



Shri G.S. Institute of Technology & Science, Indore

Government Aided Autonomous Institute Estd. In 1952

**Rajiv Gandhi Proudhyogiki Vishwavidyalaya, Bhopal & Devi Ahilya Vishwavidyalaya,
Indore**

Sir M. Visvesvaraya Marg, Indore Madhya Pradesh 452003 www.sgsits.ac.in

Department of Management Studies

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Department of Management Studies

Programme Educational Objectives (PEO)

1. To equip the students with requisite knowledge, skills, competencies and ethical values necessary to create efficient Managers.
2. To enable the students to solve real world concerns through the use of analytical tools, effective communication, critical thinking, problem-solving and decision making skills.
3. To foster the creative, innovative and entrepreneurial potential of students for employment and lifelong learning.

Program Outcomes (PO)

1. Apply knowledge of management theories and practices to solve business problems.
2. Foster Analytical and critical thinking abilities for data-based decision making.
3. Ability to develop Value based Leadership ability.
4. Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.
5. Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.
6. Perceive an aptitude for creativity, innovation and entrepreneurship.

Program Specific Objectives (PSOs)

PSO 1: Able to take strategic managerial decisions in different domains viz finance, marketing, human resource, and operations.

PSO 2: Ability to develop and evaluate alternatives by applying management tools and techniques.

PSO 3: Able to take up career in industry and to pursue higher studies.



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Performance Indicators (PI)

PO 1: Apply knowledge of management theories and practices to solve business problems.			
Competency		Performance Indicator	
1.1	Demonstrate competence in management fundamentals	1.1.1	Apply fundamental concepts of management to solve managerial problems
1.2	Demonstrate competence in specialized management knowledge to the program	1.2.1	Apply concepts of Finance, Marketing, Human Resource, Production etc. to solve managerial problems
PO 2: Foster Analytical and critical thinking abilities for data-based decision making.			
Competency		Performance Indicator	
2.1	Demonstrate an ability to select optimal decision making tool.	2.1.1	Apply formal decision making tools to select optimal managerial design solutions for further development.
2.2	Demonstrate an ability to formulate a solution plan and methodology for an business problem	2.2.1	Identify, assemble and evaluate information and resources.
		2.2.2	Compare and contrast alternative solution processes to select the best process.
PO 3: Ability to develop Value based Leadership ability.			
Competency		Performance Indicator	
3.1	Demonstrate effective individual and team values	3.1.1	Demonstrate effective communication, problem solving, conflict resolution and leadership skills
		3.1.2	Treat other team members respectfully and maintain composure in difficult situations.
PO 4: Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.			
Competency		Performance Indicator	
4.1	Demonstrate an understanding of the impact of managerial and industrial practices in social, economic, legal and global contexts	4.1.1	Understand and Analyze the relationship between global, socio - economic and legal aspects of business.
		4.1.2	Produce clear, well-constructed, and well supported written business documents
4.2	Demonstrate an ability to recognize ethical dilemmas and apply the Code of Ethics	4.2.1	Identify situations of unethical professional conduct and propose ethical alternatives
PO 5: Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.			
Competency		Performance Indicator	



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5.1	Demonstrate an ability to form a team and define a role for each member	5.1.1	Recognize a variety of working and learning preferences; appreciate the value of diversity on a team
		5.1.2	Implement the norms of practice (e.g. rules, roles, charters, agendas, etc.) of effective team work, to accomplish a goal.
5.2	Demonstrate success in a team based project	5.2.1	Present results as a team, with smooth integration of contributions from all individual efforts

PO 6: Perceive an aptitude for creativity, innovation and entrepreneurship.

Competency		Performance Indicator	
6.1	Demonstrate an ability to identify new trends in management practice	6.1.1	Recognize the need and be able to provide creative solutions.
		6.1.2	Recognize the need and be able to provide entrepreneurial solutions based on creative ideas.
		6.1.3	To provide entrepreneurial solutions.