

**COURSE OUTCOMES OF POST GRADUATE PROGRAMMES**  
(2016 - 2017 onwards)

Name of the Programme: <b>MBA</b>			
Course Code	Course Title	Course Outcomes	
<b>SEMESTER – I</b>			
<b>CORE COURSE– I (CC)</b>	<b>MANAGEMENT CONCEPTS</b>	CO1	Recognize, discuss and demonstrate concepts, techniques and decision tools available to manage projects.
		CO2	Effectively lead work groups and teams by creating a shared vision, mobilizing energy around the vision and managing obstacles to its achievement.
		CO3	Apply Human Resource Management principles and law to evaluate Human Resource initiatives and manage an organization’s Human Capital.
		CO4	Utilize Principles of effective negotiation to plan, prepare, and manage negotiations and conflicts.
<b>CORE COURSE– II (CC)</b>	<b>MANAGERIAL COMMUNICATION</b>	CO1	Understand the scope of communication and learn its importance and implication strategies.
		CO2	Imbibe the mechanics of writing and construct effective paragraphs which benefit in a longer composition.
		CO3	Use different forms of written communication techniques to make effective internal and external Business Correspondence.
		CO4	Produce different types of reports with appropriate format, organization and language.
<b>CORE COURSE– III (CC)</b>	<b>MATHEMATICS &amp; STATISTICS</b>	CO1	To develop the students ability to deal with numerical and quantitative issues in Business
		CO2	Understand and critically discuss the issues surrounding sampling and significance
		CO3	To enable the use of statistical, graphical and algebraic techniques wherever relevant.
		CO4	To have a proper understanding of Statistical applications in Economics and Management.
<b>CORE COURSE– IV (CC)</b>	<b>MANAGERIAL ECONOMICS</b>	CO1	To increase students understanding of economic way of thinking and analyzing to Business decision making problems
		CO2	To develop students critical thinking skills and analytical abilities is resolving business problems by employing various tools and techniques of economics

		CO3	To make students understand the rigors of various economic models and their applications in business decisions.
		CO4	To make students understand how economic variables are interpreted, analyzed through the use of various tools and techniques.
<b>CORE COURSE– V (CC)</b>	<b>ORGANISATIONAL BEHAVIOUR</b>	CO1	To help the students to develop cognizance of the importance of Human Behaviour.
		CO2	To enable students to describe how people behave under different conditions and understand why people behave as they do.
		CO3	To provide the students to analyze specific strategic human resources demands for future action.
		CO4	To enable students to synthesize related information and evaluate options for the most logical and optimal solution such that they would be able to predict and control human behaviour and improve results.
<b>CORE COURSE– VI (CC)</b>	<b>MANAGEMENT ACCOUNTING</b>	CO1	This ability to analyse financial statements that will enable participants to deal more effectively with strategic options for their businesses or business units.
		CO2	In addition the course develops skills in Interpreting Earning Statements, Balance Sheets and Cash Flow Reports.
		CO3	From this second phase of the course students will take away highly relevant skills in areas such as Budgeting, Product and Service Costing and short-run decision making.
		CO4	Such skills, ability and knowledge will enable participants to more effectively identify profitable opportunities and to contribute significantly to better management within their own organisations.
<b>SEMESTER – II</b>			
<b>CORE COURSE– VII (CC)</b>	<b>OPERATIONS RESERCH</b>	CO1	To implicit the scientific methods used in Operations Research
		CO2	To owed scarce resources with optimum utilization in production
		CO3	To progress of analytical thought process to help develop modeling.
		CO4	To add students knowledge on replacement decisions for Machinery and Equipments.
<b>CORE COURSE– VIII (CC)</b>	<b>PRODUCTION MANAGEMENT</b>	CO1	To well-known with the nature and importance of production management
		CO2	To build up and anticipated production and sales and make facility layout decision

		CO3	To grasp the principles and areas of application of shop floor management
		CO4	To be acquainted with the operations and skills needed for major decisions in Material Management.
<b>CORE COURSE–IX (CC)</b>	<b>MARKETING MANAGEMENT</b>	CO1	To understand the concepts Of Marketing Management
		CO2	To learn about marketing process for different types of products and services
		CO3	To understand the tools used by Marketing managers in decision situations
		CO4	To understand the Marketing Environment
<b>CORE COURSE–X (CC)</b>	<b>FINANCIAL MANAGEMENT</b>	CO1	The purpose of this course is to acquaint the students with the broad framework of Financial decision making in a business unit.
		CO2	To ensure adequate returns to the shareholders which depends upon the earning capacity, market price of the share and expectations of the shareholders
		CO3	To develop an understanding of Financial Investments, Instruments and Markets.
		CO4	Maximize current value. The financial manager or managerial team works to maintain the highest value possible for the company's assets.
<b>CORE COURSE–XI (CC)</b>	<b>HUMAN RESOURCE MANAGEMENT</b>	CO1	Effectively manage and plan key Human Resource functions within organizations.
		CO2	Examine current issues, trends, practices, and processes in HRM.
		CO3	Contribute to employee performance management and organizational effectiveness.
		CO4	Problem-solve human resource challenges.
<b>CORE COURSE–XII (CC)</b>	<b>RESEARCH METHODS IN MANAGEMENT</b>	CO1	To develop understanding of the basic framework of research process.
		CO2	To identify various sources of information for literature review and data collection.
		CO3	To understand some basic concepts of research and its methodologies
		CO4	To organize and conduct research in a more appropriate manner
<b>SEMESTER – III</b>			
<b>CORE COURSE–XIII (CC)</b>	<b>STRATEGIC MANAGEMENT</b>	CO1	To expose students to various perspectives and concepts in the field of Strategic Management
		CO2	The course would enable the students to understand the principles of strategy formulation, implementation and control in organizations.
		CO3	To help students develop skills for applying these concepts to the solution of business problems

		CO4	To help students master the analytical tools of strategic management
<b>CORE COURSE–XIV (CC)</b>	<b>LEGAL ASPECTS OF BUSINESS</b>	CO1	To gain knowledge of the branches of law which relate to business transactions, certain corporate bodies and related matters
		CO2	Know rights and duties under various legal Acts.
		CO3	Understand consequences of applicability of various laws on business situations.
		CO4	Develop critical thinking through the use of law cases.
<b>CORE COURSE–XV (CC)</b>	<b>KNOWLEDGE MANAGEMENT</b>	CO1	Analyze the role of knowledge Management in attainment of financial objectives, quality and process improvement, and innovation.
		CO2	Apply Knowledge Management models and technologies to business situations.
		CO3	Use a Knowledge Management system for an organization.
		CO4	Create a Knowledge Management plan to leverage opportunities to create, capture, represent and share knowledge within an organization.
<b>ELECTIVE COURSE–BI / CI (EC)</b>	<b>STRATEGIC FINANCIAL MANAGEMENT</b>	CO1	To make the students to understand the basic concepts of Economics.
		CO2	To recognize the existing market and can take appropriate decisions.
		CO3	To evaluate demand and can analyses cost in order to optimize cost-production combination.
		CO4	To help them be equipped with economic tools for business analysis.
	<b>ORGANISATION DEVELOPMENT</b>	CO1	To develop a working knowledge of all aspects of the OD intervention process including entering and contracting, data collection and diagnosis, intervention methodologies, implementation and sustaining change
		CO2	To understand the unique challenges of attempting an organization transformation,
		CO3	To understand the roles that consultants, internal or external, can play in the OD process
		CO4	To improve their own facilitation skills through a team facilitation assignment.
<b>ELECTIVE COURSE–BII / CII (EC)</b>	<b>FINANCIAL SERVICES</b>	CO1	To make certain the role of accounting in business in economic world.
		CO2	To make the students ability in the principles of accounting and book keeping
		CO3	To become a knowledgeable in applying accounting rules in determining financial results and preparation of financial statement
		CO4	To assist them to prepare final Accounts of business and non-trading concerns.

	<b>COMPENSATION MANAGEMENT</b>	CO1	To recognize how pay decisions help the organization achieve a competitive advantage.
		CO2	To Analyze, integrate and apply the knowledge to solve compensation related problems in organizations.
		CO3	To demonstrate comprehension by constructing a compensation system encompassing; 1) Internal Consistency, 2) External Competitiveness 3) Employee Contributions, 4) Organizational Benefit Systems and 5) Administration Issues
		CO4	To Design Rational and Contemporary compensation systems in modern organizations.
<b>ELECTIVE COURSE– BIII / CIII (EC)</b>	<b>SECURITY ANALYSIS &amp; PORTFOLIO MANAGEMENT</b>	CO1	To provide a theoretical and practical background in the field of investments.
		CO2	Understand and obtain various Analytical Skills especially to the Risk & Return Concept.
		CO3	Valuing equity and debt instruments
		CO4	Measuring the portfolio performances.
	<b>CHANGE MANAGEMENT</b>	CO1	Provide an overview of the change process.
		CO2	Developed skills for effectively communicating change.
		CO3	Can identify an organizational challenge and design a plan for change based on an understanding of social science theories or models
		CO4	Can identify and use specific leadership behaviors to facilitate change
	<b>MANAGERIAL SKILLS</b>	CO1	To make students well versed with the Managerial Skills
		CO2	To Understand the essential personal and interpersonal skills of successful managers.
		CO3	To Understand the key roles of team members, factors that contribute to team effectiveness and group dynamics and decision making.
		CO4	To create awareness and appreciate one’s own interpersonal traits and skills, in order to apply them to be effective team members and leaders.
<b>SEMESTER – IV</b>			
<b>CORE COURSE– XIII (CC)</b>	<b>INTERNATIONAL BUSINESS ENVIRONMENT</b>	CO1	To teaches students how companies design, implement and manage international strategies, as well as helps them to develop a critical awareness of the issues.
		CO2	Explain business expansion abroad and key issues related to their operations in other countries.
		CO3	Compare and contrast cultures and societies globally using socioeconomic and cultural frameworks.
		CO4	Develop an entry strategy into other markets recognizing the nature of institutions and forces governing the process of globalization.

<b>CORE COURSE–XIV (CC)</b>	<b>ENTREPRENURIAL DEVELOPMENT</b>	CO1	To increase the knowledge and skill of existing entrepreneurs and encourage others to become one.
		CO2	Introduce various qualities required for Entrepreneurship
		CO3	To state various entrepreneurship models
		CO4	Organize interaction with successful entrepreneurs
<b>CORE COURSE–XV (CC)</b>	<b>TOTAL QUALITY MANAGEEMENT</b>	CO1	Total Quality Management (TQM) is a customer-oriented process that aims for continuous improvement of business operations.
		CO2	It ensures that all employees and their work align to common goals of improving product or service quality, showing continuous enhancement and improvement through continuous feedback.
		CO3	To expose students to practical application of theory concepts.
		CO4	To discuss Quality Improvement Strategies and Certifications
<b>ELECTIVE COURSE–BIV / CIV (EC)</b>	<b>PROJECT MANAGEMENT</b>	CO1	To make them understand the concepts of Project Management for planning to execution of projects.
		CO2	To make them understand the feasibility analysis in Project Management and network analysis tools for cost and time estimation
		CO3	To enable them to comprehend the fundamentals of Contract Administration, Costing and Budgeting.
		CO4	Make them capable to analyze, apply and appreciate contemporary project management tools and methodologies in Indian context.
	<b>PUBLIC RELATIONS MANAGEMENT</b>	CO1	To increase understanding of the major perspectives in public relations practice and management.
		CO2	To develop skills in applying public relations management principles to a variety of organizational situations and circumstances.
		CO3	To increase awareness of the different types of private, public, for profit, not-for-profit and activist organizations that use public relations strategies in a global arena.
		CO4	To increase understanding of the issues of multiculturalism and diversity related to public relations.
<b>ELECTIVE COURSE–BV / CV(EC)</b>	<b>GLOBAL FINANCIAL MANAGEMENT</b>	CO1	To recognize the difference in the operations in the international and domestic financial markets
		CO2	To explain the various ways the exchange rate evolved over the years in the International markets.

		CO3	To analyze and prepare the Balance of Payments account for a country.	
		CO4	To recognize the operations in the currency market and solve the exchange rate determination in spot and forward markets. To examine the Parity relationship in exchange rate determination	
		<b>MANAGING INTERPERSONAL EFFECTIVENESS</b>	CO1	To Strengthen your ability to understand others by developing your interpersonal skills.
			CO2	To recognise the importance of interpersonal skills
	CO3		To describe how good communication with other can influence our working relationships	
	CO4		To outline the roles we play in our work groups and teams.	
	<b>ELECTIVE COURSE– BVI / CVI (EC)</b>	<b>MERCHANT BANKING</b>	CO1	Knowledge through quality teaching learning process
			CO2	The primary objectives of merchant banking include providing funds to companies, underwriting, managing their portfolios, offering corporate advisory, and managing corporate issues.
CO3			It helps to raise (collect) helps finance. It helps to expand and modernize the business	
CO4			To enable the students to meet the challenges of the fast challenging global business.	
<b>GROUP DYNAMICS</b>		CO1	To familiarize the students with the functioning of individuals in group situations.	
		CO2	The course devises pathways to improve people’s quality of work-life and group situations in organizations and understand how managers can create positive change in organizations.	
		CO3	To provide scholars and managers an understanding of human behavior at work and how to effectively integrate human and organizational resources.	
		CO4	The course will focus on employees' positively oriented human resource strengths and psychological capacities that can be measured, developed, and effectively managed for performance improvement and optimum human conditioning.	