

Ashoka Business School
2023-24
work load Distribution

SEM - II & SEM IV

						Division A&B	
	Code	Generic Core Courses	Credits	Semester	Faculty for A & B Div	Sign	load
Generic Core Course	201	Marketing Management	3	II	VB	4+4	8
Generic Core Course	202	Financial Magament	3	II	PG	4+4	8
Generic Core Course	203	HR Management	3	II	LG	4+4	8
Generic Core Course	204	Operations & SCM	3	II	NM	4+4	8
Gen.Elective UL	208	Geo Politics & WES	2	II	PK	2+2	4
Gen.Elective UL	209	Start-up & New Venture Mgt	2	II	HW	2+2	4
Gen.Elective UL	211	Business, Govt & Society	2	II	HW	2+2	4
Gen.Elective IL	214	Industrial Analysis Desk Research	2	II	All faculties		
Sub. Core Course	205 MKT	Marketing Research	3	II	VB		4
Sub. Core Course	206 MKT	Consumer Behavior	3	II	VA		4
Sub. Core Course	205 FIN	Fin. Mkts & Banking Oprtn	3	II	PG		4
Sub. Core Course	206 FIN	Personal Fin. Planning.	3	II	PK		4
Sub. Core Course	205 HR	Compet. Based HRM	3	II	SD	SD4	4
Sub. Core Course							
Sub. Core Course	205 BA	Basic Business Analytics using R	3	II	NM		4
Sub. Core Course	206 BA	Data Mining	3	II	VA		4
Sub. Elective Course	217 MKT	Integrated Mktg. Commn.	2	II	NT	VB2	
Sub. Elective Course	220 MKT	Digital Mktg I	2	II	HW		2
Sub. Elective Course	217 FIN	Securities Anal. & Port. Mgt	2	II	PG		2
Sub. Elective Course	219 FIN	Direct Taxation	2	II	WK	PK2	2
Sub. Elective Course	221 HR	HR Analytics	2	II	SD		
Sub. Elective Course	222 HR	Conflict & Negotiation Mgt	2	II	MW		2
Sub. Elective Course	220 BA	Tableu	2	II	NM		
Sub. Elective Course	221 BA	Data warehousing PLC Mgt	2	II	NM		2
Generic Core Course	401	Enterprise Performance Management	3	IV	PK	4+4	8
Generic Core Course	402	Indian Ethos & Business Ethics	3	IV	MW	4+4	8
Gen.Elective UL	407	Cyber Law	2	IV	WK	2+2	4
Gen.Elective UL							
Major	404 MKT	Marketing Strategy	3	IV	HW		4
Major	409 MKT	Customer Relationship Mgt	2	IV	VB		2
Major	404 FIN	Current Trends & Cases in Finance	3	IV	PG		4
Major	410 FIN	Business Valuation	2	IV	WK		2
Major	404 HR	Current Trends & Cases in HR	3	IV	SD		4
Major							
Major	404 BA	Artificial Intelligence in Business Application	3	IV	NM		4
Major	412 BA	Scala & Spark	2	IV	VA		2
Minor	403 MKT	Marketing 4.0	3	IV	HW		4
Minor	412 MKT	Retail Marketing	2	IV	VB		2
Minor	403 FIN	Financial Laws	3	IV	WK		4
Minor	413 FIN	Rural & Micro Finance	2	IV	PK		2
Minor							
Minor	412 HR	Best Practices in HRM	2	IV	SD		2
Minor	403 BA	Economics of Network Industries	3	IV	VA		4
Minor	409 BA	e-commerce analytics II	2	IV	VA		2
	292	ICS II	0	II	VB		0
	294	Human Rights	0	II	LG		0
	492	ICS IV		IV	VB		0
	494	Skill Development		IV	NM		0

[Signature]
Academic Coordinator



I/C Director
COORDINATOR
Internal Quality Assurance Cell
Ashoka Business School, Nashik

[Signature]

Ashoka Education Foundation's
ASHOKA BUSINESS SCHOOL NASHIK
Workload Distribution 2023-24 Sem I & III

SEM I		Table IV – A: Generic Core Courses						
					A Div		B Div	
Generic Core Courses		Credits	Sem	Faculty	Sign	Faculty	Sign	
101	Accounting for Business Decisions	3	I	PG	<i>[Signature]</i>	PG	<i>[Signature]</i>	8
102	Organizational Behaviour	3	I	SD	<i>[Signature]</i>	SD	<i>[Signature]</i>	8
103	Economic Analysis for Business Decisions	3	I	PK	<i>[Signature]</i>	PK	<i>[Signature]</i>	8
104	Business Research Methods	3	I	VB	<i>[Signature]</i>	VB	<i>[Signature]</i>	8
105	Basics of Marketing	3	I	HW	<i>[Signature]</i>	HW	<i>[Signature]</i>	8
106	Digital Business	3	I	VA	<i>[Signature]</i>	VA	<i>[Signature]</i>	8

		Table IV – B: Generic Elective Courses - University Level						
					Div A		Div B	
Generic Elective Courses		Credits	Sem	Faculty	Sign	Faculty	Sign	
107	Management Fundamentals	2	II	LG	<i>[Signature]</i>	LG	<i>[Signature]</i>	4
109	Entrepreneurship Development	2	II	HW	<i>[Signature]</i>	HW	<i>[Signature]</i>	4
111	Legal Aspects of Business	2	II	MW	<i>[Signature]</i>	MW	<i>[Signature]</i>	4

		Table IV – C: Generic Elective Courses - Institute Level						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
113	Verbal Communication Lab	2	II	NM	<i>[Signature]</i>	NM	<i>[Signature]</i>	4
115	Selling and Negotiation Lab	2	II	MW	<i>[Signature]</i>	MW	<i>[Signature]</i>	4
116	MS Excel	2	II	VS	<i>[Signature]</i>	VS	<i>[Signature]</i>	4

SEM III		Table IV – A: Generic Core Courses						
					A Div		B Div	
Generic Core Courses		Credits	Sem	Faculty	Sign	Faculty	Sign	
301	Strategic Management	3	III	NM	<i>[Signature]</i>	NM	<i>[Signature]</i>	8
302	Decision Science	3	III	VS	<i>[Signature]</i>	VS	<i>[Signature]</i>	8
303	Summer Internship Project	6	III	All		All		16

		Table IV – B: Generic Elective Courses						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
307	International Business Environment	2	III	PK	<i>[Signature]</i>	PK	<i>[Signature]</i>	4
309	Knowledge Management	2	III	LG	<i>[Signature]</i>	LG	<i>[Signature]</i>	4
310	Corporate Governance	2	III	VS	<i>[Signature]</i>	VS	<i>[Signature]</i>	4

Table IV – C: Subject Core

MAJOR		MARKETING						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
304 MKT	Services Marketing	3	III	VB	<i>[Signature]</i>	Core	<i>[Signature]</i>	4
313 MKT	International Marketing	2	III	HW	<i>[Signature]</i>	Electives	<i>[Signature]</i>	2
314 MKT	Digital Marketing II	2	III	HW	<i>[Signature]</i>	Electives	<i>[Signature]</i>	2

MINOR		MARKETING						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
305 MKT	Sales & Distribution Management	3	III	MW	<i>[Signature]</i>	Core	<i>[Signature]</i>	4
312 MKT	Business to Business Marketing	2	III	VB	<i>[Signature]</i>	Elective	<i>[Signature]</i>	2

MAJOR		FINANCE						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
304 FIN	Advance Financial Management	3	III	PG	<i>[Signature]</i>	Core	<i>[Signature]</i>	4
315 FIN	Indirect Taxation	2	III	VS/PK	<i>[Signature]</i>	Electives	<i>[Signature]</i>	1(1)
313 FIN	Technical Analysis	2	III	PK	<i>[Signature]</i>	Electives	<i>[Signature]</i>	2

MINOR		FINANCE						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
305 FIN	International Finance	3	III	PG	<i>[Signature]</i>	Core	<i>[Signature]</i>	4
316 FIN	Corporate Financial Restructuring	2	III	PK	<i>[Signature]</i>	Elective	<i>[Signature]</i>	2

MAJOR		HR						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
304 HR	Strategic Human Resource Management	3	III	LG	<i>[Signature]</i>	Core	<i>[Signature]</i>	4
312 HR	Talent Management	2	III	SD	<i>[Signature]</i>	Electives	<i>[Signature]</i>	2
319 HR	Change Management	2	III	MW	<i>[Signature]</i>	Electives	<i>[Signature]</i>	2

MINOR		HR						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
305 HR	HR Operations	3	III	LG	<i>[Signature]</i>	Core	<i>[Signature]</i>	4
315 HR	International HR	2	III	LG/MW	<i>[Signature]</i>	Elective	<i>[Signature]</i>	1(1)

MAJOR		BA						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
304 BA	Advance Statistical Methods	3	III	NM	<i>[Signature]</i>	Core	<i>[Signature]</i>	4
313 BA	Industrial internet of Things	2	III	NM	<i>[Signature]</i>	Electives	<i>[Signature]</i>	2
317 BA	E- Commerce Analytics	2	III	VA	<i>[Signature]</i>	Electives	<i>[Signature]</i>	2

MINOR		BA						
		Credits	Sem	Faculty	Sign	Faculty	Sign	
305 BA	Machine Learning & Cognitive Int. using Python	3	III	VA	<i>[Signature]</i>	Core	<i>[Signature]</i>	4
312 BA	Social Media, Web & Text Analytics	2	III	VA	<i>[Signature]</i>	Elective	<i>[Signature]</i>	2

Non-Credit Courses		
192	ICS	VB
194	Human Rights	LO
392	ICS II	VB
394	Skill Devpt	NM
395	Indian Constitution	LG

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Academic Coordinator





[Signature]
I/C Director
COORDINATOR



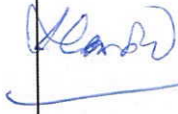
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Ashoka Business School, Nashik

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Ashoka Business School Nashik

FACULTY WISE SUBJECT ALLOCATION- SEMESTER II & IV (APR-JULY 2023)

Sr. No.	Name of the Faculty	SEM	Subject Code	Subjects taken	Theory	Practical	Total	Non Credit/Additional	Signature
1	Dr. Sarita Dhawale	II	203	Human Resource Mgt	4	0	10		
		II	203	Human Resource Mgt	4	0			
		IV	415 HR-Min	e-HRM	2	0			
		IV	409	Scala	2	0			
					10				
2	Dr. Vaibhav Bhalerao	II	201	Marketing Management	4		14		
		II	201	Marketing Management	4				
		II	205 MKTG	Marketing Research	4				
		IV	412 MKTG-Min	Retail Marketing	2				
3	Dr. Vikas Gaundare	II	205 HR	Competency Based HRM	4		14	ICS I & II, Operations Concurrent	
		IV	404 HR-MJR	Cases & Trends in HRM	4				
			221-HR	HR Analytics-Course	2				
			214	IADR	4				
4	Dr. Mahesh Wagh	II	206 MKTG	Consumer Behavior	4		16		
		IV	402	Indian Ethos & Bus. Ethics	4				
		IV	402	Indian Ethos & Bus. Ethics	4				
		IV	405	Global Strategic Mgt	2				
		IV	405	Global Strategic Mgt	2				
5	Dr. Leena Gorhe	II	206 HR	Employment Relations & LL	4		16	Human Rights	
		II	222 HR	Conflict & Negotiation Mgt	2				
		IV	408	CSR & Sustainability	2				
		IV	408	CSR & Sustainability	2				
		IV	409 HR MJR	Labor Legislations	2				
		IV	403 HR Min	Orgnal. Diagnosis & Dvpt	4				
					16				
6	Dr. Vrushali Ahire	II	206BA	Data Mining	4		15		
		II	221BA	Data Warehousing	2				
		IV	403 BA Min	Economics of Network Industri	4				
		IV	404 BA	AI in Business Applications	2				
		IV	409 BA MJR/Min	Ecommerce Analytics II	3				
7	Ms. Pooja Gholap	II	202	Financial Management	4		16+2		
		II	202	Financial Management	4				
		II	205 FIN	Fin. Mgt & Banking Opetn	4				
		IV	404 FIN MJR	Current Trends & Cases	4				
			217 FIN	Sec. Rtna & P.M.	2				
8	Ms. Pooja Kushare	II	211	Busi., Govt & Society	2		16		
		II	211	Busi., Govt & Society	2				
		II	206 FIN	Personal Fin Planning	4				
		IV	401	Enterprise Perf. Mgt	4				
		IV	401	Enterprise Perf. Mgt	4				
9	Ms. Vishakha Shah	II	208	Geo Politics & WFS	2		16		
		II	208	Geo Politics & WES	2				
		II	217 FIN	Securities Ana. & PM	2				
		II	219 FIN	Direct Taxation	2				
		IV	410 FIN	Business Valuation	2				
		IV	403 FIN Min	Financial Laws	4				
		IV	413 FIN Min	Rural & Micro Fin	2				
					16				








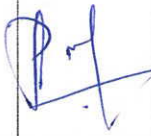


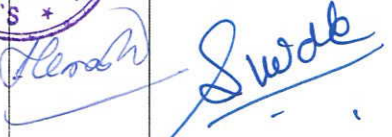
10	Dr. Nainesh Mutha	II	204	Operations & SCM	4	16	Training sessions 2
		II	204	Operations & SCM	4		
		II	205BA	Basics of BA using R	4		
		II	220BA	Tableu	2		
			220MKTG	Digital Marketing I	2		
					16		
11	Dr. Hemant Wanjare	II	209	Start-up & New Venture Mgt	2	16	
		II	209	Start-up & New Venture Mgt	2		
		II	217 MKT	Integrated Mktg. Commn.	2		
		IV	404 MKT	Marketing Strategy	4		
		IV	403 MKT	Marketing 4.0	4		
		II	409 MKT	Customer Reltn Mgt	2		
			16				




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 Ashoka Business School, Nashik

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FACULTY WISE SUBJECT ALLOCATION- SEMESTER II & IV (2022-23)

Sr. No.	Name of the Faculty	SEM	Subject Code	Subjects taken	Theory	Non Credit/Additional	Signature
1	Dr. Sarita Dhawale	II	203	Human Resource Mgt	4		
		II	203	Human Resource Mgt	4		
		IV	415 HR-Min	e-HRM	2		
					10		
2	Dr. Vaibhav Bhalerao	II	201	Marketing Management	4		
		II	201	Marketing Management	4		
		II	205 MKTG	Marketing Research	4		
		IV	412 MKTG-Mir	Retail Marketing	2		
					14		
3	Dr. Vikas Gaundare	II	205 HR	Competency Based HRM	4	ICS	
		IV	404 HR-MJR	Cases & Trends in HRM	4		
		IV	221-HR	HR Analytics	2		
					10		
4	Dr. Mahesh Wagh	II	206 MKTG	Consumer Behavior	4		
		IV	402	Indian Ethos & Bus. Ethics	4		
		IV	402	Indian Ethos & Bus. Ethics	4		
		IV	405	Global Strategic Mgt	2		
		IV	405	Global Strategic Mgt	2		
			16				
5	Dr. Leena Gorhe		206 HR	Employment Relations & LL	4		
			222 HR	Conflict & Negotiation Mgt	2		
			408	CSR & Sustainability	2		
			408	CSR & Sustainability	2		
			409 HR MJR	Labor Legislations	2		
			403 HR Min	Orgnal. Diagnosis & Dvpt	4		
			16				
6	Dr. Vrushali Ahire		206BA	Data Mining	4		
			221BA	Data Warehousing	2		
			403 BA Min	Economics of Network Indu	4		
			404 BA	AI in Business Applications	4		
			409 BA MJR/Mi	Ecommerce Analytics II	2		
			16				
7	Ms. Pooja Gholap		202	Financial Management	4		
			202	Financial Management	4		
			205 FIN	Fin. Mgt & Banking Opetn	4		
			404 FIN MJR	Current Trends & Cases	4		
			16				
8	Ms. Pooja Kushare		211	Busi., Govt & Society	2		
			211	Busi., Govt & Society	2		
			206 FIN	Personal Fin Planning	4		
			401	Enterprise Perf. Mgt	4		
			401	Enterprise Perf. Mgt	4		
			16				
9	Ms. Vishakha Shah		208	Geo Politics & WES	2		
			208	Geo Politics & WES	2		
			217 FIN	Securities Ana. & PM	2		
			219 FIN	Direct Taxation	2		
			410 FIN	Business Valuation	2		
			403 FIN Min	Financial Laws	4		
	413 FIN Min	Rural & Micro Fin	2				
			16				
10	Dr. Nainesh Mutha		204	Operations & SCM	4		
			204	Operatinns & SCM	4		
			205BA	Basics of BA using R	4		
			220BA	Tableu	2		
				Trainings MBA I & II	2		
			16				
11	Dr. Hemant Wanjare		209	Start-up & New Venture Mg	2		
			209	Start-up & New Venture Mg	2		
			217 MKT	Integrated Mktg. Commn.	2		
			404 MKT	Marketing Strategy	4		
			403 MKT	Marketing 4.0	4		
	220MKTG	Digital Marketing I	2				
			16				



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Ashoka Education Foundations

Ashoka Business School Nashik

Subject Allocation- Semester II & IV (Apr-July 2023)

Table IV – A: Generic Core Courses

Code	Generic Core Courses	Credits	Semest	Faculty for A Div	Sign	Faculty for B Div	Sign
201	Marketing Management	3	II	Prof. Vaibhav Bhalerao	VS	Prof. Vaibhav Bhalerao	VS
202	Financial Management	3	II	Dr. Pooja Gholap	PG	Dr. Pooja Gholap	PG
203	HR Management	3	II	Dr. Sarita Dhawale	SD	Dr. Sarita Dhawale	SD
204	Operations & SCM	3	II	Dr. Nainesh Mutha	NM	Dr. Nainesh Mutha	NM
214	Industrial Desk Research	2	II	All Faculty Members			

Table IV – B: Generic Electives-UJL

Code	Generic Elective Courses	Credits	Semest	Faculty for A Div	Sign	Faculty for B Div	Sign
208	Geo Politics & WES	2	II	Ms. Vishakha Shah	VSS	Ms. Vishakha Shah	VSS
209	Start-up & New Venture Mgt	2	II	Dr. Hemant Wanjare	HW	Dr. Hemant Wanjare	HW
211	Business, Govt & Society	2	II	Ms. Pooja Kushare	PK	Ms. Pooja Kushare	PK

Table IV – C: Subject Core Courses

Code	Subject Core Courses	Credits	Semest	Faculty	Sign
205 MKT	Marketing Research	3	II	Dr. Vaibhav Bhalerao	VS
206 MKT	Consumer Behavior	3	II	Dr. Mahesh Wagh	MW
205 FIN	Fin. Mkts & Banking Opnrtn	3	II	Dr. Pooja Gholap	PG
206 FIN	Personal Fin. Plg.	3	II	Ms. Pooja Kushare	PK
205 HR	Compet. Based HRM	3	II	Dr. Vikas Gaundare	VG
206 HR	Employee Relations & -L	3	II	Dr. Leena Gorhe	LG
205 BA	Basic Business Analytics using F	3	II	Dr. Nainesh Mutha	NM
206 BA	Data Mining	3	II	Dr. Vrushali Ahire	VAA

Table IV – D: Subject Elective Courses

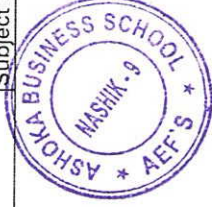
Code	Subject Elective Courses (Mar)	Credits	Semest	Faculty	Sign	Code	Subject Ele	Credits	Sem
217 MKT	Integrated Mktg. Commn.	2	II	Dr. Hemant Wanjare	HW				
220 MKT	Digital Mktg I	2	II	Dr. Vrushali Ahire	VAA				
Code	Subject Elective Courses (Fin)	Credits <td>Semest <td>Faculty <td>Sign <td>Code</td> <td>Subject Ele <td>Credits <td>Sem</td> </td></td></td></td></td>	Semest <td>Faculty <td>Sign <td>Code</td> <td>Subject Ele <td>Credits <td>Sem</td> </td></td></td></td>	Faculty <td>Sign <td>Code</td> <td>Subject Ele <td>Credits <td>Sem</td> </td></td></td>	Sign <td>Code</td> <td>Subject Ele <td>Credits <td>Sem</td> </td></td>	Code	Subject Ele <td>Credits <td>Sem</td> </td>	Credits <td>Sem</td>	Sem
217 FIN	Securities Anal. & Port. Mgt	2	II	Ms. Vishakha Shah	VSS				

Vaibhav

COORDINATOR

Internal Quality Assurance Cell

Ashoka Business School, Nashik



219 FIN	Direct Taxation	2	II	Ms. Vishakha Shah
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Code	Subject Elective Courses (Hour Credits)	Semester	Faculty	Sign	Code	Subject Ele	Credits	Sem
221 HR	HR Analysis	2	II	Dr. Leena Gorhe (Course)				
222 HR	Conflict & Negotiation Mgt	2	II	Dr. Leena Gorhe				
Code	Subject Elective Courses (Hour Credits) <td>Semester <td>Faculty <td>Sign <td>Code <td>Subject Ele <td>Credits <td>Sem</td> </td></td></td></td></td></td>	Semester <td>Faculty <td>Sign <td>Code <td>Subject Ele <td>Credits <td>Sem</td> </td></td></td></td></td>	Faculty <td>Sign <td>Code <td>Subject Ele <td>Credits <td>Sem</td> </td></td></td></td>	Sign <td>Code <td>Subject Ele <td>Credits <td>Sem</td> </td></td></td>	Code <td>Subject Ele <td>Credits <td>Sem</td> </td></td>	Subject Ele <td>Credits <td>Sem</td> </td>	Credits <td>Sem</td>	Sem
220 BA	Tableau	2	II	Dr. Nainesh Mutha				
221 BA	Data warehousing PLC Mgt	2	II	Dr. Vrushali Ahire (Course)				

292	ICS II	Dr. Vikas
294	Human Rights	Dr. Leena

SEM IV Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
401	Enterprise Performance Management	3	IV	Ms. Pooja Kushare	<i>[Signature]</i>	Ms. Pooja Kushare	<i>[Signature]</i>
402	Indian Ethics & Business Ethics	3	IV	Dr. Mahesh Wagh	<i>[Signature]</i>	Dr. Mahesh Wagh	<i>[Signature]</i>

Table IV – B: Generic Elective Courses

	Generic Elective Courses	Credits	Sem	Faculty	Sign
405	Global Strategic Management	2	IV	Dr. Mahesh Wagh	<i>[Signature]</i>
408	CSR & Sustainability	2	IV	Dr. Leena Gorhe	<i>[Signature]</i>

Table IV – C: Subject Core

MAJOR MARKETING

Core Elective	Code	Subject	Credits	Sem	Faculty	Sign
	404 MKT	Marketing Strategy	3	IV	Dr. Hemant Wanjare	<i>[Signature]</i>
	409 MKT	Customer Relationship Mgt	2	IV	Dr. Vaibhav Bhalerao	<i>[Signature]</i>

MAJOR FINANCE

Core Elective	Code	Subject	Credits	Sem	Faculty	Sign
	404 FIN	Current Trends & Cases in Finance	3	IV	Dr. Pooja Gholap	<i>[Signature]</i>
	410 FIN	Business Valuation	2	IV	Ms. Vishakha Shah	<i>[Signature]</i>



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ASHOKA BUSINESS SCHOOL NASHIK
Workload Distribution 2022-23 Sem I & III

SEM I

Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
101	Accounting for Business Decisions	3	I	Ms. Pooja Gholap	OK	Ms. Pooja Gholap	OK
102	Organizational Behaviour	3	I	Dr. Vikas G		Dr. Vikas G	
103	Economic Analysis for Business Decisions	3	I	Pooja Kushare	P/K	Pooja Kushare	P/K
104	Business Research Methods	3	I	Dr. Vaibhav Bhalerao	V/B	Dr. Vaibhav Bhalerao	V/B
105	Basics of Marketing	3	I	New Faculty/Visiting		New Faculty/Visiting	
106	Digital Business	3	I	Dr. Sarita Dhawale	S/D	Dr. Sarita Dhawale	S/D

Table IV – B: Generic Elective Courses - University Level

	Generic Elective Courses	Credits	Sem	Div A		Div B	
				Faculty	Sign	Faculty	Sign
107	Management Fundamentals	2	II	Dr. Leena Gorhe	L/G	Dr. Leena Gorhe	L/G
109	Entrepreneurship Development	2	II	Pooja Kushare	P/K	Pooja Kushare	P/K
111	Legal Aspects of Business	2	II	CA Vishal Zaware	V/Z	CA Vishal Zaware	V/Z

Table IV – C: Generic Elective Courses - Institute Level

113	Verbal Communication Lab	2	II	Mr. Mandar Dixit	M/D	Mr. Mandar Dixit	M/D
115	Selling and Negotiation Lab	2	II	Pooja Kushare	P/K	Pooja Kushare	P/K
116	MS Excel	2	II	CA Vishal Zaware	V/Z	CA Vishal Zaware	V/Z

SEM III

Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
301	Strategic Management	3	III	Dr. Vaibhav Bahlerao	V/B	Dr. Vaibhav Bahlerao	V/B
302	Decision Science	3	III				
303	Summer Internship Project	6	III	All the faculties		All the faculties	

Table IV – B: Generic Elective Courses

	Generic Elective Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
307	International Business Environment	2	III	CA Vishal Zaware	V/Z	CA Vishal Zaware	V/Z
309	Knowledge Management	2	III	Dr. Leena Gorhe	L/G	Dr. Leena Gorhe	L/G
310	Corporate Governance	2	III				

Table IV – C: Subject Core

MAJOR MARKETING

Core	304 MKT	Services Marketing	3	III	Dr. Narendra Telrandhe		
Electives	313 MKT	International Marketing	2	III			
	314 MK I	Digital Marketing II	2	III			

MAJOR FINANCE

Core	304 FIN	Advance Financial Management	3	III	Ms. Pooja Gholap	P/G	
Electives	315 FIN	Indirect Taxation	2	III	CA Vishal Zaware		
	317 FIN	Financial Modelling	2	III	CA Vishal Zaware		

MAJOR HR

Core	304 HR	Strategic Human Resource Management	3	III	Dr. Leena Gorhe	L/G	
Electives	312 HR	Talent Management	2	III	Dr. Sarita Dhawale	S/D	
	319 HR	Change Management	2	III	Dr. Vikas G		

MINOR MARKETING

Core	305 MKT	Sales & Distribution Management	3	III			
Elective	312 MKT	Business to Business Marketing	2	III			

MINOR FINANCE

Core	305 FIN	International Finance	3	III	Ms. Pooja Gholap	P/G	
Elective	316 FIN	Corporate Financial Restructuring	2	III	CA Vishal Zaware		

MINOR HR

Core	305 HR	HR Operations	3	III	Dr. Vikas G		
Elective	315 HR	International HR	2	III	Dr. Leena Gorhe	L/G	

MINOR BUSINESS ANALYTICS

Core	305BA	Machine Learning & Cognitive Int. using Python	3	III			
Elective	312 BA	Social Media, Web & Text Analytics	2	III			

Non-Credit Courses

192	ICS	Dr. Vikas G	
194	Human Rights	Dr. Leena G	L/G
392	ICS II	Dr. Vikas G	
394	Skill Devpt	Mr. Mandar D	
395	Indian Constitution	Dr. Leena G	L/G

Academic Coordinator

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SEM I

Table IV – A: Generic Core Courses

	A Div				B Div		
	Generic Core Courses	Credits	Sem	Faculty	Sign	Faculty	Sign
101	Accounting for Business Decisions	3	I	Ms. Pooja Gholap	<i>[Signature]</i>	Ms. Pooja Gholap	<i>[Signature]</i>
102	Organizational Behaviour	3	I	Dr. Vikas Gaundare		Dr. Vikas Gaundare	
103	Economic Analysis for Business Decis	3	I	Mr. Harshal Dayma		Mr. Harshal Dayma	
104	Business Research Methods	3	I	Mr. Vaibhav Bhalerao	<i>[Signature]</i>	Mr. Vaibhav Bhalerao	<i>[Signature]</i>
105	Basics of Marketing	3	I	Ms. Tanaya Patil		Ms. Tanaya Patil	
106	Digital Business	3	I	Dr. Sarita Dhawale	<i>[Signature]</i>	Dr. Sarita Dhawale	<i>[Signature]</i>

Table IV – B: Generic Elective Courses - University Level

	Generic Elective Courses	Credits	Sem	Faculty	Sign	Faculty	Sign
107	Management Fundamentals	2	I	Ms. Pooja Gholap	<i>[Signature]</i>	Ms. Manisha Bhamre	
109	Entrepreneurship Development	2	I	Dr. Rupali Khaire		Dr. Rupali Khaire	
111	Legal Aspects of Business	2	I	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – C: Generic Elective Courses - Institute Level

	Generic Elective Courses	Credits	Sem	Faculty	Sign	Faculty	Sign
113	Verbal Communication Lab	2	I	Dr. Rupali Khaire		Dr. Rupali Khaire	
115	Selling and Negotiation Lab	2	I	Ms. Tanaya Patil		Ms. Tanaya Patil	
116	MS Excel	2	I	Harshal Dayma		Harshal Dayma	

Non-credit Courses

291	Human Rights II			Prof. Manisha Bhamre			
292	ICS II			Dr. Sarita Dhawale	<i>[Signature]</i>		

Academic Coordinator



[Signature]
In-charge Director

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Ashoka Business School, Nashik

ASHOKA BUSINESS SCHOOL NASHIK

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SEM I

Table IV – A: Generic Core Courses

Generic Core Courses	Credits	Sem	A Div		B Div	
			Faculty	Sign	Faculty	Sign
101 Accounting for Business Decisions	3	I	Ms. Pooja Gholap		Ms. Pooja Gholap	
102 Organizational Behaviour	3	I	Dr. Vikas Gaundare		Dr. Vikas Gaundare	
103 Economic Analysis for Business Decisions	3	I	Mr. Harshal Dayma		Mr. Harshal Dayma	
104 Business Research Methods	3	I	Mr. Vaibhav Bhalerao		Mr. Vaibhav Bhalerao	
105 Basics of Marketing	3	I	Ms. Tanaya Patil		Ms. Tanaya Patil	
106 Digital Business	3	I	Dr. Sarita Dhawale		Dr. Sarita Dhawale	

Table IV – B: Generic Elective Courses - University Level

Generic Elective Courses	Credits	Sem	Div A		Div B	
			Faculty	Sign	Faculty	Sign
107 Management Fundamentals	2	II	Ms. Pooja Gholap		Ms. Manisha Bhamre	
109 Entrepreneurship Development	2	II	Dr. Rupali Khaire		Dr. Rupali Khaire	
111 Legal Aspects of Business	2	II	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – C: Generic Elective Courses - Institute Level

113 Verbal Communication Lab	2	II	Dr. Rupali Khaire		Dr. Rupali Khaire	
115 Selling and Negotiation Lab	2	II	Ms. Tanaya Patil		Ms. Tanaya Patil	
116 MS Excel	2	II	Harshal Dayma & Pooja Kushare		Harshal Dayma & Pooja Kushare	

SEM IV

Table IV – A: Generic Core Courses

Generic Core Courses	Credits	Sem	A Div		B Div	
			Faculty	Sign	Faculty	Sign
401 Enterprise Performance Management	3	III	Ms. Pooja Kushare		Ms. Pooja Kushare	
402 Indian Ethos & Business Ethics	3	III	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – B: Generic Elective Courses

Generic Elective Courses	Credits	Sem	A Div		B Div	
			Faculty	Sign	Faculty	Sign
405 Global Strategic Management	2	III	Dr. Vaibhav Bhalerao		Dr. Rupali Khaire	
408 CSR & Sustainability	2	III	Mr. Harshal Dayma		Mr. Harshal Dayma	

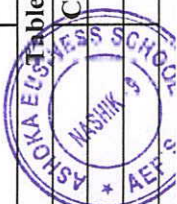
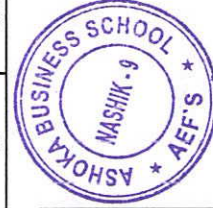


Table IV – C: Subject Core

MAJOR MARKETING						
Core	404 MKT	Marketing Strategy	3	III	Ms. Tanaya Patil	
Electives	409 MKT	Customer Relationship Mgt	2	III	Ms. Pooja Gholap	
MAJOR FINANCE						
Core	404 FIN	Current Trends & Cases in Finance	3	III	Ms. Pooja Gholap	
Electives	410 FIN	Business Valuation	2	III	Ms. Pooja Kushare	
MAJOR HR						
Core	404 HR	Current Trends & Cases in HR	3	III	Dr. Sarita Dhawale	
Electives	409 HR	Labor Legislations	2	III	Ms. Manisha Bhamre	
MINOR MARKETING						
Core	403 MKT	Marketing 4.0	3	III	Dr. Vaibhav Bhalerao	
Elective	412 MKT	Retail Marketing	2	III	Dr. Vaibhav Bhalerao	
MINOR FINANCE						
Core	403 FIN	Financial Laws	3	III	Ms. Pooja Kushare	
Elective	413 FIN	Rural & Micro Finance	2	III	Ms. Harshal Dayma	
MINOR HR						
Core	403 HR	Organizational Dignosis & Development	3	III	Dr. Vikas Gaundare	
Elective	415 HR	E-HRM	2	III	Dr. Vikas Gaundare	
MINOR BUSINESS ANALYTICS						
Core	403 BA		3	III	VISITING	
Elective	BA		2	III	VISITING	



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Non-Credit Courses					
192	ICS	Dr. Vikas Gaundare			
194	Human Rights	Ms. Manisha Bhamre			
491	Human Rights II	Ms. Manisha Bhamre			
494	Skill Development II	Dr. Rupali Kahire			

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Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
101	Accounting for Business Decisions	3	I	Ms. Pooja Gholap		Ms. Pooja Gholap	
102	Organizational Behaviour	3	I	Dr. Vikas Gaundare		Dr. Vikas Gaundare	
103	Economic Analysis for Business Decisions	3	I	Mr. Harshal Dayma		Mr. Harshal Dayma	
104	Business Research Methods	3	I	Mr. Vaibhav Bhalerao		Mr. Vaibhav Bhalerao	
105	Basics of Marketing	3	I	Ms. Vandana Sharma		Ms. Vandana Sharma	
106	Digital Business	3	I	Dr. Sarita Dhawale		Dr. Sarita Dhawale	

Table IV – B: Generic Elective Courses - University Level

	Generic Elective Courses	Credits	Sem	Div A		Div B	
				Faculty	Sign	Faculty	Sign
107	Management Fundamentals	2	II	Dr. Shilpa Bhalgat		Dr. Shilpa Bhalgat	
109	Entrepreneurship Development	2	II	Dr. Rupali Khaire		Dr. Rupali Khaire	
111	Legal Aspects of Business	2	II	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – C: Generic Elective Courses - Institute Level

113	Verbal Communication Lab	2	II	Ms. Manisha Bhamre		Ms. Manisha Bhamre	
115	Selling and Negotiation Lab	2	II	Ms. Vandana Sharma		Ms. Vandana Sharma	
116	MS Excel	2	II	Dr. Sarita Dhawale		Dr. Vikas Gaundare	



Dr. Rupali Khaire		Dr. Vikas Gaundare		Dr. Sarita Dhawale	
2	109	4	102	4	106
2	109	4	102	4	106
2	308	2	115	2	116
2	308	4	304 HR	4	304 HR
8		14		14	

Dr. Vaibhav Bhalerao		Ms. Vandana Sharma		Ms. Manisha Bhamre	
4	104	4	105	2	111
4	104	4	105	2	111
2/4/2	301	2	115	2	113
2/4	301	2	115	2	113
2	313 MKT	4	305 MKT	2	310
16		16		14	

Ms. Pooja Gholap		Mr. Harshal Dayma		Dr. Shilpa Bhalgat	
4	101	4	103	2	107
4	101	4	103	2	107
4	304 FIN	2	306	2	312 MKT
2	314 FIN	2	306	2	315 HR
2	315 FIN	4	305 FIN	2	312 MKT
16		2	315 FIN	4	304 MKT
		18		2	315 HR

Visiting-			
302	Decision Science	8	
	Business Analytics Core Elective	4	
	Business Analytics Elective	2	
		14	



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Dr. Rupali Khaire	
2	109 Entrepreneurship Development
2	109 Entrepreneurship Development
2	301 Strategic Management
2	301 Strategic Management
8	

Dr. Vaibhav Bhalerao	
4	104 Business Research Methods
4	104 Business Research Methods
2	301 Strategic Management
2	301 Strategic Management
2	313 MKT International Marketing
2	312 MKT Business to Business Marketing
16	

Ms. Pooja Gholap	
4	101 Accounting for Business Decisions
4	101 Accounting for Business Decisions
4	304 FIN Advance Financial Management
2	314 FIN Commodities Markets
2	312 FIN Commodities Markets (Minor)
2	313FIN Technical Analysis of Fin. Markets
18	

Visiting-	302	Decision Science	3
		Business Analytics Core Elective	4
		Business Analytics Elective	2
			14

Dr. Vikas Gaundare	
4	102 Organizational Behavior
4	102 Organizational Behavior
2	116 MS Excel
4	304 HR SHRM (Minor)
14	

Ms. Vandana Sharma	
4	105 Basics of Marketing
4	105 Basics of Marketing
2	115 Selling and Negotiation Lab
2	115 Selling and Negotiation Lab
4	305 MKT Sales & Distribution Management
16	

Mr. Harshal Dayma	
4	103 Economic Analysis for Business Decisions
4	103 Economic Analysis for Business Decisions
2	306 International Business Economics
2	306 International Business Economics
4	305 FIN International Finance (Minor)
16	

Dr. Sarita Dhawale	
4	106 Digital Business
4	106 Digital Business
2	116 MS Excel
4	304 HR SHRM
14	

Ms. Manisha Bhamre	
2	111 Legal Aspects of Business
2	111 Legal Aspects of Business
2	113 Verbal Communication Lab
2	113 Verbal Communication Lab
2	310 Corporate Governance
2	310 Corporate Governance
2	312 HR Talent Management
2	315 HR International HR
16	

Dr. Shilpa Bhalgat	
2	107 Management Fundamentals
2	107 Management Fundamentals
2	312 MKT Business to Business Marketing (Minor)
2	308 Project Management
2	308 Project Management
4	304 MKT Services Mktg(Minor)
2	315 HR International HR(Minor)
16	



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Table IV – A: Generic Core Courses

Code	Generic Core Courses	Credits	Semester	Faculty Name	
201	Marketing Management	3	II	Dr. Vaibhav Bhalerao	VK
202	Financial Management	3	II	Ms. Pooja Gholap	
203	HR Management	3	II	Dr. Sarita Dhawale	
204	Operations & SCM	3	II	Mr. Manoj Mahanubhav	
	Industrial Desk Research	2	II	All faculties	

Table IV – B: Generic Electives-UL

Code	Generic Elective Courses	Credits	Semester	Faculty Name	
208	Geo Politics & WES	2	II	Ms. Pooja Gholap	
209	Start-up & New Venture Mgt	2	II	Mr. Manoj Mahanubhav	
211	Business, Govt & Society	2	II	Ms. Manisha Bhamre	

Table IV – C: Subject Core Courses

Code	Subject Core Courses	Credits	Semester	Faculty	Sign
205 MKT	Marketing Research	3	II	Dr. Vaibhav Bhalerao	VK
206 MKT	Consumer Behavior	3	II	Dr. Tanaya Patil	
205 FIN	Fin. Mkts & Banking Oprtn	3	II	Ms. Pooja Gholap	
206 FIN	Personal Fin. Plg.	3	II	Mr. Manoj Mahanubhav	
205 HR	Compet. Based HRM	3	II	Dr. Vikas Gaundare	
206 HR	Employee Relations & LL	3	II	Dr. Sarita Dhawale	

Table IV – D: Subject Elective Courses

Code	Subject Elective Courses (Marketing Management)	Credits	Semester	Faculty	Sign
217 MKT	Integrated Mktg. Commn.	2	II	Dr. Tanaya Patil	
220 MKT	Digital Mktg I	2	II	Dr. Sarita Dhawale	
Code	Subject Elective Courses (Financial Management)	Credits	Semester	Faculty	Sign
217 FIN	Securities Anal. & Port. Mgt	2	II	Ms. Pooja Gholap	
219 FIN	Direct Taxes	2	II	Mr. Manoj Mahanubhav	
Code	Subject Elective Courses (Human Resources Management)	Credits	Semester	Faculty	Sign
218 HR	Lab in Recruitment & Selection	2	II	Dr. Sarita Dhawale	
222 HR	Conflict & Negotiation Mgt	2	II	Dr. Vikas Gaundare	

Non-credit Courses

Code	Course	Credits	Semester	Faculty	Sign
291	Human Rights II			Prof. Manisha Bhamre	
292	ICS II			Dr. Sarita Dhawale	

SEM IV Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	Faculty	Sign
401	Enterprise Performance Management	3	IV	Mr. Manoj Mahanubhav	
402	Indian Ethos & Business Ethics	3	IV	Visiting	

Table IV – B: Generic Elective Courses

	Generic Elective Courses	Credits	Sem	Faculty	Sign
405	Global Strategic Management	2	IV	Visiting	
408	CSR & Sustainability	2	IV	Dr. Tanaya Patil	

Table IV – C: Subject Core

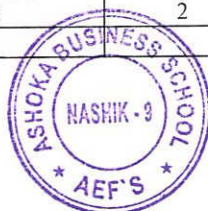
MAJOR MARKETING

Code	Subject Core Courses	Credits	Semester	Faculty	Sign
404 MKT	Marketing Strategy	3	IV	Dr. Vaibhav B	VK
409 MKT	Customer Relationship Mgt	2	IV	Dr. Tanaya Patil	

MAJOR FINANCE

Code	Subject Core Courses	Credits	Semester	Faculty	Sign
404 FIN	Current Trends & Cases in Finance	3	IV	Ms. Pooja Gholap	
410 FIN	Business Valuation	2	IV	Mr. Manoj Mahanubhav	

MAJOR HR



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ASHOKA BUSINESS SCHOOL NASHIK

Faculty wise Subject Allocation Chart sem I & III (Jan-May 2022) Academic Year 2021-22

Sr. No.	Name of the Faculty	Subject Code	Subjects taken	Theory	Practicum	Sign.
1	Dr. Sarita Dhawale	106	Digital Business	4	BA ICE	
		106	Digital Business	4		
		309	Knowledge Management (A-Div)	2		
		304-HR	SHRM	4		
		314 Mkt	Digital Marketing II	2		
				16		
2	Dr. Vikas Gaundare	102 A	Organizational Behavior	4	Oeprations ICE	
		102 B	Organizational Behavior	4		
		309	Knowledge Management (B-Div)	2		
		315 HR	International HR (Minor)	2		
		107	Management Fundamentals(A-Div)	2		
		305 HR	HR Operations(Minor)	2		
				16		
3	Ms. Manisha Bhamre	111	Legal Aspects of Business	2	Human Rights 394	
		111	Legal Aspects of Business	2		
		113	Verbal Communication Lab	2		
		113	Verbal Communication Lab	2		
		310	Corporate Governance	2		
		310	Corporate Governance	2		
		312 HR	Talent Management	2		
		319 HR	Change Management	2		
				18		
4	Dr. Vaibhav Bhalerao	104	Business Research Methods	4	NA	
		104	Business Research Methods	4		
		304 Mkt	Services Marketing	4		
		301	Strategic Management-A-Div	4		
		301	Strategic Management-A-Div	4		
				20		
4	Mr. Hemant Wanjare	105	Basics of Marketing			
		105	Basics of Marketing			
		303	Startup and New Venture			
		303	Startup and New Venture			
5	Dr. Tanaya Patil	105	Basics of Marketing	4	NA	
		105	Basics of Marketing	4		
		115	Selling and Negotiation Lab	2		
		115	Selling and Negotiation Lab	2		
		313 MKT	International Marketing	2		
		305 MKT	Sales & Distribution Management-Minor	4		
				18		
		103	Economic Analysis for Business	4		
		103	Economic Analysis for Business	4		



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Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
101	Accounting for Business Decisions	3	I	Ms. Pooja Gholap	<i>[Signature]</i>	Ms. Pooja Gholap	<i>[Signature]</i>
102	Organizational Behaviour	3	I	Dr. Vikas Gaundare		Dr. Vikas Gaundare	
103	Economic Analysis for Business Decisions	3	I	Mr. Harshal Dayma		Mr. Harshal Dayma	
104	Business Research Methods	3	I	Mr. Vaibhav Bhalerao	<i>[Signature]</i>	Mr. Vaibhav Bhalerao	<i>[Signature]</i>
105	Basics of Marketing	3	I	Ms. Tanaya Patil		Ms. Tanaya Patil	
106	Digital Business	3	I	Dr. Sarita Dhawale	<i>[Signature]</i>	Dr. Sarita Dhawale	<i>[Signature]</i>

Table IV – B: Generic Elective Courses - University Level

	Generic Elective Courses	Credits	Sem	Div A		Div B	
				Faculty	Sign	Faculty	Sign
107	Management Fundamentals	2	II	Ms. Pooja Gholap	<i>[Signature]</i>	Dr. Rupali Khaire	
109	Entrepreneurship Development	2	II	Dr. Rupali Khaire		Dr. Rupali Khaire	
111	Legal Aspects of Business	2	II	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – C: Generic Elective Courses - Institute Level

113	Verbal Communication Lab	2	II	Ms. Manisha Bhamre		Ms. Manisha Bhamre	
115	Selling and Negotiation Lab	2	II	Ms. Tanaya Patil		Ms. Tanaya Patil	
116	MS Excel	2	II	Dr. Vikas Gaundare		Dr. Vikas Gaundare	

SEM III

Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
301	Strategic Management	3	III	Mr. Vaibhav Bhalerao	<i>[Signature]</i>	Dr. Rupali Khaire	
302	Decision Science	3	III	Prof. Datta Pawase (Visiting)		Prof. Datta Pawase (Visiting)	
303	Summer Internship Project	4	III	All Faculties		All Faculties	

Table IV – B: Generic Elective Courses

	Generic Elective Courses	Credits	Sem	Faculty	Sign		
307	International Business Environment	2	III	Mr. Harshal Dayma		Mr. Harshal Dayma	
309	Knowledge Management	2	III	Mr. Harshal Dayma		Dr. Sarita Dhawale	
310	Corporate Governance	2	III	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – C: Subject Core

		Code	Course Name	Credits	Sem	Faculty	Sign		
Core	304 MKT	Services Marketing	3	III	Dr. Vaibhav Bhalerao	<i>[Signature]</i>			
Electives	313 MKT	International Marketing	2	III	Ms. Tanaya Patil				
	314 MKT	Digital Marketing II	2	III	Dr. Sarita Dhawale	<i>[Signature]</i>			
		MAJOR FINANCE							
Core	304 FIN	Advance Financial Management	3	III	Ms. Pooja Gholap	<i>[Signature]</i>			
Electives	315 FIN	Indirect Taxation	2	III	Mr. Harshal Dayma				
	313 FIN	Technical Analysis	2	III	Ms. Pooja Gholap				
		MAJOR HR							
Core	304 HR	Strategic Human Resource Management	3	III	Dr. Sarita Dhawale	<i>[Signature]</i>			
Electives	312 HR	Talent Management	2	III	Ms. Manisha Bhamre				
	319 HR	Change Management	2	III	Ms. Manisha Bhamre				
		MINOR MARKETING							
Core	305 MKT	Sales & Distribution Management	3	III	Ms. Tanaya Patil				
Elective	312 MKT	Business to Business Marketing	2	III	Dr. Vaibhav Bhalerao	<i>[Signature]</i>			
		MINOR FINANCE							
Core	305 FIN	International Finance	3	III	Mr. Harshal Dayma				
Elective	314 FIN	Commodities Markets	2	III	Ms. Pooja Gholap	<i>[Signature]</i>			
		MINOR HR							
Core	305 HR	HR Operations	3	III	Dr. Vikas Gaundare + Ms Manisha Bhamre				
Elective	315 HR	International HR	2	III	Dr. Vikas Gaundare				
		MINOR BUSINESS ANALYTICS							
Core	305BA	Machine Learning & Cognitive int. using Python	3	III	VISITING <i>[Signature]</i>		<i>[Signature]</i>		
Elective	312 BA	Social Media, Web & Text Analytics	2	III	VISITING				

Non-Credit Courses

192	ICS	Dr. Vikas Gaundare
194	Human Rights	Ms. Manisha Bhamre
392	ICS II	Dr. Vikas Gaundare
394	Skill Development	Dr. Rupali Kahire

Academic Coordinator

[Signature]
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Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
101	Accounting for Business Decisions	3	I	Ms. Pooja Gholap	<i>df</i>	Ms. Pooja Gholap	<i>df</i>
102	Organizational Behaviour	3	I	Dr. Vikas Gaundare		Dr. Vikas Gaundare	
103	Economic Analysis for Business Decisions	3	I	Mr. Harshal Dayma		Mr. Harshal Dayma	
104	Business Research Methods	3	I	Mr. Vaibhav Bhalerao	<i>VB</i>	Mr. Vaibhav Bhalerao	<i>VB</i>
105	Basics of Marketing	3	I	Ms. Tanaya Patil		Ms. Tanaya Patil	
106	Digital Business	3	I	Dr. Sarita Dhawale	<i>sd</i>	Dr. Sarita Dhawale	<i>sd</i>

Table IV – B: Generic Elective Courses - University Level

	Generic Elective Courses	Credits	Sem	Div A		Div B	
				Faculty	Sign	Faculty	Sign
107	Management Fundamentals	2	II	Ms. Pooja Gholap	<i>df</i>	Ms. Manisha Bhamre	
109	Entrepreneurship Development	2	II	Dr. Rupali Khaire		Dr. Rupali Khaire	
111	Legal Aspects of Business	2	II	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – C: Generic Elective Courses - Institute Level

113	Verbal Communication Lab	2	II	Dr. Rupali Khaire		Dr. Rupali Khaire	
115	Selling and Negotiation Lab	2	II	Ms. Tanaya Patil		Ms. Tanaya Patil	
116	MS Excel	2	II	Harshal Dayma		Pooja Kushare	

SEM IV

Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
401	Enterprise Performance Management	3	III	Ms. Pooja Kushare	<i>PK</i>	Ms. Pooja Kushare	<i>PK</i>
402	Indian Ethos & Business Ethics	3	III	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – B: Generic Elective Courses

	Generic Elective Courses	Credits	Sem	Faculty	Sign		
405	Global Strategic Management	2	III	Dr. Vaibhav Bhalerao	<i>VB</i>	Dr. Rupali Khaire	
408	CSR & Sustainability	2	III	Mr. Harshal Dayma		Mr. Harshal Dayma	

Table IV – C: Subject Core

MAJOR MARKETING

Core	404 MKT	Marketing Strategy	3	III	Ms. Tanaya Patil		
Electives	409 MKT	Customer Relationship Mgt <i>B2B</i>	2	III	Ms. Pooja Gholap	<i>df</i>	

MAJOR FINANCE

Core	404 FIN	Current Trends & Cases in Finance	3	III	Ms. Pooja Gholap	<i>PK</i>	
Electives	410 FIN	Business Valuation	2	III	Ms. Pooja Kushare	<i>PK</i>	

MAJOR HR

Core	404 HR	Current Trends & Cases in HR	3	III	Dr. Sarita Dhawale	<i>sd</i>	
Electives	409 HR	Labor Legislations	2	III	Ms. Manisha Bhamre		

MINOR MARKETING

Core	403 MKT	Marketing 4.0	3	III	Dr. Vaibhav Bhalerao	<i>VB</i>	
Elective	412 MKT	Retail Marketing	2	III	Dr. Vaibhav Bhalerao		

MINOR FINANCE

Core	403 FIN	Financial Laws	3	III	Ms. Pooja Kushare	<i>PK</i>	
Elective	413 FIN	Rural & Micro Finance	2	III	Mr. Harshal Dayma		

MINOR HR

Core	403 HR	Organizational Diagnosis & Development	3	III	Dr. Vikas Gaundare		
Elective	415 HR	E-HRM	2	III	Dr. Vikas Gaundare		

MINOR BUSINESS ANALYTICS

Core	404 BA	Artificial Intelligence in Business Applications	3	III	VISITING		
Elective	BA		2	III	VISITING		

Non-Credit Courses

192	ICS	Dr. Sarita Dhawale <i>sd</i>
194	Human Rights	Ms. Manisha Bhamre
491	Human Rights II	Ms. Manisha Bhamre
494	Skill Development II	Dr. Rupali Kahire



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ASHOKA BUSINESS SCHOOL NASHIKFaculty wise Subject Allocation Chart
Sem I & IV (Jan-May 2021)

* The subject allocation is considering the classroom teaching with normal conditions and it may change as per SRA/Govt. regulations

Sr. No.	Name of the Faculty	Subject Code	Subjects taken	Subject Status	Theory	Practicum	Sign.
1	Dr. Rupali Khaire	109	Entrepreneurship Development	UL	2	394-Skill Devpt	
		109	Entrepreneurship Development	UL	2		
		113	Verbal communication Lab	IL	2		
		113	Verbal communication Lab	IL	2		
		405 A	Global Strategic Management	UL	2		
					10	06 Online	
2	Dr. Sarita Dhawale	106	Digital Business	Core	4	Concurrent of BA Major & Minor & IC5-I 192	Dhawale 21/1/2021
		106	Digital Business	Core	4		
		404 HR Major	Current Trends & Cases in IIR	Core	4		
					12	08 Online	
3	Dr. Vikas Gaundare	102 A	Organizational Behavior	Core	4		Vikas Gaundare 21/1/21
		102 B	Organizational Behavior	Core	4		
		403 HR Minor	Organizational Diagnosis & Development	Core	4		
		415 HR Minor	E-HRM	IL	2		
					14	10 Online	
4	Ms Manisha Bhamre	111	Legal Aspects of Business	UL	2	Human Rights II 394	Ms Manisha Bhamre 21/1/2021
		111	Legal Aspects of Business	UL	2		
		402	Indian Ethos & Business Ethics	Core	4		
		402	Indian Ethos & Business Ethics	Core	4		
		409 HR Major	Labor Legislations	IL	2		
		107	Management Fundamentals(D-Div)	UL	2		
					16	10 Online	
5	Dr. Vaibhav Bhalerao	104	Business Research Methods	Core	4	NA	
		104	Business Research Methods	Core	4		
		405 B	Global Strategic Management	UL	2		
		403 Mktg Minor	Marketing 4.0	Core	4		
		412 Mktg Minor	Retail Marketing	IL	2		
					16	12 Online	
6	Ms. Tanuja Patil	105	Basics of Marketing	Core	4		Sharma
		105	Basics of Marketing	Core	4		

6	Ms. Tanaya Patil	115	Selling and Negotiation Lab	IL	2	NA	
		115	Selling and Negotiation Lab	IL	2		
		404 Mktg Major	Marketing Strategy	Core	4		
					16	10	
7	Mr. Harshal Dayma	103	Economic Analysis for Business Decisions	Core	4	NA	
		103	Economic Analysis for Business Decisions	Core	4		
		116 A	MS Excel (Basic Certificate course)	IL	2		
		408	CSR & Sustainability	UL	2		
		408	CSR & Sustainability	UL	2		
		413 Fin Minor	Rural & Micro Finance	IL	2		
					16	10	
8	Ms. Pooja Gholap	101	Accounting for Business Decisions	Core	4	NA	
		101	Accounting for Business Decisions	Core	4		
		107	Management Fundamentals-A-Div	UL	2		
		404 Fin Major	Current Trends & Cases in Finance	Core	4		
		409 Mktg Major	Customer Relationship Mgt	IL	2		
					16	12	
9	Ms. Pooja Kushare	401	Enterprise Performance Management	Core	4	NA	
		401	Enterprise Performance Management	Core	4		
		403 Fin Minor	Financial Laws	Core	4		
		410 Fin Major	Business Evaluation	IL	2		
		116 B	MS Excel (Basic Certificate course)	IL	2		
					16	12	
10	Visiting Faculty 2	BA			4		
		BA			2		
					6		

Dr. Anurag
WDr. Shivade | KTHM.

SEM I

Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
101	Accounting for Business Decisions	3	I	Ms. Pooja Gholap		Ms. Pooja Gholap	
102	Organizational Behaviour	3	I	Dr. Vikas Gaundare		Dr. Vikas Gaundare	
103	Economic Analysis for Business Decisions	3	I	Mr. Harshal Dayma		Mr. Harshal Dayma	
104	Business Research Methods	3	I	Mr. Vaibhav Bhalerao		Mr. Vaibhav Bhalerao	
105	Basics of Marketing	3	I	Ms. Tanaya Patil		Ms. Tanaya Patil	
106	Digital Business	3	I	Dr. Sarita Dhawale		Dr. Sarita Dhawale	

Table IV – B: Generic Elective Courses - University Level

	Generic Elective Courses	Credits	Sem	Div A		Div B	
				Faculty	Sign	Faculty	Sign
107	Management Fundamentals	2	II	Ms. Pooja Gholap		Ms. Manisha Bhamre	
109	Entrepreneurship Development	2	II	Dr. Rupali Khaire		Dr. Rupali Khaire	
111	Legal Aspects of Business	2	II	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – C: Generic Elective Courses - Institute Level

113	Verbal Communication Lab	2	II	Dr. Rupali Khaire		Dr. Rupali Khaire	
115	Selling and Negotiation Lab	2	II	Ms. Tanaya Patil		Ms. Tanaya Patil	
116	MS Excel	2	II	Harshal Dayma & Pooja Kushare		Harshal Dayma & Pooja Kushare	

SEM IV

Table IV - A: New Courses

Generic Core Courses		A Div		B Div			
Course No.	Description	Credits	Sem	Faculty	Sign	Faculty	Sign
401	Enterprise Performance Management	3	III	Ms. Pooja Kushare		Ms. Pooja Kushare	
402	Indian Ethos & Business Ethics	3	III	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV - B: Generic Elective Courses

Generic Elective Courses		A Div		B Div			
Course No.	Description	Credits	Sem	Faculty	Sign	Faculty	Sign
405	Global Strategic Management	2	III	Dr. Vaibhav Bhalerao		Dr. Rupali Khaire	
408	CSR & Sustainability	2	III	Mr. Harshal Dayma		Mr. Harshal Dayma	

Table IV - C: Subject Core

MAJOR MARKETING		A Div		B Div			
Course No.	Description	Credits	Sem	Faculty	Sign	Faculty	Sign
404 MKT	Marketing Strategy	3	III	Ms. Tanaya Patil			
409 MKT	Customer Relationship Mgt	2	III	Ms. Pooja Gholap			
MAJOR FINANCE							
404 FIN	Current Trends & Cases in Finance	3	III	Ms. Pooja Gholap			
410 FIN	Business Valuation	2	III	Ms. Pooja Kushare			
MAJOR HR							
404 HR	Current Trends & Cases in HR	3	III	Dr. Sarita Dhawale			
409 HR	Labor Legislations	2	III	Ms. Manisha Bhamre			
MINOR MARKETING							
403 MKT	Marketing 4.0	3	III	Dr. Vaibhav Bhalerao			
412 MKT	Retail Marketing	2	III	Dr. Vaibhav Bhalerao			
MINOR FINANCE							
403 FIN	Financial Laws	3	III	Ms. Pooja Kushare			
413 FIN	Rural & Micro Finance	2	III	Mr. Harshal Dayma			
MINOR HR							
403 HR	Organizational Diagnosis & Development	3	III	Dr. Vikas Gaundare			
415 HR	E-IRM	2	III	Dr. Vikas Gaundare			
MINOR BUSINESS ANALYTICS							
403 BA		3	III	VISITING			
BA		2	III	VISITING			

Non-Credit Courses

192	ICS	Dr. Sarita Dhawale
194	Human Rights	Ms. Manisha Bhamre
491	Human Rights II	Ms. Manisha Bhamre
494	Skill Development II	Dr. Rupali Kahire

Ashoka Education Foundations
ASHOKA BUSINESS SCHOOL NASHIK
 Subject Allocation- Semester II & IV (Jan-April 2020)

Table IV – A: Generic Core Courses

Code	Generic Core Courses	Credits	Semester	Faculty for A Div	Sign	Faculty for B Div	Sign
201	Marketing Management	3	II	Prof. Vaibhav Bhalerao	<i>[Signature]</i>	Prof. Vaibhav Bhalerao	<i>[Signature]</i>
202	Financial Management	3	II	Prof. Harsahi Dayma	<i>[Signature]</i>	Prof. Harsahi Dayma	<i>[Signature]</i>
203	HR Management	3	II	Dr. Sarita Dhawale	<i>[Signature]</i>	Dr. Sarita Dhawale	<i>[Signature]</i>
204	Operations & SCM	3	II	Dr. Shilpa Bhalgat	<i>[Signature]</i>	Dr. Shilpa Bhalgat	<i>[Signature]</i>
401	Managing for Sustainability	3	IV	Prof. Vandana Sharma	<i>[Signature]</i>		
402	Dissertation	6	IV	All Faculty Members	<i>[Signature]</i>		

Table IV – B: Generic Electives-UL

Code	Generic Elective Courses	Credits	Semester	Faculty for A Div	Sign	Faculty for B Div	Sign
208	Geo Politics & WES	2	II	Prof. Pooja Gholap	<i>[Signature]</i>	Prof. Pooja Gholap	<i>[Signature]</i>
209	Start-up & New Venture Mgt	2	II	Prof. Harshal Dayma	<i>[Signature]</i>	Prof. Harshal Dayma	<i>[Signature]</i>
211	Business, Govt & Society	2	II	Prof. Manisha Bhamre	<i>[Signature]</i>	Prof. Manisha Bhamre	<i>[Signature]</i>

Table IV – C: Subject Core Courses

Code	Subject Core Courses	Credits	Semester	Faculty	Sign
403 MKT	Services Marketing	3	IV	Prof. Vaibhav Bhalerao	<i>[Signature]</i>
404 MKT	Sales & Distributions Mgmt	3	IV	Prof. Tanaya Patil	<i>[Signature]</i>
403 FIN	Indirect Taxation	3	IV	Prof. Pooja Kushare	<i>[Signature]</i>
404 FIN	International Finance	3	IV	Prof. Pooja Gholap	<i>[Signature]</i>
403 HR	Employment Relations	3	IV	Prof. Manisha Bhamre	<i>[Signature]</i>
404 HR	Strategic HRM	3	IV	Dr. Sarita Dhawale	<i>[Signature]</i>
403 Oper	Operations Strategy & Research	3	IV	Dr. Nainesh Mutha	<i>[Signature]</i>
404 Oper	Total Quality Management	3	IV	Prof. Harshal Dayma	<i>[Signature]</i>
Code	Subject Core Courses	Credits	Semester	Faculty	Sign
205 MKT	Marketing Research	3	II	Prof. Vaibhav Bhalerao	<i>[Signature]</i>
206 MKT	Consumer Behavior	3	II	Prof. Tanaya Patil	<i>[Signature]</i>
205 FIN	Fin. Mkts & Banking Oprtn	3	II	Prof. Pooja Gholap	<i>[Signature]</i>
206 FIN	Personal Fin. Plg.	3	II	Prof. Pooja Kushare	<i>[Signature]</i>
205 HR	Compet. Based HRM	3	II	Dr. Vikas Gaundare	<i>[Signature]</i>
206 HR	Employee Relations & LL	3	II	Prof. Manisha Bhamre	<i>[Signature]</i>
205 OPE	Services Opertrn, Mgt	3	II	Dr. Shilpa Bhalgat	<i>[Signature]</i>
206 OPE	Supply Chain Mgt	3	II	Prof. Nainesh Mutha	<i>[Signature]</i>
205 BA	Basic Business Anal. Using R	3	II		
206 BA	Data Mining	3	II		

Table IV – D: Subject Elective Courses

Code	Subject Elective Courses (Marketing Management)	Credits	Semester	Faculty	Sign	Code	Subject Elective Courses (Marketing Management)	Credits	Sem	Faculty	Sign
405 MKT	Retail Marketing	2	IV	Prof. Vaibhav Bhalerao	<i>[Signature]</i>	217 MKT	Integrated Mktg. Commn.	2	II	Prof. Tanaya Patil	<i>[Signature]</i>
406 MKT	Rural Marketing	2	IV	Dr. Vikas Gaundare	<i>[Signature]</i>	220 MKT	D gita Mktg I	2	II	Dr. Sarita Dhawale	<i>[Signature]</i>
409 MKT	Export Documentation & Procedures	2	IV	Prof. Vandana Sharma							
414 MKT	Marketing to emerging markets & Bottom of Pyramid	2	IV	Prof. Nainesh Mutha							

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Code	Subject Elective Courses (Financial Management)	Credits	Semester	Faculty	Sign	Code	Subject Elective Courses (Marketing Management)	Credits	Sem	Faculty	Sign
408 FIN	Online Trading of Financial Assets	2	IV	Prof. Pooja Gholap	<i>[Signature]</i>	217 FIN	Securities Anal. & Pctt. Mgt	2	II	Prof. Pooja Kushare	<i>[Signature]</i>
409 FIN	Banking & Operations II	2	IV	Prof. Pooja Gholap	<i>[Signature]</i>	219 FIN	Direct Taxation	2	II	Prof. Harshal Dayma	<i>[Signature]</i>
410 FIN	Wealth & Portfolio Management	2	IV	Prof. Pooja Kushare	<i>[Signature]</i>						
414 FIN	Principals of Insurance	2	IV	Prof. Pooja Gholap	<i>[Signature]</i>						

Code	Subject Elective Courses (Human Resources Management)	Credits	Semester	Faculty	Sign	Code	Subject Elective Courses (Marketing Management)	Credits	Sem	Faculty	Sign
407 HR	Employee Reward Management	2	IV	Dr. Vikas Gaundare		218 HR	Lab in Recruitment & Selection	2	II	Dr. Vikas Gaundare	<i>[Signature]</i>
408 HR	Change Management	2	IV	Prof. Manisha Bhamre	<i>[Signature]</i>	222 HR	Conflict & Negotiation Mgt	2	II	Dr. Vikas Gaundare	<i>[Signature]</i>
409 HR	Conflict & Negotiations Mgmt	2	IV	Dr. Vikas Gaundare	<i>[Signature]</i>						
410 HR	Lab in IR	2	IV	Prof. Manisha Bhamre							

Code	Subject Elective Courses (Operations Management)	Credits	Semester	Faculty	Sign	Code	Subject Elective Courses (Marketing Management)	Credits	Sem	Faculty	Sign
407 OPE	Business Process Restructuring	2	IV	Dr. Nainesh Mutha	<i>[Signature]</i>	219 OPE	Inventory Mgt	2	II	Dr. Shilpa Bhalgat	<i>[Signature]</i>
409 OPE	Financial Perspective in OM	2	IV	Prof. Pooja Kushare	<i>[Signature]</i>	220 OPE	Theory of Constraints	2	II	Prof. Pooja Kushare	<i>[Signature]</i>
410 OPE	Services in Opern. Mgt.	2	IV	Pooja Kushare	<i>[Signature]</i>						
413 OPE	Lean Mgt.	2	IV	Dr. Shilpa Bhalgat	<i>[Signature]</i>						

Non Credit Subjects

291	Human Rights II			Prof. Manisha Bhamre	
292	ICS II			Dr. Sarita Dhawale	
394	Skill Development II			Prof. Nainesh Mutha	



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ASHOKA BUSINESS SCHOOL NASHIK**FACULTY WISE SUBJECT ALLOCATION- SEMESTER II & IV (JAN-APRIL 2020)**

Sr. No.	Name of the Faculty	SEM	Subjects taken	Theory	Practical	Total	NON Credit/Addit ional
1	Prof. Manisha Bhamre	II	Business, Govt & Society	2	✓	16	Human Rights II (MBA I A & B)
		II	Business, Govt & Society	2	✓		
		IV	Employment Relations-MBA II	4	✓		
		II	Employee Relations & LL-MBA I	4	✓		
		IV	Lab in IR	2	✓		
		IV	Change Management	2	✓		
		IV	Disertation	0	1		
2	Dr. Sarita Dhawale	II	Digital Marketing I	2		14	ICS II
		II	HRM	4			
		IV	HRM	4			
		IV	Strategic HRM	4			
		IV	Disertation	0	1		
		II	Marketing Management (Div A)	4			
		II	Marketing Management (Div B)	4			
3	Mr. Vaibhav Bhalerao	IV	Services Mktg	4		18	
		IV	Retail Marketing	2			
		II	Marketing Research	4			
		IV	Disertation	0	1		
		IV	Lean Mgt	2			
		II	Operations & SCM	4			
		II	Operations & SCM	4			
4	Dr. Shilpa Bhalgat	II	Services in Operations Mgt-MBA I ✓	4		16	
		II	Inventory Mgt ✓	4			
		IV	Disertation	0	1		
		II	Rural Marketing	2			
		II	Competency Based HRM	4			
		II	Conflict & Negotiation Mgt	2			
		IV	Employee Reward Management	2			
5	Dr. Vikas Gaundare	II	Lab in Recruitment & Selection	2		14	
		IV	Conflict & Negotiation Mgt	2			
		IV	Disertation	0	1		

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09/12/18



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6	Ms. Vandana Sharma	II Consumer Behavior II Integrated Mktg. Communications IV Managing for Sustainability IV Sales & Distributions Mgmt IV Export Documentation & Procedures IV Disertation II Financial Mgt II Financial Mgt II Start-up & New Venture II Start-up & New Venture I Direct Taxation IV Total Quality Management IV Disertation	4 2 4 4 2 1 4 4 2 2 2 -4 1	16	Internet & Cyber Security (MBA I & B)
7	Mr. Harshal Dayma	I Personal Fin. Plng IV Indirect Taxation II Banking & Operations II & Fin. Perspective in OMV IV Services in Operation Mgt IV Wealth & Portfolio Mgmt IV Theory of Constraint IV Disertation <i>Fin services</i>	4 4 2 -2 2 2 -2 1	16	
9	Ms. Pooja Gholap	II Geo Politics & the world economics systems (Div A) II Geo Politics & the world economics systems (Div B) IV Principals of Insurance II Fin. Mkts & Banking Oprtn IV Online Trading of Financial Assets IV International Finance IV Securities Anly & Port Mgt IV Disertation IV Operation Strategy & Research IV Business Process Re-engg. IV Mktg. in emerging Mkt. & BOP II Supply chain Management IV Disertation 205-BA 206-BA Elective 1 Elective 2	2 2 2 4 2 4 2 1 -4 2 2 4 1 4 4 2 2	18	Concurrent of All IB Subjects
10	Pr. Nainesh Mutha		4 2 2 4 1	12	Skills Dvpt. 4 Training Sessions
11	Visiting -XYZ		4 4 2 2	12	

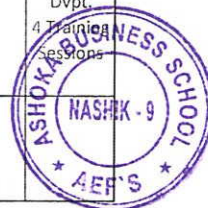
ASHOKA BUSINESS SCHOOL NASHIK

FACULTY WISE SUBJECT ALLOCATION- SEMESTER II & IV (JAN-APRIL 2020) 2019-20

Sr. No.	Name of the Faculty	SEM	Subjects taken	Theory	Practical	Total	Non Credit/Additonal
1	Prof. Manisha Bhamre	II	Business, Govt & Society	2		16	Human Rights II (MBA I A & B)
		II	Business, Govt & Society	2			
		IV	Employment Relations-MBA II	4			
		II	Employee Relations & LL-MBA I	4			
		IV	Lab in IR	2			
		IV	Change Management	2			
2	Dr. Sarita Dhawale	II	Digital Marketing I	2		14	ICS II
		II	HRM	4			
		IV	HRM	4			
		IV	Strategic HRM	4			
		IV	Disertation	0	1		
3	Mr. Vaibhav Bhalerao	II	Marketing Management (Div A)	4		18	
		II	Marketing Management (Div B)	4			
		IV	Services Mktg	4			
		IV	Retail Marketing	2			
		II	Marketing Research	4			
		IV	Disertation		1		
4	Dr. Shilpa Bhalgat	IV	Lean Mgt	2		16	
		II	Operations & SCM	4			
		II	Operations & SCM	4			
		II	Services in Operations Mgt-MBA I	4			
		II	Inventory Mgt	2			
		IV	Disertation		1		
5	Dr. Vikas Gaundare	II	Rural Marketing	2		14	
		II	Competency Based HRM	4			
		II	Conflict & Negotiation Mgt	2			
		IV	Employee Reward Management	2			
		II	Lab in Recruitment & Selection	2			
		IV	Conflict & Negotiation Mgt	2			
6	Ms. Vandana Sharma	IV	Disertation		1	16	
		II	Consumer Behavior	4			
		II	Integrated Mktg. Communications	2			
		IV	Managing for Sustainability	4			
		IV	Sales & Distributions Mgmt	4			
		IV	Export Documentation & Procedures	2			
7	Mr. Harshal Dayma	II	Financial Mgt	4		18	Internet & Cyber Security (MBA I A & B)
		II	Financial Mgt	4			
		II	Start-up & New Venture	2			
		II	Start-up & New Venture	2			
		II	Direct Taxation	2			
		IV	Total Quality Management	4			
8	Ms. Pooja Kulkarni	IV	Disertation		1	16	
		II	Personal Fin. Png	4			
		IV	Indirect Taxation	4			
		II	Banking & Operations II	2			
		II	Services in Operation Mgt	2			
		IV	Wealth & Portfolio Mgmt	2			
9	Ms. Pooja Gholap	IV	Disertation		1	18	Concurrent of All IB Subjects
		II	Geo Politics & the world economics sytems (Div A)	2			
		II	Geo Politics & the world economics sytems (Div B)	2			
		IV	Principals of Insurance	2			
		II	Fin. Mkts & Banking Oprtn	4			
		IV	Online Trading of Financial Assets	2			
		IV	International Finance	4			
		IV	Securities Analy & Port Mgt	2			
10	Dr. Nainesh Mutha	IV	Operation Strategy & Research	4		12	Skills Dvpt. 4 Training Sessions
		IV	Business Process Re-engg.	2			
		IV	Mktg. in emerging Mkt. & BOP	2			
		II	Supply chain Management	4			
		IV	Disertation		1		
11	Visiting -XYZ	II	205-BA	4		12	
		II	206-BA	4			
		II	Elective 1	2			
		II	Elective 2	2			

Academic Coordinator

I/C Director



Ashoka Education Foundations
ASHOKA BUSINESS SCHOOL NASHIK
 Work load Distribution Academic Year 2019-20

Table IV – A: Generic Core Courses

	Generic Core Courses	Credits	Sem	A Div		B Div	
				Faculty	Sign	Faculty	Sign
101	Accounting for Business Decisions	3	I	Ms. Pooja Kushare	<i>[Signature]</i>	Ms. Pooja Kushare	<i>[Signature]</i>
102	Organizational Behaviour	3	I	Dr. Vikas Gaundare		Dr. Vikas Gaundare	<i>[Signature]</i>
103	Economic Analysis for Business Decisions	3	I	Ms. Pooja Gholap	<i>[Signature]</i>	Ms. Pooja Gholap	<i>[Signature]</i>
104	Business Research Methods	3	I	Mr. Vaibhav Bhalerao	<i>[Signature]</i>	Mr. Vaibhav Bhalerao	<i>[Signature]</i>
105	Basics of Marketing	3	I	Mr. Hemant Wanjare		Mr. Hemant Wanjare	<i>[Signature]</i>
106	Digital Business	3	I	Mr. Nainesh Mutha	<i>[Signature]</i>	Dr. Sarita Dhawale	<i>[Signature]</i>
301	Strategic Management	3	III	Mr. Vaibhav Bhalerao	<i>[Signature]</i>	Mr. Vaibhav Bhalerao	<i>[Signature]</i>
302	Enterprise Performance Management	3	III	Dr. Shilpa Bhalgat		Dr. Shilpa Bhalgat	
303	Startup and New Venture Management	3	III	Mr. Hemant Wanjare		Mr. Hemant Wanjare	
304	Summer Internship Project	6	III	All Faculties		All Faculties	

Table IV – B: Generic Elective Courses - University Level

	Generic Elective Courses	Credits	Sem	Div A		Div B	
				Faculty	Sign	Faculty	Sign
107	Management Fundamentals	2	II	Ms. Vandana Sharma		Ms. Vandana Sharma	
109	Entrepreneurship Development	2	II	Mr. Harshal Dayma		Mr. Harshal Dayma	
111	Legal Aspects of Business	2	II	Ms. Manisha Bhamre		Ms. Manisha Bhamre	

Table IV – C: Generic Elective Courses - Institute Level

113	Verbal Communication Lab	2	II	Ms. Manisha Bhamre		Ms. Manisha Bhamre	
115	Selling and Negotiation Lab	2	II	Ms. Vandana Sharma		Ms. Vandana Sharma	
116	MS Excel	2	II	Dr. Sarita Davale	<i>[Signature]</i>	Dr. Sarita Dhawale	<i>[Signature]</i>

Table IV – D: Subject Core Courses

	Subject Core Courses	Credits	Sem	Faculty	Sign
305 MKT	Contemporary Marketing Research	3	II	Dr. Shilpa Bhalgat	
306 MKT	Consumer Behaviour	3	II	Ms. Vandana Sharma	
305 FIN	Direct Taxation	3	II	Mr. Harshal Dayma	
306 FIN	FSI, Markets and Services	3	II	Ms. Pooja Gholap	<i>[Signature]</i>
305 HR	Labour & Social Security Laws	3	II	Ms. Manisha Bhamre	
306 HR	HRA & CM	3	II	Dr. Sarita Davale	<i>[Signature]</i>
305 OPE	PPC	3	II	Mr. Harshal Dayma	
306 OPE	IM	3	II	Mr. Nainesh Mutha	<i>[Signature]</i>

Table IV – E: Subject Elective Courses

	Subject Elective Courses (MM)	Credits	Sem	Faculty	Sign
307 MKT	Integrated Marketing Communications	2	IV	Ms. Vandana Sharma	
308 MKT	Product Management	2	IV	Dr. Shilpa Bhalgat	
309 MKT	Strategic Brand Management	2	IV	Ms. Vandana Sharma	
310 MKT	Personal Selling Lab	2	IV	Ms. Pooja Kushare	<i>[Signature]</i>

	Subject Elective Courses (FM)	Credits	Sem	Faculty	Sign
316 FIN	Financial Instruments and Deri	2	IV	Ms. Pooja Gholap	<i>[Signature]</i>
309 Fin	Corporate Finance	2	IV	Ms. Pooja Kushare	<i>[Signature]</i>
313 Fin	Banking Operations - I	2	IV	Ms. Pooja Kushare	<i>[Signature]</i>
311 Fin	Equity Research, CAA	2	IV	Ms. Pooja Gholap	<i>[Signature]</i>

	Subject Elective Courses (HRM)	Credits	Sem	Faculty	Sign
307 HR	Employee Health, Safety & Welfare	2	IV	Ms. Manisha Bhamre	
310 HR	HRIS	2	IV	Dr. Vikas Gaundare	
312 HR	Lab in Job Design and Analysis	2	IV	Dr. Sarita Davale	<i>[Signature]</i>
317 HR	Lab in Labour Laws – I	2	IV	Ms. Manisha Bhamre	

Code	Subject Elective Courses (Operations)	Credits	Sem	Faculty	Sign
310 OPE	Manufacturing Resource Planning	2	IV	Mr. Harshal Dayma	
312 OPE	Six Sigma	2	IV	Mr. Harshal Dayma	
314 OPE	Toyota Production System	2	IV	Mr. Nainesh Mutha	<i>[Signature]</i>
316 OPE	Theory of Constraints	2	IV	Ms. Pooja Kushare	

I/C Director

COORDINATOR



Internal Quality Assurance Cell
 Ashoka Business School, Nashik



ASHOKA BUSINESS SCHOOL NASHIK

Faculty wise Subject Allocation Chart

Sem I & III (July-Dec 2018) A. Y. 2018-19

Sr. No.	Name of the Faculty	Subject Code	Subjects taken	Theory	Practical	Practicum	Total	Sign.
1	Dr. Shweta Bhosale	102	Economic Analysis for Business Decisions	4		NA	18 + 6 (in semester at ACBCS)	
		101	Accounting for Business Decisions	4				
		301	Strategic Management	4				
		306 FIN	FSI , Markets and Services	4				
		307 Fin	Strategic Cost Management	2				
		394	Human Rights	NA				
2	Manisha Bhamre	103	Legal Aspects of Business	4		NA	14 + 6 (in semester at ACBCS)	
		103	Legal Aspects of Business	4				
		305 HR	Labour & Social Security Laws	4				
		307 HR	Employee Health, Safety& Welfare	2				
		191	Human Rights-I	NA				
3	Vaibhav Bhalerao	104	Business Research Methods	4		NA	16 + 6 (in semester at ACBCS)	
		301	Strategic Management	4				
		104	Business Research Methods	4				
		307 MKT	Integrated Marketing Communications	2				
		309 MKT	Strategic Brand Management	2				
4	Hemant Wanjare	106	Basics of Marketing	4		NA	18 + 6 (in semester at ACBCS)	
		303	Startup and New Venture Management	4				
		106	Basics of Marketing	4				
		303	Startup and New Venture Management	4				
		310 MKT	Personal Selling Lab	2				
5	Ms Vishakha Waikar	113	Personality Development Lab	2		NA	10 + 6 (in semester at ACBCS)	
		113	Personality Development Lab	2				
		306 OM	Inventory Management	4				
		309 OM	Facilities Planing	2				
6	Pooja Kushare	101	Accounting for Business Decisions	4		NA	18 + 4 (in semester at ACBCS)	
		102	Economic Analysis for Business Decisions	4				
		305 FIN	Direct Taxation	4				
		309 Fin	Corporate Finance	2				
		313 Fin	Banking Operations - I	2				
		311 Fin	Equity Research, CAA	2				
7	Dr Sachin Kulkarni	105	Organizational Behaviour	4		NA	18 + 6 (in semester at ACBCS)	
		107	Management Fundamentals	2				
		107	Management Fundamentals	2				
		306 HR	HRA & CM	4				
		392	ICS-III	NA				
		108	Business Communication Lab	2				
		108	Business Communication Lab	2				
		310 HR	HRIS	2				
		105	Organizational Behaviour	4				

