

## Name of all programs adopting elective course system: MBA

### Detail of Elective option offered by the University and those opted by institute

Academic Year	Semester	Name Of Class	Name Of Elective Subject with code	Number of Student opted
2017-18	SEM-I	MBA-I		
			107 Management Fundamentals	192 CS-I=59
			108 Business Communication Lab	
			109 MS Excel & Advanced Excel Lab	110-SNS,I=59
			110 Selling & Negotiation Skills Lab	
			111 Business, Government & Society	115-EADR=59
			112 Leadership Lab	
			113 Personality Development Lab	113-PD,=59
			114 Foreign Language - I Lab	
			115 Enterprise Analysis - Desk Research	
2017-18	SEM-II	MBA-II		
			207 Emotional Intelligence and Managerial Effectiveness Lab	210-LS,=59
			208 Statistical Software Lab	
			209 MS Project Lab	213-CAPPT=59
			210 Life Skills Lab	
			211 Geopolitics & the World Economic System	
			212 Business Systems & Procedures	211-GWES=59
			213 Computer Aided Personal Productivity Tools Lab	
			214 Foreign Language - II Lab	
			215 Industry Analysis - Desk Research	215-IA=59

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Academic Year	Semester	Name Of Class	Name Of Elective Subject with code	Number of Student opted
			<b>MARKETING</b>	
2017-18	Sem-III	MBA-II	307MKT Integrated Marketing Communications	307M-IMC=12
			308MKT Product Management	
			309MKT Strategic Brand Management	
			310MKT Personal Selling Lab	309M-SBM=12
			311MKT Qualitative Marketing Research	
			312MKT Customer Relationship Management	312M-CRM=12
			313MKT Marketing and the Law	
			314MKT Finance for Marketing Professionals	
			315MKT Marketing of Financial Services - I	315M-MFS=12
			316MKT Tourism Marketing	
			317MKT Agricultural Marketing	
			318MKT Business to Business Marketing	
			<b>FINANCE</b>	
			307 FIN Strategic Cost Management	309F-CF=16
			308 FIN Corporate &	

  
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					International Financial Reporting	315F-F&O=16
				309 FIN	Corporate Finance	
				310 FIN	Corporate Financial Restructuring	313F-BO-I=16
				311 FIN	Equity Research, Credit Analysis & Appraisal.	
				312 FIN	Rural Financial Institutions	307F-SCM=16
				313 FIN	Banking Operations - I	
				314 FIN	Treasury Management	
				315 FIN	Futures and Options	
				316 FIN	Financial Instruments & Derivatives	
					<b>HR</b>	
				307 HR	Employee Health, Safety & Welfare	314H-LRS=03
				308 HR	Compensation Management	
				309 HR	HR Audit	
				310 HR	Human Resource Information System	312H-PR&CC=03
				311 HR	Outsourcing of HR	
				312 HR	Public Relations & Corporate Communication	308H-CM=03
				313 HR	Quality Management System	
				314 HR	Lab in Recruitment and Selection	
				315 HR	Lab in Job Design and Analysis	307H-EH&SM=03
				316 HR	Lab in Training	
				317 HR	Lab in Labour Laws - I	
				318 HR	Lab in Personnel	

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				Administration & Appln Procedures			
				<b>OPERATION</b>			
			307 OPE	Productivity Management			311O-TM=09
			308 OPE	Maintenance Management			
			309 OPE	Facilities Planning			
			310 OPE	Manufacturing Resource Planning			312O-SS=09
			311 OPE	Technology Management			
			312 OPE	Six Sigma			310O-MRP=09
			313 OPE	Designing Operations Systems			
			314 OPE	Toyota Production System			
			315 OPE	Project Management			
			316 OPE	Theory of Constraints			315O-PM=09
			308 OPE	Maintenance Management			
2017-18	Sem-IV	MBA-II		<b>MARKETING</b>			
			405MKT	Retail Marketing			405M,-RM=12
			406MKT	Rural Marketing			
			407MKT	Service Operations Management			
			408MKT	International Marketing			
			409MKT	Export Documentation & Procedures			406M-RM=12
			410MKT	Marketing Strategy			
			411MKT	Marketing Decision Models			
			412MKT	Marketing of High Technology Products			410M-MS=12
			413MKT	E-Marketing and analytics			
			414MKT	Marketing to Emerging Markets & Bottom of the			

  
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					Pyramid		413M-EM=12
				415MKT	Marketing of Financial Services - II		
				416MKT	Cross Cultural Relationship Marketing		
					<b>FINANCE</b>		
				405 FIN	Behavioral Finance		
				406 FIN	Financial Modeling Using Excel		407F-FRM=16
				407 FIN	Financial Risk Management		
				408 FIN	Online Trading of Financial Assets		409F-BO=16
				409 FIN	Banking Operations – II		
				410 FIN	Wealth & Portfolio Management		410F-WPF=16
				411 FIN	Fixed Income Securities & Technical Analysis		412F-CM=16
				412 FIN	Commodity Markets		
				413 FIN	Financing Rural Development		
				414 FIN	Principles of Insurance		
					<b>HR</b>		
				405 HR	Organizational Design and Development		408H-CM=3
				406 HR	Global HRI		
				407 HR	Employee Reward Management		409H-CNM=3
				408 HR	Change Management		
				409 HR	Conflict & Negotiation Management		411H-LIR=3
				410 HR	Lab in CSR		
				411 HR	Lab in Industrial Relations		413H-LMC=3
				412 HR	Lab in Legal Compliances		

			413HR	Lab in Mentoring and Coaching	
			414 HR	Emerging Trends in HR	
			415 HR	Designing HR Policies	
				<b>OPERATION</b>	
			405 OPE	Quality Management Standards	405O-QMS=9
			406 OPE	World Class Manufacturing	
			407 OPE	Business Process reengineering	
			408 OPE	Enterprise Resource Planning	406O-WCM=9
			409 OPE	Financial Perspectives in Operations Management	
			410 OPE	Service Operations Management	408O-ERP=9
			411 OPE	Business Process Management	
			412 OPE	Challenges and Opportunities in Operations Management	413O-LM=9
			413 OPE	Lean Manufacturing	



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**MBA-II ELLECTIVE SUBJECT 2017-18**

SR-NO	NAME	SPL MBA-II (III SEM & IV SEM)	ELLECTIVE SUBJECT NAME
1	ADHAV PRASAD BALASAHEB	MARKETING	<b>III-SEM</b> 307MKT-Integrated Marketing Communications 309MKT-Strategic Brand Management 312MKT-Customer Relationship Management 315MKT-Marketing of Financial Services - I
2	AVHAD SAGAR MARUTI		
3	BHADANE SATISH RAMRAO		
4	BORKUTE REENA WAMAN		
5	DAWARE CHANDRASHEKHAR VISHNU		<b>IV-SEM</b> 405MKT-Retail Marketing 406MKT-Rural Marketing 410MKT-Marketing Strategy 413MKT-E-Marketing and analytics
6	GAIKWAD SUSHANK ASHOK		
7	KULKARNI YOGESH SHASHIKANT		
8	PANGARKAR AKSHAY DILIPRAJ		
9	PATEL ROHITKUMAR MOHANLAL	OPERATION	<b>III-SEM</b> 311O-TM- Technology Management 312O-SS -Six Sigma 310O-MRP-Manufacturing Resource Planning 315O-PM-Project Management
10	PUNDGE SACHIN CHANDRAKANT		
11	SANGALE AMOL SUDAM		
12	VISHWAKARMA ROHIT PREMSHANKAR		
13			
14	BIRE BHUMIKA RAJENDRA CHINCHAKHED AMARKUMAR BHARATJI		

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15	CHIVHANE KAPIL HARIBHAU		IV-SEM 405 OPE-Quality Management Standards 406 OPE-World Class Manufacturing 408 OPE-Enterprise Resource Planning 413 OPE-Lean Manufacturing
16	GHUMARE CHETAN SURESH		
17	HASE VISHAL EKNATH		
18	SHELKE RAHUL		
19	SHEJWAL RAKESH TULSHIRAM		
20	SINGH VIKAS JITENDRA		
21	ZURALE BHAVESH		
22		SUPPLY CHAIN MANAGEMENT	III-SEM 307 SCM- Managing Material Flow in Supply Chains 308 SCM- Inventory Management 309 SCM-Purchasing & Supplier Relationship Management – I 310 SCM-Six Sigma IV-SEM 405 SCM -Green Logistics & Supply Chains 408 SCM-Supply Chain Risk Management 411 SCM-SupplyChain Management - Financial Perspectives 412 SCM -Global Logistics
23	DARADE SAMADHAN		
	JAGTAP LALIT		
24	JADHAV SUVARNA SOPAN		
25	KADAM DEEPAK		
		HUMAN RESOURCE MANAGEMENT	III-SEM 307 HR -Employee Health, Safety & Welfare 308 HR -Compensation Management 312 HR- Public Relations & Corporate Communication 314 HR- Lab in Recruitment and Selection

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26	SHINDE KIRTI NARAYAN		IV-SEM 408 HR 409 HR- 411 HR 413HR- -Change Management -Conflict & Negotiation Management -Lab in Industrial Relations -Lab in Mentoring and Coaching
27	DONGARE PALLAVI SHIVNATH	FINANCE	III-SEM 307 FIN 309 FIN- 313 FIN 315 FIN -Strategic Cost Management -Corporate Finance -Banking Operations - I -Futures and Options
28	ERANDE DYANESHWAR NARAYAN		IV-SEM 407 FIN 409 FIN 410 FIN 412 FIN- -Financial Risk Management -Banking Operations – II -Wealth & Portfolio Management -Commodity Markets
29	GHUGE GORAKH		
30	GOJARE SWAPNIL DATTATRAYA		
31	JADHAV MAHENDRA PUNJAJI		
32	KOKATE RISHIKESH SUBHASH		
33	MUTRAK GAURAV PRAKASH		
34	NAGARE AMOL SHIVAJI		
35	NAGARE NITIN SHRIDHAR		
36	PATANGE VILAS SAKHARAM		
37	SAHANE SAGAR BHAUSAHEB		
38	SANAP NITIN DAULAT		
39	SINGH VIKAS JAYPRAKASH		

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40	WAGH VIKRAM DILIP	
41	WALKE NITIN BABAJI	
42	ZADE SANDHYA RAMESH	



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**MBA-I 2017-18 (ELLECTIVE SUBJECT SEM-I & SEM-II)**

SRNO	NAME	MBA-I MBA-I (I-SEM) AND MBA-I (II-SEM)	ELLECTIVE SUBJECT NAME
1	Abhishek Mishra		MBA-I (SEM-I)  108 Business Communication Lab 110 Selling & Negotiation Skills Lab 113 Personality Development Lab 115 Enterprise Analysis - Desk Research 191 Human Rights-I 192 Cyber Security-I
2	ShivaniAher		MBA-I (SEM-II) 211 Geopolitics & the World Economic System 213 Computer Aided Personal Productivity Tools Lab 215 Industry Analysis - Desk Research 210 Life Skills 291 Human Right-II 292 Cyber Security -II
3	GorakhAhire		
4	Aldar Manikant		
5	Ashwini Choudhary		
6	DattatrayAuti		
7	AvhadRajasi		
8	AvhadSomnath		

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9	Vaibhav Avhad
10	Badgujar Sushil
11	Nikhil Bidave
12	Bodake Kalyani
13	Meghraj Borole
14	Priyanka Chaudhari
15	Jaykumar Chaudhary
16	Datrange Sagar
17	Dhiwar Anand
18	Dusane Akshay
19	Rita Fasale
20	Priyanka Gite
21	Sarang Gite
22	Hake Shivaji
23	Suhas Handore
24	Sandip Jadhav
25	Jagnade Samir
26	Mohini Jawale
27	Tejas Kadam
28	Kandalkar Varsha
29	Sandip Karad
30	Sonal Kedar
31	Kedare Sachin
32	Amit Khandare
33	Kumbhar Durgesh
34	Madhu Dolas
35	Gaurav Makune
36	More Sagar
37	Harshad Niphade
38	Pooja Patil
39	Chetan Pawar
40	Pawar Nitin

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41	Pawar Pooja
42	Pawar Vidya
43	Wagh Rahul
44	Omkar Rajguru
45	Rajput Narhari
46	Willson Ruptake
47	Rushikesh Kedar
48	Sable Yogesh
49	Yogesh Sandhan
50	Tanjinraja Sayyad
51	Sheetal Aher
52	Komal Shewale
53	Rupali Shirsath
54	Snehal Ghule
55	Supriya Dani
56	Shubham Takalkar
57	Tamboli Shahrukh
58	Unhale Ganesh
59	Jalindhar Vaibhase

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