

Department of Business administration
M.B.A. Business Analytics (Two years)
Semester – I

19BBAC101: Management Process and Organisational Behaviour

Course Outcomes:

Upon completion of this course, the student will have the ability to

CO1: Describe and assess the basic managerial functions and evaluate its impact on organizational development.

CO2: Evaluate the appropriateness of various leadership styles and conflict management strategies used in organizations.

CO3: Analyze individual and group behaviour, and understand the implications of organizational behaviour on the process of management.

CO4: Demonstrate critical thinking skills on application of motivational theories

CO5: Knowledge on organizational conflict and negotiations techniques in an organization and real life problems

CO6: Ability to work as member in a team and to develop competitive edge to work with large corporate

19BBAC102: Introduction to Business Analytics

Course Outcomes:

Upon completion of this course, the student will have the ability to

CO1: Critically analyze the business problems and apply analytical knowledge in big data

CO2: Recognize, understand and apply the language, theory and models of the field of business analytics

CO3: Able to cultivating cognitive skills on the applications of business analytics.

CO4: Commitment to sustainable development of data visualization and time series analysis related to various sectors.

CO5: Provide leadership in application of using R statistics

CO6: Cultivating cognitive skills acquired on forecasting methods

19BBAC103: Accounting for Managers

Course Outcomes:

After completion of this course, the student will have the ability to

CO1: Have stronger understanding of the basic accounting and regulations of accounting format

CO2: Analysis the financial statement with ethical standards.

CO3: Understanding different financial items like ratio, capital budgeting, marginal costing etc.

CO4: Evaluate and solve the accounting problems and it helps for financial decision making.

CO5: Cultivating cognitive skills acquired on standard costing and variance analysis

CO6: Commitment to sustainable development of budget and budgetary control system

19BBAC104: Statistics for Business Decision Making

Course Outcomes:

Upon completion of this course, the student will have the ability to

CO1: Develop expertise in describing data, cultivating aptitude for research design, hypothesis testing and model building

- CO2: Increase their capability as a manager to think statistically using data
- CO3: Apply cognitive skills to support the data collection methods to solve the problems
- CO4: Provide experience in statistical methods in decision making process
- CO5: Cultivating cognitive skills acquired on using the parametric and non-parametric tools for various service sectors.
- CO6: Apply analytical knowledge in business statistics for sustainable development of an organization

19BBAC105: E - Business Management

Course Outcomes:

Upon completion of this course, the student will have the ability to

- CO1: Cultivating cognitive skills acquired on the internet in the development of a virtual e-commerce site.
- CO2: Critically thinking a various issue in electronic payment systems which held in various fields.
- CO3: Apply analytical knowledge in the security protocols and the issues in internet security
- CO4: Examine the various legal and ethical issues specific to E-Business for effective decisions
- CO5: Capable to analyze problem using the applications of e-Commerce in global level.
- CO6: Commitment to sustainable development of e-business activities with unparalleled ideas.

19BBAC106: Introduction to R

Course Outcomes

By the end of this course students should be able to

- CO1: Critically thinking on import, manage and structure data files for using business analytics.
- CO2: Apply analytical knowledge with the R interface and language for different fields.
- CO3: Provide leadership in analytics in existing datasets into R or create new ones
- CO4: Cultivating cognitive skills acquired on existing data and performs all conventional statistical analysis tests
- CO5: Capable to analyze problems using R knowledge on data management for sustainable development of the organisation.
- CO6: Effectively solve business problems and make effective decision making using R Statistics.

19BBAC107: Spreadsheet Modeling

Course Outcomes

Upon completion of this course, the student will have the ability to

- CO1: Perform, recognize and formulate business problems in using Excel spreadsheets
- CO2: Evaluate or solve Excel spreadsheet models using professional software
- CO3: Apply analytical knowledge in the concepts and techniques of spread sheets to solve the real-world business situations and take effective decisions
- CO4: Critically thinking and compare the applications of Spread sheet modeling in real life situation
- CO5: Use cognitive skills to the application of t-test and ANOVA through spread sheet and develop competitive edge for a large corporate.
- CO6: Capable to analyze problems using spread sheet modeling in Finance, HR and Marketing fields.

Semester – II

19BBAC201: Marketing and CRM

Course Outcomes

Upon completing this course, the student will be able to

CO1: Acquire required skills in solving marketing related problems and challenges

CO2: Analyse the relevance of Marketing concepts and theories in evaluating environmental changes on marketing planning, strategies and practices

CO3: Determine strategies for developing new products and services that are consistent with evolving market needs

CO4: Formulate marketing plan and employ digital tools to analyze the effectiveness of a marketing campaign

CO5: Understand the implementation of CRM best practices and customer relationships

CO6: Work professionally in CRM team and exhibit leadership skills

19BBAC202: Business Strategy

Course Outcomes

Upon completing this course, the student will be able to

CO1: Recognize the different stages of industry evolution and recommend strategies appropriate to each stage

CO2: Gain competence in crafting business strategies, evaluate action alternatives and make sound strategic decisions

CO3: Assess and analyse business risks and improve ability to achieve effective outcomes

CO4: Appraise the resources and capabilities of the firm in terms of their ability to confer sustainable competitive advantage

CO5: Demonstrate the ability to think critically in relation to a particular problem and formulate strategies that leverage a firm's core competencies

CO6: Recognize strategic decisions and make appropriate recommendations for ethical decisionmaking.

19BBAC203: Python for Decision Science (Practical)

Course Outcomes

Upon completing this course, the student will be able to

CO1: Capture data from internet and other sources

CO2: Plot data using appropriate Python visualization libraries

CO3: Create and execute Python programs

CO4: Interpret Object Oriented Programming using Python

CO5: Design and program Python applications

CO6: Adapt and combine standard algorithms to solve problems

19BBAC204: Time Series Forecasting

Course Outcomes

Upon completing this course, the student will be able to

CO1: Understand the various forecasting techniques and its advantages

CO2: Generate prediction equations to predict business behaviour based on critical inputs

CO3: Appreciate the fundamental advantage and necessity of forecasting in various situations

- CO4: Apply knowledge to diagnose and solve problems in diverse situations
- CO5: Choose an appropriate forecasting method in a particular environment
- CO6: Improve forecast with better statistical models based on statistics

19BBAE206: Data Science

Course Outcomes

Upon completing this course, the student will be able to

- CO1: Understand the various forecasting techniques and its advantages
- CO2: Generate prediction equations to predict business behaviour based on critical inputs
- CO3: Appreciate the fundamental advantage and necessity of forecasting in various situations
- CO4: Apply knowledge to diagnose and solve problems in diverse situations
- CO5: Choose an appropriate forecasting method in a particular environment
- CO6: Improve forecast with better statistical models based on statistics

19BBAE207 Business Intelligence – Big Data & Cloud Computing

Course Outcomes

Upon completing this course, the student will be able to

- CO1: Understand the principles of Business Intelligence and Big data
- CO2: Identify problems, and explain, analyze, and evaluate various cloud computing solutions
- CO3: Explain and identify the techniques of big data analysis in cloud
- CO4: Choose appropriate technologies, algorithms, and approaches for the related issues
- CO5: Compare the applications of Collaborating using Cloud Service
- CO6: Apply Business Intelligence methods that support decision process in business operations

Semester – III

19BBAC301: Data Visualization (HADOOP / TABLEU)

Course Outcomes

After completing the course, students will be familiar with

- CO1: the basics of data visualization techniques namely Hadoop and Tableau
- CO2: working with data visualization techniques
- CO3: understanding the concepts related to Hadoop Ecosystem and Yarn
- CO4: getting exposure to Tableau user interface and data connection
- CO5: knowledge on groups and hierarchies in datasets
- CO6: distributing, sharing and exporting worksheets and dashboards

19BBAC302: E-Governance and Cyber Law

Course Outcomes

After completing the course, students will be familiar with

- CO1: Understanding concepts related to cyber world and cyber law in general
- CO2: Develop competitive edge on various facets of cyber crimes
- CO3: Problems arising out of online transactions and provoke them to find solutions
- CO4: Intellectual property issues in the cyber space and the growth and development of the law
- CO5: Regulation of cyber space at national and international level.

CO6: Upholding ethical standards in cyber laws and intellectual property issues

19BBAC303: SOFT SKILLS

Course Outcomes

After completing this course the students will be familiar with

CO1: Better understanding on themselves and know the importance of soft skills in order to meet the professional expertise and its competitiveness with necessary skills

CO2: Communication skills both in oral and written

CO3: Employability skills of the students like goal setting, career planning, etc

CO4: Understanding the concepts of emotional intelligence, team building and team spirit at work place

CO5: Decision making skills of the students so as to take right decision at right time

CO6: Commitment to sustainable development using various skills

19BBAC304: SQL (Practical)

Course Outcomes

After completing this course the students will be familiar with

CO1: Analyzing foundational knowledge on SQL

CO2: Managing all concepts of SQL, exception handling

CO3: Understanding the process of using and managing functions

CO4: The process of using, creating and managing packages

CO5: Practicing various commands in SQL

CO6: Effective communication with computers in machine language

19BBAE306: Predictive Analysis & Modeling

Course Outcomes

After completing this course the students will be familiar with

CO1: Analyzing foundational knowledge on SQL

CO2: Managing all concepts of SQL, exception handling

CO3: Understanding the process of using and managing functions

CO4: The process of using, creating and managing packages

CO5: Practicing various commands in SQL

CO6: Effective communication with computers in machine language

19BBAE306: Predictive Analysis & Modeling

Course Outcomes

After completing the course, students will be familiar with

CO1: fundamental knowledge on predictive analysis and modeling

CO2: the concepts of sampling multivariate design and analysis

CO3: getting insights into sampling design, tools and techniques

CO4: the predictive analysis concepts like simple linear regression and logistics and multinomial regression

CO5: the applications of predictive analysis in various functional areas

CO6: cultivating aptitude in designing the framework of quantitative research

19BBAE307: Business Optimization

Course Outcomes

After completing the course, students will be familiar with

CO1: foundational knowledge associated with the domain of business optimization and analytics

CO2: getting exposure to solution for business related problems with the help of linear programming models and methods

CO3: getting hands on experience in optimization using Excel to solve business problems

CO4: all concepts of optimization techniques

CO5: the simulation for analytics and process mining

CO5: optimizing business using critical thinking process with the help of different mathematical models

Semester – IV

19BBAC401: Operations and Supply Chain Analytics

Course Outcomes

After completing this course, the student will learn

CO1: To recognize on the fundamental concepts of location and layout.

CO2: To understand on the implementation of analytics in location and layout.

CO3: To understand the inventory techniques for analytics.

CO4: To analyze the inventory using aggregate production model

CO5: To identify the different network models.

CO6: To Analyze the role and applications of Descriptive Analytics in a Supply Chain

19BBAC402: Human Resource Analytics

Course Outcomes

After completing this course, the student will be able to

CO1: Analyse appropriate internal and external human resource metrics benchmarks and indicators.

CO2: Operate relational databases and make recommendations regarding the appropriate HRIS to meet organization's human resource needs.

CO3: Employ appropriate software to record, maintain, retrieve and analyse human resources information (e.g., staffing, skills, performance ratings and compensation information).

CO4: Apply quantitative and qualitative analysis to understand trends and indicators in human resource data; understand and apply various statistical analysis methods

CO5: Manage information technology to enhance the efficiency and effectiveness of human resource functions within the organization.

CO6: Analyse the Employee work history & Multi-rater reviews

19BBAC403: Finance and Risk Analytics

Course Outcomes

After completing this course, the student will be able to

CO1: Describe and apply the basic techniques of financial statement analysis

CO2: Understand the relationship between strategic business analysis, accounting analysis and financial analysis

CO3: Identify and utilise value-relevant information contained within financial statements valuation of

CO4: Recognize and explain the fundamental role of accounting numbers in the entities and the key financial claims on these entities assets (equity and debt securities)

CO5: Understand the impact of financial reporting choices on the usefulness of reported earnings to predict future performance

CO6: To introduces basic concepts of Investment

19BBAC404: Marketing and Retail Analytics

Course Outcomes

After completing this course, the student will learn

CO1: To understand the market place and the changing consumer needs.

CO2: To identify various methods followed to build CRM practices.

CO3: To recognize the various segments for a product.

CO4: To identify the various positioning strategies followed by the companies.

CO5: To compare and contrast products and services.

CO6: To Understand the Role of Analytics in Retail sector

19BBAE406: Machine Learning

Course Outcomes

After completing this course, the student will be able to

CO1: Appreciate the importance of visualization in the data analytics solution

CO2: Apply structured thinking to unstructured problems

CO3: Understand a very broad collection of machine learning algorithms and problems

CO4: Learn algorithmic topics of machine learning and mathematically deep enough to introduce the required theory

CO5: Develop an appreciation for what is involved in learning from data.

19BBAE407: Social & Web Analytics

Course Outcomes

After completing this course, the student will be able to

CO1: Appreciate the importance of visualization in the data analytics solution

CO2: Apply structured thinking to unstructured problems

CO3: Understand a very broad collection of machine learning algorithms and problems

CO4: Learn algorithmic topics of machine learning and mathematically deep enough to introduce the required theory

CO5: Develop an appreciation for what is involved in learning from data.

19BBAE407: Social & Web Analytics

Course Outcomes

After completing this course, the student will learn

CO1: To recognize the fundamental concepts of Social media.

CO2: To recognize the fundamental concepts of Web.

CO3: To analyze data obtained from social media.

CO4: To explain the experimental methods in web data analytics.

CO5: To recognize the types of data for Social media & Web analytics.

CO6: To Utilize various Application Programming Interface (API) services to collect data from different social media sources

M.B.A. (Dual Specialisation) (Two Year) Programme
Semester – I

19BDLC101: Management Process

Course outcomes

Upon completion of the course students will be able to

CO1 Impart knowledge in general management practice like planning, organizing, staffing, directing, motivating and controlling in an organization.

CO2 Understand the need for team work, to work effectively in a team and to act as a global leader.

CO3 Improve the Cognitive skills related to Indian and global Organisation structure and to understand the different levels of management in an organisation.

CO4 Understand the need for quality policy and controlling techniques to be practiced in an organization.

CO5 Improve and develop the communication skills and the need for ethical business practice.

CO6 Develop conflict management plan and to solve the problems in an organization

19BDLC102 : Managerial Economics

Course Outcomes

Upon completion of this course the students will have the ability to

CO1: Analyse the situations challenging the management environment in an organisation.

CO2: Understand the role of Economic theory and concepts in Management Decision making

CO3: Knowing the cost theories will be able to be effective manager in cost reduction CO4: Handle the Micro and Macro environment.

CO5: Understand the challenges of entrepreneur and build the confidence to do his own business. CO6: Manage any situation arising in business environment.

19BDLC103 : Organizational Behaviour

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand individual behavior in organizations, including diversity, attitudes.

CO2: Study job satisfaction, emotions, moods, personality, values, perception, decision making, and motivational theories.

CO3: Recognize group behavior in organizations, including communication, leadership, power and politics, conflict, and negotiations.

CO4: Unleash the organizational system, including organizational structures, culture, human resource and change.

CO5: Analyze the Leadership characteristics, organizational conflicts

CO6: Know the importance of organizational change.

19BDLC104: Accounting for Managers

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get knowledge on accounting format with effectively and professionally.

CO2: Acquire the knowledge and skills that related to financial and nonfinancial information to formulate business.

CO3: Develop the global business, how to management accounting helps for decision making.

CO4: work individual as well as team member in financial aspects of business.

- CO5: Analyse and Implementation their responsibility and ethical financial information.
CO6: Provide sustainable development of business using tools and technique in accounting.

19BDLC106: Computer Applications in Management

Course Outcomes

Upon completion of the course the students will be able to

- CO1: Understand the evolution and recent developments in hardware, software, management functions related packages and other accessories.
CO2: Recognise, understand and involve in development of programs, system software and applications for various functions of business.
CO3: Organize and work with files, folders and data storage for various functions in modern business
CO4: Get familiar with working in MSoffice and its application for various functions in modern business.
CO5: Gain familiarity with the concepts and terminology used in the network development
CO6: Implement and maintain the operations of networking in information system of various functions for strategic advantage.

19BDLC107: Project, Entrepreneurship and Small Business Management

Course outcomes

Upon completion of the course students will be able to

- CO1: Understand and get skill on Project management tools and Information system used in a project.
CO2: Impart knowledge on infrastructure project and project identification methods that are practiced in Indian and Global scenario.
CO3: Improve cognitive skills on project delays and to resolve conflict in a project.
CO4: Understand the role of entrepreneur and ethical practice in Indian and global scenario.
CO5: Develop the leadership skills, communication skills and the ability to work with a project team.
CO6: Impart knowledge on Training institute and financial institution that assist the small scale industry in the sustainable development.

19BDLC108: Research Methodology

Course Outcomes

Upon completion of the course students will be able to

- CO1: Display competencies and knowledge on the key knowledge area of research and its methodologies.
CO2: Acquire the skills to explore appropriate research problems and parameters.
CO3: Evaluate research problems and various research designs,
CO4: Formulate hypotheses and develop statistical models
CO5: Acquire the skills to analyse various research problems, interpret the various statistical tests results and generate good research reports.
CO6: Develop proficiency in using SPSS for Data analysis.

Semester – II

19BDLC201: Financial Management

Course outcome

After completion of this course, the student should be able to

- CO1: Analyse the functions of finance manager who entails planning, organising, controlling, monitoring and evaluating the financial resources of an organisation to achieve its overall objectives.
CO2: Describe the characteristics of various sources of longterm financing.

CO3: Analyse the key issues related to working capital policy and various facets of inventory management

CO4: Discuss the techniques of Capital budgeting and explore certain advanced issues in capital budgeting.

CO5: Expound various views on relationship between capital structure and cost of capital.

CO6: Explore the aspects of dividend decision and describe the determinants of appropriate dividend policy.

19BDLC202: Marketing Management

Course Outcomes

After completion of the course students will be able to

CO1: Familiar into marketing concept and environment.

CO2: Built the Critical approach and analyze the market and segmenting markets.

CO3: Well communicate the authorities about the buyer's opinion towards promotional as well as marketing mix strategies.

CO4: Analyze the innovative market information and derive insights.

CO5: Construct the suitable marketing strategies after evaluating the current trend about new products and copyrights.

CO6: Teach the ethics of marketing to the corporate world and also can explore the purchase decision process.

19BDLC203: Human Resource Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Apply and contribute to the development, implementation and evaluation of Planning of Human Resources, Recruitment, Selection, and Retention.

CO2: Create the design and evaluation of Training and Development Programmes.

CO3: Develop and Facilitate Performance management and Compensation management by upholding ethical standards for sustainable development.

CO4: Critically evaluate and communicate Health, Welfare and safety aspects of employees and organization.

CO5: Appreciate Human Resource aspects of an organization for better decision making.

CO6: Conduct research, prepare report and recommend changes in Human Resource Practices.

19BDLC204: Production and Materials Management

Course Outcomes

Upon completion of the course students will be able to,

CO1: Demonstrate the core features of production function at the operational and strategic levels, its correlation with employees, process, productivity, quality and information technology besides its contribution to the competitiveness of firms.

CO2: Appraise the production functions and their interaction with other business functions such as finance, marketing, human resource, supply chain and innovation.

CO3: Evaluate the factors that may influence the location of a plant in national and foreign along with the ability to identify operational methodologies to assess and improve the organizational overall performance.

CO4: Assess the principles underlying on Production Planning and Control and pertain various qualitative techniques of maintenance function for an extensive sustainability and development of the organizations.

CO5: Apply materials forecasting and planning techniques to carry out the work independently or team and develop basic materials requirement schedules in order to take aggregate decisions.

CO6: Develop an integrated framework for critical thinking entailed for today's managers towards purchasing policies, procedures, legal aspects, and tax considerations which analyze the enterprise as a whole with a specific focus on the organizations wealth creation processes.

19BDLC206: Decision Support System and Management Information System

Course Outcomes

Upon completion of the course the students will be able to

CO1: Categorize the components of information systems and differentiate how they interact among them.

CO2: Understand MIS and DSS within a context of an integrated collection of subsystems within an organisation.

CO3: Classify the conceptual foundations, structure and technology of information systems.

CO4: Formulate and develop an informationbased DSS and MIS, supporting improved decision making and problem solving by improved individual insight.

CO5: Determine and develop MIS and DSS in support of management, users and functional areas for the organisation

CO6: Develop planning and techniques involved in the implementation of an information system, specifically MIS & DSS

19BDLC 207/208 (1) Accounting Software – Practical

Course Outcomes

Upon completion of the course students will be able to

CO1: Depth knowledge in Tally ERP 9 software and it helps key functions of business.

CO2: Acquire the effective skills of knowledge in Tally ERP 9 for Inventory master and voucher for decision making process in business.

CO3: Formulate the new business strategies practice using Tally ERP 9 software.

CO4: understand financial data and compare with book keeping trustily information of business.

CO5: develop the new ideas for ICT application to enhance the business community like GST, POS.

CO6: provide sustainable development of business using Tally ERP 9 software.

19BDLC207/208 (2) Marketing Research and Consumer Behaviour

Course Outcomes

Upon completion of this course the students will have the ability to

CO1: Study the role of Marketing Research in understanding the consumer Behaviour.

CO2: Analyse the situations challenging the study of Consumer Behaviour.

CO3: Understanding the effective marketing research techniques.

CO4: Handle the Market and Consumers in large Environment.

CO5: Be a successful Marketer and build the confidence to do his own business.

CO6. Lead a Business organization in the field of Marketing.

19BDLC207/208 (3) Industrial Relations and Labour Welfare Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Display competencies and knowledge in industrial relation and labour welfare concepts.

CO2: Contribute efficient decision making in solving labour labour union issues , implementation of I.R policies and practices and evaluation of employee –management industrial issues.

CO3: Develop and collaborate with experts in the implementation, and evaluation of organizational and health and safety policies and practices

CO4: Display the knowledge in development and communication of the organization's total compensation plan and integrate the knowledge in General HRD practice for sustainable development of the organization.

CO5: Facilitate and support effective employee and labour relations in both nonunion and union environments.

CO6: Understand and implement the practical aspects of industrial relations in industrial level on the basis of social responsibilities, ethical considerations

19BDLC207/208 (4) Production Planning and Control

Course Outcomes

After completion of this course the students will be familiar in

CO 1: Production planning control system, implementation of PPC system knowledge in industries.

CO 2: Forecasting the demand for smoother operations by using their critical thinking.

CO 3: Acquiring the skills that are important in safety management.

CO 4: Develop an understanding to work with maintenance in organizational setup.

CO 5: Formulate grouping strategies and effectively communicate the group technology.

CO 6: Upholding the ethical standards in Industrial maintenance system and required managerial skills.

19BDLC207/208 (5) System Analysis and Software Development

Course Outcomes

Upon completion of this course the students will be able to

CO1: Describe the need for system analysis and methods of implementation.

CO2: Define the various stages of system development life cycle and users role in system development process.

CO3: Conduct feasibility analysis and prepare report as required by management.

CO4: Examine the system testing process and procedures.

CO5: Identify Key process areas on the business and estimating time schedules.

CO6: Prepare various types of reports required for various management levels.

19BDLC207/208 (6) Export–Import Procedures, Documentation and Logistics

Course Outcomes

Upon completion of this course the students will have the ability to

CO1: Understand the Export and Import procedures in International Trade Business.

CO2: Analyse the challenges of the International environment.

CO3: knowing the Insurance, Banking and Foreign Exchange system in International trade.

CO4: Handle the Cargo shipment, Customs clearance in doing Trade practices

CO5: Understand the challenges of National and International Business and builds the confidence to do his own business.

CO6: Lead in Logistics Management successfully.

19BDLC209: Lab for Statistical Packages on Business Decision

Course Outcomes

Upon completion of the course, the student will

CO1: Understand the role that statistical data analysis plays in managerial decision making process.

CO2: Improved statistical thinking abilities, involving the identification and exploitation of variation in decision making and problem solving.

CO3: Critically evaluate reports presenting statistical data and translate and communicate the results of statistical analyses to organizational managers.

CO4: Expertise in recording, presenting, recitation and making inferences from quantitative data.

CO5: Develop capabilities as a manager to “think statistically” using data and to substantiate the business intuitions.

CO6: Achieve a practical level of competence in building statistical models that suit business applications.

Semester – III

19BDLC301 : Operations Research

Course Outcomes

Upon completion of the course, the student will

CO1: Critically think about the priorities that are involved in the daily activities of a project.

CO2: Cultivate and Enhance the knowledge about Build the best fit route of transportation for carrying schedule of activities.

CO3: Have the ability to work and Graphically locate the optimum peak point in completing the project.

CO4: Understand the application of Queuing Theory

CO5: Analyze and apply the research techniques in quantitative and qualitative aspects

CO6: Develop competencies in Maximize the productivity with help of least cost techniques

19BDLC303 : Business Legislations

Course Outcomes

Upon completion of this course the students will be able to

CO1: Expertise with the business laws and company laws.

CO2: Appreciate and analyze the scope of these laws so that they are able to operate their businesses within their legal confines.

CO3: Develop students thinking in a logical way, so that even a student with no legal background is able to understand it.

CO4: Create the students’ analytical thinking and logical reasoning as a technique for decision making on the basis of business legislations.

CO5: Understand the applicability of rules as per today’s scenario.

CO6: Communicate effectively using standard business and legal terminology

19BDLC304: International Business and Export Management

Course Outcomes

Upon completion of the course the students will be able to

CO1: Get in depth knowledge about export procedure and documents.

CO2: Describe the aspects of export marketing and pricing methods.

CO3: Know the facet of export & import finance.

CO4: Analyze complexities in export pricing.

CO5: Compare EXIM financial services that suits business needs.

CO6: Evaluate the need for comprehensive and specific export credit insurance policies to the organization.

19BDLC306: Soft Skills

Course Outcomes:

Upon completion of the course students will be able to

CO1: Develop effective communication in oral and written forms.

CO2: Improve their cognitive skills by enhancing learning skills, presentation skills with ICT, problem solving and decision-making skills.

CO3: Critically think and evaluate their own self better and build ethical qualities for personal and professional success

CO4: Manage emotions and stress and build team skills for sustainable development in global business environment.

CO5: Analyse conflicts and maintain better interpersonal relationships.

CO6: Develop and incorporate time management and resource management skills to achieve one's own goals.

SEMESTER – III

19BDLC307/308 (1) Investment Security and Portfolio Management

Course Outcomes

After the completion of the course, the students will understand

CO1: The investment pattern and gain knowledge on it

CO2: The types and advantages of investment globally

CO3: The methods of Security analysis and Stock analysis

CO4: To take right decisions on Investment

CO5: The concept of issues and the securities on Investment and work individually

CO6: Make ethical investment decisions based on the securities

19BDLC307/308 (2) Sales and Distribution Management

Course Outcomes

After completion of the course students will be able to

CO1: Improve the critical thinking towards the sales management skills

CO2: Effectively communicate the sales target, Quotas and selling skills to the marketing people

CO3: Cultivate the attitude and aptitude about the team work.

CO4: Identify and offer world class sales training to the salesman.

CO5: Trace and quantify the various inventory management strategies and logistics tricks.

CO6: Strengthen the potentiality towards the innovative business tricks and decisions.

19BDLC307/308 (3) Legal Framework Governing Human Relations

Course Outcomes

Upon completion of this course, the student will have the ability to,

CO1: Demonstrate the elements of industrial relations laws and the development of legal analysis and research in order to solve complex labor related problems in the key business functions.

CO2: Apply and communicate effectively the various machineries available for the settlement of industrial disputes between employees and employer.

CO3: Develop the strategies for critical thinking that may be used to solve legal problems associated in the global business environment.

CO4: Formulate the work effectively and professionally by team or individually in any business organization for the implementation of safety, health and welfare measures.

CO5: Apply quantitative and qualitative decisions for framing standing orders and disciplinary proceedings for the misconduct of employees under the industrial employment act.

CO6: Analyze and apply legal statutes for fixing compensation, bonus and other benefits which is indispensable for the sustainable development of the business and innovative business practices with ethical considerations.

19BDLC307/308 (4) Total Quality Management

Course Outcomes

Upon completion of this course, the student will have the ability to,

CO1: Demonstrate the quality management philosophies, theories and frameworks and to develop analytical skills for investigating and analyzing quality management issues in the business functions.

CO2: Formulate strategies to develop quality improvement cycle and to use appropriate tools and techniques for controlling, improving and measuring quality in innovative business practices.

CO3: Develop the application SQC and Q7 tools in business organizations which facilitate the quantitative and qualitative decision-making skills of managers.

CO4: Appraise the organizational, communication and teamwork requirements for effective implementation of quality management system.

CO5: Analyze the strategic issues in quality management, including current issues and developments, and to devise quality execution plans in order to work with multicultural global business environment.

CO6: Develop the competencies and knowledge in obtaining ISO 9000 standards and quality audits in constructing quality business organizations.

19BDLC307/308 (5) Database Management

Course Outcomes

CO1: Understand the role of data and databases in information systems.

CO2: Understand the database concept and the developmental activities in DBMS

CO3: Be familiar with the data modeling concepts (E–R diagrams) used in database design.

CO4: Be able to create databases and pose complex SQL queries of relational databases.

CO5: Develop appreciation of several DBMS strategies

CO6: Be familiar with data management issues including data integrity and security.

19BDLC307/308 (6) Foreign Trade Policy

Course Outcomes

Upon completion of the course, students will be able to:

CO1: Get associate with the Latest “EXIM” Policy, License for Export and Import, the condition for DGFT Licensing, Import Policy Control.

CO2: Able to Explain about the Various aspects of Tariff and its Economic Theory along with its Barriers and other non – tariff measures.

CO3: Understand the India’s Foreign Trade Policy, its Commodity composition and destination. Also learned about India’s position in the world merchandise trade and services, Balance of Payments of India.

CO4: Understood the basic concepts of “Trade Policy” and its “Performance in India”.

CO5: Evaluate on EXIM policy Promotion, assistance required for Marketing, Schemes of Trade House and related Export, Transfer of Technology required for the same.

CO6: Critically Evaluate on Export Promotion Councils, Commodity Boards, ECGCI, FOREX and Governments policy on Foreign Trade etc.

Semester – IV

19BDLC401 : Retailing and Rural Marketing

Course Outcomes

Upon completion of the course students will be able to

- CO1: understand the principles and functions of Retailing in India.
- CO2: Understand the importance of Retail site locations
- CO3: Familiar with the HRM functions in retailing.
- CO4: Enable to understand the duties and responsibilities of store manager.
- CO5: Develop and evaluate the Rural Marketing.
- CO6: To know the growth of growth of rural marketing in India.

19BDLC402 : Business Policy and Strategic Management

Course Outcomes

Upon completion of the course students will be able to

- CO1: Understand and get knowledge on managerial functions such as the internal and external environment of the organization.
- CO2: Improve the cognitive skills that related to Mission, Vision, Goals, Objectives, Policies and Strategies of any organization.
- CO3: Evaluate and Develop strategic management tools and recommend strategic responses to business problems.
- CO4: Develop strategic management plan for sustainable development of the organization
- CO5: Analyse and Implement their responsibility to the society and business organization.
- CO6: Understand the social responsibilities, ethical and social considerations of business organization.

19BDLC403 : Logistics and Supply Chain Management

Course Outcomes

Upon completion of the course students will be able to

- CO1: Evaluate complex qualitative and quantitative data to support strategic and operational decisions of supply chain.
- CO2: Develop comprehensive strategic and tactical plans for supply chain management.
- CO3: Use creative, critical and reflective thinking to address organizational opportunities and challenges.
- CO4: Integrate appropriate technologies in developing solutions to business opportunities and challenges.
- CO5: Analyze the effect of demand uncertainty managing inventory in the supply chain
- CO6: Understand the importance of Enterprise Resource Planning (ERP).

19BDLC 404 : Indian Ethos and Values

Course Outcomes

The completion of this course will result in

- CO1: Enhancing the understanding of Ethics and Religious Values
- CO2: Increasing capacities on Indian Ethos for Business Excellence
- CO3: Managing stress in real world situations
- CO4: Practicing yoga and meditation for better mental health
- CO5: Exercising yoga and meditation for better physical health and social skills
- CO6: Implementing the outcome of Yoga for Managerial Excellence

19BDLC406 : Behavioural Science and Communication Lab – Practical

Course Outcomes

Upon completion of the course students will be able to

CO1: Recognize, describe and implement a variety of research methods and skills common to the behavioral sciences.

CO2: Articulate the key elements of content within a wide variety of areas in the behavioral sciences.

CO3: Creatively and effectively apply behavioral science principles, knowledge and skills to promote positive change in one's community.

CO4: To enhance the student's communication Skills through activities.

CO5: It helps to understand the dimensions of Emotional intelligence & Ego states

CO6: It helps to understand the dimensions of Decision making.

19BDLC 407/408 (1) Management of Financial Services

Course Outcomes:

Upon completion of the course students will be able to

CO1: understand the knowledge of basic financial services concepts and key functions of any services oriented and global business.

CO2: Acquire the effective skills of knowledge and professionally in financial market like mutual funds, venture capitalist.

CO3: understand the leadership quality and managerial skills in financial services industry.

CO4: Work collaboratively with others to solve applied problems in financial services.

CO5: Think critical and creatively to identify better solutions within business constraints.

CO6: Knowledge and cognitive skills to professionals and nonexperts involved with the financial services industry.

19BDLC 407/408 (2) Advertising and Sales Promotion

Course Outcomes Upon completion of the course students will have the ability to

CO1: Understand and learn to improve the cognitive skills in advertising fundamentals and its classification.

CO2: Apply the qualitative decision-making knowledge on communication models which related to advertising.

CO3: Understand the way of media selection and functions of advertising Agencies.

CO4: Able to solve conflicts and maintain better interpersonal relationships among advertising agency and clients from domestic and globally.

CO5: Realize and incorporate competencies and knowledge with sales promotional techniques.

CO6: Work professionally in a team in any advertising agencies.

19BDLC 407/408 (3) Management of Training and Development

Course Outcomes

Upon completion of this course the students will be able to

CO1: Understand various aspects of training techniques and career planning

CO2: Acquire the current training skill and knowledge.

CO3: Identify appropriate resources for learning about training, research and practice.

CO4: Understand the various non training solutions to improve employee performance.

CO5: Generate young trainers to coach others.

CO6. Create and deliver motivating and effective training programs.

19BDLC 407/408 (4) Business Process and Re-Engineering

Course Outcomes

Upon completion of the course the students will be able to

CO1: Understanding the basics of BPR and its necessity in organization

CO2: Understand the phases of reengineering and effective implementation

CO3: Perform network analysis and crashing in the projects

CO4: Recognize the relationship between reengineering and TQM, CPI and reengineering

CO5: Understand the Holonic concepts and its relationship with BPR

CO6: Develop holonic network for various business and carryout BPR for various industries

19BDLC 407/408 (5) E-Commerce

Course Outcomes

After the completion of the course, this course will increase

CO1: The knowledge of the students in understanding the development of ecommerce.

CO2: The ability of the students on understanding the applications of ecommerce

CO3: the knowledge on Understanding e-com business models and the associated technologies

CO4: the capacity of working with the internet enabled business.

CO5: the knowledge on IT and its advantages in business and for society development

CO6: communicative patterns and knowledge to communicate globally

19BDLC 407/408 (6) International Marketing Management

Course Outcomes:

Upon completion of the course, the student will

CO1: Remember theoretical and practical competencies in international marketing management.

CO2: Understand the marketing tools and strategies in the context of latest technology and intensive global markets.

CO3: Demonstrate the planning of marketing activities on foreign markets

CO4: Create the strategies for international business environments that firms utilize when marketing their products in foreign countries.

CO5: Display how to conduct international market development, such as market segmentation.

CO6: Apply personal and interpersonal skills appropriate to being an effective member of an international marketing team.

M.B.A. (Financial Management) (Two Year) Programme

Semester – I

19BFMC101: Management Process

Course outcomes

Upon completion of the course students will be able to

CO1: Impart knowledge in general management practice like planning, organizing, staffing, directing, motivating and controlling in an organization. CO2: Understand the need for team work, to work effectively in a team and to act as a global leader.

CO3: Improve the Cognitive skills related to Indian and global Organization structure and to understand the different levels of management in an organization.

CO4: Understand the need for quality policy and controlling techniques to be practiced in an organization.

CO5: Improve and develop the communication skills and the need for ethical business practice.

CO6: Develop conflict management plan and to solve the problems in an organization.

19BFMC102 : Managerial Economics

Course Outcomes

Upon completion of this course the students will have the ability to

CO1: Understand the role of Economic theory and concepts in Management decision making.

CO2: Analyse the situations challenging the management environment in an organization.

CO3: Knowing the cost theories will be able to be effective manager in cost reduction.

CO4: Handle the Micro and Macro Environment.

CO5: Understand the challenges of Entrepreneur and build the confidence to do his own business.

CO6: Manage any situation arising in Business environment.

19BFMC103 : Organizational Behaviour

Course Outcomes Upon completion of the course students will be able to

CO1: Understand individual behavior in organizations, including diversity, attitudes.

CO2: Study job satisfaction, emotions, moods, personality, values, perception, decision making, and motivational theories.

CO3: Recognize group behavior in organizations, including communication, leadership, power and politics, conflict, and negotiations.

CO4: Unleash the organizational system, including organizational structures, culture, human resource and change.

CO5: Analyze the Leadership Characteristics, organizational Conflicts.

CO6: Know the importance of Organizational Change.

19BFMC104: Accounting for Managers

Course outcomes

Upon completion of the course students will be able to

CO1: Get knowledge, how to differentiate accounting and financial management with effectively and professionally.

CO2: Acquire the skills of knowledge, which related to financial analysis and performance of an organization.

CO3: Enhance the knowledge, how management accounting helps to financial managers in process decision making with regard to financial and non-financial.

CO4: Contribute to the business, individual and team member as financial Manager.

CO5: Analyse and Implementation of financial information with trustily

CO6: Develop the sustainable development of business using different tools and techniques in accounting system.

19BFMC106: Computer Applications in Management

Course Outcomes

Upon completion of the course the students will be able to

CO1: Understand the evolution and recent developments in hardware, software, management functions related packages and other accessories.

CO2: Recognize, understand and involve in development of programs, system software and applications for various functions of business.

CO3: Organize and work with files, folders and data storage for various functions in modern business

CO4: Get familiar with working in MS-office and its application for various functions in modern business.

CO5: Gain familiarity with the concepts and terminology used in the network development.

CO6: Implement and maintain the operations of networking in information system of various functions for strategic advantage.

19BFMC107 : Project, Entrepreneurship and Small Business Management

Course outcomes

Upon completion of the course students will be able to

CO1: Understand and get skill on Project management tools and Information system used in a project.

CO2: Impart knowledge on Infrastructure project and Project Identification methods that are practiced in Indian and Global scenario.

CO3: Improve cognitive skills on project delays and to resolve conflict in a project.

CO4: Understand the role of Entrepreneur and ethical practice in Indian and global scenario.

CO5: Develop the leadership skills, communication skills and the ability to work with a project team.

CO6: Impart knowledge on Training institute and Financial institution that assist the small-scale industry in the sustainable development.

19BDLC108 – Research Methodology

Course Outcomes

Upon completion of the course students will be able to

CO1: Display competencies and knowledge on the Key Knowledge area of research and its methodologies.

CO2: Acquire the skills to explore appropriate research problems and parameters.

CO3: Evaluate research problems and various research designs,

CO4: Formulate hypotheses and develop statistical models

CO5: Acquire the skills to analyze various research problems, interpret the various statistical tests results and generate good research reports.

CO6: Develop proficiency in using SPSS for Data analysis.

19BFMC201 : Financial Management

Course outcome

After completion of this course, the student should be able to

CO1: Analyse the functions of finance manager who entails planning, organizing, controlling, monitoring and evaluating the financial resources of an organization to achieve its overall objectives.

CO2: Describe the characteristics of various sources of long-term financing.

CO3: Analyse the key issues related to working capital policy and various facets of inventory management

CO4: Discuss the techniques of Capital budgeting and explore certain advanced issues in capital budgeting.

CO5: Expound various views on relationship between capital structure and cost of capital.

CO6: Explore the aspects of dividend decision and describe the determinants of appropriate dividend policy.

19BFMC202 : Marketing Management

Course Outcomes

After completion of the course students will be able to

CO1: Familiar into marketing concept and environment.

CO2: Built the Critical approach and analyze the market and segmenting markets.

CO3: Well communicate the authorities about the buyer's opinion towards promotional as well as marketing mix strategies.

CO4: Analyze the innovative market information and derive insights.

CO5: Construct the suitable marketing strategies after evaluating the current trend about new products and copyrights.

CO6: Teach the ethics of marketing to the corporate world and also can explore the purchase decision process.

19BFMC203 : Human Resource Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Apply and contribute to the development, implementation and evaluation of Planning of Human Resources, Recruitment, Selection, and Retention.

CO2: Create the design and evaluation of Training and Development Programmes.

CO3: Develop and Facilitate Performance management and Compensation management by upholding ethical standards for sustainable development.

CO4: Critically evaluate and communicate Health, Welfare and safety aspects of employees and organization.

CO5: Appreciate Human Resource aspects of an organization for better decision making.

CO6: Conduct research, prepare report and recommend changes in Human Resource Practices.

19BFMC204 : Production and Materials Management

Course Outcomes

Upon completion of the course students will be able to,

CO1: Demonstrate the core features of production function at the operational and strategic levels, its correlation with employees, process, productivity, quality and information technology besides its contribution to the competitiveness of firms.

CO2: Appraise the production functions and their interaction with other business functions such as finance, marketing, human resource, supply chain and innovation.

CO3: Evaluate the factors that may influence the location of a plant in national and foreign along with the ability to identify operational methodologies to assess and improve the organizational overall performance.

CO4: Assess the principles underlying on Production Planning and Control and pertain various qualitative techniques of maintenance function for an extensive sustainability and development of the organizations.

CO5: Apply materials forecasting and planning techniques to carry out the work independently or team and develop basic materials requirement schedules in order to take aggregate decisions.

CO6: Develop an integrated framework for critical thinking entailed for today's managers towards purchasing policies, procedures, legal aspects, and tax considerations which analyze the enterprise as a whole with a specific focus on the organizations wealth creation processes.

19BFMC206 : Decision Support System and Management Information System

Course Outcomes

CO1: Categorize the components of information systems and differentiate how they interact among them.

CO2: Understand MIS and DSS within a context of an integrated collection of subsystems within an organization.

CO3: Classify the conceptual foundations, structure and technology of information systems.

CO4: Formulate and develop an information-based DSS and MIS, supporting improved decision making and problem solving by improved individual insight.

CO5: Determine and develop MIS and DSS in support of management, users and functional areas for the organization.

CO6: Develop planning and techniques involved in the implementation of an information system, specifically MIS & DSS

19BFMC 207: Accounting Software – Practical

Course outcomes

Upon completion of the course students will be able to

CO1: Depth knowledge in Tally ERP 9 software and it helps key functions of business.

CO2: Acquire the effective skills of knowledge in Tally ERP 9 for Inventory master and voucher for decision making process in business.

CO3: Formulate the new business strategies practice using Tally ERP 9 software.

CO4: Understand financial data and compare with book keeping trustily information of business.

CO5: Develop the new ideas for ICT application to enhance the business community like GST, POS.

CO6: Provide sustainable development of business using Tally ERP 9 software.

19BFME 208: Behavioural Finance

Course Outcomes

CO1: Can be gained critical thinking over the finance function and behavioural finance market strategies.

CO2: Cultivate cognitive skills to develop competency to work towards professional arbitrage.

CO3: Well communicate the trends to the investors about the demand and supply of investment.

CO4: Familiarize on banking and insurance products.

CO5: Cultivate aptitude on statistical methods to evaluate the capital market trends.

CO6: Ability to construct the saving behaviour and ethics among the investing population.

19BFMC209: Lab for Statistical Packages on Business Decision

Course outcomes

Upon completion of the course, the student will

CO1: Understand the role that statistical data analysis plays in managerial decision making process.

CO2: Improved statistical thinking abilities, involving the identification and exploitation of variation in decision making and problem solving.

CO3: Critically evaluate reports presenting statistical data and translate and communicate the results of statistical analyses to organizational managers.

CO4: Expertise in recording, presenting, recitation and making inferences from quantitative data.

CO5: Develop capabilities as a manager to “think statistically” using data and to substantiate the business intuitions.

CO6: Achieve a practical level of competence in building statistical models that suit business applications.

19BFMC301 : Operations Research

Course Outcomes

Upon completion of the course, the student will

CO1: Critically think about the priorities that are involved in the daily activities of a project.

CO2: Cultivate and Enhance the knowledge about Build the best fit route of transportation for carrying schedule of activities.

CO3: Have the ability to work and Graphically locate the optimum peak point in completing the project.

CO4: Understand the application of Queuing Theory

CO5: Analyze and apply the research techniques in quantitative and qualitative aspects

CO6: Develop competencies in Maximize the productivity with help of least cost techniques

19BFMC302: Introduction to Business Analytics

Course Outcomes

Upon completion of this course, the student will have the ability to

CO1: Display competencies and knowledge in key financial management problems and apply analytical knowledge in big data

CO2: Develop own professional development in financial management and its models of the field of business analytics.

CO3: Able to cultivating cognitive skills on the applications of business analytics to financing, investing & dividend decisions.

CO4: Commitment to sustainable development of data visualization and time series analysis in solving financial management issues.

CO5: Provide leadership in application of using R statistics for solving financial management issues within and between disciplines

CO6: Cultivating cognitive skills acquired on forecasting methods to support the finance management functions.

19BFMC303 : Business Legislations

Course Outcomes

Upon completion of this course the students will be able to

CO1: Expertise with the business laws and company laws.

CO2: Appreciate and analyze the scope of these laws so that they are able to operate their businesses within their legal confines.

CO3: Develop students thinking in a logical way, so that even a student with no legal background is able to understand it.

CO4: Create the students' analytical thinking and logical reasoning as a technique for decision-making on the basis of business legislations.

CO5: Understand the applicability of rules as per today's scenario.

CO6: Communicate effectively using standard business and legal terminology.

19BFMC304: International Business and Export Management

Course outcomes

Upon completion of the course the students will be able to

CO1: Get in depth knowledge about export procedure and documents.

CO2: Describe the aspects of export marketing and pricing methods.

CO3: Know the facet of export & import finance.

CO4: Analyze complexities in export pricing.

CO5: Compare EXIM financial services that suits business needs.

CO6: Evaluate the need for comprehensive and specific export credit insurance policies to the organization.

19BFMC306: Soft Skills

Course Outcomes

Upon completion of the course students will be able to

CO1: Develop effective communication in oral and written forms.

CO2: Improve their cognitive skills by enhancing learning skills, presentation skills with ICT, problem solving and decision making skills.

CO3: Critically think and evaluate their own self better and build ethical qualities for personal and professional success

CO4: Manage emotions and stress and build team skills for sustainable development in global business environment.

CO5: Analyse conflicts and maintain better interpersonal relationships.

CO6: Develop and incorporate time management and resource management skills to achieve one's own goals.

19BFME307: Investment Security and Portfolio Management

Course Outcomes

Upon completion of this course, the student will have the ability to

CO 1: Analyse the investment process, types of investors and Functions of a brokerage firm.

CO 2: To demonstrate how the Fundamental and Technical Analysis are useful in the process of Investment decisions

CO 3: To develop aware of the various portfolio management techniques

CO 4: Understand the Fundamental analysis, Industry Analysis, Company Analysis and Financial Analysis for stock market.

CO 5: Comprehend the Tools for technical analysis, pattern of charts and Dollar Cost averaging plans of market theory.

CO 6: Understand security analysis, portfolio management, futures market and recognize risk of the portfolio.

19BFME308: Banking and Insurance Management

Course Outcomes

Upon completion of this course, the student will have the ability to

CO 1: Understand the development of banking system and classification of banking.

CO 2: To examine the role of commercial banks in the Indian Economy.

CO 3: Analyse the importance of Private sector bank, functions of commercial bank and role of Reserve Bank of India.

CO 4: Improving the knowledge about Recent Trends in Indian Banking.

CO 5: Comprehend the role and importance of Insurance, classification of policies and calculation of premium.

CO 6: Improve the knowledge about legal and financial aspects of insurance and IRDA Acts.

19BFMC401 : Retailing and Rural Marketing

Course Outcomes

Upon completion of the course students will be able to

CO 1: Understand the principles and functions of Retailing in India.

CO 2: Understand the importance of Retail site locations

CO 3: Familiar with the HRM functions in retailing.

CO 4: Enable to understand the duties and responsibilities of store manager.

CO 5: Develop and evaluate the Rural Marketing.

CO 6: To know the growth of growth of rural marketing in India.

19BFMC 402 : Business Policy and Strategic Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get knowledge on managerial functions such as the internal and external environment of the organization.

CO2: Improve the cognitive skills that related to Mission, Vision, Goals, Objectives, Policies and Strategies of any organization.

CO3: Evaluate and Develop strategic management tools and recommend strategic responses to business problems.

CO4: Develop strategic management plan for sustainable development of the organization

CO5: Analyse and Implement their responsibility to the society and business organization.

CO6: Understand the social responsibilities, ethical and social considerations of business organization.

Semester – IV

19BFMC403: Logistics and Supply Chain Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Evaluate complex qualitative and quantitative data to support strategic and operational decisions of supply chain.

CO2: Develop comprehensive strategic and tactical plans for supply chain management.

CO3: Use creative, critical and reflective thinking to address organizational opportunities and challenges.

CO4: Integrate appropriate technologies in developing solutions to business opportunities and challenges.

CO5: Analyze the effect of demand uncertainty managing inventory in the supply chain

CO6: Understand the importance of Enterprise Resource Planning (ERP).

19BFMC 404: Indian Ethos and Values

Course Outcomes

The completion of this course will result in

- CO 1: Enhancing the understanding of Ethics and Religious Values
- CO 2: Increasing capacities on Indian Ethos for Business Excellence
- CO 3: Managing stress in real world situations
- CO 4: Practicing yoga and meditation for better mental health
- CO 5: Exercising yoga and meditation for better physical health and social skills
- CO 6: Implementing the outcome of Yoga for Managerial Excellence

19BFMC406 : Behavioural Science and Communication Lab – Practical

Course Outcomes

Upon completion of the course students will be able to

- CO1: Recognize, describe and implement a variety of research methods and skills common to the behavioral sciences.
- CO2: Articulate the key elements of content within a wide variety of areas in the behavioral sciences.
- CO3: Creatively and effectively apply behavioral science principles, knowledge and skills to promote positive change in one's community.
- CO4: To enhance the student's communication Skills through activities.
- CO5: It helps to understand the dimensions of Emotional intelligence & Ego states
- CO6: It helps to understand the dimensions of Decision making.

19BFME 407: Management of Financial Services

Course Outcomes

After completion of this course, the student should be able to

CO1: Highlight the significance of various financial services in India.

CO2: Explore the functions of financial and nonfinancial intermediaries in the financial markets and to present an overview of financial markets in India.

CO3: Discuss the role of merchant bankers and the recent developments in merchant banking.

CO4: Describe the mechanics of mutual fund operations in India

CO5: Acquaint the functioning of capital market and money markets and its distinctive features.

CO6: Know the operations and structure of venture capital financing.

19BFME408: Capital Markets

Course Outcomes

After completion of this course, the student should be able to

CO 1: acquaint the basic understanding of how the economic status can take a role in the outcomes of the stock market, and the important aspects the stock markets.

CO 2: have a clear understanding about the functions of various financial markets in India.

CO 3: know the significance of new issue markets and its guidelines.

CO 4: describe the wide range of instruments for financing, investing and controlling risk available in today's financial markets.

CO 5: explore the role played by institutional investors in dictating the need for various financial instruments with certain investment characteristics.

CO 6: discuss the role of SEBI in regulating the financial markets.

M.B.A. (Human Resource Management) (Two Year) Programme

Semester – I

19BHRC101: Management Process

Course outcomes

Upon completion of the course students will be able to

CO1 Impart knowledge in general management practice like planning, organizing, staffing, directing, motivating and controlling in an organization.

CO2 Understand the need for team work, to work effectively in a team and to act as a global leader.

CO3 Improve the Cognitive skills related to Indian and global Organization structure and to understand the different levels of management in an organization.

CO4 Understand the need for quality policy and controlling techniques to be practiced in an organization.

CO5 Improve and develop the communication skills and the need for ethical business practice.

CO6 Develop conflict management plan and to solve the problems in an organization

19BHRC102: Managerial Economics

Course Outcomes

Upon completion of this course the students will have the ability to

CO1: Analyse the situations challenging the management environment in an organisation.

CO2: Understand the role of Economic theory and concepts in Management Decision making

CO3: Knowing the cost theories will be able to be effective manager in cost reduction

CO4: Handle the Micro and Macro environment.

CO5: Understand the challenges of entrepreneur and build the confidence to do his own business.

CO6: Manage any situation arising in business environment.

19BHRC103: Organizational Behaviour

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand individual behavior in organizations, including diversity, attitudes.

CO2: Study job satisfaction, emotions, moods, personality, values, perception, decision making, and motivational theories.

CO3: Recognize group behavior in organizations, including communication, leadership, power and politics, conflict, and negotiations. CO4: Unleash the organizational system, including organizational structures, culture, human resource and change. CO5: Analyze the Leadership characteristics, organizational conflicts CO6: Know the importance of organizational change.

19BHRC104: Accounting for Managers

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get knowledge on accounting format with effectively and professionally.

CO2: Acquire the knowledge and skills that related to financial and nonfinancial information to formulate business.

CO3: Develop the global business, how to management accounting helps for decision making.

CO4: work individual as well as team member in financial aspects of business.

CO5: Analyse and Implementation their responsibility and ethical financial information.

CO6: Provide sustainable development of business using tools and technique in accounting.

19BHRC106: Computer Applications in Management

Course Outcomes

Upon completion of the course the students will be able to

CO1: Understand the evolution and recent developments in hardware, software, management functions related packages and other accessories.

CO2: Recognise, understand and involve in development of programs, system software and applications for various functions of business.

CO3: Organize and work with files, folders and data storage for various functions in modern business

CO4: Get familiar with working in MSoffice and its application for various functions in modern business.

CO5: Gain familiarity with the concepts and terminology used in the network development

CO6: Implement and maintain the operations of networking in information system of various functions for strategic advantage.

19BHRC107: Project, Entrepreneurship and Small Business Management

Course outcomes

Upon completion of the course students will be able to

CO1: Understand and get skill on Project management tools and Information system used in a project.

CO2: Impart knowledge on infrastructure project and project identification methods that are practiced in Indian and Global scenario.

CO3: Improve cognitive skills on project delays and to resolve conflict in a project.

CO4: Understand the role of entrepreneur and ethical practice in Indian and global scenario.

CO5: Develop the leadership skills, communication skills and the ability to work with a project team.

CO6: Impart knowledge on Training institute and financial institution that assist the small scale industry in the sustainable development.

19BHRC108 – Research Methodology

Course Outcomes

Upon completion of the course students will be able to

CO1: Display competencies and knowledge on the key knowledge area of research and its methodologies.

CO2: Acquire the skills to explore appropriate research problems and parameters.

CO3: Evaluate research problems and various research designs,

CO4: Formulate hypotheses and develop statistical models

CO5: Acquire the skills to analyse various research problems, interpret the various statistical tests results and generate good research reports.

CO6: Develop proficiency in using SPSS for Data analysis.

Semester II

19BHRC201 : Financial Management

Course outcome

After completion of this course, the student should be able to

CO1: Analyse the functions of finance manager who entails planning, organising, controlling, monitoring and evaluating the financial resources of an organisation to achieve its overall objectives.

CO2: Describe the characteristics of various sources of longterm financing.

CO3: Analyse the key issues related to working capital policy and various facets of inventory management

CO4: Discuss the techniques of Capital budgeting and explore certain advanced issues in capital budgeting.

CO5: Expound various views on relationship between capital structure and cost of capital.

CO6: Explore the aspects of dividend decision and describe the determinants of appropriate dividend policy.

19BHRC202: Marketing Management

Course Outcomes

After completion of the course students will be able to

CO1: Familiar into marketing concept and environment.

CO2: Built the Critical approach and analyze the market and segmenting markets.

CO3: Well communicate the authorities about the buyer's opinion towards promotional as well as marketing mix strategies.

CO4: Analyze the innovative market information and derive insights.

CO5: Construct the suitable marketing strategies after evaluating the current trend about new products and copyrights.

CO6: Teach the ethics of marketing to the corporate world and also can explore the purchase decision process.

19BDHR203: Human Resource Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Apply and contribute to the development, implementation and evaluation of Planning of Human Resources, Recruitment, Selection, and Retention.

CO2: Create the design and evaluation of Training and Development Programmes.

CO3: Develop and Facilitate Performance management and Compensation management by upholding ethical standards for sustainable development.

CO4: Critically evaluate and communicate Health, Welfare and safety aspects of employees and organization.

CO5: Appreciate Human Resource aspects of an organization for better decision making.

CO6: Conduct research, prepare report and recommend changes in Human Resource Practices.

19BHRC204: Production and Materials Management

Course Outcomes

Upon completion of the course students will be able to,

CO1: Demonstrate the core features of production function at the operational and strategic levels, its correlation with employees, process, productivity, quality and information technology besides its contribution to the competitiveness of firms.

CO2: Appraise the production functions and their interaction with other business functions such as finance, marketing, human resource, supply chain and innovation.

CO3: Evaluate the factors that may influence the location of a plant in national and foreign along with the ability to identify operational methodologies to assess and improve the organizational overall performance.

CO4: Assess the principles underlying on Production Planning and Control and pertain various qualitative techniques of maintenance function for an extensive sustainability and development of the organizations.

CO5: Apply materials forecasting and planning techniques to carry out the work independently or team and develop basic materials requirement schedules in order to take aggregate decisions.

CO6: Develop an integrated framework for critical thinking entailed for today's managers towards purchasing policies, procedures, legal aspects, and tax considerations which analyze the enterprise as a whole with a specific focus on the organizations wealth creation processes.

19BHRC206 : Decision Support System and Management Information System

Course Outcomes

Upon completion of the course the students will be able to

CO1: Categorize the components of information systems and differentiate how they interact among them.

CO2: Understand MIS and DSS within a context of an integrated collection of subsystems within an organization.

CO3: Classify the conceptual foundations, structure and technology of information systems.

CO4: Formulate and develop an information-based DSS and MIS, supporting improved decision making and problem solving by improved individual insight.

CO5: Determine and develop MIS and DSS in support of management, users and functional areas for the organization

CO6: Develop planning and techniques involved in the implementation of an information system, specifically MIS & DSS

19BHRE207 - Industrial Relations and Labour Welfare Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Facilitate and support effective employee and labour relations in both non-union and union environments.

CO2: Research and support the development and communication of the organization's total compensation plan.

CO3: Collaborate with others, in the development, implementation, and evaluation of organizational and health and safety policies and practices.

CO4: Understand about Labour welfare and its impact & implications.

CO5: To know about importance of Workers participative Management

CO6: To Educate the objectives of workers Education & National commission of Labour.

19BHRE208 Legal Framework Governing Human Relations

Course Outcomes

Upon completion of the course students will be able to

CO1: Display competencies and knowledge in all Labour Laws.

CO2: Contribute efficient decision making in solving labour legal issues , implementation of policies and practices and evaluation of employee –management industrial issues.

CO3 Develop own professional development in labour legislation and exhibit leadership skills in workplace

CO4: Display the knowledge in welfare and wage Legislations also to integrate the knowledge of Labour Law in General HRD practice for sustainable development of the organization.

CO5: Facilitate the enquiry procedural and industrial discipline on the basis of Indian labour legislations.

CO6: Understand the social responsibilities, ethical and social considerations of business organization on the basis of legal frame work.

19BHRC209: Lab for Statistical Packages On Business Decision

Course Outcomes

Upon completion of the course, the student will

CO1: Understand the role that statistical data analysis plays in managerial decision making process.

CO2: Improved statistical thinking abilities, involving the identification and exploitation of variation in decision making and problem solving.

CO3: Critically evaluate reports presenting statistical data and translate and communicate the results of statistical analyses to organizational managers.

CO4: Expertise in recording, presenting, recitation and making inferences from quantitative data.

CO5: Develop capabilities as a manager to “think statistically” using data and to substantiate the business intuitions.

CO6: Achieve a practical level of competence in building statistical models that suit business applications.

Semester – III

19BHRC301 : Operations Research

Course Outcomes

Upon completion of the course, the student will

CO1: Critically think about the priorities that are involved in the daily activities of a project.

CO2: Cultivate and Enhance the knowledge about Build the best fit route of transportation for carrying schedule of activities.

CO3: Have the ability to work and Graphically locate the optimum peak point in completing the project.

CO4: Understand the application of Queuing Theory

CO5. Analyze and apply the research techniques in quantitative and qualitative aspects

CO6: Develop competencies in Maximize the productivity with help of least cost techniques

19BHRC302: Introduction to Business Analytics

Course Outcomes:

Upon completion of this course, the student will have the ability to

CO1: Display competencies and knowledge in key HR problems and apply analytical knowledge in big data

CO2: Develop own professional development in HR, and its theory and models of the field of business analytics.

CO3: Able to cultivating cognitive skills on the applications of business analytics to evaluation of employee recruitment, selection and retention plans and processes.

CO4: Commitment to sustainable development of data visualization and time series analysis in solving HR issues.

CO5: Provide leadership in application of using R statistics for solving HR problems within and between disciplines

CO6: Cultivating cognitive skills acquired on forecasting methods to support the human resources function

19BHRC303: Business Legislations

Course Outcomes

Upon completion of this course the students will be able to

CO1: Expertise with the business laws and company laws.

CO2: Appreciate and analyze the scope of these laws so that they are able to operate their businesses within their legal confines.

CO3: Develop students thinking in a logical way, so that even a student with no legal background is able to understand it.

CO4: Create the students' analytical thinking and logical reasoning as a technique for decision-making on the basis of business legislations.

CO5: Understand the applicability of rules as per today's scenario.

CO6: Communicate effectively using standard business and legal terminology.

19BHRC304 : International Business and Export Management

Course outcomes

Upon completion of the course the students will be able to

CO1: Get in depth knowledge about export procedure and documents.

CO2: Describe the aspects of export marketing and pricing methods.

CO3: Know the facet of export & import finance.

CO4: Analyze complexities in export pricing.

CO5: Compare Exim financial services that suits business needs.

CO6: Evaluate the need for comprehensive and specific export credit insurance policies to the organization.

19BHRC306 : Soft Skills

Course Outcomes

Upon completion of the course students will be able to

CO1: Develop effective communication in oral and written forms.

CO2: Improve their cognitive skills by enhancing learning skills, presentation skills with ICT, problem solving and decision-making skills.

CO3: Critically think and evaluate their own self better and build ethical qualities for personal and professional success

CO4: Manage emotions and stress and build team skills for sustainable development in global business environment.

CO5: Analyse conflicts and maintain better interpersonal relationships.

CO6: Develop and incorporate time management and resource management skills to achieve one's own goals.

19BHRE307 : Management of Training and Development

Course Outcomes

Upon completion of the course, the student will be familiar in

CO1: Roles, Responsibilities and Challenges to Training Managers.

CO2: Acquiring the skill in 'on-the-job training' and 'off-the-job training

CO3: Develop an understanding in Career planning and Management

CO4: Analyse the need for training in India

CO5: Develop the competencies in Management development programmes

CO6: Uphold the ethical issues in training and development programme in India.

19BHRE308 : Compensation Management

Course Outcomes

Upon completion of this course, the student will have the ability to

CO1: Display competencies and knowledge in wage payment problems & apply knowledge in wage determination

CO2: Develop own professional development in job evaluation system and its models of the field of compensation management.

CO3: Able to cultivating cognitive skills on the applications of business analytics to export, import and taxation.

CO4: Commitment to sustainable development of remuneration and incentive plans in solving compensation issues.

CO5: Provide leadership in application of using job evaluation for solving compensation management issues within and between disciplines

CO6: Cultivating cognitive skills acquired on fringe benefits methods to support the enhancement of compensation techniques.

Semester – III BHRC309: Project and Viva– Voce (Industrial Visits and Subjects)

Semester – IV

19BHRC401 : Retailing and Rural Marketing

Course Outcomes

Upon completion of the course students will be able to

CO1: understand the principles and functions of Retailing in India.

CO2: Understand the importance of Retail site locations

CO3: Familiar with the HRM functions in retailing.

CO4: Enable to understand the duties and responsibilities of store manager.

CO5: Develop and evaluate the Rural Marketing.

CO6: To know the growth of growth of rural marketing in India.

19BHRC 402 : Business Policy and Strategic Management

Course Objectives

Upon completion of the course students will be able to

CO1: Understand and get knowledge on managerial functions such as the internal and external environment of the organization.

CO2: Improve the cognitive skills that related to Mission, Vision, Goals, Objectives, Policies and Strategies of any organization.

CO3: Evaluate and Develop strategic management tools and recommend strategic responses to business problems.

CO4: Develop strategic management plan for sustainable development of the organization

CO5: Analyse and Implement their responsibility to the society and business organization.

CO6: Understand the social responsibilities, ethical and social considerations of business organization.

19BHRC403 : Logistics and Supply Chain Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Evaluate complex qualitative and quantitative data to support strategic and operational decisions of supply chain.

CO2: Develop comprehensive strategic and tactical plans for supply chain management.

- CO3: Use creative, critical and reflective thinking to address organizational opportunities and challenges.
CO4: Integrate appropriate technologies in developing solutions to business opportunities and challenges.
CO5: Analyze the effect of demand uncertainty managing inventory in the supply chain
CO6: Understand the importance of Enterprise Resource Planning (ERP).

19BHRC 404: Indian Ethos and Values

Course Outcomes

The completion of this course will result in

- CO1: Enhancing the understanding of Ethics and Religious Values
CO2: Increasing capacities on Indian Ethos for Business Excellence
CO3: Managing stress in real world situations
CO4: Practicing yoga and meditation for better mental health
CO5: Exercising yoga and meditation for better physical health and social skills
CO6: Implementing the outcome of Yoga for Managerial Excellence

19BHRC406 : Behavioural Science and Communication Lab Credits: 2 – Practical

Course Outcomes

Upon completion of the course students will be able to

- CO1: Recognize, describe and implement a variety of research methods and skills common to the behavioral sciences.
CO2: Articulate the key elements of content within a wide variety of areas in the behavioral sciences.
CO3: Creatively and effectively apply behavioral science principles, knowledge and skills to promote positive change in one's community.
CO4: To enhance the student's communication Skills through activities.
CO5: It helps to understand the dimensions of Emotional intelligence & Ego states
CO6: It helps to understand the dimensions of Decision making.

19BHRE407 : Organizational Change and Development

Course outcomes

Upon completion of the course, students will be able to:

- CO1: Describe the steps in the process of managing change
CO2: Demonstrate the dynamics of resistance to change
CO3: Secure expertise in organizational development
CO4: Critically evaluate organizational development interventions.
CO5: Capacity to gain a better understanding of present day OD.
CO6: Improve and develop consultant-client relationships

19BHRE408 : Performance Management

Course outcomes

Upon completion of this course the students will be able to:

- CO1: Acquire knowledge about the organizational dynamics and employee performance.
CO2: Gain knowledge about various techniques in performance management.
CO3: Understand the challenging aspects of motivation and morale
CO4: Grasp the basics of Industrial restructuring & reward system.
CO5: Apply methods and techniques in quality performance management.
CO6: Analyze and compare Indian and Western thought about quality performance management

M.B.A. (Infrastructure) (Two Year) Programme
Semester – I

19BIFC101: Management Process

Course Outcomes

Upon completion of the course students will be able to

CO1: Impart knowledge in general management practice like planning, organizing, staffing, directing, motivating and controlling in an organization.

CO2: Understand the need for team work, to work effectively in a team and to act as a global leader.

CO3: Improve the Cognitive skills related to Indian and global Organization structure and to understand the different levels of management in an organization.

CO4: Understand the need for quality policy and controlling techniques to be practiced in an organization.

CO5: Improve and develop the communication skills and the need for ethical business practice.

CO6: Develop conflict management plan and to solve the problems in an organization.

19BIFC102: Managerial Economics

Course Outcomes

Upon completion of this course the students will be able to

CO1: Understand the role of Economic theory and concepts in Management Decision making.

CO2: Analyse the situations challenging the management environment in an organization.

CO3: Knowing the cost theories will be able to be effective manager in cost reduction.

CO4: Handle the Micro and Macro Environment.

CO5: Understand the challenges of Entrepreneur and build the confidence to do his own business.

CO6: Manage any situation arising in Business environment.

19BIFC103: Organizational Behaviour

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand individual behavior in organizations, including diversity, attitudes.

CO2: Study job satisfaction, emotions, moods, personality, values, perception, decision making, and motivational theories.

CO3: Recognize group behavior in organizations, including communication, leadership, power and politics, conflict, and negotiations.

CO4: Unleash the organizational system, including organizational structures, culture, human resource and change.

CO5: Analyze the Leadership Characteristics, organizational Conflicts.

CO6: Know the importance of Organizational Change.

19BIFC104: Accounting for Managers

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get knowledge on accounting format with effectively and professionally.

CO2: Acquire the knowledge and skills that related to financial and non-financial information to formulate business.

CO3: Develop the global business, how to management accounting helps for decision making.

CO4: Work individual as well as team member in financial aspects of business.

CO5: Analyse and Implementation their responsibility and ethical financial information.

CO6: Provide sustainable development of business using tools and technique in accounting.

19BIFC106: Computer Applications in Management

Course Outcomes

Upon completion of the course the students will be able to

CO1: Understand the evolution and recent developments in hardware, software, management functions related packages and other accessories.

CO2: Recognize, understand and involve in development of programs, system software and applications for various functions of business.

CO3: Organize and work with files, folders and data storage for various functions in modern business

CO4: Get familiar with working in MS-office and its application for various functions in modern business.

CO5: Gain familiarity with the concepts and terminology used in the network development.

CO6: Implement and maintain the operations of networking in information system of various functions for strategic advantage.

19BIFC107: Project, Entrepreneurship and Small Business Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get skill on Project management tools and Information system used in a project.

CO2: Impart knowledge on Infrastructure project and Project Identification methods that are practiced in Indian and Global scenario.

CO3: Improve cognitive skills on project delays and to resolve conflict in a project.

CO4: Understand the role of Entrepreneur and ethical practice in Indian and global scenario.

CO5: Develop the leadership skills, communication skills and the ability to work with a project team.

CO6: Impart knowledge on Training institute and Financial institution that assist the small-scale industry in the sustainable development.

19BIFC108: Research Methodology

Course Outcomes

Upon completion of the course students will be able to

CO1: Display competencies and knowledge on the Key Knowledge area of research and its methodologies.

CO2: Acquire the skills to explore appropriate research problems and parameters.

CO3: Evaluate research problems and various research designs,

CO4: Formulate hypotheses and develop statistical models

CO5: Acquire the skills to analyze various research problems, interpret the various statistical tests results and generate good research reports.

CO6: Develop proficiency in using SPSS for Data analysis.

Semester – I

19BIFC109: Comprehensive Viva-voce (Industrial Visits and Subjects)

Semester – II

19BIFC201: Financial Management

Course Outcomes

After completion of this course, the student should be able to

CO1: Analyse the functions of finance manager who entails planning, organising, controlling, monitoring and evaluating the financial resources of an organisation to achieve its overall objectives.

CO2: Describe the characteristics of various sources of long-term financing.

CO3: Analyse the key issues related to working capital policy and various facets of inventory management

CO4: Discuss the techniques of Capital budgeting and explore certain advanced issues in capital budgeting.

CO5: Expound various views on relationship between capital structure and cost of capital.

CO6: Explore the aspects of dividend decision and describe the determinants of appropriate dividend policy.

19BIFC202: Marketing Management

Course Outcomes

After completion of the course students will be able to

CO1: Familiar into marketing concept and environment.

CO2: Built the Critical approach and analyze the market and segmenting markets.

CO3: Well communicate the authorities about the buyer's opinion towards promotional as well as marketing mix strategies.

CO4: Analyze the innovative market information and derive insights.

CO5: Construct the suitable marketing strategies after evaluating the current trend about new products and copyrights.

CO6: Teach the ethics of marketing to the corporate world and also can explore the purchase decision process.

19BIFC203: Human Resource Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Apply and contribute to the development, implementation and evaluation of Planning of Human Resources, Recruitment, Selection, and Retention.

CO2: Create the design and evaluation of Training and Development Programmes.

CO3: Develop and Facilitate Performance management and Compensation management by upholding ethical standards for sustainable development.

CO4: Critically evaluate and communicate Health, Welfare and safety aspects of employees and organization.

CO5: Appreciate Human Resource aspects of an organization for better decision making.

CO6: Conduct research, prepare report and recommend changes in Human Resource Practices.

19BIFC204: Production and Materials Management

Course Outcomes

Upon completion of the course students will be able to,

CO1: Demonstrate the core features of production function at the operational and strategic levels, its correlation with employees, process, productivity, quality and information technology besides its contribution to the competitiveness of firms.

CO2: Appraise the production functions and their interaction with other business functions such as finance, marketing, human resource, supply chain and innovation.

CO3: Evaluate the factors that may influence the location of a plant in national and foreign along with the ability to identify operational methodologies to assess and improve the organizational overall performance.

CO4: Assess the principles underlying on Production Planning and Control and pertain various qualitative techniques of maintenance function for an extensive sustainability and development of the organizations.

CO5: Apply materials forecasting and planning techniques to carry out the work independently or team and develop basic materials requirement schedules in order to take aggregate decisions.

CO6: Develop an integrated framework for critical thinking entailed for today's managers towards purchasing policies, procedures, legal aspects, and tax considerations which analyze the enterprise as a whole with a specific focus on the organizations wealth creation processes.

19BIFC206: Decision Support System and Management Information System

Course Outcomes

Upon completion of the course the students will be able to

CO1: Categorize the components of information systems and differentiate how they interact among them.

CO2: Understand MIS and DSS within a context of an integrated collection of subsystems within an organization.

CO3: Classify the conceptual foundations, structure and technology of information systems.

CO4: Formulate and develop an information-based DSS and MIS, supporting improved decision making and problem solving by improved individual insight.

CO5: Determine and develop MIS and DSS in support of management, users and functional areas for the organization.

CO6: Develop planning and techniques involved in the implementation of an information system, specifically MIS & DSS

19BIFE207: Infrastructure Planning

Course Outcomes

Upon completing of the course, student will be able to:

CO1: Critically evaluate the different phases in the life cycle of an infrastructure project and role of various management functions in each phase.

CO2: Analyse the basic principles of project appraisal and evaluation, and determining feasibility of projects

CO3: Evaluate the basic features of risk and quality management of a project, and the extent that these management areas need to be implemented.

CO4: Develop methodologies for economic analysis and ICT usage for various activities involved in infrastructure planning

CO5: Demonstrate the concepts of financial, economic, social and environmental impact and risk associated.

CO6: Understand and evaluate the environmental impact in an infrastructure project.

19BIFE208: Strategic Planning for Infrastructure Sectors

Course Outcomes

Upon completing of the course, student will be able to:

CO1: Critically review various infrastructure sectors and debate their strengths and weaknesses.

CO2: Investigate and analyze different frameworks used in infrastructure sectors and the variables impacting each sector.

CO3: Demonstrate the systematic process to select and screen a project and design strategies for successful implementation of projects.

CO4: Appreciate the organization setup of infrastructure organization, its participants and ICT usage.

CO5: Evaluate the concept of privatization and challenges in implementing the projects.

CO6: Develop strategies for successful implementation of infrastructure projects

Semester III

19BIFC301: Operations Research

Course Outcomes

Upon completion of the course, the student will

CO1: Critically think about the priorities that are involved in the daily activities of a project.

CO2: Cultivate and Enhance the knowledge about Build the best fit route of transportation for carrying schedule of activities.

CO3: Have the ability to work and Graphically locate the optimum peak point in completing the project.

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CO4: Understand the application of Queuing Theory

CO5: Analyze and apply the research techniques in quantitative and qualitative aspects

CO6: Develop competencies in Maximize the productivity with help of least cost techniques

19BIFC302: Rural Infrastructure Planning & Management

Course Outcomes

Upon completing of the course, student will be able to:

CO1: Realize the need and importance of rural infrastructure.

CO2: Demonstrate the infrastructure required for agriculture and other rural allied sectors.

CO3: Relate the development of rural infrastructure development to national development.

CO4: Understand opportunities available in rural infrastructure development.

CO5: Develop projects relating to rural infrastructure development.

CO6: Develop strategies, procedures and policies related to infrastructure for the uplift of rural community.

19BIFC303: Project Legislations

Course Outcomes

Upon completing of the course, student will be able to:

CO1: Understand the basics of constitution, nature of contracts, including rights and duties of owners and non-owners.

CO2: Critically evaluate about the infrastructure policies, reforms and laws in various sectors.

CO3: Appreciate the negotiable instruments, partnership, consumer protection and cyber laws.

CO4: Demonstrate the nature of corporate secretarial practices followed in the companies.

CO5: Understand the mechanics of governance, jurisdiction, its structure and functions

CO6: Understand and practice the policies, laws and reforms related to various sector

19BIFC304: International Business and Export Management

Course Outcomes

Upon completion of the course the students will be able to

CO1: Get in depth knowledge about export procedure and documents.

CO2: Describe the aspects of export marketing and pricing methods.

CO3: Know the facet of export & import finance.

CO4: Analyze complexities in export pricing.

CO5: Compare Exim financial services that suits business needs.

CO6: Evaluate the need for comprehensive and specific export credit insurance policies to the organization.

19BIFC306 : Soft Skills

Course Outcomes

Upon completion of the course students will be able to

CO1: Develop effective communication in oral and written forms.

CO2: Improve their cognitive skills by enhancing learning skills, presentation skills with ICT, problem solving and decision-making skills.

CO3: Critically think and evaluate their own self better and build ethical qualities for personal and professional success

CO4: Manage emotions and stress and build team skills for sustainable development in global business environment.

CO5: Analyse conflicts and maintain better interpersonal relationships.

CO6: Develop and incorporate time management and resource management skills to achieve one's own goals.

19BIFE307 - Value Engineering

Course Outcomes

Upon completion of the course, students will be able to

CO1: Understand the basics of Value Engineering (VE) and value analysis, its methodology and methods for appropriate time.

CO2: Develop and demonstrate the "function analysis" for infrastructure projects

CO3: Appreciate various factors for projects selection and develop an appropriate project.

CO4: Induce creative thinking in judgment of various factors project success and effective usage of ICT.

CO5: Create alternative solutions for the future with optimal selection or sorting using creative thinking and functional relationships.

CO6: Critically analyze the factors for project selection, estimation, and creative thinking in the field of value engineering.

19BIFE308: Project Procurement and Quality Management in Construction

Course Outcomes

Upon completion of the course, students will be able to

CO1: Manage the procurement process of the company.

CO2: Initiate and close the contract for procurement.

CO3: Analyse and implement the quality aspects in construction industry.

CO4: Initiate and execute the process of quality certification

CO5: Demonstrate the safety and create awareness of the safety in an industry.

CO6: Effectively use the ICT for the procurements process and quality assurance.

Semester – IV

19BIFC401: IT Infrastructure Management

Course Outcomes

Upon completion of the course, students will be able to

CO1: Estimate and develop the ICT requirements for infrastructure management.

CO2: Describe the business value and processes of ICT services in an organization and apply 44 that knowledge and skill with initiative to a workplace scenario.

CO3: Evaluate how effective IT Infrastructure Management requires strategic planning with alignment from both the IT and business perspectives in an organization.

CO4: Demonstrate the technical and communications skills that contribute to the operation of ICT services in an organization.

CO5: Improve the effective methods for storage, recovery and managing the data for an organization.

CO6: Understand and develop security, firewall and intellectual property.

19BIFC402 : Business Policy and Strategic Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get knowledge on managerial functions such as the internal and external environment of the organization.

CO2: Improve the cognitive skills that related to Mission, Vision, Goals, Objectives, Policies and Strategies of any organisation.

CO3: Evaluate and Develop strategic management tools and recommend strategic responses to business problems.

CO4: Develop strategic management plan for sustainable development of the organization

CO5: Analyse and Implement their responsibility to the society and business organisation.

CO6: Understand the social responsibilities, ethical and social considerations of business organisation.

19BIFC403 - Supply Chain Management for Infrastructure

Course Outcomes

Upon completion of the course, students will be able to

CO1: Evaluate complex qualitative and quantitative data to support strategic and operational decisions of supply chain.

CO2: Develop comprehensive strategic and tactical plans for supply chain management.

CO3: Generate creative, critical and reflective thinking to address organizational opportunities and challenges in supply chain.

CO4: Improve appropriate technologies in developing solutions to business opportunities and challenges in supply chain.

CO5: Analyse, forecast the demand and serve the customer accordingly.

CO6: Identify and develop ICT for effective implementation of supply chain.

19BIFC404: Indian Ethos and Values

Course Outcomes

The completion of this course will result in

CO1: Enhancing the understanding of Ethics and Religious Values

CO2: Increasing capacities on Indian Ethos for Business Excellence

CO3: Managing stress in real world situations

CO4: Practicing yoga and meditation for better mental health

CO5: Exercising yoga and meditation for better physical health and social skills

CO6: Implementing the outcome of Yoga for Managerial Excellence

19BIFC406: International Infrastructure Management

Course Outcomes

Upon completion of the course, students will be able to

CO1: Evaluate the international environment and related issues of infrastructure management.

CO2: Critically analyze the impact of LPG in infrastructure management

CO3: Analyse the international quality standards of infrastructure projects and implement them.

CO4: Design infrastructure organization for international business

CO5: Create strategies for competitive advantage and effective use of ICT.

CO6: Understand various world class manufacturing techniques and use it effectively in their projects.

19BIFE407: Environmental Impact and Risk Assessment

Course Outcomes

Upon completion of the course, students will be able to:

CO1: Understand the basics of environmental impact assessment and its Legal and Regulatory Aspects in India

CO2: Critically demonstrate the purpose, process and limitations of EIA in the decision-making process.

CO3: Understand and evaluate the components of EIA and usage of ICT in analyzing the assessment of environmental risk.

CO4: Adopt, plan and apply commonly used environmental impact assessment methodologies and methods and develop their own methods.

CO5: Develop, prepare, implement rehabilitation plans aligned with policies and guidelines to safeguard environment.

CO6: Understand the environmental risk assessment framework and assess socio-economic impact and environmental risk impact.

19BIFE408: Disaster Mitigation and Management

Course Outcomes

Upon completion of the course, students will be able to:

CO1: Understand the difference between hazard, disaster, Disaster Management Policy, Procedure and Institutional Mechanism

CO2: Analyse and evaluate the environmental, social, cultural, economic, legal factors of disaster

CO3: Evaluate the environmental, social, cultural, economic, legal and organizational aspects influencing vulnerabilities and capacities to face disasters.

CO4: Critically evaluate protection measures during disaster, flood, landslide and avoiding damages to building by strengthening existing and restoration.

CO5: Generate protection measures during landslide and strengthening existing and restoration.

CO6: Develop the framework for the disaster management & disaster mitigation and effective usage of ICT in disaster management.

Semester – IV

19BIFC409: Comprehensive Viva-Voce (Infrastructural Visits and Subjects)

M.B.A. (International Business Management) (Two Year) Programme

Semester – I

19BIBC101: Management Process

Course Outcomes

Upon completion of the course students will be able to

CO1: Impart knowledge in general management practice like planning, organizing, staffing, directing, motivating and controlling in an organization.

CO2 : Understand the need for team work, to work effectively in a team and to act as a global leader.

CO3: Improve the Cognitive skills related to Indian and global organization structure and to understand the different levels of management in an organization.

CO4: Understand the need for quality policy and controlling techniques to be practiced in an organization.

CO5: Improve and develop the communication skills and the need for ethical business practice.

CO6: Develop conflict management plan and to solve the problems in an organization.

19BIBC102: Managerial Economics

Course Outcomes

Upon completion of this course the students will have the ability to

CO1: Understand the role of Economic theory and concepts in Management Decision

CO2 : Analyse the situations challenging the management environment in an

CO3: Knowing the cost theories will be able to be effective manager in cost reduction.

CO4: Handle the Micro and Macro Environment.

CO5: Understand the challenges of Entrepreneur and build the confidence to do his

CO6: Manage any situation arising in Business environment.

19BIBC103 : Organizational Behaviour

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand individual behavior in organizations, including diversity, attitudes.

CO2: Study job satisfaction, emotions, moods, personality, values, perception, decision making, and motivational theories.

CO3: Recognize group behavior in organizations, including communication, leadership, power and 17 politics, conflict, and negotiations.

CO4: Unleash the organizational system, including organizational structures, culture, human resource and change.

CO5: Analyze the Leadership characteristics, organizational conflicts

CO6: Know the importance of organizational change.

19BIBC104: Accounting for Managers

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get knowledge on accounting format with effectively and professionally.

CO2: Acquire the knowledge and skills that related to financial and nonfinancial information to formulate business.

CO3: Develop the global business, how to management accounting helps for decision making.

CO4: work individual as well as team member in financial aspects of business.

- CO5: Analyse and Implementation their responsibility and ethical financial information.
CO6: Provide sustainable development of business using tools and technique in accounting.

19BIBC106 : Computer Applications in Management

Course Outcomes

Upon completion of the course the students will be able to

- CO1: Understand the evolution and recent developments in hardware, software, management functions related packages and other accessories.
CO2: Recognize, understand and involve in development of programs, system software and applications for various functions of business.
CO3: Organize and work with files, folders and data storage for various functions in modern business
CO4: Get familiar with working in MS-office and its application for various functions in modern business.
CO5: Gain familiarity with the concepts and terminology used in the network development Implement and maintain the operations of networking in information system of various functions for strategic advantage.

19BIBC107 : Project, Entrepreneurship and Small Business Management

Course outcomes

Upon completion of the course students will be able to

- CO1: Understand and get skill on Project management tools and Information system used in a project.
CO2: Impart knowledge on infrastructure project and project identification methods that are practiced in Indian and Global scenario.
CO3: Improve cognitive skills on project delays and to resolve conflict in a project.
CO4: Understand the role of entrepreneur and ethical practice in Indian and global scenario.
CO5: Develop the leadership skills, communication skills and the ability to work with a project team.
CO6: Impart knowledge on Training institute and financial institution that assist the small scale industry in the sustainable development.

19BIBC108 – Research Methodology

Course Outcomes

Upon completion of the course students will be able to

- CO1: Display competencies and knowledge on the key knowledge area of research and its methodologies.
CO2: Acquire the skills to explore appropriate research problems and parameters.
CO3: Evaluate research problems and various research designs,
CO4: Formulate hypotheses and develop statistical models
CO5: Acquire the skills to analyze various research problems, interpret the various statistical tests results and generate good research reports.
CO6: Develop proficiency in using SPSS for Data analysis.

Semester – II

19BIBC201 : FINANCIAL MANAGEMENT

Course outcome

- CO1: Analyse the functions of finance manager who entails planning, organizing, controlling, monitoring and evaluating the financial resources of an organization to achieve its overall objectives.

CO2: Describe the characteristics of various sources of long-term financing.

CO3: Analyse the key issues related to working capital policy and various facets of inventory management

CO4: Discuss the techniques of Capital budgeting and explore certain advanced issues in capital budgeting.

CO5: Expound various views on relationship between capital structure and cost of capital.

CO6: Explore the aspects of dividend decision and describe the determinants of appropriate dividend policy.

19BIBC202 : Marketing Management

Course Outcomes

After completion of the course students will be able to

CO1: Familiar into marketing concept and environment.

CO2: Built the Critical approach and analyze the market and segmenting markets.

CO3: Well communicate the authorities about the buyer's opinion towards promotional as well as marketing mix strategies.

CO4: Analyze the innovative market information and derive insights.

CO5: Construct the suitable marketing strategies after evaluating the current trend about new products and copyrights.

CO6: Teach the ethics of marketing to the corporate world and also can explore the purchase decision process .

19BIBC203 : Human Resource Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Apply and contribute to the development, implementation and evaluation of Planning of Human Resources, Recruitment, Selection, and Retention.

CO2: Create the design and evaluation of Training and Development Programmes.

CO3: Develop and Facilitate Performance management and Compensation management by upholding ethical standards for sustainable development.

CO4: Critically evaluate and communicate Health, Welfare and safety aspects of employees and organization.

CO5: Appreciate Human Resource aspects of an organization for better decision making.

CO6: Conduct research, prepare report and recommend changes in Human Resource Practices.

19BIBC204 : Production And Materials Management

Course Outcomes

Upon completion of the course students will be able to,

CO1: Demonstrate the core features of production function at the operational and strategic levels, its correlation with employees, process, productivity, quality and information technology besides its contribution to the competitiveness of firms.

CO2: Appraise the production functions and their interaction with other business functions such as finance, marketing, human resource, supply chain and innovation.

CO3: Evaluate the factors that may influence the location of a plant in national and foreign along with the ability to identify operational methodologies to assess and improve the organizational overall performance.

CO4: Assess the principles underlying on Production Planning and Control and pertain various qualitative techniques of maintenance function for an extensive sustainability and development of the organizations.

CO5: Apply materials forecasting and planning techniques to carry out the work independently or team and develop basic materials requirement schedules in order to take aggregate decisions.

CO6: Develop an integrated framework for critical thinking entailed for today's managers towards purchasing policies, procedures, legal aspects, and tax considerations which analyze the enterprise as a whole with a specific focus on the organizations wealth creation processes.

19BIBC206 : Decision Support System And Management Information System

Course Outcomes

Upon completion of the course the students will be able to

CO1: Categorize the components of information systems and differentiate how they interact among them.

CO2: Understand MIS and DSS within a context of an integrated collection of subsystems within an organization.

CO3: Classify the conceptual foundations, structure and technology of information systems.

CO4: Formulate and develop an information-based DSS and MIS, supporting improved decision making and problem solving by improved individual insight.

CO5: Determine and develop MIS and DSS in support of management, users and functional areas for the organization.

CO6: Develop planning and techniques involved in the implementation of an information system, specifically MIS & DSS

19BIBC207 : Export–Import Procedures, Documentation And Logistics

Course Outcomes

Upon completion of this course the students will have the ability to

CO1: Understand the Export and Import procedures in International Trade.

CO2: Analyse the challenges of the International Environment.

CO3: Knowing the Insurance, Banking and Foreign Exchange system in International trade.

CO4: Handle the Cargo shipment, Customs clearance in doing Trade practices.

CO5: Understand the challenges of National and International Business

CO6: Builds the confidence to do his own business

19BIBC208: International Economics

Course Outcomes

The completion of this course will result in

CO1: Enhanced basic International Trade practices

CO2: Better Commercial Policies on International Trade

CO3: Enriched on Export and Import Policies

CO4: Increased capacities on Foreign Exchange Economic Development

CO5: Better understanding on Foreign Trade

CO6: Realize Foreign various Aids in Economic Development

19BIBC209: Lab For Statistical Packages On Business Decision

Course Outcomes

Upon completion of the course, the student will

CO1: Understand the role that statistical data analysis plays in managerial decision-making process.

CO2: Improved statistical thinking abilities, involving the identification and exploitation of variation in decision making and problem solving.

CO3: Critically evaluate reports presenting statistical data and translate and communicate the results of statistical analyses to organizational managers.

CO4: Expertise in recording, presenting, recitation and making inferences from quantitative data.

CO5: Develop capabilities as a manager to “think statistically” using data and to substantiate the business intuitions.

CO6: Achieve a practical level of competence in building statistical models that suit business applications.

Semester – III

19BIBC301 : Operations Research

Course Outcomes

Upon completion of the course, the student will

CO1: Critically think about the priorities that are involved in the daily activities of a project.

CO2: Cultivate and Enhance the knowledge about Build the best fit route of transportation for carrying schedule of activities.

CO3: Have the ability to work and Graphically locate the optimum peak point in completing the project.

CO4: Understand the application of Queuing Theory

CO5: Analyze and apply the research techniques in quantitative and qualitative aspects CO6: Develop competencies in Maximize the productivity with help of least cost techniques

19BIBC302 : Introduction To Business Analytics

Course Outcomes

Upon completion of this course, the student will have the ability to

CO1: Display competencies and knowledge in key international business problems and apply analytical knowledge in big data

CO2: Develop own professional development in international business and its models of the field of business analytics.

CO3: Able to cultivating cognitive skills on the applications of business analytics to export, import and taxation.

CO4: Commitment to sustainable development of data visualization and time series analysis in solving international business issues.

CO5: Provide leadership in application of using R statistics for solving international business issues within and between disciplines

CO6: Cultivating cognitive skills acquired on forecasting methods to support the international business functions.

19BIBC303: Business Legislations

Course Outcomes

Upon completion of this course the students will be able to

CO1: Expertise with the business laws and company laws.

CO2: Appreciate and analyze the scope of these laws so that they are able to operate their businesses within their legal confines.

CO3: Develop students thinking in a logical way, so that even a student with no legal background is able to understand it.

CO4: Create the students' analytical thinking and logical reasoning as a technique for decision-making on the basis of business legislations.

CO5: Understand the applicability of rules as per today's scenario.

CO6: Communicate effectively using standard business and legal terminology.

19BIBC304: International Business And Export Management

Course Outcomes

CO1: Get in depth knowledge about export procedure and documents.

CO2: Describe the aspects of export marketing and pricing methods.

CO3: Know the facet of export & import finance.

CO4: Analyze complexities in export pricing.

CO5: Compare Exim financial services that suits business needs.

CO6: Evaluate the need for comprehensive and specific export credit insurance policies to the organization

19BIBC306 : Soft Skills

Course Outcomes

Upon completion of the course students will be able to

CO1: Develop effective communication in oral and written forms.

CO2: Improve their cognitive skills by enhancing learning skills, presentation skills with ICT, problem solving and decision-making skills.

CO3: Critically think and evaluate their own self better and build ethical qualities for personal and professional success

CO4: Manage emotions and stress and build team skills for sustainable development in global business environment.

CO5: Analyse conflicts and maintain better interpersonal relationships.

CO6: Develop and incorporate time management and resource management skills to achieve one's own goals

19BIBC307 : Foreign Trade Policy

Course Outcomes

Upon completion of this course the students will be able to

CO1: Describe the need on foreign trade policy.

CO2: Recall the Exim policies and procedures for export and import.

CO3: Interpret the India's foreign trade and services

CO4: Judge on the export promotion councils, Exim banks, export zones, India's foreign trade.

CO5: Analyze on the economic theories and the role of government CO6: Explore on the opportunities for foreign trade.

19BIBC308 : Information Technology And E-Commerce

Course Outcomes

Upon completion of the course, students will be able to:

CO1: Understood the Basic concepts of Information Technology (IT) and about “E – Commerce”.

CO2: Learned about the Various aspects of Information Technology, Systems, E – Commerce, Network, Communication System, Managerial Information System.

CO3: Understood the Knowledge and decision support on Decision making and support systems, Data visualization technologies, Knowledge Management, Discovery and analysis, Business of Internet commercialization, etc.

CO4: Get acquaintance about the basic information on Information Technology, E – Commerce, Managerial Information System along with Telecommunication and Networking. computer hardware and software of IT infrastructure.

CO5: Understood the different roles of IT Managers at different levels, with their organizational and managerial support systems along with its planning and developing.

CO6: Critically evaluate the application and execution on “Information Technology and System”, “E – Commerce”, “World Wide Web” and “Internet Applications for E – Commerce”, Tools for Managerial Information System and its related database.

Semester – IV

19BIBC401 : Retailing and Rural Marketing

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand the principles and functions of Retailing in India.

CO2: Understand the importance of Retail site locations

CO3: Familiar with the HRM functions in retailing.

CO4: Enable to understand the duties and responsibilities of store manager.

CO5: Develop and evaluate the Rural Marketing.

CO6: To know the growth of growth of rural marketing in India.

19BIBC402: Business Policy and Strategic Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get knowledge on managerial functions such as the internal and external environment of the organization.

CO2: Improve the cognitive skills that related to Mission, Vision, Goals, Objectives, Policies and Strategies of any organization.

CO3: Evaluate and Develop strategic management tools and recommend strategic responses to business problems.

CO4: Develop strategic management plan for sustainable development of the organization

CO5: Analyse and Implement their responsibility to the society and business organization.

CO6: Understand the social responsibilities, ethical and social considerations of business organization.

19BIBC403: Logistics and Supply Chain Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Evaluate complex qualitative and quantitative data to support strategic and operational decisions of supply chain.

CO2: Develop comprehensive strategic and tactical plans for supply chain management.

CO3: Use creative, critical and reflective thinking to address organizational opportunities and challenges.

CO4: Integrate appropriate technologies in developing solutions to business opportunities and challenges.

CO5: Analyze the effect of demand uncertainty managing inventory in the supply chain
CO6: Understand the importance of Enterprise Resource Planning (ERP).

19BIBC404 : Indian Ethos and Values

Course Outcomes

The completion of this course will result in

- CO1: Enhancing the understanding of Ethics and Religious Values
- CO2: Increasing capacities on Indian Ethos for Business Excellence
- CO3: Managing stress in real world situations
- CO4: Practicing yoga and meditation for better mental health
- CO5: Exercising yoga and meditation for better physical health and social skills
- CO6: Implementing the outcome of Yoga for Managerial Excellence

19BIBC406: Behavioural Science and Communication Lab – Practical

Course Outcomes

Upon completion of the course students will be able to

- CO1: Recognize, describe and implement a variety of research methods and skills common to the behavioral sciences.
- CO2: Articulate the key elements of content within a wide variety of areas in the behavioral sciences.
- CO3: Creatively and effectively apply behavioral science principles, knowledge and skills to promote positive change in one's community.
- CO4: To enhance the student's communication Skills through activities.
- CO5: It helps to understand the dimensions of Emotional intelligence & Ego states
- CO6: It helps to understand the dimensions of Decision making.

19BIBC407: International Marketing Management

Course Outcomes

Upon completion of the course, the student will

- CO1: Critically think about the Challenges and Dynamic Environments of International Marketing.
- CO2: Cultivating and enhance the knowledge about the effects of globalised business world.
- CO3: Have the ability to work and demonstrate the planning of marketing activities on foreign markets and domestic markets.
- CO4: Understand the application of marketing research in international aspects to identify the new markets.
- CO5: Analyse and design strategies for international business environments that firms utilize when marketing their products in foreign countries.
- CO6: Develop competencies and upholding the strategies in implementing Global Marketing Strategies

19BIBC408: International Financial Management

Course Outcomes

After completion of this course, the student should be able to

- CO1: incorporate the significant changes that has taken place in the field of International Finance.
- CO2: Identify various theories and techniques used in Foreign Exchange Risk Management
- CO3: international investment opportunity to elaborate the scope of investment under fast changing globalized economy

CO4: know the risk and return from foreign equity investment, equity financing in international markets and its mechanism.

CO5: understand the rationale for political and economic risk analysis as a prerequisite for foreign investment

CO6: provide a Theoretical objective of International Taxation and its bases in International tax system.

M.B.A. (Marketing Management) (Two Year) Programme

Semester – I

19BMKC101: Management Process

Course outcomes

Upon completion of the course students will be able to

CO1 Impart knowledge in general management practice like planning, organizing, staffing, directing, motivating and controlling in an organization.

CO2 Understand the need for team work, to work effectively in a team and to act as a global leader.

CO3 Improve the Cognitive skills related to Indian and global organization structure and to understand the different levels of management in an organization.

CO4 Understand the need for quality policy and controlling techniques to be practiced in an organization.

CO5 Improve and develop the communication skills and the need for ethical business practice.

CO6 Develop conflict management plan and to solve the problems in an organization

19BMKC102 : Managerial Economics

Course Outcomes

Upon completion of this course the students will have the ability to

CO1: Analyse the situations challenging the management environment in an organisation.

CO2: Understand the role of Economic theory and concepts in Management Decision making

CO3: Knowing the cost theories will be able to be effective manager in cost reduction

CO4: Handle the Micro and Macro environment.

CO5: Understand the challenges of entrepreneur and build the confidence to do his own business.

CO6: Manage any situation arising in business environment.

19BMKC103: Organizational Behaviour

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand individual behavior in organizations, including diversity, attitudes.

CO2: Study job satisfaction, emotions, moods, personality, values, perception, decision making, and motivational theories.

CO3: Recognize group behavior in organizations, including communication, leadership, power and politics, conflict, and negotiations.

CO4: Unleash the organizational system, including organizational structures, culture, human resource and change.

CO5: Analyze the Leadership characteristics, organizational conflicts

CO6: Know the importance of organizational change.

19BMKC104: Accounting for Managers

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get knowledge on accounting format with effectively and professionally.

CO2: Acquire the knowledge and skills that related to financial and nonfinancial information to formulate business.

CO3: Develop the global business, how to management accounting helps for decision making.

CO4: work individual as well as team member in financial aspects of business.

CO5: Analyse and Implementation their responsibility and ethical financial information.

CO6: Provide sustainable development of business using tools and technique in accounting.

19BMKC106 : Computer Applications in Management

Course Outcomes

Upon completion of the course the students will be able to

CO1: Understand the evolution and recent developments in hardware, software, management functions related packages and other accessories.

CO2: Recognize, understand and involve in development of programs, system software and applications for various functions of business.

CO3: Organize and work with files, folders and data storage for various functions in modern business

CO4: Get familiar with working in MS-office and its application for various functions in modern business.

CO5: Gain familiarity with the concepts and terminology used in the network development

CO6: Implement and maintain the operations of networking in information system of various functions for strategic advantage.

19BMKC107: Project, Entrepreneurship and Small Business Management

Course outcomes

Upon completion of the course students will be able to

CO1: Understand and get skill on Project management tools and Information system used in a project.

CO2: Impart knowledge on infrastructure project and project identification methods that are practiced in Indian and Global scenario.

CO3: Improve cognitive skills on project delays and to resolve conflict in a project.

CO4: Understand the role of entrepreneur and ethical practice in Indian and global scenario.

CO5: Develop the leadership skills, communication skills and the ability to work with a project team.

CO6: Impart knowledge on Training institute and financial institution that assist the small scale industry in the sustainable development.

19BDLC108 – Research Methodology

Course Outcomes

Upon completion of the course students will be able to

CO1: Display competencies and knowledge on the key knowledge area of research and its methodologies.

CO2: Acquire the skills to explore appropriate research problems and parameters.

CO3: Evaluate research problems and various research designs,

CO4: Formulate hypotheses and develop statistical models

CO5: Acquire the skills to analyze various research problems, interpret the various statistical tests results and generate good research reports.

CO6: Develop proficiency in using SPSS for Data analysis.

Semester-II

19BMKC201: Financial Management

Course Outcomes

After completion of this course, the student should be able to

CO1: Analyse the functions of finance manager who entails planning, organizing, controlling, monitoring and evaluating the financial resources of an organization to achieve its overall objectives.

CO2: Describe the characteristics of various sources of long-term financing.

CO3: Analyse the key issues related to working capital policy and various facets of inventory management

CO4: Discuss the techniques of Capital budgeting and explore certain advanced issues in capital budgeting.

CO5: Expound various views on relationship between capital structure and cost of capital.

CO6: Explore the aspects of dividend decision and describe the determinants of appropriate dividend policy.

19BMKC202: Marketing Management

Course Outcomes

After completion of the course students will be able to

CO1: Familiar into marketing concept and environment.

CO2: Built the Critical approach and analyze the market and segmenting markets.

CO3: Well communicate the authorities about the buyer's opinion towards promotional as well as marketing mix strategies.

CO4: Analyze the innovative market information and derive insights.

CO5: Construct the suitable marketing strategies after evaluating the current trend about new products and copyrights.

CO6: Teach the ethics of marketing to the corporate world and also can explore the purchase decision process.

19BMKC203: Human Resource Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Apply and contribute to the development, implementation and evaluation of Planning of Human Resources, Recruitment, Selection, and Retention.

CO2: Create the design and evaluation of Training and Development Programmes.

CO3: Develop and Facilitate Performance management and Compensation management by upholding ethical standards for sustainable development.

CO4: Critically evaluate and communicate Health, Welfare and safety aspects of employees and organization.

CO5: Appreciate Human Resource aspects of an organization for better decision making.

CO6: Conduct research, prepare report and recommend changes in Human Resource Practices.

19BMKC204: Production and Materials Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Demonstrate the core features of production function at the operational and strategic levels, its correlation with employees, process, productivity, quality and information technology besides its contribution to the competitiveness of firms. 30

CO2: Appraise the production functions and their interaction with other business functions such as finance, marketing, human resource, supply chain and innovation.

CO3: Evaluate the factors that may influence the location of a plant in national and foreign along with the ability to identify operational methodologies to assess and improve the organizational overall performance.

CO4: Assess the principles underlying on Production Planning and Control and pertain various qualitative techniques of maintenance function for an extensive sustainability and development of the organizations.

CO5: Apply materials forecasting and planning techniques to carry out the work independently or team and develop basic materials requirement schedules in order to take aggregate decisions.

CO6: Develop an integrated framework for critical thinking entailed for today's managers towards purchasing policies, procedures, legal aspects, and tax considerations which analyze the enterprise as a whole with a specific focus on the organizations wealth creation processes.

19BMKC206: Decision Support System and Management Information System

Course Outcomes

Upon completion of the course the students will be able to

CO1: Categorize the components of information systems and differentiate how they interact among them.

CO2: Understand MIS and DSS within a context of an integrated collection of subsystems within an organization.

CO3: Classify the conceptual foundations, structure and technology of information systems.

CO4: Formulate and develop an information-based DSS and MIS, supporting improved decision making and problem solving by improved individual insight.

CO5: Determine and develop MIS and DSS in support of management, users and functional areas for the organization.

CO6: Develop planning and techniques involved in the implementation of an information system, specifically MIS & DSS

19BMKE207: Marketing Research and Consumer Behaviour

Course Outcomes

Upon completion of the course the students will be able to

CO1: Understand current theoretical and methodological approaches to various aspects of Marketing Research.

CO2: Equip with knowledge of appropriate marketing research techniques.

CO3: Describe models for consumer decision processes and main theories in communications

CO4: Relate internal dynamics to the choices consumers make and group dynamics to the choices made by groups of people.

CO5: Critically analyze consumer behaviour & decision processes and create marketing strategies.

CO6: Demonstrate the market research knowledge and consumer behaviour patterns to develop marketing strategies to influence those behaviours.

19BMKE 208: Advertising and Sales Promotion

Course Outcomes

Upon completion of the course students will have the ability to

CO1: Understand and remember the advertising fundamentals and its classification.

CO2: Apply their cognitive skills knowledge on communication models which related to advertising. 35

CO3: Understand and familiar with the way of media selection and functions of advertising Agencies.

CO4: Analyse the importance of interpersonal relationships among ad agency and clients.

CO5: Create marketing strategies and incorporate with sales promotional techniques.

CO6: Work professionally in a team and learn public relations and corporate advertising.

19BMKC209: Lab for Statistical Packages on Business Decision

Course Outcomes

Upon completion of the course, the student will

CO1: Understand the role that statistical data analysis plays in managerial decision making process.

CO2: Improved statistical thinking abilities, involving the identification and exploitation of variation in decision making and problem solving.

CO3: Critically evaluate reports presenting statistical data and translate and communicate the results of statistical analyses to organizational managers.

CO4: Expertise in recording, presenting, recitation and making inferences from quantitative data.

CO5: Develop capabilities as a manager to “think statistically” using data and to substantiate the business intuitions.

CO6: Achieve a practical level of competence in building statistical models that suit business applications.

Semester – III

19BMKC301: Operations Research

Course Outcomes

Upon completion of the course, the student will

CO1: Critically think about the priorities that are involved in the daily activities of a project.

CO2: Cultivate and Enhance the knowledge about Build the best fit route of transportation for 39 carrying schedule of activities.

CO3: Have the ability to work and Graphically locate the optimum peak point in completing the project.

CO4: Understand the application of Queuing Theory

CO5: Analyze and apply the research techniques in quantitative and qualitative aspects

CO6: Develop competencies in Maximize the productivity with help of least cost techniques

19BMKC302: Introduction to Business Analytics

Course Outcomes

Upon completion of this course, the student will be able to

CO1: Display competencies and knowledge in key marketing management problems and apply analytical knowledge in big data

CO2: Develop own professional development in marketing management and its models of the field of business analytics.

CO3: Able to cultivating cognitive skills on the applications of business analytics to sales, new product development and advertising.

CO4: Commitment to sustainable development of data visualization and time series analysis in solving marketing issues.

CO5: Provide leadership in application of using R statistics for solving marketing issues within and between disciplines

CO6: Cultivating cognitive skills acquired on forecasting methods to support the marketing functions.

19BMKC303: Business Legislations

Course Outcomes

Upon completion of this course the students will be able to

CO1: Expertise with the business laws and company laws.

CO2: Appreciate and analyze the scope of these laws so that they are able to operate their businesses within their legal confines.

CO3: Develop students thinking in a logical way, so that even a student with no legal background is able to understand it.

CO4: Create the students' analytical thinking and logical reasoning as a technique for decision-making on the basis of business legislations.

CO5: Understand the applicability of rules as per today's scenario.

CO6: Communicate effectively using standard business and legal terminology.

19BMKC304: International Business and Export Management

Course Outcomes

Upon completion of the course the students will be able to

CO1: Get in depth knowledge about export procedure and documents

CO2: Describe the aspects of export marketing and pricing methods.

CO3: Know the facet of export & import finance.

CO4: Analyze complexities in export pricing.

CO5: Compare Exim financial services that suits business needs.

CO6: Evaluate the need for comprehensive and specific export credit insurance policies to the organization.

19BMKC306: Soft Skills

Course Outcomes

Upon completion of the course students will be able to

CO1: Develop effective communication in oral and written forms.

CO2: Improve their cognitive skills by enhancing learning skills, presentation skills with ICT, problem solving and decision-making skills.

CO3: Critically think and evaluate their own self better and build ethical qualities for personal and professional success

CO4: Manage emotions and stress and build team skills for sustainable development in global business environment.

CO5: Analyse conflicts and maintain better interpersonal relationships.

CO6: Develop and incorporate time management and resource management skills to achieve one's own goals.

19BMKE307: Sales and Distribution Management

Course Outcomes

Upon completion of this course, the student will have the ability to

CO1: Understand and learn to improve the cognitive skills in the basic functions of sales management.

CO2: Commitment to an effective sales manager with salesmanship qualities

CO3: Display competencies and knowledge in consumers' needs and wants.

CO4: Create marketing strategies after assessing the competitor sales strategies in the market

CO5: Remember the marketing concepts, framework and the sales management practices

CO6: Work professionally in a team and communicate the sales information effectively in any organization

19BMKE308: Product and Services Marketing

Course Outcomes

Upon completion of the course students will have the ability to

CO1: Understand and remember the marketing concepts to improve the products and its classification.

CO2: Upholding ethical standards on brand and its extension strategies in promoting sales of product or service

CO3: Critical thinking to solve managerial or marketing related issues in packaging process and its styles.

CO4: Analyze the synthesized market information to get business ideas on tourism and hospital services.

CO5: Work professionally in a team and incorporate with functions of hotel industries.

CO6: Display competencies and knowledge in service marketing strategies for their sustainable development.

Semester – IV

19BMKC401 : Retailing and Rural Marketing

Course Outcomes

Upon completion of the course students will be able to

CO 1: Understand the principles and functions of Retailing in India.

CO 2: Understand the importance of Retail site locations

CO 3: Familiar with the HRM functions in retailing.

CO 4: Enable to understand the duties and responsibilities of store manager.

CO 5: Develop and evaluate the Rural Marketing.

CO 6: To know the growth of growth of rural marketing in India

19BMKC402: Business Policy and Strategic Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Understand and get knowledge on managerial functions such as the internal and external environment of the organization.

CO2: Improve the cognitive skills that related to Mission, Vision, Goals, Objectives, Policies and Strategies of any organization.

CO3: Evaluate and Develop strategic management tools and recommend strategic responses to business problems.

CO4: Develop strategic management plan for sustainable development of the organization

CO5: Analyse and Implement their responsibility to the society and business organization.

CO6: Understand the social responsibilities, ethical and social considerations of business organization.

19BMKC403: Logistics and Supply Chain Management

Course Outcomes

Upon completion of the course students will be able to

CO1: Evaluate complex qualitative and quantitative data to support strategic and operational decisions of supply chain.

CO2: Develop comprehensive strategic and tactical plans for supply chain management.

CO3: Use creative, critical and reflective thinking to address organizational opportunities and challenges.

CO4: Integrate appropriate technologies in developing solutions to business opportunities and challenges.

CO5: Analyze the effect of demand uncertainty managing inventory in the supply chain

CO6: Understand the importance of Enterprise Resource Planning (ERP).

19BMKC404 : Indian Ethos and Values

Course Outcomes

Upon completion of the course students will be able to

- CO1: Enhancing the understanding of Ethics and Religious Values
- CO2: Increasing capacities on Indian Ethos for Business Excellence
- CO3: Managing stress in real world situations
- CO4: Practicing yoga and meditation for better mental health
- CO5: Exercising yoga and meditation for better physical health and social skills
- CO6: Implementing the outcome of Yoga for Managerial Excellence

19BMKC406 : Behavioural Science and Communication Lab – Practical**Course Outcomes**

Upon completion of the course students will be able to

- CO1: Recognize, describe and implement a variety of research methods and skills common to the behavioral sciences.
- CO2: Articulate the key elements of content within a wide variety of areas in the behavioral sciences.
- CO3: Creatively and effectively apply behavioral science principles, knowledge and skills to promote positive change in one's community.
- CO4: To enhance the student's communication Skills through activities.
- CO5: It helps to understand the dimensions of Emotional intelligence & Ego states
- CO6: It helps to understand the dimensions of Decision making.

19BMKE407: International Marketing**Course Outcomes**

Upon completion of this course the students will be able to

- CO1: Describe the need and scenario for international marketing.
- CO2: Analyze the global market with overall scenario.
- CO3: Evaluate the political environment internationally with global perspective.
- CO4: Develop strategies on marketing aspects with special research focus.
- CO5: Have competence on negotiation for merger and acquisition.
- CO6: Will have the capacity on fixing pricing of products.

19BMKE408: Customer Relationship Management

After completion of the course students will be able to

- CO1: Develop the critical thinking over the CRM concepts.
- CO2: Cultivate the various selling concepts among the selling people.
- CO3: Familiarize the significance of supplier relationship (SRM) and partner's relationship management.
- CO4: Communicates the importance of customer information data bases and ethics
- CO5: Display the competencies for preparing a business plan.
- CO6: Analyze the short coming in the existing CRM strategies and to construct the revised CRM strategies.