out with income statement and balance sheet.	(5 Hours)
Unit 3:	Cost Accounting:	(10 Hours)
a) Theory	Meaning, objectives, scope, importance and advantages Difference between financial and cost accounting. Cost unit and cost centre; Elements of cost:- Material, Labour and overheads; Preparation of cost sheet, Inventory valuation methods (FIFO, LIFO, Simple Average and weighted Average)	
b) Practical	i) Visit any manufacturing unit to identify elements of cost and to learn inventory valuation method what they adopted. Prepare cost sheet to calculate cost of production.	(5 Hours)
Unit 4:	Management Accounting:	(10 Hours)
a) Theory	Concept, meaning, Definition, Features, Functions, CVP Analysis - Contribution, PV Ratio, BEP, Margin of Safety, Angle of incidence. Decision making based on CVP analysis – Make or Buy decision- shutdown – dropping the plant – sale or process	
b) Practical	i) Visit any business enterprise, collect information regarding variable cost, fixed cost etc. and calculate Breakeven Point for a product/s. also learn how financial decisions are taken with the help of Breakeven analysis and CVP analysis.	(5 Hours)
Note:	Every institute must have licensed copy of Tally Package for	

Roll No = 02

INDEX

Sub = Research Methodology.

Sr. No	Content	Sign.
1	practical No = 1	
2	practical No = 2	
3	practical No = 3	
4	practical No = 4	
	20/11/2023	

Name = Awaghade Nilesh Eknath.
class = MBA - I sem = II
Sub = Research Methodology

20/4/2023

Roll No = 02

Review on project report on performance Appraisal.

Title - A study on performance Appraisal with reference to Mutha Founders pvt Ltd.

This project report is made by Mr. Kiran majlekar. Report is on performance appraisal with reference to Mutha founders satara. In this study the ~~concept~~ the performance appraisal or existing methods used for evaluation the performance in organization and also identify the problem in performance appraisal system and develop performance appraisal system for respect organization in this study management problem is the organisation not been evaluated properly. it might lead to grievences. poor job performance and would not help to analyze various problems related to promotions and transfer. so the management wants to know the status of in existing system.

The sources of data is and information collected from in secondary data from compain document annual and company manual data data also cullled from intrested and books Next is data is analyzed with the help of simple statistical tools like percentage. graph etc.

chapter-II is based on introduction of the study. introduction of the organization profile of the organisation. organizational structure and presentation analysis and interpretation of data and ends with findings and suggestion in introduction all details of the company is started with organizational chart. conceptual framework is typically based on theoretical like all information and technique etc. data analyze and interpretation The researchers added in all information in data and interpret data.

further researcher added interpretation researcher has collected data. required it full fill objectives of the study though questionnaire. researcher find the findings are drawn by analyzing the collected data. It can infer that most of the respondents earn salary from rupees 10,000-12000 majority of the respondents i.e. 61.66% are agreed yes to the current performance appraisal system is satisfactory majority of respondents i.e. 57% agreed current performance appraisal method are effective in the organization majority of respondents i.e. 72% of the respondents are observed make changes in performance appraisal system. majority of the respondents i.e. 78% are not satisfied by actions taken by the organization.

Researcher has given some important suggestions to overcome the problems in the regarding performance appraisal system there are.

Practical = 2



20/4/2023

Name = Awaghade Nilesh Eknath.
class = MBA - I Roll No = 02
Sub = Research Methodology.

"A Study on student are not on the right track with reference to MBA students?"

Introduction :

The project work entitled a "Study on student are not on the right track with reference to MBA students. The primary objective of this study is to understand the level of the MBA students some students are not choice the correct field regarding their interest and skills then the students has face failure to their career.

Students are not attending lectures. therefore they are not getting lectures therefore ~~exact~~ knowledge about that field. some students are physically present in classroom but mentally they are absent or not present they not study regularly. This are the reasons that students are not on the right track.

Statement of Research problem.

To study the level of the MBA student and find out weakness among the MBA student.

Objectives of the study :

- To know the MBA students.
- To understand level of the MBA students.
- To find out weakness or reasons of the MBA student.
- To suggest remedial measures to improve the level of MBA student.

Scope of the study :

1) The study was conducted at MBA class students.

2) Geographical -

A) Name = KBPIMSR MBA Student

B) Location = KBPIMSR satara.

3) Conceptual -

A study on student are not on the right track.

- To know the MBA student
- To understand level of the MBA student.
- To find out weakness or reasons of the MBA student.
- To suggest remedial measures to improve the level of MBA student.

Importance of the study:

- Research want to know the why MBA students are not on the right track.
- Research want to find out the weakness of the MBA students.

Research Methodology.

① collection of data.

The data collection is very important in research as it brings output so there are two basis data collection tools which can be very helpful throughout this research and those sources are:

A] primary data -

The primary sources of data is called first hand data which subject collect directly so in this research primary sources of data are questionnaires and interviews.

B] secondary sources of data -

which data collect from some other sources is know as secondary sources of data. In this research secondary sources of data: this research secondary are research online portal articles and magazines regarding the topic.

2) Type of Research -

The study is descriptive one and researcher has used simple category scale and multiple choice.

3) Sample technique -

Random sampling technique is used in this study questions provided to the students.

4) Population -

There are 69 students in the MBA-I class in KBPIMSIR

5) Sample size -

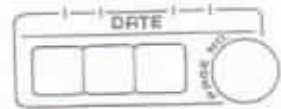
In the study the sample size is 50 students.

6) Tools for analysis -

In this method percentage method technique is used to analysis the data. Tools for analysis of data are microsoft excel, graphs, charts etc.

7) Data required -

In this study students are the respondents of the study and data required for the study is collected from the students.



CHAPTER - II

Theoretical Background.

Introduction of MBA -

MBA is one of the most popular post-graduation courses in India and abroad. The full form of MBA is Master of Business Administration. For most managerial-level jobs across domains and sectors, an MBA degree is a necessity which is why nowadays a large number of B.Tech., BBA, B.Com, BCA graduates opt for MBA in post-graduation. The growing number of business has highlighted the importance of this professional course. It teaches the necessary skills required to expand a company or lead a successful business. MBA course also develops leadership skills among the students.

Scope of MBA -

MBA or the Master of Business Administration is a diverse course that has various areas of specialization including Human Resource, Information Technology, Data Analytics, Marketing, Logistics and Supply Chain, Banking and Finance and many more. Once you are all set postgraduate in any of the management courses you are all set to choose the right job that satisfies your professional passion as well as boosts your career.

MBA Specializations =

- 1) MBA in Human Resource management.
- 2) MBA in Marketing.
- 3) MBA in finance.
- 4) MBA in International Business.
- 5) MBA in supply chain Management.
- 6) MBA in operations management.
- 7) MBA in Textile.
- 8) MBA in Business Analytics.
- 9) MBA in Data Science.
- 10) MBA in Healthcare Management.
- 11) MBA in project Management.

Benefits of doing an MBA -

- MBA will enable you to earn more money.
- MBA makes you more employable.
- ~~Aspire~~ to be an entrepreneur.
- Build and boost your career credibility
- confidently. get ahead in your analysis.

Eligibility criteria for MBA -

Bachelors degree in any field or its equivalent from a recognised university.

Majority of institutes have a minimum score of 50%.

Applicants must complete the entrance exam and meet the MBA cutoff requirements set by the management institute. they desire to get into.

Advantages of doing an MBA =

- MBA go beyond the impact on your professional career.
- In addition to the managerial skills acquired through your MBA you will be able to see a tremendous change in your abilities to think creatively and come up with new solutions to challenges, professionally and within various facets of your life including your personal goals and finance.
- The opportunity to collaborate with a diverse group of people and a long term network.
- An MBA degree is multiple and focuses on a diversified curriculum.

CHAPTER - III

Introduction of the college.

Introduction to the college -

KBPIMSR - Karmaveer Bhaurao Patil Institute of Management Studies and Research was founded in 1981. KBPIMSR is located in Satara, Maharashtra and it is affiliated with Shivaji University. NAAC Accreditation B++
KBPIMSR is the first management institute in Satara to be offering professional programs such as BBA, BCA, MBA and MPhil with affiliation to Shivaji University in Kolhapur. The institute's vision is to be in the precursor of management teaching by creating most of both modern and traditional words and aid entrepreneur abilities for complete fulfillment of the shareholders.

KBPIMSR is dedicated towards endeavoring worth management teaching in Satara region of Maharashtra and to be at the main hub playing mother institute position to the range of management education.

History of the college.

Rayat Shikshan Sansthas Karmaveer Bhaurao Patil Institute of Management Studies and Research Satara (KBPIMSR) was established in 1981 and Affiliated to and Recognized by Shivaji University.

Kolhapur and approved by Govt. of Maharashtra and AICTE, New Delhi. This institute is located at Varye, Satara. Initially the MBA program was functioning as a department of DG college of commerce Satara since 1981. An independent institute dealing with management courses with its complete vertical integration was established in the year 2006.

This management institute is working under the umbrella of Rayat Shiksha Samstha, Satara, which is Asia's premier educational institution, catering education to half a million students.

The founder of the institution late padmabhusan hon. Dr. Karmaveer Bhaurao Patil was a man of the masses who devoted all his mind and heart to the cause of their education.

College Details -

Name - Karmaveer Bhaurao Patil Institute of Management Studies and Research Satara.

Location - Varye, Satara, Maharashtra.

Establish year - 1981

E-mail - kbpimsr337.clanishivaji.ac.in

Founder Name - padmabhusan Dr. Karmaveer Bhaurao Patil.

Departments / section in college.

- Director cabin
- Anti chamber.
- office
- security
- Board Room
- cousumer store.
- ups Room
- Electrical control Room
- central store.
- stationery and xerox.
- ladies Toilet
- Girls common Room
- Seminar Hall
- Boys common Room
- Boys Toilet
- class Room
- Strong Room
- cafeteria.

core faculty.

1	Dr. B.S. Sawant	Director.
2	Dr. S.S. Bhola	Associates.
3	Dr. M.B. Bhosale	Assistant
4	Dr. R.D. Kumbhar.	Assistant.
5	Dr. S.R. Nikam	Assistant.
6	Dr. S.B. Chavan	Assistant.

7	Mr. V. P. Patil	Assistant.
9	Dr. Mrs. S. A. Bhosale	Assistant.
10	Mr. M. G. Gosavi	Assistant.
11	Mr. M. D. Pardeshi	Assistant.
12	Mrs. T. N. Shevate	Assistant.
13	Mrs. P. M. Shelav	Assistant.
14	Mrs. S. J. Phemwade	Assistant.

Vision of the college -

To be in the vanguard of management education by making most of both the worlds, traditional and modern and help enterprenuer acquire skills for the total satisfaction of the stakeholders.

Mission -

To impart management education training programs which combine the acquisition and application of knowledge with the development of the skills necessary for managers and enterprenuers and New-Age executives.

Aim -

To strive to reach heights of excellence by providing a range of specialist facilities in the education of management along with his its ancillary sub - disciplines such as information Technology.

Program Educational outcomes-

Master of Business Administration (MBA)

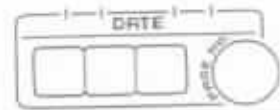
- At the end of MBA program student should take of either of following.
- Managerial decision making through the application of knowledge of management discipline.
- Set up business enterprise and manage diversified growth of entrepreneurship.

Bachelor of Business Administration (BBA)

- Explore the entrepreneurial quality and start new business venture with innovation ideas.
- prepare students to undertake post graduation management programme.

Bachelor of computer Application (BCA)

- understand, analyze and develop computer programs in the areas related to algorithm application.
- software web design and networking for efficient decision of computer based system.



CHAPTER - IV

Data Analysis and Interpretation.

Data Analysis -

Introduction -

Analysis of the data involves a number of closely related operations that are performed with the purpose of summarizing the collected data and organize this data in such a manner that they will yield answer to research question had initiated the study.

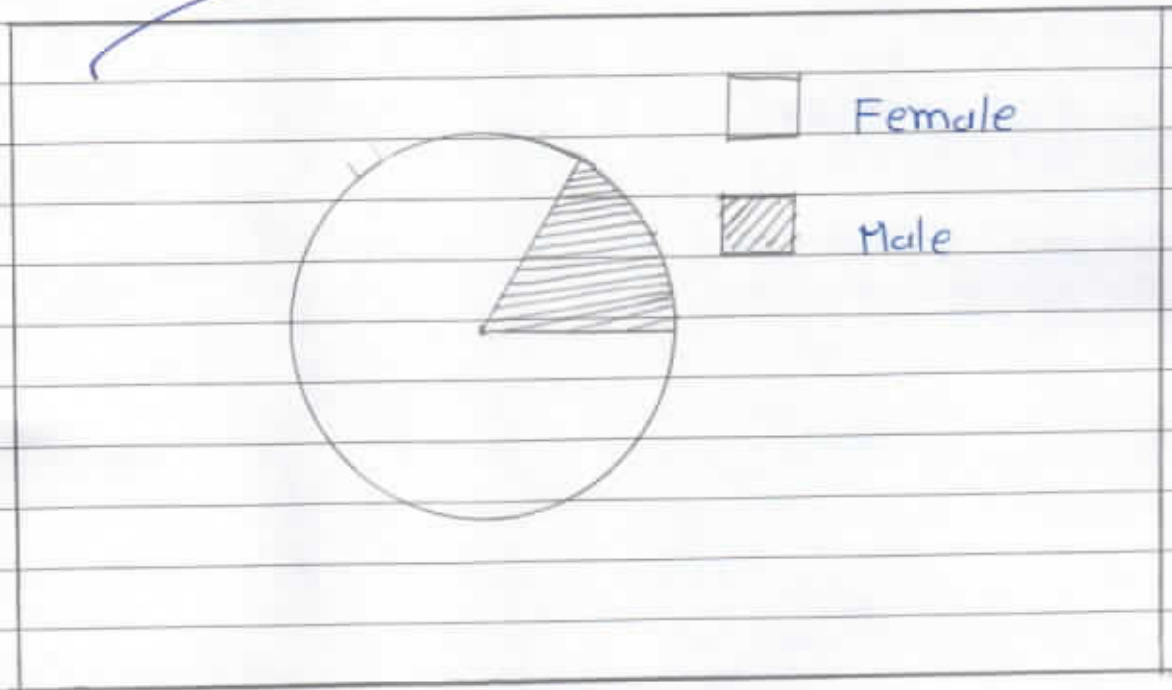
Data Analysis -

The analysis of data is most important step in the research process. Data analysis is a process of inspecting, cleaning, transforming and modelling data within with the goal of discovering useful information, informing, conclusion, and supporting decision-making. Analysis of the data involves a number of closely related operations that are performed with the purpose of summarizing the collected data and organize this data in such a manner that they will yield answer to the research question if no such question had initiated the study?

Interpretation :

Gender -

	No. of students	percentage %
Female	40	80%
Male	10	20%

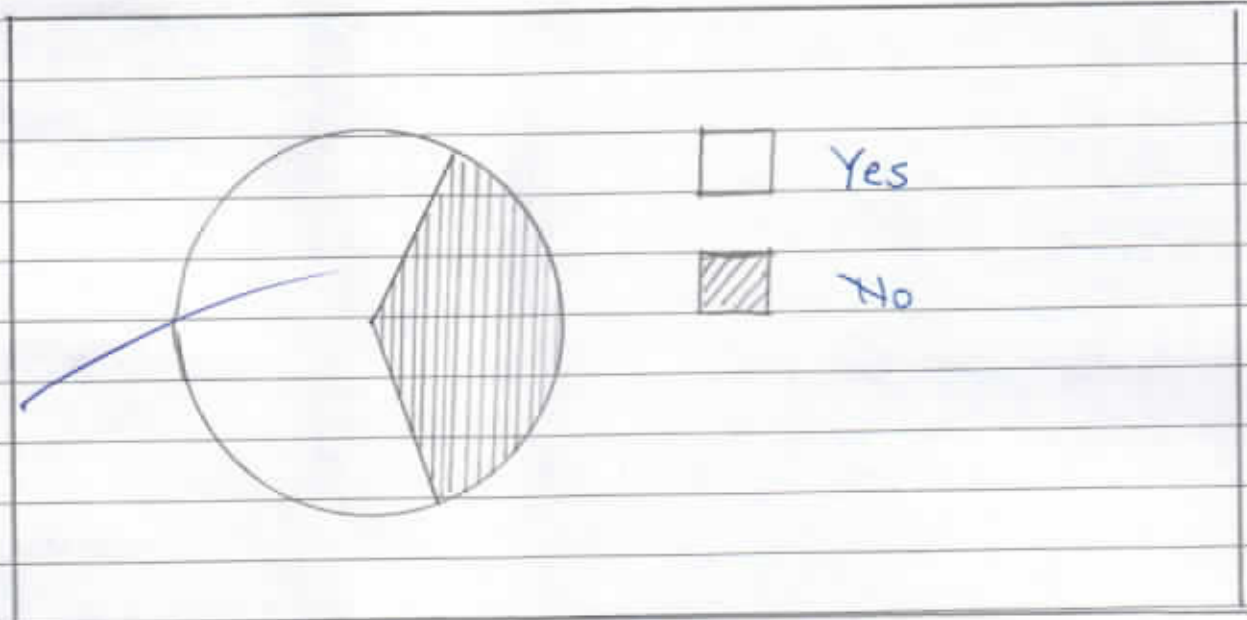


Interpretation :

from above graph interpreted that 80% female respondents (students) and the 20% respondents are male (students)

4.2.2 Are you present every day in the college.

	No. of respondents	percentage %.
yes	20	40%
No	30	60%



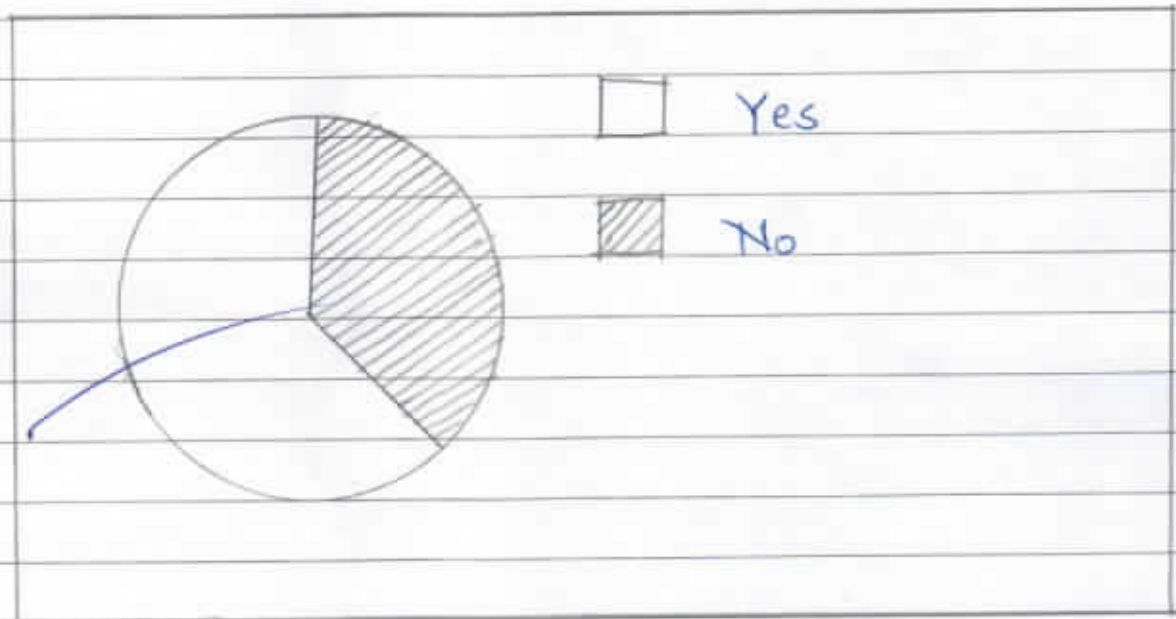
Interpretation -

from above graph interpreted that 40% respondents are every day present in the college or 60% respondents are present in every day in the college.

4.2.3

Are you eager to study MBA

	No. of respondents	percentage %.
Yes	35	70%
No	15	30%

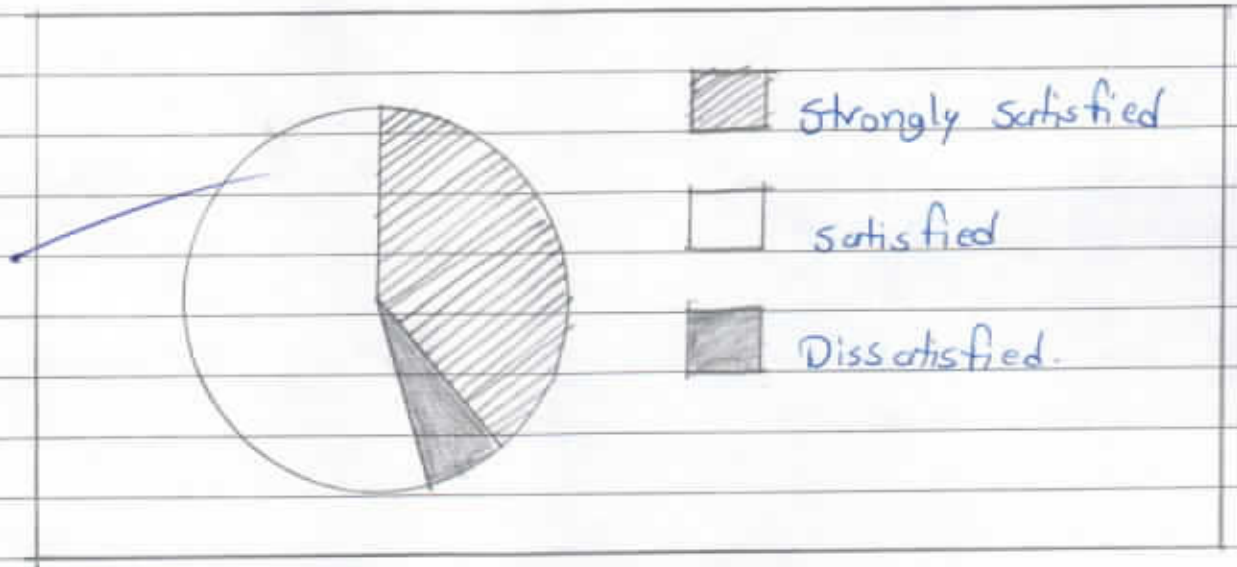


Interpretation -

from above graph interpreted that 70% respondents are eager to study MBA and 30% respondents are not eager to study MBA.

4-2-4 you are satisfied with your education system :-

	No of Respondents	percentage %
Strongly satisfied	20	40%
Satisfied	27	54%
Dissatisfied	3	6%
Strongly dissatisfied	0	0



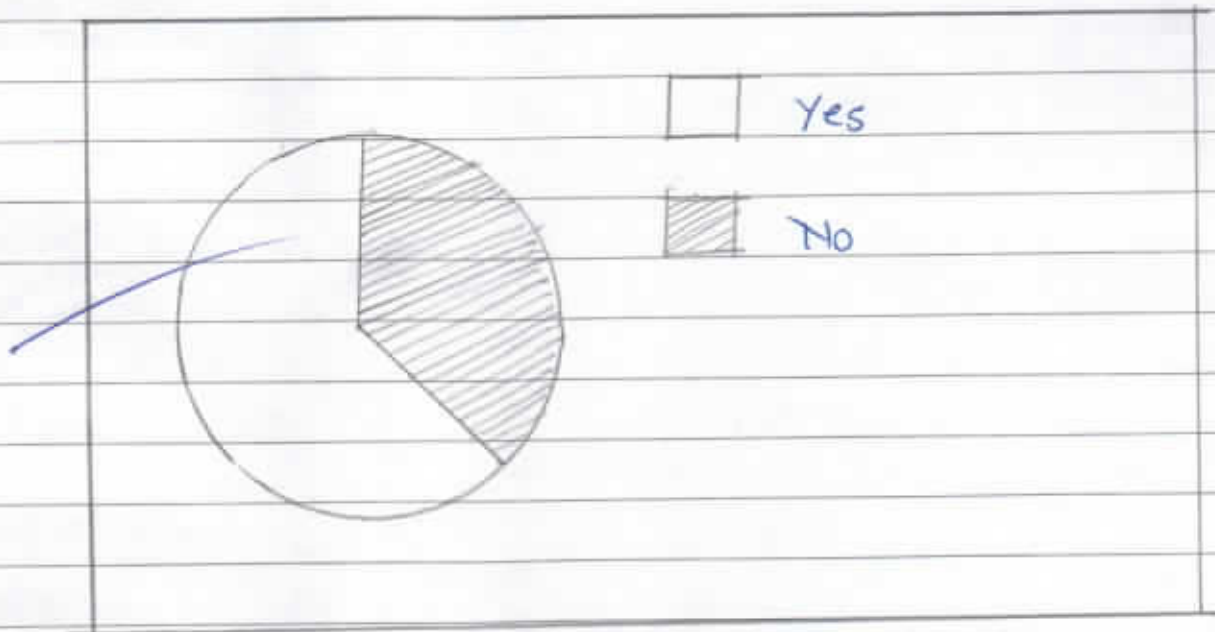
Interpretation :-

from above graph interpreted that 54% respondents are satisfied with education system 40% are strongly satisfied 6% respondents are dissatisfied.

4.2.5

Are you interested in MBA?

	No. of Respondents	percentage %
Yes	35	70%
No	15	30%

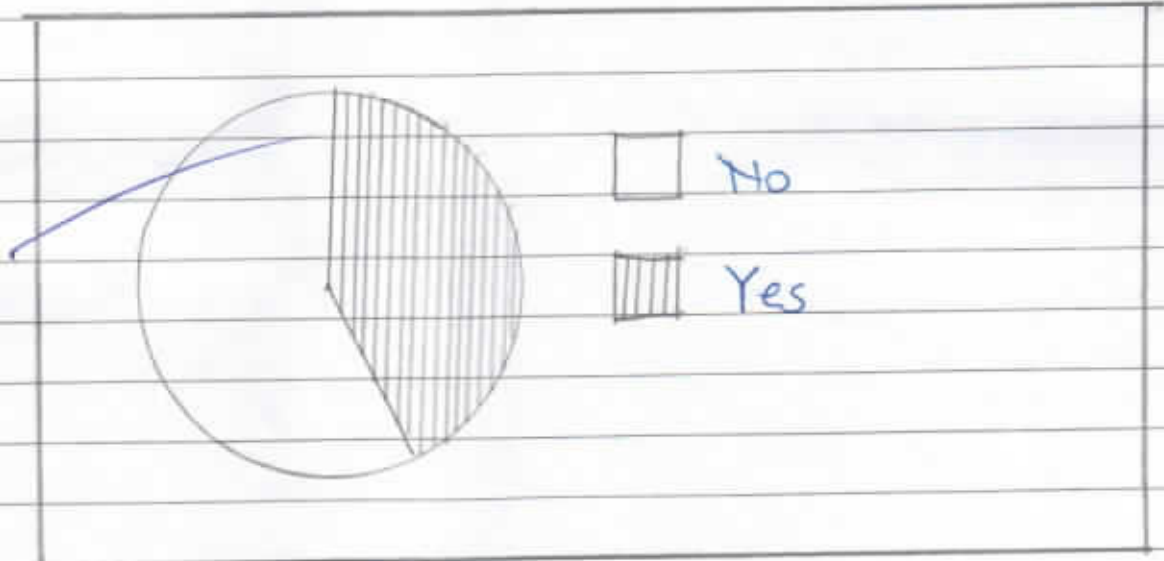


Interpretation :

from above graph interpreted that 70% respondents are interested in MBA and 30% respondents are not interested.

6) you need some changes in your teaching method?

	No. of Respondents	percentage %
Yes	20	40%
No	30	60%

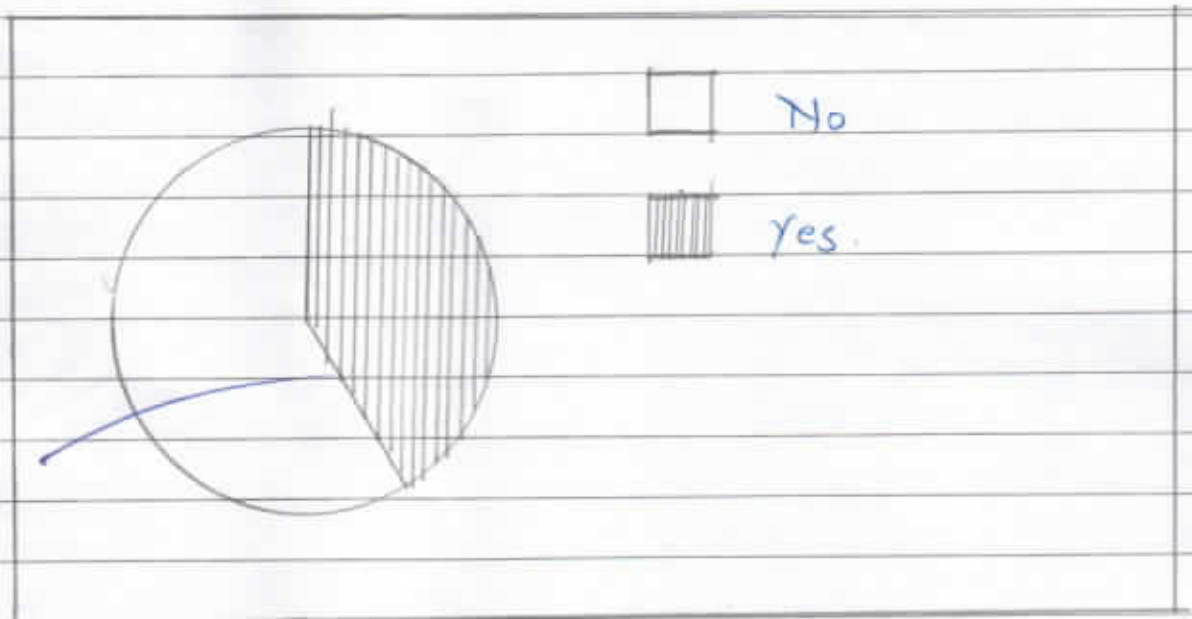


Interpretation :

from above graph interpreted that 60% respondents need some changes in our teaching method and 40% are not have changes in our teaching method.

7) Have you decided your exact future goals.

	No. of Respondents	percentage.
Yes	20	40%
No	30	60%

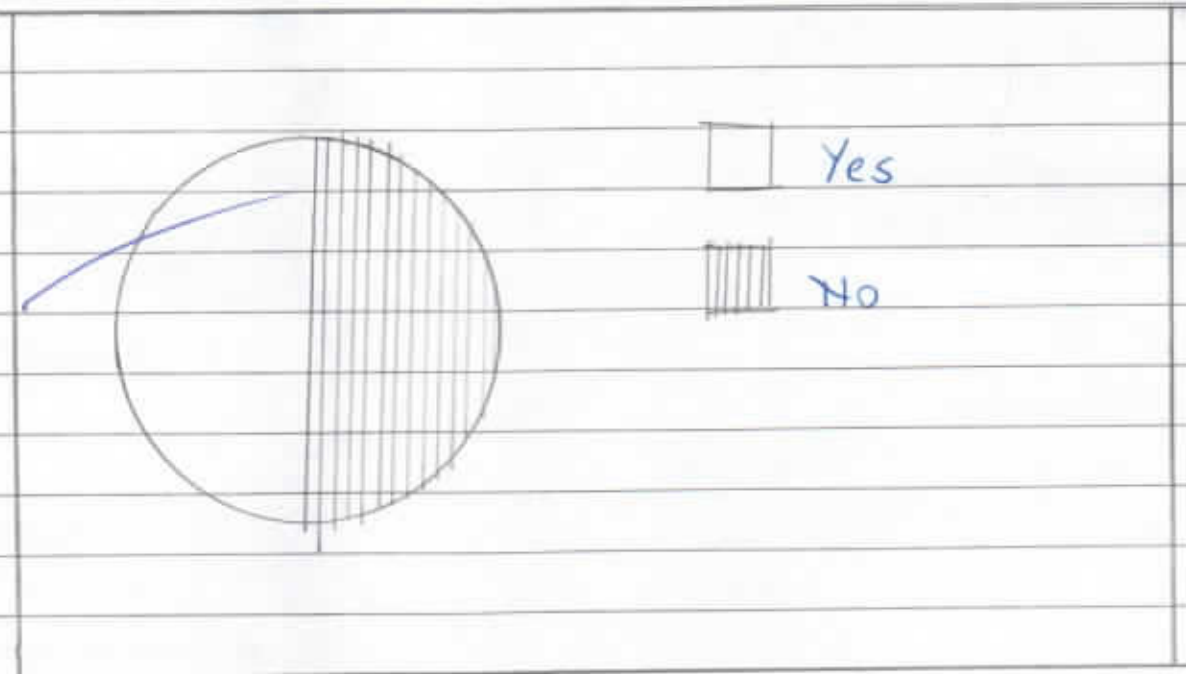


Interpretation :

from above graph interpreted that 60% respondents decided our exact future goal and 40% are not decided exact future goal

8) Have you chosen the right career track.

	No. of respondents	percentage.
Yes	25	50%
No	25	50%

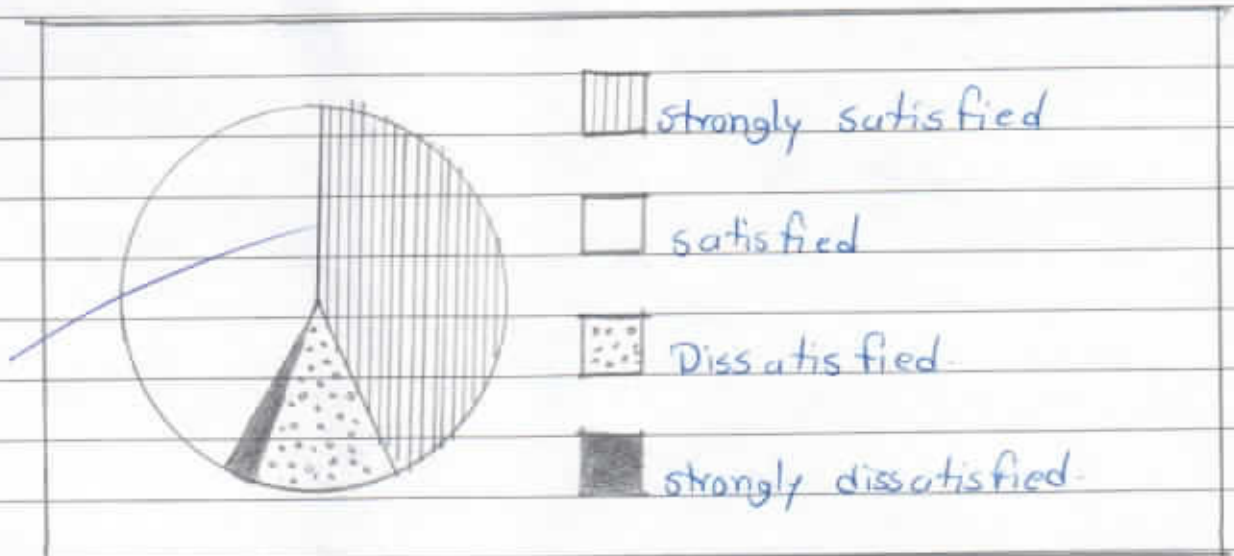


Interpretation :

from above graph interpreted that 50% respondents are chosen right career track or 50% are not chosen right career track.

9) Are you satisfied with your college activities.

	No of Respondents	percentage %
Strongly satisfied	20	40%
satisfied	25	50%
Dissatisfied	3	6%
strongly dissatisfied	2	4%

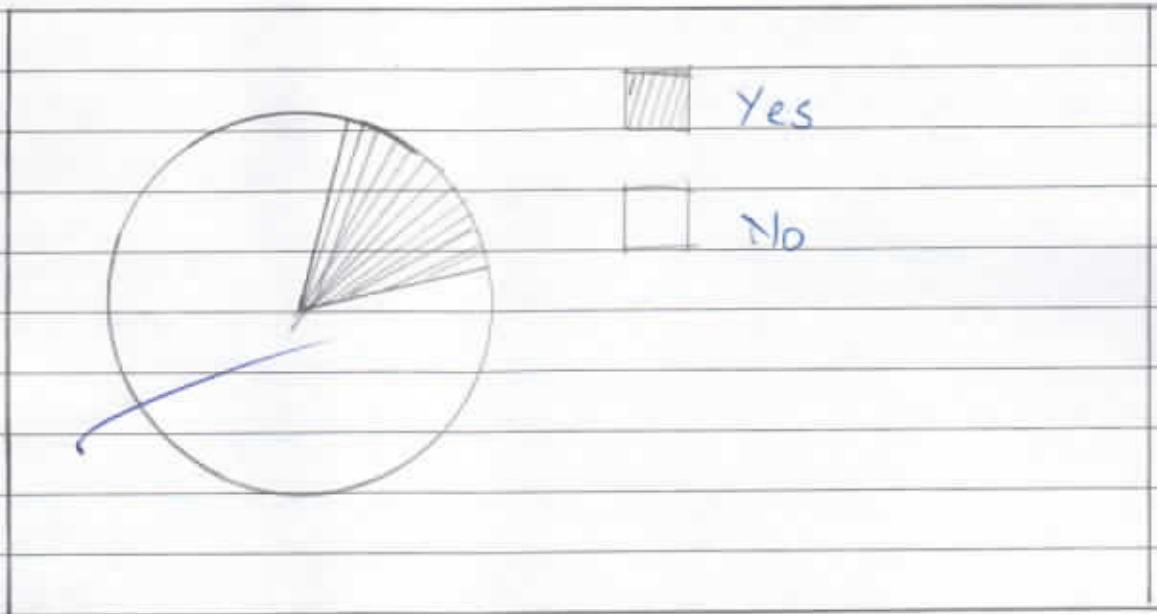


Interpretation -

From above graph interpreted that 50% respondents are satisfied with their college activities, 40% are strongly satisfied and 6% are Dissatisfied and 4% are strongly dissatisfied.

10) Are you doing MBA properly.

	No. of Respondents	percentage %.
Yes	10	20%
No	40	80%



Interpretation =

from above graph interpreted that 20% respondents are doing MBA properly and 80% are not doing MBA properly.

CHAPTER - V - findings.

findings.

- 1) In the study it was found that the majority respondents are female 20% respondents are male (Reference table . 4.2.1)
- 2) In the study it was found that the majority of respondents are not regularly present in the college or 40% present students present (Ref table no. 4.2.2)
- 3) In the above study it was found that the majority of respondents are eager to study MBA. (Ref. Table no. 4.2.3)
- 4) In the study it was found that the majority of respondents are not decided their future goal (Ref. Table no. 4.2.7)
- 5) In the study it was found that the majority of respondents are not doing MBA properly (Ref. Table no. 4.2.10)

CHAPTER - VI

Suggestions and conclusions.

Suggestions -

- ① Students should participate in activities and develop their skills and abilities.
- ② Students should fix their goals and develop skills in themselves accordingly for their career.
- ③ Students should attend regular learn and always be ready to learn something new.

conclusion =

The objective of the study was to find out the student are not on the right track among MBA students. The study found that the same students are ~~not~~ doing MBA properly and they are not decided their future goals and they are not eager to learn something new. So, I suggestion to the students to participate in activities and develop their skills and abilities. students should fix their goals and develop skills in themselves according for their career and being compltent.

questionnaire -

Name -

Age -

contract Number -

1) Gender

a) female

b) Male

2) Are you present every day in the college?

a) Yes

b) No

3) Are you eager to study MBA?

a) Yes

b) No

4) You are satisfied with your education system?

a) Strongly satisfied

b) satisfied

c) Dissatisfied.

d) strongly dissatisfied.

5) are you interested in MBA?

a) Yes

b) No

6) you need some changes in your teaching methods
 a) yes
 b) No

7) Have you decided your exact future goal
 a) yes
 b) No

8) Have you chosen the right career track
 a) Yes
 b) No

9) Are you satisfied with your college activities.
 a) Strongly Satisfied.
 b) Satisfied.
 c) Dissatisfied
 d) strongly dissatisfied.

10) Are you doing MBA properly.
 a) yes
 b) No.

Practical No : 3

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Date 20/11/2027

Name = Awaghade Nilesh Ganath Roll No = 02
class = MBA - I Sub = Research methodology.

* Group Discussion *

what is mean by Group Discussion ?

→ A Discussion group is a group of individual typically who share a similar interest, who gather either formally or informally to discuss ideas solve problems or make comments.

* Types of Group Discussion :

categorized into two Discussion :

Generally, group Discussion categorized into two categories.

1. Topic - Based Group Discussion :

In this discussion a topic is provided to the candidates about that they have to perform the discussion. This logic has been drawn from the actual work scenarios.

2. Case - Based Group Discussion :

Instead of the topics. small cases are handover to the candidates. which leads to the questions and they to discuss those questions This will help in finding out the problem-solving abilities of the candidates.

* Purpose of Group Discussion :

1. To reach a solution on an issue of concern
2. To generate new ideas for solving a problem
3. For choosing the applicants after the written test for a job or for admission to educational institutions.
4. To train ourselves in various interpersonal skills.

* Importance of Group Discussion :

1. Enhance critical thinking :

Group Discussion is used in a classroom to improve learning, asking open-ended questions will encourage critical thinking and help students think for themselves.

2. Help with ~~under~~ understanding :

Group discussion use to help students to understand to topic or concept deep which will stay for a long time in their minds.

3. Improve communication skills :

It is also used to improve communication skills as it can encourage students to become more confident in speaking up and asking questions.

4. Improve Interest in lesson:-

It improves learning as group discussion invites the students to be the speakers. This helps students as it can maintain their focus and concentration to hear another voice instead of listening to the same teacher, which holds their attention.

5. provide the feedback:-

When learners discuss and explain the concepts to each other aloud in a group it helps the teacher to hear if they have learnt a concept or not. This is a perfect feedback on teaching. It means that if the teacher sees that they don't understand something clearly.

6. Suggestion:-

It is through group discussion that a meaningful and practically implementable solution can be reached. The collaboration of these suggestions given rise to a new one creating a space for the best possible output.

7. wide Approach:-

Group discussion helps to provide a wide approach to any concern under consideration. as it includes employees from different sections of a particular business organization.

8. Decision making:-

Group discussion helps in evaluation.

of a problem and reaches to a suitable decision based on suggestions presented by the members. It also makes it easier for the boss or chairperson to be able to take even the toughest of decisions with an ease because by group discussion can know that the decision to be taken will be supported by other members of the company also.

9. Exchange of ideas :

with the help of group discussion the exchange of ideas is taken place.

10. Productive Activity :

Group discussion is always supposed to be a productive way in terms of business concern.

11. Assertiveness :

Confidence level of a candidate shows up in a group discussion. It is assessed that more confident candidates are while putting up their opinion in front of others.

12. Team work.

While working for a company, it is very important to work as a part of the team in an assigned project. This actually quality is really important and this will be evaluated through group discussion.

13. Leadership qualities :

Group discussion clearly indicates who amongst all the participants is taking the lead and who is a passive contestant. This quality is also evaluated through this process only.

14. communication skills :

As communication skills are must in every field of work. These are evaluated through a structured group discussion.

* Do's of Group Discussion :

1. Speak pleasantly and politely in the group.
2. Respect and recognize the contribution of every member and represent it with a nod or a smile.
3. Agree and acknowledge whatever you find interesting.
4. Disagree politely because it is a discussion and not an argument.
5. Do a mental revision of what you are going to say. Think of how you can best answer the questions or contribute to topic.
6. Stick to the theme of discussion and not get engaged in other irrelevant discussion.
7. Follows etiquettes speaking.
8. Be confident.

* Don'ts of Group Discussion :-

1. Don't lose your temper. It is a group discussion not an argument.
2. Don't speak loudly or aggressively. Always use a moderate tone and a medium pitch.
3. Don't do gestures like finger pointing and table thumping. This can appear aggressive, so limit your body gestures.
4. Don't dominate the discussion. As confident speakers should allow the quieter, a chance to speak up and contribute to the discussion.
5. Don't draw too much on personal experience.
6. Don't interrupt when someone else is speaking. Wait for a speaker to finish before you speak.

* Topic Name on Group Discussion :-

* E-vehical ~~Impact~~ on Indian Economics *

* Discussed the following things on Discussion :-

1. Economic impact of E-vehical production is the creation of new jobs.
2. The projected move to electric vehicles by the Indian government will cut carbon emission by 37% by 2020.

3. A part from carbon emission, diesel and gasoline are deadly because they emit harmful air pollutants.
4. The impact on electrical is 7.1% to the overall GDP. & 49% to manufacturing GDP.
5. Impact on air pollution is do not emit air pollutants.
6. Impact on air pollution is dont emit air pollutants.
7. They are important because No fuel & No emission.
8. the Economic Survey 2023 predicts that India's domestic electrical vehical market will see a 49% compounding annual growth rate between 2022 and 2030.
9. The 10 million anual sales by 2030
10. The e-vehical industry is projected to create around 50 million direct and indirect new Job by 2030
11. Scape of E-vehical is charging barriers and other industrial areas as well as homes of cities.

* conclusion of Group Discussion :

The automotive industry has been an important contributor to macroeconomic growth and employment in India since its macroeconomic growth and the industry is undergoing a transition on many fronts. With the introduction of of stringent emission norms automation and policies in favor of electrifying transport we looked at how a transition to electric vehicles will impact the auto industry to electric vehicles will impact the auto industry to determine arguments for and against electrification.

practical No = 4.

Difference between management problems and managerial Research problem / management Decision problem and marketing Research problem.

Defining the problem is the most important step because only when a problem has been clearly and accurately identified can research project be conducted properly. Defining the marketing Research problem sets the course of the entire project. Problem definition involves stating the general marketing Research problem and identifying its specific components.

- 1] only when marketing Research problem has been clearly defined can Research be design and conducted properly.
- 2] Inadequate problem definition is a leading cause of failure of marketing Research project.
- 3] Better communication and more involvement in problem definition are the most frequently mentioned ways of improving the usefulness of Research.

Management Decision problem.

The management decision problem asks what the decision maker needs to do, whereas the marketing research problem asks what information is needed and how it can best be obtained. Research can provide the necessary information to make a sound decision. The management decision problem is action oriented. It is concerned with the possible actions the decision maker could take.

1] How should the loss of market share be corrected?

2] Should the market be segmented differently?

marketing Research problem:

The marketing research problem is information oriented. It wants to determine what information is needed to make the best decision.

1] It involves determining what information is needed and how that information can be attained effectively and efficiently.

2] whereas the management decision problem focuses on symptoms the marketing research problem focuses on underlying causes.

Management decision Problem

① Asks what the Decision maker needs do

② Action oriented

③ Focuses on symptoms

Marketing Research Problem.

① Asks what information is needed and how it should be obtained.

② information oriented

③ Focuses on the underlying cause.