BBA

Program Outcomes

No.	By the end of the Program, the BBA graduate will:
PO1	By focusing disciplines in this field, students will obtain a comprehensive overview on developing themselves professionally for careers in the different forms of business organisation.
PO2	Students will be able to apply the knowledge gained in the Business administration according to the set operational and strategic aims, to follow the implementation process, to make decisions and adjustments for the optimization of operational and strategic activities.
PO3	Students will be able to understand, communicate and implement, analyse and evaluate all types' decisions of any type of business forms
PO4	Students will be able to act ethically and to understand responsibility for the professional impact on the environment and society.
PO5	Students will be able to understand, apply theoretical knowledge to the current practices which are trending across various industries.
PO6	Students will be able to assume responsibility, be able to work in a team, delegate and coordinate responsibilities, to plan and organize one`s work efficiently, as well as to deal with conflict situations
PO7	Students will be able to take all sort of decisions like framing and implementing investment, finance and dividend decisions.
PO8	Students will understand the role of manager in different department of an organization like finance, marketing etc,
P09	Possess strong foundation for their higher studies.
P10	Blend analytical, logical and managerial skills with the technical aspects to resolve real world issues

Course Outcomes and Mapping with Program Outcomes

First Year/ Semester 1

Subject Code	Subject Name (Compulsory Subject)
BBA CR 1.1	Principles of Management
BBA CR 1.2	Business Accounting
BBA CR 1.3	Business Law
BBA CR 1.4	Business Statistics
BBA G.E 1.1	Personality Development
BBA G.E 1.2	Health Education and Fitness
BBA G.E 1.3	Time and Stress Management
BBA S.E. 1.1	Introduction to Computers
BBA S.E. 1.2	French I
BBA S.E. 1.3	Practices in Modern Management

Course 1 (BBACR 1.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 1.1.1	Demonstrate and communicate the management evolution and how it will affect future managers.	PO1, PO2, PO3, PO4, PO10, PO11,
BBACR 1.1.2	Practice the process of management's four functions: planning, organizing, leading, and controlling.	PO4. PO5, PO6, PO7, PO14
BBACR 1.1.3	Students will be able to understand what total quality management is and how to handle change and stress management.	PO2, PO7, PO9, PO10

Course 2 (BBACR 1.2)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 1.2.1	To impart basic accounting knowledge and to make familiar and understand the importance of Business Accounting to the students which is needed in Business World.	PO1, PO2, PO3, PO4, PO7, PO8, PO11
BBACR 1.2.2	To familiarize students about accounting principles, accounting standards and accounting cycle.	PO4, PO6, PO7, PO8
BBACR 1.2.3	To make them understand about bank reconciliation statement, depreciation accounting and computerized accounting.	PO4, PO6, PO7, PO8

Course 3(BBACR 1.3)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 1.3.1	To impart knowledge and understanding to students on the legal aspects and their application to business decision making.	PO1, PO2, PO3, PO6, PO10
BBACR 1.3.2	To provide in-depth Knowledge on business laws in management.	PO3, PO6, PO7
BBACR 1.3.3	To create awareness and practicable applicability of different laws in the context of different business situations among students.	PO4, PO6, PO10

Course 4 (BBACR 1.4)

CO No.	At the end of the course the learner should be able to	Mapped program Outcome
BBACR 1.4.1	To demonstrate the key terminology, concepts tools and techniques used in business statistical analysis	PO4
BBACR 1.4.2	To conduct basic statistical analysis of data.	P04
BBACR 1.4.3	To demonstrate utility of different statistical tests used in research context	Po4

Course 5 (BBAGE1.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE1.1.1	Students will be able to imbibe in themselves various personality development skills and traits.	P01, P02, P03
BBAGE1.1.2	Students will be able to develop their soft and communication skills.	P01, P02, P03
BBAGE1.1.3	Will be able to actively engage themselves in Group discussion and debates by improving on their overall personality**.**	P01, P02, P03

Course 6 (BBAGE1.2)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE1.2.1	Students will be able to demonstrate importance of health education and basic food nutrition.	P011, P012

Course 7 (BBAGE1.3)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE1.3.1	Upon successful completion of this course, you will be able to: discuss the importance of goals, priorities, and planning;	P01, P02, P03, P04, P017, P018
BBAGE1.3.2	To use to-do lists as planning tools; learn how to prioritize daily tasks and responsibilities and reprioritize on a moment's notice;	P01, P02, P03, P04, P017, P018
BBAGE1.3.3	To learn how to identify and overcome time wasters; define procrastination; discuss the importance of delegation; and identify stressors and describe effective coping measures.	P01, P02, P03, P04, P017, P018

Course 8 (BBASE1.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE1.1.1	Students will be able to understand why computers are essential components in business, education and society.	P01, P02, P05
BBASE1.1.2	Describe the major components of applications software in the areas of word processing, spreadsheets, presentation graphics, data communications, and Internet.	P01, P02, P03, P04, P05
BBASE1.1.3	Describe various types of networks network standards and communication software.	P01, P02, P03, P04, P05

Course 9 (BBASE1.2)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE1.2.1	Students will be able to understand the grammar of French language.	P01

BBASE1.2.2	Students will be able to form sentences in French language.	P01
BBASE1.2.3	Students will be able to understand, communicate French language.	P01

Course 10 BBASE1.3 PRACTICES IN MODERN MANAGEMENT

CO No.	At the end of the course the learner should be able to	Mapped program Outcome
BBASE 1.3.1	Aware about strategic management and types of strategies.	Po3, Po4
BBASE 1.3.2	Students will be able to understand role of MNC's and global business practices.	Po6
BBASE 1.3.3	Aware about human resource development, globalization and management	Po3, Po4

Course Outcomes and Mapping with Program Outcomes

First Year/ Semester 2

Course Code	Course Title
Paper 1 BBACR2.1	Business Environment
Paper 2 BBACR2.2	Marketing Management
Paper 3 BBACR2.3	Basics of Cost Accounting
Paper 4 BBACR2.4	Production and Material Management
Paper 5 BBA GE2.1	Disaster Management
Paper 6 BBA GE2.2	Industrial Psychology
Paper 7 BBA GE2.3	Event Management
Paper 8 BBA SE2.1	IT for Business
Paper 9 BBA SE2.2	French II
Paper 10 BBA SE2.3	Business Communication I

Course 1 (BBACR2.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 2.1.1	Aware about the nature of business environment and its components.	PO1,PO2,PO4,PO9
BBACR 2.1.2	Understand environment in which businesses operate, the economic operational and financial framework.	PO1,PO2,PO3,PO7,PO10
BBACR 2.1.3	The students will be able to demonstrate and develop conceptual framework of business environment	PO1,PO2,PO3,PO4,PO5

Course 2 (BBACR2.2)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 2.2.1	Apply the principles of marketing to business organization. .	PO1,PO2,PO3,PO5,PO9
BBACR 2.2.2	Formulate a marketing plan including marketing objectives, marketing mix, strategies, budgetary considerations and evaluation criteria.	PO2,PO3,PO5,PO9
BBACR 2.2.3	Develop strategies for the efficient distribution of products and services. .	PO2,PO3,PO5,PO9

Course 3 (BBACR2.3)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 2.3.1	Explains cost accounting systems	PO1,PO2,PO3,PO7,PO9
BBACR 2.3.2	Explains manufacturing, factory, office and selling and distribution cost elements	PO1,PO2,PO3,PO5,PO10
BBACR 2.3.3	Explains cost from the view point of the relationship with cost centers	PO1,PO2,PO3,PO5,PO6,PO9

Course 4 (BBACR2.4)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 2.4.1	Demonstrate modern production techniques.	PO1,PO2,PO3,PO5,PO6
BBACR 2.4.2	To develop skills in solving production management problems.	PO2,PO3,PO5,PO6
BBACR 2.4.3	To recognize, appreciate and perform the job of a competent production manager	PO2,PO3,PO4,PO7,PO10

Course 5 (BBA GE2.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBA GE2.1.1	To work theoretically and practically in the processes of disaster management.	PO1,PO2,PO4
BBA GE2.1.2	To integrate knowledge and to analyse, evaluate and manage the different public health aspects of disaster events at local and global levels	PO2,PO3,PO4,PO6
BBA GE2.1.3	To demonstrate role of technology in disaster management.	PO1,PO2,PO3,PO6,PO9,PO10

Course 6 (BBA GE2.2)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBA GE2.2.1	To understand employee conflicts and principles of motivation and emotion are used in the recruitment and retention of employees.	PO3,PO4,PO9
BBA GE2.2.2	To describe the complicated systems of individual and group psychological processes involved in the world of work	PO1,PO2,PO3,PO4,PO6
BBA GE2.2.3	To explore the ways in which individual career choices and work-life success can be improved through the benefits of Industrial psychology	PO1,PO2,PO3,PO5,PO6

Course 7 (BBA GE2.3)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBA GE2.3.1	To develop and deliver successful events	PO1,PO2,PO3,PO6,PO7
BBA GE2.3.2	To develop budgets, work breakdown structures, and gain an insight into risk mitigation and contingency planning. .	PO1,PO2,PO3,PO7
BBA GE2.3.3	To explore the key elements and processes involved in format and venue selection, event registrations, catering, accommodation, transport, teaming, security, entertainment and stakeholder management	PO1,PO2,PO3,PO4,PO5,PO6

Course 8(BBA SE2.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBA SE2.1.1	Define number system, ecommerce and DBMS. .	PO1,PO2,PO3,PO5
BBA SE2.1.2	Identify, design, and analyse complex computer systems and implement and interpret the results from systems.	PO2,PO3,PO9
BBA SE2.1.3	Select and apply current techniques, skills, and tools necessary for computing practice and integrate IT-based solutions into the user environment effectively.	PO1,PO2,PO3,PO4,PO6,PO10

Course 9(BBA SE2.2)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBA SE2.2.1	Develop their ability to understand French language.	PO1,PO9
BBA SE2.2.2	Understand basic conversation in French language	PO1,PO5,PO9
BBA SE2.2.3	To frame sentences and frame paragraphs n French language	PO1,PO3,PO5

Course 10(BBA SE2.3)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBA SE2.3.1	To understand importance of business communication.	PO1,PO2,PO3,PO6,PO9
BBA SE2.3.2	Aware about different channels of communication	PO1,PO2,PO3,PO4
BBA SE2.3.3	Aware about methods and barriers of communication	PO1,PO3,PO6,PO5
BBA SE2.3.4	Develop communication and listening skills.	PO1,PO2,PO3,PO4,PO9

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Course Code	Course Title
Paper 1 BBACR3.1	Managerial Economics
Paper 2 BBACR3.2	Business Mathematics
Paper 3 BBACR3.3	Management Accounting
Paper 4 BBACR3.4	Research Methodology
Paper 5 BBAGE3.1	Public Administration
Paper 6 BBAGE3.2	Product and Service Design
Paper 7 BBAGE3.3	Family Business Management
Paper 8 BBASE3.1	Safety and Environmental Management
Paper 9 BBASE3.2	Strategic Management
Paper 10 BBASE3.3	Business Communication II

Course 1 (BBACR3.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 3.1.1	Understand the basic concepts of managerial economics and various economic theories.	PO1,PO2,PO3,PO5

BBACR 3.1.2	Analyze the demand and supply conditions and assess the position of a company	PO2,PO3,PO6,PO7
BBACR 3.1.3	Design competition strategies, including costing, pricing, product differentiation, and market environment according to the natures of products and the structures of the markets.	PO2,PO3,PO9,PO10

Course 2 (BBACR3.2)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 3.2.1	Analyze real world scenarios to recognize when simple and compound interest, annuities, payroll preparation, pricing, invoice preparation, trade discounts, taxes, and depreciation are appropriate, formulate problems about the scenarios, creatively model these scenarios in order to solve the problems using multiple approaches, judge if the results are reasonable, and then interpret and clearly communicate the results.	PO7,PO8,PO9,PO10
BBACR 3.2.2	Understand elementary of financial mathematics	PO7,PO8,PO9,PO10
3.2.3	Develop Derivatives and their Application	PO7,PO8,PO9,PO10

Course 3 (BBACR3.3)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 3.3.1	Critically analyze and provide recommendations to improve the operations of organizations through the application of management accounting techniques.	PO2,PO3,PO9,PO10
BBACR 3.3.2	Demonstrate the need for a balance between financial and non-financial information in decision making, control and performance evaluation applications of management accounting	PO2,PO3,PO9,PO10
BBACR 3.3.3	To understand the need and calculation of working requirement of business organization	PO2,PO3,PO9,PO10

Course 4 (BBACR3.4)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 3.4.1	Students will be able to design and execute research plans using the major methodologies of the discipline	PO6,PO7,PO9,PO10
BBACR 3.4.2	Students will be able to explain the differences between research methods and identify strengths and limitations of various research designs.	PO6,PO7,PO9,PO10
BBACR 3.4.3	Aware about processing, analysis of data and will be able to write good research report.	PO6,PO7,PO9,PO10

Course 5 (BBAGE3.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE 3.1.1	Demonstrate knowledge of the core mechanism of public administration	PO3,PO4,PO5,PO10
BBAGE 3.1.2	Demonstrate financial administration, importance and types of budgets.	PO3,PO4,PO5,PO10
BBAGE 3.1.3	Develop understanding on Personnel Administration	PO3,PO4,PO5,PO10

Course 6 (BBAGE3.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE 3.1.1	Demonstrate various aspects related to product management and service management.	PO1,PO2,PO3, PO6
BBAGE 3.1.2	Understand the role played by product and service manager in marketing process.	PO1,PO2,PO3, PO6
BBAGE 3.1.3	Aware about services and classification of services.	PO1,PO2,PO3, PO6

Course 7 (BBAGE3.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE 3.1.1	To understand the governance issues and conflict in family business.	PO1,PO2,PO3,PO10
BBAGE 3.1.2	To understand the growth and sustainability of family business.	PO1,PO2,PO3,PO10
BBAGE 3.1.3	To discuss of strategies-Management development plan in family managed business.	PO1,PO2,PO3,PO10

Course 8 (BBASE3.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE 3.1.1	To develop environment friendly policy instruments.	PO1,PO3,PO4,PO10
BBASE 3.1.2	Aware about Environmental Legislation	PO1,PO3,PO4,PO10
BBASE 3.1.3	To discuss Natural resource Management	PO1,PO3,PO4,PO10

Course 9 (BBASE3.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE 3.1.1	To understand business model, new product development process.	PO6,PO7,PO9,PO10
BBASE 3.1.2	To discuss about pricing, distribution, advertising strategies.	PO6,PO7,PO9,PO10
BBASE 3.1.3	To discuss Porter's 5 forces model and marketing mix.	PO6,PO7,PO9,PO10

Course 10 (BBASE3.1)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE 3.1.1	To understand fundamentals, essentials of oral and written communication.	PO1,PO5,PO6,PO10
BBASE 3.1.2	Develop their communication skills.	PO1,PO5,PO6,PO10
BBASE 3.1.3	Discuss the importance of effective communication in business.	PO1,PO5,PO6,PO10
BBASE 3.1.4	Communicate via electronic mail, Internet, and other technologies.	PO1,PO5,PO6,PO10
BBASE 3.1.5	Discuss how to most effectively use charts, diagrams, and other graphics in business messages and identify potential sources for these visual aids.	PO1,PO5,PO6,PO10

Course Outcomes and Mapping with Program Outcomes

BBA Second Year / Semester 4

Course Code	Course Title
Paper 1 BBA CR4.1	Production Management
Paper 2 BBA CR 4.2	Industrial Law
Paper 3 BBA CR4.3	Human Resource Management
Paper 4 BBA 4.4	Managerial skills and Development
Paper 5 BBAGE 4.1	Public Relation Management
Paper 6 BBAGE 4.2	Basics of Tourism Management
Paper 7 BBAGE 4.3	Basics of Fashion Designing
Paper 8 BBASE 4.1	Business Ethics
Paper 9 BBASE4.2	Entrepreneurship Development
Paper 10 BBASE4.3	Industrial Buyers Behaviour

Course 1 -BBACR 4.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR4.1.1	Understand about the basic concepts of productivity and quality management	PO1,PO2,PO3,PO6,PO10
BBACR4.1.2	Aware about elements of quality circles, learning curves.	PO1,PO2,PO3,PO6,PO10
BBACR4.1.3	Understand the utility of Method Study, Time and Motion Study	PO1,PO2,PO3,PO6,PO10

Course 2 -BBA CR 4.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR4.2.1	Aware about industrial relations and rights and privileges of registered trade unions	PO1,PO2,PO3,PO4,PO6
BBACR4.2.2	Discuss about various industrial laws	PO1,PO2,PO3,PO4,PO6

BBACR4.2.3	To understand fair labour practices and provides for the rights, privileges, obligations and responsibilities of the workforce	PO1,PO2,PO3,PO4,PO6

Course 3 BBA CR 4.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 4.3.1	Understand functioning of human resource management in an organizational setting.	PO2,PO3,PO4,PO6
BBACR 4.3.2	Design and formulate various HRM processes such as Recruitment, Selection, Training, Development, Performance appraisals and reward Systems	PO2,PO3,PO4,PO6
BBACR 4.3.3	To understand the importance and the impact of HRM.	PO2,PO3,PO4,PO6,PO10

Course 4 BBACR 4.4

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 4.4.1	Manage the organizations by possessing various managerial skills	PO1,PO2,PO3,PO8,PO10
BBACR 4.4.2	To demonstrate delegation, negotiation skills	PO1,PO2,PO3,PO8,PO10

Course 5 BBAGE 4.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE 4.1.1	Be able to explain PR concept and its importance	PO1,PO2,PO3,PO6,PO7,PO10
BBAGE 4.1.2	Discuss public relation strategy	PO1,PO2,PO3,PO6,PO7,PO10
BBAGE 4.1.3	Discuss ethics and Do's & Don'ts in Public Relations Management	PO1,PO2,PO3,PO6,PO7,PO10

Course 6 BBAGE 4.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE4.2.1	Develop and evaluate tourism policy and planning initiatives	PO5,PO6,PO9
BBAGE4.2.2	Create, apply, and evaluate marketing strategies for tourism destinations and organizations.	PO5,PO6,PO9
BBAGE4.2.3	Plan, lead, organize and control resources for effective and efficient tourism operations	PO5,PO6,PO9

Course 7 BBAGE 4.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE4.3.1	Understand fashion elements and fashion terminology and fashion cycle	PO1,PO5,PO6,PO9
BBAGE4.3.2	Aware about fashion trends and forecast fashion trends	PO1,PO5,PO6,PO9
BBAGE4.3.3	Understand concept of colours and Psychology of Colours	PO1,PO5,PO6,PO9

Course 8 BBASE 4.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE4.1.1	Demonstrate meaning, types and importance of business ethics.	PO1,PO2,PO3,PO5
BBASE4.1.2	Develop organizational, individual and professional ethics	PO1,PO2,PO3,PO5
BBASE4.1.3	Recognize organizational challenges to ethical behaviour	PO1,PO2,PO3,PO5

Course 9 BBASE 4.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE4.2.1	Understand concept of entrepreneurship and types of entrepreneurs	PO1,PO2,PO3,PO4,PO9

BBASE4.2.2	To develop business plans and start a venture	PO1,PO2,PO3,PO4,PO8,PO9
BBASE 4.2 .3	To develop entrepreneurship traits on how to do the business, how to make business, dealings with various parties, how to establish the business balance between various components of the business etc.	PO1,PO2,PO3,PO4,PO9

Course 10 BBASE 4.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE4.3.1	Aware about industrial buying behaviour and organizational buying process.	PO1,PO2,PO5,PO6
BBASE4.3.2	Aware about industrial marketing and various promotional tools of industrial marketing.	PO1,PO2,PO5,PO6
BBASE4.3.3	Demonstrate vendor management and vendor selection process.	PO1,PO2,PO5,PO6

Course Outcomes and Mapping with Program Outcomes

Third Year/ Semester 5

Specialisation: Marketing Management

Course Code	Course Title
Paper 1 BBACR5.1	OPERATION RESEARCH
Paper 2 BBACR5.2	CUSTOMER RELATIONSHIP MANAGEMENT
Paper 3 BBACR5.3	BUSINESS INFORMATION SYSTEM
Paper 4 BBAGE5.1	DERIVATIVE MARKETS
Paper 5 BBAGE5.2	TOURISM MARKETING AND PROMOTION
Paper 6 BBAGE5.3	E- COMMERCE
Paper 7 BBAMKSE5.1	SERVICE MANAGEMENT

Paper 8 BBAMKSE5.2	SALES AND DISTRIBUTION MANAGEMENT
Paper 9 BBAMKSE5.3	CONSUMER AND INDUSTRIAL BUYING BEHAVIOUR
Paper 10 BBAMKSE5.4	MARKETING STRATEGY AND APPLICATION

Course 1 BBACR5.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 5.1.1	Demonstrate important ideas in operations research which are both fundamental and long lasting.	P02 P03, P10
BBACR 5.1.2	Be able to build and solve Transportation Models and Assignment Models	P03, P06, P05, P10
BBACR 5.1.3	Develop linear programming (LP) models for shortest path, maximum flow, minimal spanning tree, critical path, minimum cost flow, and transshipment problems	P02, P06, P10

Course 2 BBACR5.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 5.2.1	Formulate and assess strategic, operational and tactical CRM decisions.	P03, P04, P05, P10
BBACR 5.2.2	Develop skills to analyze and synthesize information and issues, related to customer relationship management, from several perspectives.	P02, P06, P10
BBACR 5.2.3	Plan and conduct an investigation on an aspect of CRM, and communicate findings in an appropriate format	P03, P04, P10

Course 3 BBACR5.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 5.3.1	Apply networking concepts and technologies to support business needs.	P06, P03, P02, P10

BBACR 5.3.2	Align information systems and services with business strategy and formulate plans for the retrieval and analysis of supporting data.	P01, P03, P05, P10
BBACR 5.3.3	Document, monitor and assess the effectiveness of IT controls.	P06, P07, P10
BBACR5.3.4	Demonstrate difference between DSS & MIS	P02, P10

Course 4 BBAGE5.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.1.1	Understand various types of derivatives instruments	P03, P10, P05
BBAGE5.1.2	Discuss importance of derivative market.	P06, P10
BBAGE5.1.3	Aware about functioning of derivative market	P07, P10

Course 5 BBAGE5.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.2.1.1	To understand the relationships between the world's tourism and recreational products, explain marketing strategies	P08, P10, P02
BBAGE5.2.1.2	Discuss the benefits of tourism	P05, P10
BBAGE5.2.1.3	Explain tourism strategies and different options for creating and investing in tourism attractions, explain how central tourist agencies are organized.	P06, P10

Course 6 BBAGE5.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.3.1.1	Logically observe and experience the main activities of E-Commerce.	P03, P04, P05, P06, P08, P10
BBAGE5.3.1.2	To evaluated about the various components of E-Commerce	P06, P08, P10

BBAGE5.3.1.3	Discuss concept of online shopping and models of Electronic market	P06, P07, P08, P10

Course 7 BBAMKSE5.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAMKSE5.1.1	Understand evolution, growth and nature of service sector.	PO1,PO2
BBAMKSE5.1.2	Demonstrate classification of services and service marketing mix.	PO5,PO6
BBAMKSE5.1.3	Develop their understanding about factors affecting consumers in service marketing	PO4, PO8

Course 8 BBAMKSE5.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAMKSE5.2.1	Understand role of sales organization in distribution management	PO1,PO2
BBAMKSE5.2.2	Aware of functions and responsibilities of sales manager.	PO3.PO5
BBAMKSE5.2.3	Aware about need and importance of various distribution channels in marketing**.	PO8.PO10

Course 9 BBAMKSE5.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAMKSE5.3.1	Aware about consumer buying behaviour oriented marketing concepts	PO2,PO3
BBAMKSE5.3.2	Aware about industrial buying behaviour-oriented marketing concepts	PO2,PO3
BBAMKSE5.3.3	To differentiate between Industrial and consumer markets and organization and consumer buying	PO6,PO8,PO10

Course 10 BBAMKSE5.4

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

BBAMKSE5.4.1	Understand importance of different marketing strategies and their importance.	PO1,PO2
BBAMKSE5.4.2	Develop Boston consultancy Group Model: Porter's 5 forces model	PO4,PO5,PO7,PO8
BBAMKSE5.4.3	Demonstrate Distribution and Product Life Cycle Strategy	PO4,PO5,PO7,PO8

Course Outcomes and Mapping with Program Outcomes

Third Year/ Semester 5

Specialisation: Financial Management

Course Code	Course Title
Paper 1 BBACR5.1	OPERATION RESEARCH
Paper 2 BBACR5.2	CUSTOMER RELATIONSHIP MANAGEMENT
Paper 3 BBACR5.3	BUSINESS INFORMATION SYSTEM
Paper 4 BBAGE5.1	DERIVATIVE MARKETS
Paper 5 BBAGE5.2	TOURISM MARKETING AND PROMOTION
Electives Paper 6 BBAGE5.3	E- COMMERCE
Electives Paper 7 BBAFNSE5.1	ADVANCED FINANCIAL MANAGEMENT
Electives Paper 8 BBAFNSE5.2	CORPORATE FINANCE
BBAFNSE Paper 9 5.3	MANAGEMENT OF BANKS AND FINANCIAL INSTITUTIONS
BBAFNSE Paper 10 5.4	MANAGEMENT OF FINANCIAL SERVICES

Course 1 BBACR5.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 5.1.1	Demonstrate important ideas in operations research which are both fundamental and long lasting.	P02 P03, P10

BBACR 5.1.2	Be able to build and solve Transportation Models and Assignment Models	P03, P06, P05, P10
BBACR 5.1.3	Develop linear programming (LP) models for shortest path, maximum flow, minimal spanning tree, critical path, minimum cost flow, and transshipment problems	P02, P06, P10

Course 2 BBACR5.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 5.2.1	Formulate and assess strategic, operational and tactical CRM decisions.	P03, P04, P05, P10
BBACR 5.2.2	Develop skills to analyze and synthesize information and issues, related to customer relationship management, from several perspectives.	P02, P06, P10
BBACR 5.2.3	Plan and conduct an investigation on an aspect of CRM, and communicate findings in an appropriate format	P03, P04, P10

Course 3 BBACR5.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 5.3.1	Apply networking concepts and technologies to support business needs.	P06, P03, P02, P10
BBACR 5.3.2	Align information systems and services with business strategy and formulate plans for the retrieval and analysis of supporting data.	P01, P03, P05, P10
BBACR 5.3.3	Document, monitor and assess the effectiveness of IT controls.	P06, P07, P10
BBACR5.3.4	Demonstrate difference between DSS & MIS	P02, P10

Course 4 BBAGE5.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.1.1	Understand various types of derivatives instruments	P03, P10, P05, PO9
BBAGE5.1.2	Discuss importance of derivative market.	P06, P10
BBAGE5.1.3	Aware about functioning of derivative market	P07, P10

Course 5BBA GE5.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.2.1.1	To understand the relationships between the world's tourism and recreational products, explain marketing strategies	P08, P10, P02
BBAGE5.2.1.2	Discuss the benefits of tourism	P05, P10
BBAGE5.2.1.3	Explain tourism strategies and different options for creating and investing in tourism attractions, explain how central tourist agencies are organized.	P06, P10

Course 6 BBAGE5.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.3.1.1	Logically observe and experience the main activities of E-Commerce.	P03, P04, P05, P06, P08, P10
BBAGE5.3.1.2	To evaluated about the various components of E-Commerce	P06, P08, P10
BBAGE5.3.1.3	Discuss concept of online shopping and models of Electronic market	P06, P07, P08, P10

Course 7 BBAFNSE5.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAFNSE5.1.1	To understand and interpret financial statements.	PO1,PO2,PO3
BBAFNSE5.1.2	Analyse a company's performance and make appropriate recommendations	PO6,PO7,PO8
BBAFNSE5.1.3	To make decisions towards the maximization of value of the firm	PO6,PO7,PO8,PO9

Course 8 BBAFNSE5.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAFNSE5.2.1	Students will understand the role and responsibilities of corporate finance manger	PO1,PO2,PO3
BBAFNSE5.2.2	Understand the Finance Function	PO7,PO8
BBAFNSE5.2.3	Students will be able well versed with financing, dividend and investment decision for companies.	PO8,P09,PO10

Course 9 BBAFNSE5.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAFNSE5.3.1	To explore how banks are chartered by state and federal authorities	PO3,PO6,PO7,PO8
BBAFNSE5.3.2	Understand banks fund and non-fund based operations	PO6,PO7,PO8
BBAFNSE5.3.3	Aware about various financial services provided by banks	PO7,PO8

Course 10 BBAFNSE5.4

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAFNSE5.4.1	Aware of merchant banker as financial intermediary and services provided by them to individuals and corporate at large.	PO6,PO7,PO8,PO10
BBAFNSE5.4.2	Demonstrate and manage various financial service.	PO7,PO8,PO10
BBAFNSE5.4.3	Develop their understanding about issue management, capital market instruments, portfolio management services, factoring and forfeiting	PO8,PO10

Course Outcomes and Mapping with Program Outcomes

Third Year/ Semester 5

Specialisation: International Business Management

Course Code	Course Title
BBACR5.1	Operations Research
BBACR5.2	Customer Relationship Management
BBACR5.3	Business Information System
BBAGE5.1	Derivatives Market
BBAGE5.2	Tourism Marketing and Promotion
BBAGE5.3	E-commerce
BBAIBSE5.1	Introduction to International Business
BBAIBSE5.2	International Trade Operations
BBAIBSE5.3	Mergers & Acquisition
BBAIBSE5.4	International Financial Markets & Investment Banking

Course1 BBACR5.1-Operations Research

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR5.1.1	Demonstrate important ideas in operations research which are both fundamental and long lasting.	PO1, PO2
BBACR5.1.2	Be able to build and solve Transportation Models and Assignment Models.	PO8, PO3
BBACR5.1.3	Develop linear programming (LP) models for shortest path, maximum flow, minimal spanning tree, critical path, minimum cost flow, and transhipment problems	PO8, PO3

Course 2 -BBACR5.2- Customer Relationship Management

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR5.2.1	Formulate and assess strategic, operational and tactical CRM decisions.	PO6, PO9
BBACR5.2.2	Develop skills to analyse and synthesize information and issues, related to customer relationship management, from several perspectives.	PO9

CO No.		Mapped Program Outcomes
BBACR5.2.3	Plan and conduct an investigation on an aspect of CRM, and communicate findings in an appropriate format	PO5

Course3 -BBACR5.3- Business Information System

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR5.3.1	Apply networking concepts and technologies to support business needs.	PO7, PO10
BBACR5.3.2	Align information systems and services with business strategy and formulate plans for the retrieval and analysis of supporting data	PO6, PO9
BBACR5.3.3	Document, monitor and assess the effectiveness of IT controls	PO7, PO10
BBACR5.3.4	Demonstrate difference between DSS & MIS	PO7

Course4-BBAGE5.1- Derivatives Market

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.1.2	Discuss importance of derivative market.	PO7, PO6
BBAGE5.1.2	Aware about functioning of derivative market	PO3, PO2
BBAGE5.1.3	Understand various types of derivatives instruments	PO9

Course- 5-BBAGE5.2- Tourism Marketing and Promotion

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.1	To understand the relationships between the world's tourism and recreational products, explain marketing strategies	PO10, PO3
BBAGE5.1	Discuss the benefits of tourism	PO10, PO2
BBAGE5.1	Explain tourism strategies and different options for creating and investing in tourism attractions, explain how central tourist agencies are organized.	PO10, PO2

Course-6- BBAGE5.3-**E-commerce**

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.3.1	Logically observe and experience the main activities of E-Commerce.	PO7, PO6
BBAGE5.3.2	To evaluated about the various components of E-Commerce	PO3, PO2
BBAGE5.3.3	Discuss concept of online shopping and models of Electronic market	PO9

Course-7 BBAIBSE5.1-Introduction to International Business

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAIBSE5.1.1	Understand the effects on international business decisions of cultural, political, legal, and economic forces.	PO5, PO4
BBAIBSE5.1.2	Aware about strategic alliances	PO4, PO5
BBAIBSE5.1.3	Aware about role of banks in international business	PO9

Course-8- BBAIBSE5.2-International Trade Operations

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAIBSE5.2.1	Aware about EXIM policies	PO5, PO6
BBAIBSE5.2.2	Understand Export documentation	PO9
BBAIBSE5.2.3	Aware Policy and procedures for EOU/FTZ/EPZ/SEZ units.	PO9

Course-9- BBAIBSE5.3-Mergers & Acquisition

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAIBSE5.3.1	To understand the process and economic rationale for M&As.	P01,PO2,PO3,PO4
BBAIBSE5.3.2	Enables the students to develop practical knowledge and skills related to analysing and negotiating mergers and acquisitions	PO2,PO3,PO4

| BBAIBSE5.3.3 | To understand typical valuation techniques in M&As. | PO5,PO6,P08,PO9,PO10 |

Course- 10 -BBAIBSE5.4-International Financial Markets & Investment Banking

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAIBSE5.4.1	Develop their understanding on functions of international financial markets and investment banking.	PO1, PO2
BBAIBSE5.4.2	Explore methods used to manage risk in the global markets	PO3, P06, PO7
BBAIBSE5.4.3	Understand structure of foreign markets and role played by IMF.	PO7,PO8,PO9,P010

Course Outcomes and Mapping with Program Outcomes

Third Year/ Semester 5

Specialisation: Banking and Insurance Management

Course Code	Course Title
BBACR5.1	Operations Research
BBACR5.2	Customer Relationship Management
BBACR5.3	Business Information System
BBAGE5.1	Derivatives Market
BBAGE5.2	Tourism Marketing and Promotion
BBAGE5.3	E-commerce
BBABISE5.1	Principles of Insurance
BBABISE5.2	Principles of Banking
BBABISE5.3	Management of Banks and Financial Institutions
BBABISE5.4	Global banking and Capital Markets

Course 1 (BBACR5.1 - Operations Research)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR5.1.1	Demonstrate important ideas in operations research which are both fundamental and long lasting.	P02 P03, P10
BBACR5.1.2	Be able to build and solve Transportation Models and Assignment Models.	P03, P06, P05, P10
BBACR5.1.3	Develop linear programming (LP) models for shortest path, maximum flow, minimal spanning tree, critical path, minimum cost flow, and transhipment problems.	P02, P06, P10

Course 2 (BBACR5.2- Customer Relationship Management)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR5.2.1	Formulate and assess strategic, operational and tactical CRM decisions.	P03, P04, P05, P10
BBACR5.2.2	Develop skills to analyse and synthesize information and issues, related to customer relationship management, from several perspectives.	P02, P06, P10
BBACR5.2.3	Plan and conduct an investigation on an aspect of CRM, and communicate findings in an appropriate format	P03, P04, P10

Course 3 (BBACR5.3- Business Information System)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR5.3.1	Apply networking concepts and technologies to support business needs.	P06, P03, P02, P10
BBACR5.3.2	Align information systems and services with business strategy and formulate plans for the retrieval and analysis of supporting data.	P01, P03, P05, P10
BBACR5.3.3	Document, monitor and assess the effectiveness of IT controls.	P06, P07, P10
BBACR5.3.4	Demonstrate difference between DSS & MIS	P02, P10

Course 4 (BBAGE5.4- Derivatives Market)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.4.1	Discuss importance of derivative market.	P03, P10, P05
BBAGE5.4.2	Aware about functioning of derivative market	P06, P10
BBAGE5.4.3	Understand various types of derivatives instruments.	P07, P10

Course 5 (BBAGE5.2- Tourism Marketing and Promotion)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.2.1	To understand the relationships between the world's tourism and recreational products, explain marketing strategies	P08, P10, P02
BBAGE5.2.2	Discuss the benefits of tourism.	P05, P10
BBAGE5.2.3	Explain tourism strategies and different options for creating and investing in tourism attractions, explain how central tourist agencies are organized.	P06, P10

Course 6 (BBAGE5.3- E-commerce)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE5.3.1	Logically observe and experience the main activities of E-Commerce.	P03, P04, P05, P06, P08, P10
BBAGE5.3.2	To evaluate about the various components of E-Commerce.	P06, P08, P10
BBAGE5.3.3	Discuss concept of online shopping and models of Electronic market	P06, P07, P08, P10

Course 7 (BBABISE5.1- Principles of Insurance)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBABISE5.1.1	Demonstrate about insurance business and understand various concepts and principles of insurance.	P06, P05, P08, P10
BBABISE5.1.2	Aware about relevance of Insurance to the society and across industrial sector.	P06, P08, P10, P09
BBABISE5.1.3	Develop their abilities to understand type's insurance business and risk associated with them.	P06, P08, P10, P05
BBABISE5.1.4	Understand the difference between Life &Non Life Insurance.	P06, P08, P10, P05
BBABISE5.1.5	Understand how to choose life insurance policies based on their needs	P06, P08, P10, P05

Course 8 (BBABISE5.2- Principles of Banking)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBABISE5.2.1	Aware about functioning of banks	P06, P08, P10, P09
BBABISE5.2.2	Aware about various banking services and banking products.	P06, P08, P10, P09
BBABISE5.2.3	Understand the risks faced by banks and ways to overcome them.	P06, P08, P10, P05
BBABISE5.2.4	Aware about investment banking.	P06, P08, P10, P09, P03

Course 9 (BBABISE5.3 Management of Banks and Financial Institutions)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBABISE5.3.1	Discuss the role and functions of banks and financial institutions in the in the Indian financial system.	P06, P08, P10, P04
BBABISE5.3.2	Aware Financial Services Network in India.	P06, P08, P10, P03
BBABISE5.3.3	Discuss fee and fund-based services provided by banks and financial institutions.	P06, P08, P10, P02

Course 10 (BBABISE5.4- Global Banking and Capital Markets)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBABISE5.4.1	Look at the risks and opportunities of doing business in today's financial markets and the challenges presented by both regulators and market participants at global level.	P06, P08, P10, P03
BBABISE5.4.2	Aware about sources of funds for banks and business at global level.	P06, P08, P10, P03
BBABISE5.4.3	Understand market practices related to raising capital and their impact on the role of financial intermediaries, investors and borrowers.	P06, P08, P10, P02

Course Outcomes and Mapping with Program Outcomes

Third Year/ Semester 6

Specialisation: Marketing Management

Course Code	Course Title
Paper 1 BBACR6.1	Business Planning & Project Management
Paper 2 BBACR6.2	Logistic & Supply Chain Management
Paper 3 BBACR6.3	Project Study
Paper 4 BBAGE6.1	Creativity & Innovation Management
Paper 5 BBAGE6.2	Computer and Banking
Paper 6 BBAGE6.3	Export-Import Procedure and Documentation
Paper 7 BBAMKSE6.1	Advertising and Sales Management
Paper 8 BBAMKSE6.2	Marketing Research
Paper 9 BBAMKSE6.3	Product and Brand Management
Paper 10 BBAMKSE 6.4	Rural and Social Marketing

Course 1 BBACR6.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 6.1.1	To develop a business plan. To demonstrate difference between Forecasting and Planning	P06, P08, P10, P04, P03

BBACR 6.1.2	Be able to build and solve Transportation Models and Assignment Models	P06, P08, P10, P07
BBACR 6.1.3	To undertake feasibility study for a particular project. Understand various steps involved in project management	P06, P08, P10, P05

Course 2 BBACR6.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 6.2.1	Develop understanding on the tools and techniques useful in implementing supply chain management.	P06, P08, P10, P04
BBACR 6.2.2	. Aware of basic concepts of Logistic and Supply Chain Management	P06, P08, P10, P01
BBACR 6.2.3	Demonstrate role of technology in Logistic and Supply Chain Management	P06, P08, P10, P02

Course 3 BBACR 6.3 Project Study

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 6.3.1	Students will be able to undertake project work and produce a quality project report for their research work.	PO5,P06,PO8,PO10
BBACR 6.3.2	This course helps learners to acquire necessary skills to perform research in their respective field of specialization	PO5,P06,PO8,PO10
BBACR 6.3.3	Students will be able to understand necessary components of research report along with the importance and utility of conducting a research.	PO5,P06,PO8,PO10

Course 4 BBAGE6.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.1.1	Innovate, create and implement capacities and achievements.	P06, P08, P10, P05, P07
BBAGE6.1.2	Application of Innovation and its functions in today's organisations.	P06, P08, P10, P03
BBAGE6.1.3	To deal with the issues related to the structure and dynamics of a creative organisation	P06, P08, P10, P02

Course 5 BBAGE6.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.2.1.1	Can implement computer applications in banking sector.	P06, P08, P10, P03
BBAGE6.2.1.2	Can Implement e banking and its security measures	P06, P08, P10, P03
BBAGE6.2.1.3	Can adapt recent trends and challenges of banking sector	P06, P08, P10, P03

Course 6 BBAGE6.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.3.1.1	The objective is to familiarize the participants with Export Import Regulations EIR as prevailing	P06, P08, P10, P05
BBAGE6.3.1.2	A study of Exim Policy will also enable the students to know about various export incentives	P06, P08, P10, P04
BBAGE6.3.1.3	To familiarize the students with documentations and procedural requirements of International Business.	P06, P08, P10, P07

Course 7 BBAMKSE6.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAMKSE6.1.1	Understand importance of sales promotion and advertising in the context of marketing	PO5,PO3,PO6
BBAMKSE6.1.2	Aware of difference between sales promotion and advertising.	PO1
BBAMKSE6.1.3	Able to develop SWOT analysis of various advertising and sales promotion methods.	PO7,PO8

Course 8 BBAMKSE6.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

BBAMKSE6.2.1	Understand marketing research from both management and the researcher's perspective.	PO1,PO2
BBAMKSE6.2.2	Understand the applications of business research tools in Marketing decision making	PO5,PO6
BBAMKSE6.2.3	Develop, produce and evaluate a research proposal & understand the quality of research.	PO7,PO9

Course 9 BBAMKSE6.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAMKSE6.3.1	To formulate, implement and evaluate the product mix strategy and portfolio strategy	PO7,PO8,P05
BBAMKSE6.3.2	Examine all aspect of brand creation. Critically analyse product and brand portfolio	PO5,PO4
BBAMKSE6.3.3	Understand the role and importance of branding to the company and to the consumers	PO2,PO3

Course 10 BBAMKSE6.4

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAMKSE6.4.1	Understand rural environment and rural marketing strategy.	PO1,PO2
BBAMKSE6.4.2	To discuss the use of social marketing to make community interventions culturally sensitive	PO3,PO5
BBAMKSE6.4.3	To identify appropriate methods for use in conducting social marketing research	PO7,PO8
BBAMKSE6.4.4	To design a social marketing plan for a corporate/ NGO to ameliorate a social issue	PO7

Course Outcomes and Mapping with Program Outcomes

Third Year/ Semester 6

Specialisation: Financial Management

Course Code	Course Title

Paper 1 BBACR6.1	Business Planning & Project Management
Paper 2 BBACR6.2	Logistic & Supply Chain Management
Paper 3 BBACR6.3	Project Study
Paper 4 BBAGE6.1	Creativity & Innovation Management
Paper 5 BBAGE6.2	Computer and Banking
Paper 6 BBAGE6.3	Export-Import Procedure and Documentation
Paper 7 BBAFNSE6.1	Risk Management
Paper 8 BBAFNSE6.2	Security Analysis and Portfolio Management
BBAFNSE 6.3	International Finance
BBAFNSE Paper 10 6.4	Taxation

Course 1 BBACR6.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 6.1.1	To develop a business plan. To demonstrate difference between Forecasting and Planning	P06, P08, P10, P04, P03
BBACR 6.1.2	Be able to build and solve Transportation Models and Assignment Models	P06, P08, P10, P07
BBACR 6.1.3	To undertake feasibility study for a particular project. Understand various steps involved in project management	P06, P08, P10, P05

Course 2 BBACR6.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 6.2.1	Develop understanding on the tools and techniques useful in implementing supply chain management.	P06, P08, P10, P04
BBACR 6.2.2	. Aware of basic concepts of Logistic and Supply Chain Management	P06, P08, P10, P01
BBACR 6.2.3	Demonstrate role of technology in Logistic and Supply Chain Management	P06, P08, P10, P02

Course 3 BBACR 6.3 Project Study

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR 6.3.1	Students will be able to undertake project work and produce a quality project report for their research work.	PO5,P06,PO8,PO10
BBACR 6.3.2	This course helps learners to acquire necessary skills to perform research in their respective field of specialization	PO5,P06,PO8,PO10
BBACR 6.3.3	Students will be able to understand necessary components of research report along with the importance and utility of conducting a research.	PO5,P06,PO8,PO10

Course 4 BBAGE6.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.1.1	Innovate, create and implement capacities and achievements.	P06, P08, P10, P05, P07
BBAGE6.1.2	Application of Innovation and its functions in today's organisations.	P06, P08, P10, P03
BBAGE6.1.3	To deal with the issues related to the structure and dynamics of a creative organisation	P06, P08, P10, P02

Course 5 BBAGE6.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.2.1.1	Can implement computer applications in banking sector.	P06, P08, P10, P03
BBAGE6.2.1.2	Can Implement e banking and its security measures	P06, P08, P10, P03
BBAGE6.2.1.3	Can adapt recent trends and challenges of banking sector	P06, P08, P10, P03

Course 6 BBAGE6.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

BBAGE6.3.1.1	The objective is to familiarize the participants with Export Import Regulations EIR as prevailing	P06, P08, P10, P05
BBAGE6.3.1.2	A study of Exim Policy will also enable the students to know about various export incentives	P06, P08, P10, P04
BBAGE6.3.1.3	To familiarize the students with documentations and procedural requirements of International Business.	P06, P08, P10, P07

Course 7 BBAFNSE6.1

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAFNSE6.1.1	Discuss history, evolution and factors affected for the growth of derivative market.	PO1,P05,P07,PO8,10
BBAFNSE6.1.2	Develop understanding on risk involved in derivative markets.	P07, PO8,10
BBAFNSE6.1.3	Demonstrate an understanding of pricing forwards, futures and options contracts	P07, PO8,10

Course 8 BBAFNSE6.2

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAFNSE6.2.1	Aware of role played by portfolio manager.	PO2,PO3,PO7
BBAFNSE6.2.2	Understand risk return trade off of securities.	PO2,PO3,PO7,PO8
BBAFNSE6.2.3	Formulate portfolio for their clients.	PO3,PO7,PO8,PO9,PO10

Course 9 BBAFNSE6.3

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAFNSE6.3.1	Develop understanding of foreign exchange market and exchange rates	PO1, P02
BBAFNSE6.3.2	Analyze the nature and functioning of foreign exchange markets	PO5, PO7

BBAFNSE6.3.3	Analyze foreign exchange risks and risk management strategies	PO5, PO7, PO8, PO9

Course 10 BBAFNSE6.4

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAFNSE6.4.1	Define the procedure of direct tax assessment.	PO2, PO7, PO8
BBAFNSE6.4.2	Able to file IT return on individual basis.	PO7, PO8
BBAFNSE6.4.3	Differentiate between direct and indirect tax assessment	PO7, PO8, PO10

Course Outcomes and Mapping with Program Outcomes

Third Year/ Semester 6

Specialisation: International Business Management

Course Code	Course Title
BBACR6.1	Business Planning & Process Management
BBACR6.2	Logistics & Supply Chain Management
BBACR6.3	Project Study
BBAGE6.1	Creativity and Innovation Management
BBAGE6.2	Computer and Banking
BBAGE6.3	Export-Import Procedure and Documentation
BBAIB6.1	International Relations
BBAIB6.2	International Marketing
BBAIB6.3	International Law
BBAIB6.4	Formulating & Implementing Strategies for Multinational Corporations

Course-1 BBACR6.1- Business Planning & Process Management

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR6.1.1	To develop a business plan	PO1, PO2
BBACR6.1.2	To demonstrate difference between Forecasting and Planning	PO1, PO2, PO6
BBACR6.1.3	To undertake feasibility study for a particular project.	PO1, PO2, PO6, PO4
BBACR6.1.4	Understand various steps involved in project management.	PO1, PO2, PO4, PO7

Course-2 –BBACR6.2- Logistics and Supply Chain Management

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR6.2.1	Develop understanding on the tools and techniques useful in implementing supply chain management.	PO2, PO4, PO7, PO9
BBACR6.2.2	Aware of basic concepts of Logistic and Supply Chain Management.	PO2, PO4, PO7, PO9, PO10
BBACR6.2.3	Demonstrate role of technology in Logistic and Supply Chain Management.	PO2, PO4, PO7, PO9, PO10

Course-3 –BBACR6.3- Project Study

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR6.3.1	Students will be able to undertake project work and produce a quality project report for their research work.	PO5,P06,PO8,PO10
BBACR6.3.2	This course helps learners to acquire necessary skills to perform research in their respective field of specialization	PO5,P06,PO8,PO10
BBACR6.3.3	Students will be able to understand necessary components of research report along with the importance and utility of conducting a research.	PO5,P06,PO8,PO10

Course-4-BBAGE6.1- Creativity and Innovation Management

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.1.1	Discover the attributes of successful innovation strategies including an in-depth understanding of the dynamics of innovation	PO1, PO2, PO4
BBAGE6.1.2	Find out the factors that predict creativity of individuals, groups, and organizations	PO2, PO3, PO4
BBAGE6.1.3	Identify the drivers of creativity and innovation	PO2, PO5, PO6,PO7,PO8
BBAGE6.1.4	Recognize the role that ongoing innovation plays in the competitive dynamics of industries and how these innovations affect society both positively and negatively	PO2, PO5, PO6,PO7,PO8
BBAGE6.1.5	To help students think of some new ways of understanding and managing the creative processes	PO2, PO5, PO6,PO7,PO10

Course-5 BBAGE6.2- Computer and Banking

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

BBAGE6.2.1	Aware about importance of computer in of banks	PO1, PO2
BBAGE6.2.2	Aware about various e banking services and products.	PO3, PO4,PO5

Course-6-BBAGE6.3- Export Import Procedure & Documentation

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.3.1	To understand the Preliminaries for Exports and Imports.	PO1,PO2, PO5
BBAGE6.3.2	Enables the students to develop practical knowledge and skills related to analysing Export Import Documentation	PO3, PO5,PO6,PO7, PO8

Course-7 BBAIB6.1- International Relations

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAIB6.1.1	Grasp the meaning and changing nature of International Relations.	PO1,PO2,
BBAIB6.1.2	Utility of the study of International Relations.	PO2, PO3, PO5
BBAIB6.1.3	Identify the channels of international communications	PO3, PO5,PO7, PO8, PO10

Course-8- BBAIB6.2- International Marketing

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAIB6.2.1	Familiar with different frameworks and mechanisms of international marketing.	PO2, PO3,
BBAIB6.2.2	Understand benefits and barriers to international marketing	PO2, PO3, PO4, PO6,PO7
BBAIB6.2.3	To understand the concept of international product decision, advertising in the context of international marketing.	PO3, PO5,PO7, PO8, PO10

Course-9- BBAIB6.3- International Law

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAIB6.3.1	Discuss key features of international law.	PO2, PO3,
BBAIB6.3.2	Identify the nature of international law and the structure of the international legal system.	PO2, PO3, PO4, PO5, PO6,PO7
BBAIB6.3.3	Understand international trade regulation.	PO3, PO5,PO7, PO8, PO10

Course-10 BBAIB6.4- Formulating & Implementing Strategies for Multinational Corporations

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

BBAIB6.4.1	To articulate the role and impact of external environment -legal, technological, political factors and their correlation with variables like labour, raw material, final product and market competition	Po1, PO2, PO3,
BBAIB6.4.2	To know and understand various challenges faced by MNC in the 21st century and role of long-term strategy in mitigating the adverse effects.	PO2, PO3, PO4, PO5, PO6,PO7
BBAIB6.4.3	To know the set of choices available for MNC's to formulate effective strategies, evaluation criteria and approach to select the best strategy	PO3, PO5,PO7, PO8, PO9, PO10

Course Outcomes and Mapping with Program Outcomes

Third Year/ Semester 6

Specialisation: Banking and Insurance Management

Course Code	Course Title
BBACR6.1	Business planning & Project Management
BBACR6.2	Logistics & Supply Chain Management
BBACR6.3	Project Study
BBAGE6.1	Creativity and Innovation Management
BBAGE6.2	Computer and Banking
BBAGE6.3	Export-Import Procedure and Documentation
BBABISE6.1	Retail Banking
BBABISE6.2	Underwriting in Insurance
BBABISE6.3	Innovation in Banking and Insurance
BBABISE6.4	Marketing in Banking and Insurance

Course 1 (BBACR6.1 - Business planning & Project Management)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR6.1.1	To develop a business plan.	P06, P08, P10, P04, P03
BBACR6.1.2	To demonstrate difference between Forecasting and Planning	P06, P08, P10, P07
BBACR6.1.3	Understand various steps involved in project management.	P06, P08, P10, P05

Course 2 (BBACR6.2- Logistics & Supply Chain Management)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR6.2.1	Develop understanding on the tools and techniques useful in implementing supply chain management.	P06, P08, P10, P04
BBACR6.2.2	Aware of basic concepts of Logistic and Supply Chain Management.	P06, P08, P10, P01
BBACR6.2.3	Demonstrate role of technology in Logistic and Supply Chain Management.	P06, P08, P10, P02

Course 3 (BBACR6.3- Project Study)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBACR6.3.1	Students will be able to undertake project work and produce a quality project report for their research work.	PO5,P06,PO8,PO10
BBACR6.3.2	This course helps learners to acquire necessary skills to perform research in their respective field of specialization	PO5,P06,PO8,PO10
BBACR6.3.3	Students will be able to understand necessary components of research report along with the importance and utility of conducting a research.	PO5,P06,PO8,PO10

Course 4 (BBAGE6.1- Creativity and Innovation Management)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.1.1	Innovate, create and implement capacities and achievements.	P06, P08, P10, P05, P07
BBAGE6.1.2	Application of Innovation and its functions in today's organisations.	P06, P08, P10, P03
BBAGE6.1.2	To deal with the issues related to the structure and dynamics of a creative organisation.	P06, P08, P10, P02

Course 6 (BBAGE6.2- Computer and Banking)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.2.1	Can implement computer applications in banking sector.	P06, P08, P10, P03
BBAGE6.2.1	Can Implement e banking and its security measures	P06, P08, P10, P03

CO No.		Mapped Program Outcomes
BBAGE6.2.1	Can adapt recent trends and challenges of banking sector	P06, P08, P10, P03

Course 6 (BBAGE6.3- Export-Import Procedure and Documentation)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBAGE6.2.1	The objective is to familiarize the participants with Export Import Regulations EIR as prevailing.	P06, P08, P10, P05
BBAGE6.2.1	A study of Exim Policy will also enable the students to know about various export incentives.	P06, P08, P10, P04
	To familiarize the students with documentations and procedural requirements of International Business.	P06, P08, P10, P07

Course 7 (BBABISE6.1- Retail Banking)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE6.1.1	Aware about retail banking and retail banking products	P06, P08, P10, P02
BBASE6.1.2	Demonstrate various delivery channels of retail banking products	P06, P08, P10, P01
BBASE6.1.3	Understand role of technology in retail banking.	P06, P08, P10, P04

Course 8 (BBABISE6.2- Underwriting in Insurance)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE6.2.1	Understand the fundamentals of underwriting in insurance.	P06, P08, P10, P05
BBASE6.2.2	Apply the underwriting operations in insurance companies	P06, P08, P10, P03, P02
BBASE6.2.3	Apply underwriting process and Principles of Rate Making	P06, P08, P10, P03, P02

Course 9 (BBABISE6.3- Innovation in Banking and Insurance)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE6.3.1	Understand functioning of banking and insurance sector.	P06, P08, P10, P07, P03

BBASE6.3.2	Aware of various innovative services provided by banks and insurance sector.	P06, P08, P10, P07, P03
BBASE6.3.3	Demonstrate difference between various fee and fund-based services provided by both banking and insurance sector.	P06, P08, P10, P04
BBASE6.3.4	Understand modern technologies in the field of Banking and Insurance	P06, P08, P10, P05

Course 10 (BBABISE6.4- Marketing in Banking and Insurance)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
BBASE6.4.1	Aware about marketing segment of banking and insurance sector.	P06, P08, P10, P01
BBASE6.4.2	Demonstrate role of different marketing strategies and marketing mix in the context of banking and insurance sector.	P06, P08, P10, P09
BBASE6.4.3	Understand the significance of Customer Satisfaction in Banking and Insurance industry	P06, P08, P10, P09

MBA

Program Outcomes

No.	By the end of the Program, the MBA graduate will:
PO1	Practically remember, understand, apply, analyse, and evaluate all types of business proposals and projects.
PO2	Apply knowledge of management theories and practices to solve business problems.
PO3	Apply analytical and critical thinking abilities for data-based decision making.
PO4	Develop Value based Leadership ability.
PO5	Understand, analyse and communicate global, economic, legal, and ethical aspects of business.
PO6	Act as managers and leaders in achievement of organizational goals, contributing effectively to a team environment.
PO7	Be able to adapt and develop research projects.
PO8	Be able to understand financial markets and services provided by the different financial Institutions
PO9	Be able to imbibe the entrepreneurial skills.
PO10	Be prepared for a challenging career in all kinds of industry like, international business, finance, marketing banking and insurance, human resource, sports, pharmaceuticals etc.

Course Outcomes and Mapping with Program Outcomes

First Year/ Semester 1

Course Code	Course Title
Paper 1 MBA 001	Marketing Management
Paper 2 MBA 002	Principles of Management
Paper 3 MBA 003	Organisational Behaviour
Paper 4 MBA 004	Finance 1
Paper 5 MBA 005	Field Foundations
Electives Paper 6 MBA 006	Foreign Language (French)I
Electives Paper 7 MBA 007	Tourism Principles, Policies and Practices
Electives Paper 8 MBA 008	Managerial Economics

Course 1 (MBA 001)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
001.1	Demonstrate strong conceptual knowledge in the functional area of marketing management.	PO1,PO2,PO3,PO6,PO10
001.2	Demonstrate effective understanding of relevant functional areas of marketing management and its application	PO1,PO2,PO3,PO6,PO10
001.3	Demonstrate analytical skills in identification and resolution of problems pertaining to marketing management	PO1,PO2,PO3,PO6,PO10

Course 2 (MBA 002)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
002.1	Demonstrate strong conceptual knowledge in the varied functions of management.	PO2,PO3,PO4,PO6
002.2	Demonstrate effective understanding of levels of decisions on rational basis.	PO2,PO3,PO4,PO6
002.3	Demonstrate analytical skills in identification and resolution of problems pertaining to varied functional areas of business.	PO2,PO3,PO4,PO6

Course 3 (MBA 003)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
003.1	Understand organisation, its structure and behavioural patterns.	PO2,PO3,PO4,PO6
003.2	Get better insights into his personality	PO2,PO3,PO4,PO6
003.3	Understand the reason for conflict and how to address it.	PO2,PO3,PO4,PO6

Course 4 (MBA 004)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
004.1	Understand and prepare financial statements.	PO1,PO2,PO3,PO8,PO10
004.2	Read the financial statements.	PO1,PO2,PO3,PO8,PO10
004.3	Demonstrate tools of financial analysis	PO1,PO2,PO3,PO8,PO10

Course 5 (MBA 005)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
005.1	Bridge the gap between the industry and academics	PO1,PO2,PO3,PO6,PO7,PO10
005.2	Assimilate industry specific knowledge	PO1,PO2,PO3,PO6,PO7,PO10
005.3	Understand the real world business problems	PO1,PO2,PO3,PO6,PO7,PO10

Course 6 (MBA 006)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
006.1	Read and understand basics of French language	PO5,PO6,PO9
006.2	Show emerging awareness of aesthetic properties of language and literary style.	PO5,PO6,PO9

Course 7 (MBA 007)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
007.1	Display an understanding of the implementation, and impact of tourism development locally, nationally, and internationally.	PO1,PO5,PO6,PO9
007.2	Demonstrate cultural and environmental sensitivity through an appreciation of various forms of diversity in our world.	PO1,PO5,PO6,PO9
007.3	Write clearly and concisely in the conventions of tourism studies.	PO1,PO5,PO6,PO9

Course 8 (MBA 008)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
008.1	Analyze the demand and supply conditions and assess the position of a company	PO1,PO2,PO3,PO5
008.2	Design competition strategies, including costing, pricing, product differentiation, and market environment according to the natures of products and the structures of the markets.	PO1,PO2,PO3,PO5
008.3	Analyze real-world business problems with a systematic theoretical framework.	PO1,PO2,PO3,PO5

MBA in Sports Business Management

Course 9 (MBA 009)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
009.1	Understand the organisation and its work patterns.	PO1,PO2,PO3,PO4
009.2	Understand the leadership skills	PO1,PO2,PO3,PO4
009.3	Demonstrate conflict management	PO1,PO2,PO3,PO4

Course 10 (MBA 010)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
010.1	Critically review applied contemporary issues for a selection of key sport and physical education	PO1,PO2,PO5,PO6
010.2	Demonstrate the importance of an evidenced based approach to sport and education recommendations	PO1,PO2,PO5,PO6
010.3	Understand the roles and responsibilities of Society, different authorities in development of sports	PO1,PO2,PO5,PO6

MBA in International Business

Course 11 (MBA 011)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
011.1	Identify, formulate and solve international business management problems	PO1,PO2,PO3,PO6
011.2	To use the techniques, skills, and modern tools necessary for International Business management practice.	PO1,PO2,PO3,PO6

MBA in Banking and Insurance

Course 12 (MBA 012)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
012.1	Analyse practical aspects of the management and techniques of financial, treasury and forex management	PO1,PO2,PO3,PO8,PO10
012.2	Understand the challenges and opportunities in Global Market	PO1,PO2,PO3,PO8

MBA in Logistics and Supply Chain Management

Course 13 (MBA 013)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
013.1	Understand about Logistics, Warehouse Management, Inventory, Distribution system.	PO1,PO2,PO3,PO5
013.2	Understand about SCM value analysis.	PO1,PO2,PO3

MBA in Biotechnology Management

Course 14 (MBA 014)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
014.1	Understand basic concepts of Biotechnology.	PO2,PO3,PO10
014.2	Learn a Life science subject.	PO2,PO3,PO10

MBA in Health and Hospital Management

Course 15 (MBA 015)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
015.1	Understand about organisation and its work patterns.	PO2,PO3,PO10
015.2	Bring leadership skill understanding	PO2,PO3,PO10

Course 16 (MBA 016)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
016.1	Understand the concept of Branch account, cost accounting and its system	PO1,PO2,PO3,PO10
016.2	Demonstrate the idea and meaning of material control with pricing methods	PO1,PO2,PO3,PO10

Course 17 (MBA 017)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
017.1	Understand the role of hospital supportive and utility services in the hospitals, excelling their domain knowledge.	PO1,PO2,PO3,PO10
017.2	Get the knowledge of practical aspects of contracting or outsourcing of supportive services	PO1,PO2,PO3,PO10

Course 18 (MBA 018)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
018.1	Have a practical exposure to various departments of a hospital	PO1,PO2,PO3,PO10
018.2	Understand the functioning of different departments of hospital.	PO1,PO2,PO3,PO10

Electives

Course 19 (MBA 019)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
019.1	Learn the role of biostatistics and research tools for excelling in their domain knowledge.	PO1,PO2,PO3,PO10
019.2	understand the disease burden, pattern and various rates & ratios related to health	PO1,PO2,PO3,PO10

Electives

Course 20 (MBA 020)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
020.1	Understand about organisation and its work patterns.	PO1,PO2,PO3,PO4
020.2	Evaluate leadership skills and in depth understanding of teamwork	PO1,PO2,PO3,PO4

Electives

Course 21 (MBA 021)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
021.1	Develop the understanding of basic fundamentals of economics and its applicability in the healthcare sector.	PO1,PO2,PO3,PO10

MBA In Pharmaceutical Industry Management

Course 22 (MBA 022)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
022.1	Understand about the dynamics of Pharma markets and its Products	PO1,PO2,PO3
022.2	Understand issues arising during implementation of marketing strategy in the pharmaceutical industry	PO1,PO2,PO3

MBA In Aviation Management

Course 23 (MBA 023)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
023.1	Demonstrate an ability to perform foundational skills in research, evaluation and written, oral and presentation skills, and communication required in a professional environment.	PO1,PO2,PO3,PO7

| 023.2 | Achieve an understanding of the historical development of the civil aviation industry, including key milestones, and how this development has been influenced by commercial and safety imperatives. | PO1,PO2,PO3,PO10 |

Course Outcomes and Mapping with Program Outcomes

First Year/ Semester 2

Course Code	Course Title
Paper 1 MBA 023	Entrepreneurship Management
Paper 2 MBA 024	Human Resource Management
Paper 3 MBA 025	Finance 2
Paper 4 MBA 026	Research Methodology
Paper 5 MBA 005	Field Foundations
Electives Paper 6 MBA 028	Foreign Language (French) II
Electives Paper 7 MBA 029	Indian Economy
Electives Paper 8 MBA 030	Legal Aspects of Business

Course 23 (MBA 023)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
023.1	Understand and analyse business opportunities	PO1,PO2,PO3,PO7,PO9
023.2	Evaluate the business plans and models	PO1,PO2,PO3,PO9,PO10

Course 24 (MBA 024)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
024.1	Understand Recruitment, selection process in the organisation	PO1,PO2,PO3,PO7
024.2	Evaluate the human resource development in the organisation	PO1,PO2,PO3,PO10

Course 25 (MBA 025)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
025.1	Evaluate complex business decisions of the firm	PO1,PO2,PO3,PO7
025.2	Enhance the decision making of the firm by adopting various tools of financial analysis	PO1,PO2,PO3

Course 26 (MBA 026)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
026.1	Identify the research problem	PO1,PO2,PO3,PO7
026.2	Design the research hypothesis, develop sampling techniques, data collection methods and apply statistical tools	PO1,PO2,PO3,PO7

Course 5 (MBA 005)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
005.1	Bridge the gap between the industry and academics	PO1,PO2,PO3,PO6,PO7,PO10
005.2	Assimilate industry specific knowledge	PO1,PO2,PO3,PO6,PO7,PO10
005.3	Understand the real world business problems	PO1,PO2,PO3,PO6,PO7,PO10

Course 6 (MBA 028)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
028.1	Understand basics of French language	PO5,PO6,PO9
028.2	Understand basic conversational skills	PO5,PO6,PO9

Course 7 (MBA 029)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
028.1	Understand the social, economic conditions of the economy	PO5,PO6,PO9
028.2	Recent developments in the economy	PO5,PO6,PO9

Course 8 (MBA 030)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

028.1	Understand the legal aspects in the business and their applications	PO5,PO6,PO9
028.2	Recent developments in the legal structure and laws in the country	PO5,PO6,PO9

MBA in Banking and Insurance

Course 33 (MBA 033)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
033.1	Get the overview of the Indian Insurance Market	PO1,PO5,PO6,PO9
033.2	understand the significance Policy Documents	PO1,PO5,PO6,PO9

MBA in International Business

Course 32 (MBA 032)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
032.1	Learn the complete mechanism of international trade operations	PO1,PO5,PO6
032.2	Understand various documents required in exports and imports	PO1,PO5,PO6

MBA in Logistics and Supply Chain Management

Course 32 (MBA 032)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
032.1	Understand about inventory Management tools and Techniques	PO1,PO2,PO3,PO5
032.2	Understand warehouse operational procedure adopted by industry	PO1,PO2,PO3

MBA In Pharmaceutical Industry Management

Course 43 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Understand about the pharmacology aspects	PO1,PO2,PO3
043.2	Understand issues arising during implementation of strategy in the pharmaceutical industry	PO1,PO2,PO3

MBA in Health and Hospital Management

Course 36 (MBA 036)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
036.1	Gain knowledge of Human Resource Management	PO1,PO2,PO3
036.2	Understand the function of HRM	PO1,PO2,PO3

Course 37 (MBA 037)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
037.1	To develop the understanding of financial tools, information, and their uses in decision making.	PO1,PO2,PO3
037.2	Understand the Importance and Utility of Financial Management	PO1,PO2,PO3

Course 39 (MBA 039)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
039.1	Evaluate applications of Quality principles in Indian hospitals and healthcare systems	PO1,PO2,PO3
039.2	Improve the quality of medical and behavioural health care and service provided to Members through administrative simplification	PO1,PO2,PO3

MBA in Health and Hospital Management

Electives

Course 40 (MBA 040)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
040.1	Study in detail planning process from Pre-feasibility to Architectural design.	PO1,PO2,PO3
040.2	Study the basic principles of hospital project.	PO1,PO2,PO3

Electives

Course 41 (MBA 041)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
041.1	Understand the public Health System and Health Administration in India.	PO1,PO2,PO3,PO5
041.2	understand various National Health Programmes from their need , their present status to future developments and propositions	PO1,PO2,PO3,PO5

Electives

Course 42 (MBA 042)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
042.1	Understand the classification, special requirements, planning and management of clinical and super specialty services.	PO1,PO2,PO3,PO5

MBA in Sports Business Management

Course 31 (MBA 031)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
031.1	Understand the core concepts of Sports facilities and mandatory requirements for the planning	PO1,PO2,PO3,PO4
031.2	Understand the importance of planning and Management at sports facilities and centres.	PO1,PO2,PO3,PO4
031.3	Know the different skill sets required to be a responsible and successful facility manager.	PO1,PO2,PO3,PO4

MBA in Biotechnology Management

Course 137 (MBA 137)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
137.1	Understand applied concepts of life sciences and Biotechnology.	PO2,PO3,PO10
137.2	Understand the methodology of Bioinformatics.	PO2,PO3,PO10

MBA in Aviation Management

Course 168 (MBA 168)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
168.1	Understand different types of aircraft operators	PO2,PO3,PO10
168.2	Understand different categories of airports	PO2,PO3,PO10
168.3	understand complexities of aviation manufacturing-aircraft, navigation and ancillaries, services- ground support, software, soft skills,	PO2,PO3,PO10

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Marketing Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 045	Market Research and Analysis
Paper 4 MBA 046	Consumer and Industrial Buyer Behaviour
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 048	Sales and Distribution Management
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 050	Product and Brand Management

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources	PO1,PO2,PO3

	(capitals, materials, staffing, and machines) more effectively.	
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 045 (MBA 045)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
045.1	Develop an understanding of the kind of research required in a variety of decision making situations and how best to use research data	PO1,PO2,PO3,PO7,PO10
045.2	Provide answers to specific problems and enhancing the accuracy of decisions	PO1,PO2,PO3,PO7,PO10

Course 046 (MBA 046)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
046.1	Understand and Balance behavioural concepts	PO1,PO2,PO3,PO7
046.2	Understand the importance and impact of consumer Behavior in today's marketplace	PO1,PO2,PO3,PO7

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 048 (MBA 048)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
048.1	Provide a detailed understanding of "Customer Handling Skills	PO1,PO2,PO3,PO7,PO10
048.2	Understand the importance of marketing channels and physical distribution systems in marketing decision making	PO1,PO2,PO3,PO7,PO10

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10

| 049.2 | Disseminate knowledge on patents, patent regime in India and abroad and registration aspects | PO1,PO2,PO3,PO7,PO10 |

Course 050 (MBA 050)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
050.1	Enhance understanding of Product strategy's centrality to overall strategic market planning	PO1,PO2,PO3,PO7,PO10
050.2	Formulate, implement and evaluate the product mix strategy and portfolio strategy.	PO1,PO2,PO3,PO7,PO10

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Financial Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 051	Security Analysis and Portfolio Management
Paper 4 MBA 052	Derivatives and Risk Management
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 053	Strategic Cost Management
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8	International Finance

MBA 055	

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources (capitals, materials, staffing, and machines) more effectively.	PO1,PO2,PO3
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 051 (MBA 051)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
051.1	Understand deeper how market works, how risk return trade-offs are calculated for an individual investor and how optimum portfolios can be framed for investors.	PO1,PO2,PO3,PO7,PO10
051.2	Be familiar with how investment in securities market is evaluated based on Fundamental and Technical analysis and to highlight on various tools and methods of evaluating the portfolio	PO1,PO2,PO3,PO7,PO10

Course 052 (MBA 052)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
052.1	Develop an understanding of financial derivatives and to the institutional structure of the markets on which they are traded.	PO1,PO2,PO3,PO7,PO10
052.2	Provide a basic understanding of financial derivatives as well the application of derivatives, trading mechanism, uses as hedging instruments, risks involved and legal, controlling and regulatory framework	PO1,PO2,PO3,PO7,PO10

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 053 (MBA 053)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
053.1	To Provide Inputs for a strategic overview as product passes through various stages	PO1,PO2,PO3,PO7
053.2	To evaluate the entire process and strategies implemented	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10
049.2	Disseminate knowledge on patents, patent regime in India and abroad and registration aspects	PO1,PO2,PO3,PO7,PO10

Course 055 (MBA 055)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
055.1	Discover how the international capital markets, foreign exchange markets, and the derivatives market can be used to manage transaction and operating risks facing the multinational firm	PO1,PO2,PO3,PO7,PO8PO10
055.2	Lay emphasis on the identification and management of opportunities and risk relating to international investments, exchange rate fluctuations, international financial markets and government policy changes.	PO1,PO2,PO3,PO7,PO8,PO10

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Human Resource Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 056	Compensation and Benefits
Paper 4 MBA 057	Labour Laws and Industrial Relations
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 058	Global HRM
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 055	Employer/Employee Branding and Value Proposition

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

| 044.1 | Understand and analyze managerial problems in industry so that they are able to use resources (capitals, materials, staffing, and machines) more effectively. | PO1,PO2,PO3 |
| 044.2 | Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry. | PO1,PO2,PO3 |

Course 051 (MBA 051)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
056.1	Understand contemporary compensation systems in modern organizations with a view to empower the future HRD manager to leverage compensation in creating a high performing organization.	PO1,PO2,PO3,PO7,PO10
056.2	To recognize how compensation decisions help the organization achieve a competitive advantage.	PO1,PO2,PO3,PO7,PO10

Course 057 (MBA 057)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
057.1	Understand various legal issues related to labour laws	PO1,PO2,PO3,PO7,PO10
057.2	Understand various legal provisions related to industry relations	PO1,PO2,PO3,PO7,PO10

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 058 (MBA 058)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
058.1	Bring out the HR issues and opportunities arising from the internationalization of business	PO1,PO2,PO3,PO7
058.2	Analyze the HR strategies and practices that respond effectively to internationalization	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10
049.2	Disseminate knowledge on patents, patent regime in India and abroad and registration aspects	PO1,PO2,PO3,PO7,PO10

Course 060 (MBA 060)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
060.1	Bring out the ability to analyse and emphasize the issues related to recruitment, talent management and employee retention for creation of better employer brand.	PO1,PO2,PO3
060.2	Compete through employee differentiating experience for sustaining the fierce competitions	PO1,PO2,PO3

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Entrepreneurship Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 169	Finance Raising Strategies
Paper 4 MBA 170	New Product Development
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 171	User Research and Qualitative Methods
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 172	Venture capital and Sources of Finance

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

044.1	Understand and analyze managerial problems in industry so that they are able to use resources (capitals, materials, staffing, and machines) more effectively.	PO1,PO2,PO3
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 169 (MBA 169)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
169.1	Analyse specific financial deal making process.	PO1,PO2,PO3,PO7,PO10
169.2	Use theory to generate insights useful for practical decision-making.	PO1,PO2,PO3,PO7,PO10

Course 170 (MBA 170)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
170.1	Provide an in-depth understanding of new product development	PO1,PO2,PO3,PO7,PO10
170.2	Create a new-to-the-world product or service and build a business case to support it.	PO1,PO2,PO3,PO7,PO10

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 171 (MBA 171)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
171.1	Learn anthropological fieldwork methods.	PO1,PO2,PO3,PO7
171.2	Become familiar with both traditional long-term fieldwork approaches and rapid assessment techniques used in applied anthropology	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and	PO1,PO2,PO3,PO7,PO8,PO10

	management of innovative projects in industries.	
049.2	Disseminate knowledge on patents, patent regime in India and abroad and registration aspects	PO1,PO2,PO3,PO7,PO8,PO10

Course 172 (MBA 172)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
172.1	Understand the concept of venture capitalist and private equity funds their working and evaluation process.	PO1,PO2,PO3,PO8,PO10
172.2	Understand the private equity industry and to provide an understanding of the origination, valuation, execution, monitoring, and realization of private equity transactions and of the process of investing in private equity funds.	PO1,PO2,PO3,PO8,PO10

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Operations Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 177	Supply Chain Management
Paper 4 MBA 178	Materials Management
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 179	Productivity Management
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 180	International Logistics

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources	PO1,PO2,PO3

	(capitals, materials, staffing, and machines) more effectively.	
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 177 (MBA 177)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
177.1	Understand the concepts involved in Logistics Management	PO1,PO2,PO3
177.2	Develop an understanding of use of the concept in practice of operations management.	PO1,PO2,PO3

Course 178 (MBA 178)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
178.1	Gain in-depth knowledge about the Materials Management (MM) component of ERP systems	PO1,PO2,PO3
178.2	Provide hands-on experience of working with the Materials Management (MM) component of mySAP ERP software	PO1,PO2,PO3

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 179 (MBA 179)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
179.1	Learn the basic concepts involved in Productivity Techniques	PO1,PO2,PO3,PO7
179.2	Learn the methods used in Productivity Techniques.	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10
049.2	Disseminate knowledge on patents, patent regime in India and abroad and registration aspects	PO1,PO2,PO3,PO7,PO10

Course 180 (MBA 180)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
180.1	Understand global supply chain strategy and planning	PO1,PO2,PO3,PO10
180.2	Identify and avoid potential pitfalls in global operations	PO1,PO2,PO3,PO10

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Sports Business Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 061	Sports Media and Event Management
Paper 4 MBA 062	Funding in sports
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 063	Foundation of Amateur and Professionals
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 065	Sports Training & Conditioning

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources	PO1,PO2,PO3

	(capitals, materials, staffing, and machines) more effectively.	
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 061 (MBA 061)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
061.1	Learn different types of media	PO1,PO2,PO3
061.2	Learn Event management and infrastructure	PO1,PO2,PO3

Course 062 (MBA 062)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
062.1	Understand the role of funding in the sports industry	PO1,PO2,PO3
062.2	Understand endorsements, advertisements and sponsorships	PO1,PO2,PO3

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 063 (MBA 063)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
063.1	Understand the Government regulations in Sports	PO1,PO2,PO3,PO7
063.2	Identify the emerging trends in sports	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10
049.2	Disseminate knowledge on patents, patent regime in India and abroad and registration aspects	PO1,PO2,PO3,PO7,PO10

Course 065 (MBA 065)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
065.1	Understand the different sports training and planning activities	PO1,PO2,PO3
065.2	Identify conditional abilities, technical training and motor abilities	PO1,PO2,PO3

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Banking and Insurance Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 066	Risk Management & Life Insurance
Paper 4 MBA 067	Legal and Regulatory Aspects of Banking and Insurance
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 068	International Banking and Finance
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 069	Services Marketing

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources (capitals, materials, staffing, and machines) more effectively.	PO1,PO2,PO3
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 066 (MBA 066)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
066.1	Understand the basics and techniques of risk management	PO1,PO2,PO3
066.2	Understand of the Role, Standards, Principles of Individual & Group Lives and practice of the Life Insurance Underwriting.	PO1,PO2,PO3

Course 067 (MBA 067)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
067.1	Understand various laws and regulations applicable to Insurance Business	PO1,PO2,PO3
067.2	Understand the Licensing of banks	PO1,PO2,PO3

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 063 (MBA 063)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
068.1	Understand the concepts and broad activities of international banking and finance besides studying developments in India in this context.	PO1,PO2,PO3,PO7

068.2	Understand the exchange rates and its role in International Banking	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10
049.2	Disseminate knowledge on patents, patent regime in India and abroad and registration aspects	PO1,PO2,PO3,PO7,PO10

Course 069 (MBA 069)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
069.1	Evaluate Marketing Mix Strategies	PO1,PO2,PO3
069.2	Understand various key issues in services marketing	PO1,PO2,PO3

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: International Business Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 071	Managing Innovation for Value Creation and Intellectual Capital
Paper 4 MBA 072	International Financial Management
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 073	International Marketing
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 074	Global Sourcing

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources	PO1,PO2,PO3

	(capitals, materials, staffing, and machines) more effectively.	
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 071 (MBA 071)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
071.1	Understand the Approach to managing innovation including the role of leadership, strategy, human resources and talent development, technology, creativity, and measuring innovation.	PO1,PO2,PO3
071.2	Understand The sources of modern innovation, e.g., developers, users, suppliers, universities and other third parties.	PO1,PO2,PO3

Course 072 (MBA 072)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
072.1	Understand the basic tools techniques of managing the Corporate Finance Functions in an International Context.	PO1,PO2,PO3,PO8
072.2	Explore the traditional areas of Corporate Finance from the perspective of MNE	PO1,PO2,PO3,PO8

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 073 (MBA 073)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
073.1	Enhance the students understanding of International Marketing Environment and Strategies.	PO1,PO2,PO3,PO7

073.2	Make Strategic and Operational Marketing Decisions in the context of different, complex marketing environments	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10
049.2	Disseminate knowledge on patents, patent regime in India and abroad and registration aspects	PO1,PO2,PO3,PO7,PO10

Course 074 (MBA 074)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
074.1	Understand the global sourcing requirements	PO1,PO2,PO3,PO5
074.2	Understand PEST Analysis	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Logistics and Supply Chain Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 076	Liner Trade and Multimodal Transportation
Paper 4 MBA 077	Regulation and Documentation
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 073	Sourcing and Procurement
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 079	Store Keeping & Store Accounting

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources	PO1,PO2,PO3

	(capitals, materials, staffing, and machines) more effectively.	
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 076 (MBA 076)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
076.1	Understand the history of liners, liner trade ships and players	PO1,PO2,PO3
076.2	Cargo equipment, documents, pricing and multimodal transport	PO1,PO2,PO3

Course 077 (MBA 072)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
077.1	Understand various regulations and documentations required in Logistics and supply chain management	PO1,PO2,PO3
077.2	Understand the import and export trade procedures	PO1,PO2,PO3

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 078 (MBA 078)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
078.1	Understand the operational and process for activity of purchasing and formulating the procurement strategy	PO1,PO2,PO3,PO7
078.2	Identify material management in purchasing and performance measurement in procurement	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10

| 049.2 | Disseminate knowledge on patents, patent regime in India and abroad and registration aspects | PO1,PO2,PO3,PO7,PO10 |

Course 079 (MBA 079)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
079.1	Understand the storekeeping process	PO1,PO2,PO3,PO5
079.2	Understand the types of inventory and accounting process	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Pharmaceutical Industry Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 081	Physiology and anatomy
Paper 4 MBA 083	New Product Launch, Brand Building in Pharma
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 084	Disease Management
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 085	Sales Maangement

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources	PO1,PO2,PO3

CO No.		Mapped Program Outcomes
	(capitals, materials, staffing, and machines) more effectively.	
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 081 (MBA 081)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
081.1	Have a good understanding of Human Anatomy, Physiology as is necessary to understand human	PO1,PO2,PO3
081.2	Have a good understanding of nervous and reproductive system	PO1,PO2,PO3

Course 083 (MBA 083)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
083.1	Understand the concept of new product	PO1,PO2,PO3
083.2	Understand market analysis and investment in new product development	PO1,PO2,PO3

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 084 (MBA 084)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
084.1	understand what considerations doctors have while treating various diseases	PO1,PO2,PO3,PO7
084.2	understand the line of treatment chosen by doctors while treating various diseases	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10

| 049.2 | Disseminate knowledge on patents, patent regime in India and abroad and registration aspects | PO1,PO2,PO3,PO7,PO10 |

Course 085 (MBA 085)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
085.1	Understand the Personal Selling Skills	PO1,PO2,PO3,PO5
085.2	Understand the Importance of Recruitment of Sales Personnel	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Health and Hospital Administration Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 087	Materials Management & Inventory Control
Paper 4 MBA 088	System Development and Hospital Information Management
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 089	Health Insurance & Managed Care
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 090	Financing of Healthcare Services

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources	PO1,PO2,PO3

	(capitals, materials, staffing, and machines) more effectively.	
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 087 (MBA 087)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
087.1	understand meaning and value of materials management in health and hospitals	PO1,PO2,PO3
087.2	understand basic concepts like role of computers, functional areas of material management, analysis of material cost in hospital	PO1,PO2,PO3

Course 088 (MBA 088)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
088.1	understand the concept of Information system and implement it in hospitals as HIS	PO1,PO2,PO3
088.2	understand various hospital functions	PO1,PO2,PO3

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 089 (MBA 089)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
089.1	Apprise various health insurances available which are applicable to patients, staff, which can be utilized for better patient care.	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10

| 049.2 | Disseminate knowledge on patents, patent regime in India and abroad and registration aspects | PO1,PO2,PO3,PO7,PO10 |

Course 090 (MBA 090)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
090.1	Differentiate between public and private sector financing pattern in health services	PO1,PO2,PO3,PO5
090.2	Understand various health insurance patterns globally and in India.	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Biotechnology Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 181	Biotechnology Plant Management
Paper 4 MBA 085	Sales Management
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 182	Project Management
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 183	Market Research

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources (capitals, materials, staffing, and machines) more effectively.	PO1,PO2,PO3
044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 181 (MBA 181)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

181.1	Work in Biotechnology plant management	PO1,PO2,PO3
181.2	Understand safety and hazard issues in Biotechnology sector.	PO1,PO2,PO3

Course 085 (MBA 085)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
085.1	Understand Personal Selling Skills	PO1,PO2,PO3
085.2	Understand Importance of Recruitment of Sales Personnel	PO1,PO2,PO3

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 182 (MBA 182)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
182.1	Help students learn the concepts of project Management and its application in Hi-tech Business projects.	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10
049.2	Disseminate knowledge on patents, patent regime in India and abroad and registration aspects	PO1,PO2,PO3,PO7,PO10

Course 183 (MBA 183)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
183.1	Evaluate research methodology including questionnaire design on the part of the student.	PO1,PO2,PO3,PO5

183.2	Provide the participants with an understanding of the need for and uses of research	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 3

Specialisation: Aviation Management

Course Code	Course Title
Paper 1 MBA 043	Strategic Management
Paper 2 MBA 044	Business Mathematics and Operations Research
Paper 3 MBA 184	Aerospace Medicine
Paper 4 MBA 185	Airline and Airport Licensing
Paper 5 MBA 047	Summer Internship
Electives Paper 6 MBA 186	Maintenance Management
Electives Paper 7 MBA 049	Intellectual Property Rights
Electives Paper 8 MBA 187	Aviation Safety Management

Course 043 (MBA 043)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
043.1	Comprehend the strategic decisions which businesses make and have an ability to engage in the process of strategic planning	PO1,PO2,PO3
043.2	Understand the basic concepts, principles and practices associated with strategy formulation and implementation	PO1,PO2,PO3

Course 044 (MBA 044)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
044.1	Understand and analyze managerial problems in industry so that they are able to use resources (capitals, materials, staffing, and machines) more effectively.	PO1,PO2,PO3

044.2	Gain the Knowledge of formulating mathematical models for quantitative analysis of managerial problems in industry.	PO1,PO2,PO3

Course 184 (MBA 184)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
184.1	understand the fundamentals of Aerospace Medicine	PO1,PO2,PO3

Course 185 (MBA 185)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
185.1	Understand the licensing requirements of existing and startup airlines, airports.	PO1,PO2,PO3

Course 047 (MBA 047)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
047.1	Solve the grey problem areas of the organisation	PO1,PO2,PO3,PO7
047.2	Draft the research report on the functional areas of management	PO1,PO2,PO3,PO7

Electives

Course 186 (MBA 186)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
186.1	Understand the time spans, procedures and schedules involved in airline and airport maintenance.	PO1,PO2,PO3,PO7

Course 049 (MBA 049)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
049.1	Gain fundamental aspects of Intellectual property Rights in development and management of innovative projects in industries.	PO1,PO2,PO3,PO7,PO10
049.2	Disseminate knowledge on patents, patent regime in India and abroad and registration aspects	PO1,PO2,PO3,PO7,PO10

Course 187 (MBA 187)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
187.1	Understand the diverse inputs required to achieve total aviation safety and the methodology of achieving it.	PO1,PO2,PO3,PO5
187.2	Understand the factors endangering aviation safety	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Financial Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 095	Corporate Valuation and mergers and acquisition
Paper 5 MBA 096	Fintech in Financial Markets
Electives Paper 6 MBA 186	Swayam Course on Finance
Electives Paper 7 MBA 098	Venture Capital & Private Equity
Electives Paper 8 MBA 099	Wealth Management

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3
093.2	Bring out the importance of international business; and to analyse global business	PO1,PO2,PO3

	principles and practices with reference to various Indian firms.	

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 095 (MBA 095)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
095.1	Design the valuation models for the companies	PO1,PO2,PO3,PO8PO10
095.2	Understand the intricacies of mergers and acquisitions	PO1,PO2,PO3,PO8,PO10

Course 096 (MBA 096)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
096.1	Understand fintech and financial markets.	PO1,PO2,PO3,PO7,PO8
096.2	Understand what is driving the Fin-Tech Evolution	PO1,PO2,PO3,PO7,PO8

Electives

Course 100 (MBA 100)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
100.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 098 (MBA 098)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

098.1	Understand venture capitalist and private equity funds their working and evaluation process.	PO1,PO2,PO3,PO7,PO8,PO10
098.2	Provide an understanding of the origination, valuation, execution, monitoring, and realization of private equity transactions and of the process of investing in private equity funds.	PO1,PO2,PO3,PO7,PO8,PO10

Course 099 (MBA 099)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
099.1	Understand the role of a wealth manager in the corporate world.	PO1,PO2,PO3,PO5,PO8
099.2	Understand the financial system and regulatory aspects related to the wealth management.	PO1,PO2,PO3, PO5,PO8

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Marketing Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 101	Services Marketing
Paper 5 MBA 102	Quantitative Techniques in Marketing
Electives Paper 6 MBA 105	Swayam Course on Marketing
Electives Paper 7 MBA 103	Business to business Marketing
Electives Paper 8 MBA 104	Rural & Social Marketing

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 101 (MBA 101)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
101.1	recognize the vital role that services play in the economy and its future	PO1,PO2,PO3,PO10
101.2	Understand customer expectations and perceptions through market research	PO1,PO2,PO3,PO10

Course 102 (MBA 102)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
102.1	Evaluate basic techniques required for marketing modelling.	PO1,PO2,PO3,PO7
102.2	Understand the most important quantitative models in marketing.	PO1,PO2,PO3,PO7

Electives

Course 105 (MBA 105)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
105.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 103 (MBA 103)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
103.1	Understand Industrial or business to business marketing concepts and strategy involved in the planning, conception, promotion, distribution and sale of products from one business firm or organization to another.	PO1,PO2,PO3,PO7,PO10
103.2	Identify the industrial, marketing, and business terms and concepts that are significant within the field of industrial marketing or business-to-business marketing, to be measured by performance on examinations	PO1,PO2,PO3,PO7,PO10

Course 104 (MBA 104)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
104.1	Understand the rural market environment	PO1,PO2,PO3,PO5
104.2	Develop social marketing strategies for application to social issues	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Human Resource Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study

Paper 4 MBA 106	Training and Development
Paper 5 MBA 107	Competency based HRM & Performance Management
Electives Paper 6 MBA 110	Swayam Course on HRM
Electives Paper 7 MBA 108	Organisational Development and Change Management
Electives Paper 8 MBA 109	Strategic HRM

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 106 (MBA 106)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
106.1	Assist their organizations in improving overall effectiveness	PO1,PO2,PO3,PO10

CO No.		Mapped Program Outcomes
106.2	Focus on employee development and training, and the evolution of training methods	PO1,PO2,PO3,PO10

Course 107 (MBA 107)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
107.1	Get a knowledge of competency based performance knowledge, by using different methods of performance evaluation	PO1,PO2,PO3,PO7
107.2	Understand the usage of Performance Management Systems as a powerful tool for the HRD professional, in leveraging organizational and employee performance	PO1,PO2,PO3,PO7

Electives

Course 110 (MBA 110)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
110.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 108 (MBA 108)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
108.1	Understand the basic theories upon which the field of OD is based	PO1,PO2,PO3,PO7,PO10
108.2	Understand the unique challenges of attempting an organization transformation	PO1,PO2,PO3,PO7,PO10

Course 109 (MBA 109)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
109.1	Have Clarity on designing strategies	PO1,PO2,PO3,PO5
109.2	Evaluate the cost benefit analysis of human capital intervention	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Entrepreneurship Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 163	Opportunity Recognition, Scenarios and Forecasting
Paper 5 MBA 164	Innovation Management
Electives Paper 6 MBA 110	Swayam Course on Entrepreneurship
Electives Paper 7 MBA 165	Business Model Innovation in New Ventures
Electives Paper 8 MBA 166	Business Strategies for the Bottom of the Pyramid

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3,PO4,PO9
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3,PO4,PO9

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3,PO4,PO9
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3,PO4,PO9

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3,PO4,PO9

Course 163 (MBA 163)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
163.1	Create a sense of leadership skill in all projects	PO1,PO2,PO3,PO10
163.2	Enable the student to check the feasibility of any project.	PO1,PO2,PO3,PO10

Course 164 (MBA 164)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
164.1	Correlate the types of innovation with strategy	PO1,PO2,PO3,PO7,PO9,PO10
164.2	Differentiate the application and failures of innovation	PO1,PO2,PO3,PO7

Electives

Course 167 (MBA 167)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
110.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7,PO9,PO10

Course 165 (MBA 165)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
165.1	Provide students with the skills and knowledge to rapidly assess and shape business models to their advantage in constructing enterprises of scale.	PO1,PO2,PO3,PO7,PO10

| 165.2 | Examine the elements of business models, explore how they differ across industries and phases of a firm's growth – from high-tech to social ventures and from the earliest start-up phases through realization of significant value | PO1,PO2,PO3,PO7,PO10 |

Course 166 (MBA 166)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
166.1	Learn to identify the opportunities associated with a new perspective on serving BoP markets	PO1,PO2,PO3,PO5,PO9
166.2	Develop the strategies, business models, and partnerships required to productively explore those opportunities	PO1,PO2,PO3, PO5,PO9

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Sports Business Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 111	Sports Law and Risk Management
Paper 5 MBA 112	Psychology of Sports and Ethics in Business
Electives Paper 6 MBA 110	Swayam Course on Sports Business
Electives Paper 7 MBA 113	Administration of Games
Electives Paper 8 MBA 114	Team Management

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 111 (MBA 111)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
111.1	Analyze, interpret and apply Sports Laws.	PO1,PO2,PO3,PO10
111.2	Understand the structure of sport governing bodies and the dispute resolution mechanism when faced with any legal issue.	PO1,PO2,PO3,PO10

Course 112 (MBA 112)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
112.1	understand the historical development and scope of Sports psychology	PO1,PO2,PO3,PO7
112.2	study the importance of Ethics and the Psychological Strength in Sport	PO1,PO2,PO3,PO7

Electives

Course 115 (MBA 115)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
115.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 113 (MBA 113)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
113.1	Understand the importance of Administration of different games	PO1,PO2,PO3,PO7,PO10
165.2	Understand the roles & Responsibilities of Sports Administrator and deliver the managerial responsibilities towards game and event management.	PO1,PO2,PO3,PO7,PO10

Course 114 (MBA 114)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
114.1	understand the importance of Team management	PO1,PO2,PO3,PO5
114.2	The Role of Managers in Team Performance	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Operations Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 153	Total Quality Management

Paper 5 MBA 154	Six Sigma Quality
Electives Paper 6 MBA 110	Swayam Course on Operations
Electives Paper 7 MBA 155	Operations Applications and Cases
Electives Paper 8 MBA 156	Strategic Sourcing in Supply Management

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 153 (MBA 153)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
153.1	Understand Tools &Techniques used in Total Quality Management.	PO1,PO2,PO3,PO10

153.2	Understand the concepts involved in Total Quality Management	PO1,PO2,PO3,PO10

Course 154 (MBA 154)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
154.1	Understand General methodology of Six Sigma	PO1,PO2,PO3,PO7
154.2	Indian Application case studies in six Sigma	PO1,PO2,PO3,PO7

Electives

Course 115 (MBA 115)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
115.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 155 (MBA 155)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
155.1	Provide inputs regarding operations management	PO1,PO2,PO3,PO7,PO10

Course 156 (MBA 156)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
156.1	Understand of the impact that sourcing and supply management have on the success and profitability of firms in today's business environment.	PO1,PO2,PO3,PO5
156.2	Understand the factors that need to be considered when making sourcing and supplier management decisions	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Banking and Insurance Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 116	Merchant Banking and Financial Services
Paper 5 MBA 117	Money and Capital Markets
Electives Paper 6 MBA 125	Swayam Course on Banking and Insurance
Electives Paper 7 MBA 118	Customer Relationship Management for Banking and Insurance
Electives Paper 8 MBA 119	HRM in Banking and Insurance

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 116 (MBA 116)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
116.1	Understand the role and function of the financial system in reference to the macro economy.	PO1,PO2,PO3
116.2	Demonstrate an awareness of the current structure and regulation of the Indian financial services sector.	PO1,PO2,PO3

Course 117 (MBA 117)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
117.1	Understand Money Market and its features. Difference between Money market vs. capital market.	PO1,PO2,PO3,PO8
117.2	Understand Private Equity and Venture Capital	PO1,PO2,PO3,PO8

Electives

Course 118 (MBA 115)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
115.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 118 (MBA 118)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
118.1	Understand the basic concepts of Customer relationship management	PO1,PO2,PO3,PO7,PO10

Course 119 (MBA 119)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
119.1	Understand the functions of human resources manager	PO1,PO2,PO3,PO5
119.2	Understand the role and functions of HR manager in B & I	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: International Business Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 121	EXIM
Paper 5 MBA 122	International Law
Electives Paper 6 MBA 125	Swayam Course on International Business
Electives Paper 7 MBA 123	International Logistics and Supply Chain Management
Electives Paper 8 MBA 124	Global Project Management

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

| 093.1 | Understand the emerging business environment in India and the world. | PO1,PO2,PO3 |
| 093.2 | Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms. | PO1,PO2,PO3 |

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 121 (MBA 121)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
121.1	Understand export and import procedures	PO1,PO2,PO3
121.2	Understand the documentation process	PO1,PO2,PO3

Course 122 (MBA 122)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
122.1	Aware of major legal issues related to the business of company.	PO1,PO2,PO3,PO8
122.2	Understand major legal aspects of international business and trade.	PO1,PO2,PO3,PO8

Electives

Course 115 (MBA 115)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

115.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 123 (MBA 123)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
123.1	Identify and avoid potential pitfalls in global operations	PO1,PO2,PO3,PO7,PO10

Course 124 (MBA 124)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
124.1	Learn what the project is and how it's managed to a large extent.	PO1,PO2,PO3,PO5
124.2	Learn how different tools and techniques are used to select a project.	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Logistics and Supply Chain Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 126	Economics of Sea Transport

Paper 5 MBA 127	Port Service Marketing
Electives Paper 6 MBA 125	Swayam Course on Logistics
Electives Paper 7 MBA 128	Transportation Management
Electives Paper 8 MBA 129	Global Trade and Practices

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 126 (MBA 126)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
126.1	Understand cargo and shipment procedures	PO1,PO2,PO3
126.2	Understand warehousing requirements	PO1,PO2,PO3

Course 127 (MBA 127)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
127.1	Understand Marketing Strategy in ports	PO1,PO2,PO3,PO8
127.2	Evaluate Specific challenge of port and port related industry	PO1,PO2,PO3,PO8

Electives

Course 115 (MBA 115)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
115.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 128 (MBA 128)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
128.1	Evaluate Transport Functionality and Principles, Multimodal characteristics and classification	PO1,PO2,PO3,PO7,PO10

Course 129 (MBA 129)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
129.1	Practice global trade and practices	PO1,PO2,PO3,PO5
129.2	Assist in skill development in global trade	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Biotechnology Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 148	Emerging Trends in Biotechnology
Paper 5 MBA 149	R&D Management and Quality Assurance
Electives Paper 6 MBA 125	Swayam Course on Logistics
Electives Paper 7 MBA 150	Innovation and Knowledge Management
Electives Paper 8 MBA 151	Fundamentals of Production Planning and Control of Biotechnology

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3,PO5
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 148 (MBA 148)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
148.1	Understand the current trends in Biotechnology Industry	PO1,PO2,PO3
148.2	Understand the recent emerging markets in the Biotechnology sector.	PO1,PO2,PO3

Course 149 (MBA 149)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
149.1	Apply basic concepts, theories and analytical frameworks related to R & d strategy.	PO1,PO2,PO3,PO8
149.2	Analyse the interplay between R and D and different company and business strategies.	PO1,PO2,PO3,PO8

Electives

Course 115 (MBA 115)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
115.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 150 (MBA 150)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
150.1	Understand the concepts and practices of Knowledge Management.	PO1,PO2,PO3,PO7,PO10

Course 151 (MBA 151)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
151.1	Understand Production -planning and Master formula designing of Biotechnology Sector.	PO1,PO2,PO3,PO5
151.2	Understand Quality Control and Quality assurance in Biotechnology.	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Health and Hospital Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 136	Ethics Governance and Legal Framework in Healthcare
Paper 3 MBA 097	Project Study
Paper 4 MBA 138	Hospital Project Management
Paper 5 MBA 139	Public Health Management
Electives Paper 6 MBA 125	Swayam Course on Health and Hospital

Electives Paper 7 MBA 141	Management of Medical Staff and Medical Committees
Electives Paper 8 MBA 140	Gender, Health & Human Rights

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 136 (MBA 136)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
136.1	Acquire the knowledge of ethics and governance in healthcare for long term sustainability.	PO1,PO2,PO3
136.2	Develop the ability to device and implement adequate and effective systems ensuring compliance of all the applicable laws	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 138 (MBA 138)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
138.1	Understand the details of project management, project analysis, Project implementation etc..	PO1,PO2,PO3,PO6
138.2	understand the duties and responsibilities of project managers so it will be helpful for them to explore their knowledge during live projects in the healthcare consultancy	PO1,PO2,PO3,PO7,PO10

Course 139 (MBA 139)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
139.1	Understand the foundational principles governing the public health, problems associated and application of skill learnt to provide solutions toward better health	PO1,PO2,PO3,PO8
139.2	Get detailed understanding of the various frameworks on the social determinants of health and interlinkages between health and development at local, national and global level	PO1,PO2,PO3,PO8

Electives

Course 115 (MBA 115)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
115.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 140 (MBA 140)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
140.1	Understand that gender, cast, creed, religion is not relevant to in having access to health services	PO1,PO2,PO3,PO7,PO10

Course 141 (MBA 141)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
141.1	Enhance decision making and administrative competencies pertaining to staff management	PO1,PO2,PO3,PO5
141.2	Face challenges with respect to staff management and to enhance collaboration and coordination between various committees.	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Pharmaceutical Industry Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 131	R&D Management and Quality Assurance
Paper 5 MBA 132	Consumer Behaviour in Pharmaceuticals
Electives Paper 6 MBA 125	Swayam Course on Pharma
Electives Paper 7 MBA 133	Strategic Issues in Pharmaceutical Marketing
Electives Paper 8 MBA 134	Marketing Research in Pharma

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3,PO6
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 131(MBA 131)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
131.1	Apply managerial issues in R & D decisions globally.	PO1,PO2,PO3,PO9
131.2	Understand the recent emerging markets in the Pharma sector.	PO1,PO2,PO3,PO9

Course 132 (MBA 132)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
132.1	Understand how doctors, wholesalers, retailers and patients manage and cope with health issues.	PO1,PO2,PO3,PO8

Electives

Course 135 (MBA 135)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
135.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 133 (MBA 133)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
133.1	Analyse market opportunities in pharma sector	PO1,PO2,PO3,PO7,PO10

Course 134 (MBA 134)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
134.1	Develop research framework	PO1,PO2,PO3,PO5
134.2	Understand data collection, sampling, analysis etc	PO1,PO2,PO3, PO5

Course Outcomes and Mapping with Program Outcomes

Second Year/ Semester 4

Specialisation: Aviation Management

Course Code	Course Title
Paper 1 MBA 093	International Business
Paper 2 MBA 094	Ethics in Business
Paper 3 MBA 097	Project Study
Paper 4 MBA 143	Risk Management in Aviation
Paper 5 MBA 144	Environmental Issues in Aviation
Electives Paper 6 MBA 125	Swayam Course on Aviation
Electives Paper 7 MBA 145	Airfreight and Logistics and Supply Chain Management

Course 093 (MBA 093)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
093.1	Understand the emerging business environment in India and the world.	PO1,PO2,PO3
093.2	Bring out the importance of international business; and to analyse global business principles and practices with reference to various Indian firms.	PO1,PO2,PO3

Course 094 (MBA 094)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
094.1	Possess the knowledge on the emergence of strategic options for ethical decision-making.	PO1,PO2,PO3
094.2	Understand the importance of ethical decision making in the corporate world	PO1,PO2,PO3

Course 097 (MBA 097)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
097.1	Work independently on a project in one of the areas of Specialization in the final year of their M.B.A. program	PO1,PO2,PO3

Course 131(MBA 131)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
131.1	Understand and identify business risks in aviation .	PO1,PO2,PO3,PO9
131.2	Anticipate and Mitigate the business risks	PO1,PO2,PO3

Course 144 (MBA 144)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
144.1	Understand various environmental aspects affecting the aviation industry.	PO1,PO2,PO3,PO8

Electives

Course 147 (MBA 147)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes

147.1	Understand the chosen specialised area and will clear the online examination conducted by Swayam	PO1,PO2,PO3,PO7

Course 146 (MBA 146)

CO No.	At the end of the course, the learner should be able to:	Mapped Program Outcomes
146.1	Analyse Airfreight and Logistics and Supply Chain Management & its applicability to airfreight	PO1,PO2,PO3,PO7,PO10