



**DEPARTMENT OF MANAGEMENT STUDIES**

**SUBJECT WISE COURSE OUTCOMES (2022 – 2023)**

**I – SEMESTER**

<b>MBAH011 - Management Processes</b>		<b>Yr/Sem: I/I</b>
CO 1	Define and classify the concepts, approaches and managerial skills	
CO 2	Recall the planning and decision making process.	
CO 3	Outline the concepts of organization.	
CO 4	Summarize the concepts of controlling and equip the knowledge with staffing process.	
CO 5	Explain the management styles and approaches and interpret the best entrepreneurial practices	

<b>MBAH012 - Organisational Behaviour</b>		<b>Yr/Sem: I/I</b>
CO 1	Define the concepts, models and importance of organization behavior.	
CO 2	Outline the components of individual behavior.	
CO 3	Classify the formation of group and outline the types of leadership along with concepts of power and politics.	
CO 4	Explain the various structure and dimensions of the organization.	
CO 5	Formulate the recent trends in OB.	

<b>MBAH013 - Managerial Economics</b>		<b>Yr/Sem: I/I</b>
CO 1	Aware with the fundamental concepts and principles of managerial economics, firms forms of organization and demand concepts.	
CO 2	Familiar about product and resource markets and pricing.	
CO 3	Thorough with concepts of economic decision making, economic life, replacement economy, budgetary control and types.	
CO 4	Understanding about the past recession, depressions and crisis of worldwide.	
CO 5	Knowledge about macro economic issues, national income, sectoral linkages and economic policies.	

<b>MBAH014 - Accounting for Managers</b>		<b>Yr/Sem: I/I</b>
CO 1	Recall the accounting principles and prepare and interpret final accounts of a business concern.	
CO 2	Classify various categories of expenditure and solve problems concerning different methods of depreciation	
CO 3	Describe the various techniques of financial analysis, classify different types of ratios and distinguish fund flow analysis from cash flow.	

CO 4	Solve the problems related to marginal costing and break even analysis and choose the decisions from alternative choices pertaining to determination of sales mix, exploring new markets and analyze the cases related to make or buy decisions.
CO 5	Classify in detail about the various elements of cost and define different methods and techniques of costing.

<b>MBAH015 - Business Law</b>		<b>Yr/Sem: I/I</b>
CO 1	Understand about the basics about laws of contract, legal process of agreement, offer , acceptance and consideration.	
CO 2	Understand about the concepts of partnership, sale of goods and law of insurance.	
CO 3	Understand about negotiable instruments like notes, bills, cheques, concept of holder in due course and contract of agency.	
CO 4	Explain about the concepts of what a company is and how a company formed. Recognize memorandum, articles, prospective, shares and debentures. Explain about appointment of directors, powers and duties.	
CO 5	Analyze various components of company administration. Discuss about borrowing powers, management and administration. Understand meetings, resolutions and proceedings. Remember management, accounts, audit, oppression and mismanagement.	

<b>MBAH016 - Business Environment</b>		<b>Yr/Sem: I/I</b>
CO 1	Illustrate various parameters for analyzing economic environment	
CO 2	Outline the political and legal environment and different roles of the government.	
CO 3	Summarize the elements of socio cultural environment.	
CO 4	Explain the bases of technological environment.	
CO 5	Demonstrate about the global players and environmental issues.	

<b>MBAH017 – Business Analytics Lab 1</b>		<b>Yr/Sem: I/I</b>
CO 1	Outline basic statistical terms and analyze descriptive statistics and draw charts related to data visualization.	
CO 2	Analyze basic probability concepts and probability and perform hypothesis testing.	
CO 3	Describe the various techniques of financial analysis, classify different types of ratios and distinguish fund flow analysis from cash flow.	

<b>MBAH018 – Communication skill Workshop</b>		<b>Yr/Sem: I/I</b>
CO 1	Outline basic statistical terms and analyze descriptive statistics and draw charts related to data visualization.	
CO 2	Analyze basic probability concepts and probability and perform hypothesis testing.	
CO 3	Describe the various techniques of financial analysis, classify different types of ratios and distinguish fund flow analysis form cash flow.	

<b>MBAH019 – System Skill Workshop</b>		<b>Yr/Sem: I/I</b>
CO 1	To know about the fundamentals of PL/SQL	

CO 2	To understand the conditions, loops and cursers.
CO 3	To evaluate the subprogram and packages.

## II – SEMESTER

<b>MBAH020 – Financial Management</b>		<b>Yr/Sem: I/II</b>
CO 1	Define various aspects of financial management and describe tools of financial forecasting and solve the problems by using financial statement	
CO 2	Recall the concepts of financial planning and solves problems by applying the knowledge of leverages.	
CO 3	Apply the theories of capital structure to solve practical problems related to debt and equity and summarize the concept of EBT-EPS analysis, cost of capital, CAPM and WACC.	
CO 4	Outline the concept of work capital management, cash management and inventory management and solve the respective problems by applying its knowledge.	
CO 5	Illustrate the problems related to capital budgeting and applies the theories of dividend policies to solve dividend related problems.	

<b>MBAH021 – Marketing Management</b>		<b>Yr/Sem: I/II</b>
CO 1	To assess market opportunities by analyzing customers, competitors, collaborators, context and the strength and weakness of a company	
CO 2	To develop effective marketing strategies to achieve organizational objectives.	
CO 3	To design, create and to maintain the product and pricing strategy for developing the business competencies	
CO 4	To learn and decide place and promotion of marketing practices.	
CO 5	To apply marketing practives in varied coporate and georgraphic scenarios.	

<b>MBAH022 – Operations Management</b>		<b>Yr/Sem: I/II</b>
CO 1	Define, classify and apply the production concepts.	
CO 2	Outline in detail about facility location, plant & product layout and line balancing.	
CO 3	Apply the models of aggregate planning and single machine scheduling.	
CO 4	Define the concept of work study and analyze the problems related to control charts.	
CO 5	Explain the concepts of maintenance planning & control and reliability.	

<b>MBAH023 – Human Resources Management</b>		<b>Yr/Sem: I/II</b>
CO 1	Define the concepts of HRM and compare & contrast with personnel management.	
CO 2	Outline the process of HR planning and selection process.	
CO 3	Summarize about personnel development and retirement.	
CO 4	Identify the various types of financial compensation, productivity and morale.	
CO 5	Build relationship and facilitate legislative framework.	

<b>MBAH024 – Operations Research</b>		<b>Yr/Sem: I/II</b>
CO 1	The students would be understood the nature, scope and applications of operations research, able to formulate and solve linear programming models for complex business problems.	

CO 2	Students would be able to solve problems, optimize the solutions using transportation model and assignment model, understand and solve problems in basic models of inventory.
CO 3	The students would be able to apply and analyze the concepts of network techniques, PERT and CPM for project management.
CO 4	Student would be thoroughly understand the basic terminologies and solution concepts in game theory and able to solve business problems under risk and uncertainty.
CO 5	Students would be able to understand and apply the mathematical tools needed to solve and optimize problems in queuing models and drive the economic life of an assess

<b>MBAH025 – Research Methodology</b>		<b>Yr/Sem: I/II</b>
CO 1	To know about the basic concepts of Research and Research process.	
CO 2	To understand the research design , sampling design and data collections.	
CO 3	To determine the methods of collection of data, measurements and scales.	
CO 4	To apply the statistical applications like univariate, bivariate amd multivariate.	
CO 5	To empower the students to perform a business research and prepare the report of the research study.	

<b>MBAH026 - Management Information Systems</b>		<b>Yr/Sem: I/II</b>
CO 1	Explain the foundation of information systems in business.	
CO 2	Demonstrate the meaning and concepts of telecommunication and network and electronic business system.	
CO 3	Apply the concepts of e-commerce and e-business	
CO 4	Outline in detail about the ecision support system an developing business IT strategies.	
CO 5	Identify the ethical issues and interperet the global management of IT	

<b>MBAH027 – Selling &amp; Negotiation Skills</b>		<b>Yr/Sem: I/II</b>
CO 1	To know about the steps in sales process in organization.	
CO 2	To assist the student in preparing a sales proposal	
CO 3	Understanding the stages of negotiation and dispute resolution alternatives by stimulating the real - world selling and negotiation scenarios.	

<b>MBAH028 – Minor Project</b>		<b>Yr/Sem: I/II</b>
CO 1	Understand organizational behavior and studies	
CO 2	Preparing report based on the case study	

<b>MBAH029 – Business Analytics Lab 2</b>		<b>Yr/Sem: I/II</b>
CO 1	To educate students about the information needs of management	
CO 2	To understand the concepts of Advanced Statistical data analysis.	
CO 3	To receive practical training of Statistical Data Analysis through SPSS / R/ MS-EXCEL.	

### III – SEMESTER

<b>MBAH031 – Strategic Management</b>		<b>Yr/Sem: II/III</b>
CO 1	To understand the concept of strategic management, decision making process and risk management.	
CO 2	To know about the strategic management process, elements, vision of business models, business politics and strategies.	
CO 3	An overview of environmental scanning and its steps, tools and approaches of the environmental scanning	
CO 4	Recognizing with the choice of strategies which is existing in the corporate and business level and tailoring the strategies to robust the industry.	
CO 5	Empower the students to develop, implement, and evaluate the various tactics in their daily duties as managers	

<b>MBAH032- Project Management</b>		<b>Yr/Sem: II/III</b>
CO 1	To understand the fundamentals of project management	
CO 2	To create a proposal for business and developing the resource plans.	
CO 3	To assess the projects using project management tools.	
CO 4	To operate well as project administrators and team members	
CO 5	To know an overview of project quality, risks and procurement.	

<b>MBAH033 – Quality Management</b>		<b>Yr/Sem: II/III</b>
CO 1	To remember the concepts and importance of Quality Management, types of quality and its policies.	
CO 2	To exhibit the quality functions and focus on customers in market.	
CO 3	Analyze the quality control using the statistical tools, types of benchmarking and performance management in business.	
CO 4	Quality assurance process can be determine using TPM, FMEA and ANOVA.	
CO 5	To recollect the Malcolm Baldrige National Quality Award and execution of business process regeneration.	

<b>MBAH034 - Management Control Systems</b>		<b>Yr/Sem: II/III</b>
CO 1	To recall the newer paradigms of management control system.	
CO 2	To know about the traditional instruments of control in organizations.	
CO 3	To analyze the accountability and responsibility in organizations	
CO 4	To recollect the concepts of newer dimensions of control.	
CO 5	The concepts of management control systems are used to manage the utilities in specialized organization.	

<b>MBAS212 – Strategic Human Resource Development</b>		<b>Yr/Sem: II/III</b>
CO 1	To realize the growth of HRD, the functions of HRD, Linkage of HRD with organizational goals and strategies	
CO 2	To acknowledge the roles and responsibilities of HRD Professionals.	
CO 3	To know the frame work of Human Resource Development.	

CO 4	To determine the content, outcomes, and process of HRD applications
CO 5	To assess and comprehend diversity challenges and its implications for companies and Human Resource Development

<b>MBAS213 – Stress Management</b>		<b>Yr/Sem: II/III</b>
CO 1	To understand the principle of stress management	
CO 2	To create awareness about the importance of both physical and mental wellness.	
CO 3	To encourage the students to take care of their personal responsibilities.	
CO 4	To recognize the significance of developing appropriate coping strategies to deal with stress.	
CO 5	To understand about and practice various relaxation techniques for stress and tension relief.	

<b>MBAS104 – Banking &amp; Indian Financial System</b>		<b>Yr/Sem: II/III</b>
CO 1	To know the basic concept of Banking systems and their institutional constitutions in India.	
CO 2	To understand the functions and management of Central Bank Systems.	
CO 3	To realize the concepts of Industrial and Agricultural Banking systems and Finance Institutions IBRD, IFC, IDA and NABARD/NHB.	
CO 4	An overview of Indian Financial Systems and Financial Markets.	
CO 5	To know the Foreign Investments in Banking and Indian Financial Systems.	

<b>MBAS122 – Micro Finance</b>		<b>Yr/Sem: II/III</b>
CO 1	To understand the concepts and importance of microfinance.	
CO 2	To know about the fundamentals of banking, governance, regulatory frame, methodology and characteristics of microfinance models.	
CO 3	To evaluate the issues and impact of microfinance models.	
CO 4	To recall the risk management of financial product and services in banking sector.	
CO 5	To recognize the evolution of microfinance in India.	

<b>MBAS302 – Consumer Behaviour</b>		<b>Yr/Sem: II/III</b>
CO 1	An overview of basic concepts of the consumer behavior and the marketing action.	
CO 2	To know about the environmental influences and the implications of influence in the marketing.	
CO 3	To understand the buying behaviour of the individual consumer and implementation in marketing.	
CO 4	To apply the applications of strategic marketing of positioning the product in the market.	
CO 5	To recognize the buying habit of the consumer in the market.	

<b>MBAS315 – Retail management</b>		<b>Yr/Sem: II/III</b>
CO 1	An overview on concepts of retailing and its types, retail strategies and trends in Industry.	
CO 2	To understand the importance of the retail store, exterior store design and its layout.	

CO 3	To identify the needs of merchandise planning needs, merchandise budget and its pricing strategies.
CO 4	To communicate with the retailing customers and selling process.
CO 5	To know about the retail trends in globalization with customized formats.

<b>MBAH035 – Summer Projects</b>		<b>Yr/Sem: II/III</b>
CO 1	Understanding their major stream of management studies on the basis of a real time case study.	
CO 2	Analyze using statistical tools and generate report based on the analysis.	

#### IV – SEMESTER

<b>MBAH041 – Public Systems Management</b>		<b>Yr/Sem: II/IV</b>
CO 1	To understand the tools of public systems management.	
CO 2	The importance of the public systems and its gornenances with the administration, transparency and responsibility.	
CO 3	To know about the roles and regulations of the public private partnerships, network with the non-government organizations, productivity and their subsidies.	
CO 4	An overview on grievances redressal mechanism and citizen care services.	
CO 5	To know about the importance of issues in systems, corruption and societal issues.	

<b>MBAH042 – Entrepreneurship</b>		<b>Yr/Sem: II/IV</b>
CO 1	To provide the characteristics, functions, types, ethics, social responsibilities and the importance of entrepreneurship.	
CO 2	To understand the basic knowledge of the small scale enterprises, roles in economic development and small scale promotions.	
CO 3	To identify the opportunities in international entrepreneurship with the institutional support of state and central government.	
CO 4	To recall the project management and its function for the project appraisals of small scale enterprises.	
CO 5	To know about the needs, growth, problems and development of women entrepreneurship and also rural entrepreneurship.	

<b>MBAH043 – Business Ethics &amp; Corporate Governance</b>		<b>Yr/Sem: II/IV</b>
CO 1	To understand the basic concepts and its importance of the business ethics.	
CO 2	To know about the concepts of the ethics management.	
CO 3	To recognize the characteristics and importance of the ethical values.	
CO 4	To understand the principle and code of corporate governance, CSR and issues in corporate governance.	
CO 5	To know the values of ethical and Indian ethos in management.	

<b>MBAS202 – Compensation management</b>		<b>Yr/Sem: II/IV</b>
CO 1	To know about the job evaluation, basic concepts of performance appraisal and its methods.	
CO 2	To understand the basic concepts of compensation and its types.	

CO 3	To comprehend the wages theories and administration.
CO 4	To asses the performance, incentives, compensation plans and packages for the sales personals.
CO 5	To identifying the different bodies enclosed in compensation management and their roles.

<b>MBAS215 – Training and development</b>		<b>Yr/Sem: II/IV</b>
CO 1	To understand the basic concepts and significance of the training and development.	
CO 2	To identify the learning methods and it importance of techniques to the technologies.	
CO 3	To analyze the needs for training and development, the roles of development officer.	
CO 4	To differentiate the training and development method.	
CO 5	To asses the Human Resource Development in organization.	

<b>MBAS114 – Financial Markets &amp; Services</b>		<b>Yr/Sem: II/IV</b>
CO 1	An overview of the Indian Financial Systems.	
CO 2	To understand the structure and institutions in capital market and money market.	
CO 3	To know the concepts of securities market in India.	
CO 4	To have a knowledge of the security market regulations and SEBI.	
CO 5	Identifying and overview of Indian Financial services.	

<b>MBAS120 – International finance</b>		<b>Yr/Sem: II/IV</b>
CO 1	To understand the basic concepts of Financial Management in a Global Perspective .	
CO 2	To know about the conceptual theories of the Foreign Exchange management.	
CO 3	To identify the risks and exposure of the Foreign exchange.	
CO 4	To recognize the working capital management and long term borrowing in international capital management.	
CO 5	The introduction of international project appraisal, financial swaps and international accounting and taxation.	

<b>MBAS301 – Brand management</b>		<b>Yr/Sem: II/IV</b>
CO 1	To know the basic concepts of the brands and brand management.	
CO 2	To demonstrate the brand equity and positioning.	
CO 3	To understand the brand hierarchy, brand structure, brand architecture and managing brand over time.	
CO 4	To create the brand identity and personality.	
CO 5	To know about the brand metrics and valuation of the brands.	

<b>MBAS303 – Customer relationship management</b>		<b>Yr/Sem: II/IV</b>
CO 1	To understand the concepts of CRM and their levels in service level agreements.	
CO 2	To recognize about the CRM in marketing and customer services.	
CO 3	Used to identify the automation for sales force CRM links in e-business.	
CO 4	To understand the roles of CRM in data analytic.	
CO 5	To know about the CRM implementation and managing customer relationship.	



<b>MBAH044 – Business Valuation Lab</b>		<b>Yr/Sem: II/IV</b>
CO 1	To recognize the concepts of the approaches to valuation.	
CO 2	To understand the Industry Analysis and Building Financial Models for Business Valuation.	
CO 3	To apply the Application of Financial Valuation Methods and Report Writing.	