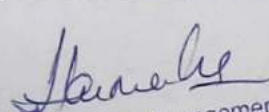
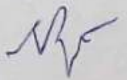


Mapping of the courses to Employability / Entrepreneurship / Skill Development									
MBA- First Semester									
Paper MBA 101-18 Foundations of Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Describe fundamental concepts and principles and practices of Management	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Explain the role and responsibilities of managers and adapt to the various styles of management across organizations.	✓	✓	✓		✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Develop analytical abilities to face the business situations.	✓	✓	✓	✓		✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Apply various tools that would facilitate the decision making process in the business.	✓	✓		✓			Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: Develop peer based learning and working in groups and teams.		✓		✓	✓	✓	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: To comprehend the application of various controlling techniques in management.	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 102-18 Managerial Economics									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the basic concepts of economics and relate it with other disciplines and identify the importance of economics in managerial decision making	✓	✓	✓				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Measure price elasticity of demand, understand the determinants of elasticity and apply the concepts of price, cross and income elasticity of demand.	✓	✓	✓				Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Analyze the demand and supply conditions and assess the position of a company and explain the concepts of factors of production, collective bargaining and the underlying theories of factors of production.	✓				✓	✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Recognize the relationship between short-run and long-run costs and will also be able to establish the linkage between production function and cost function		✓	✓				Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Compare and contrast four basic types of market i.e. perfect, monopoly, monopolistic and oligopoly and can determine price and output under different market types.		✓		✓			Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams


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CO6: Understand basic concepts of macroeconomics and shall be able to measure national income using different approaches.			✓	✓			Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 103-18 Quantitative Techniques									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To have a deeper and rigorous understanding of fundamental concepts in business decision making under subjective conditions.	√	√	√				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: To apply the concepts of central tendency and variation in managerial decision making.	√	√	√				Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: To enhance knowledge in probability theory and normality and its distribution concepts.	√	√	√				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: To understand the concept of correlation regression analysis and their applications.	√	√	√				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: To apply the learnt techniques to build the best fit route of transportation for carrying schedule of activities.		√		√			Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: To apply the operations techniques in reality to market scenario.		√	√			√	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 104-18 Accounting for Management and Reporting									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1 – To familiarize the students about the basic concepts, principles and process of accounting and to make them aware about the formats of financial statements of public limited, banking and insurance companies.	√		√		√		Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO2 – To explain the students about the concepts of cost and various intricacies for preparing the cost sheet.	√	√	√		√	√	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO3 – To acquaint students about the decision making techniques using the concepts of marginal costing, standard costing and budgetary control.	√	√	√		√	√	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO4 – To enable the students to analyse financial statements using various tools for financial analyse and interpret the financial position of a business organization.	√	√	√	√	√	√	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO5 – To familiarize the students about the contemporary developments in the accounting.	√	√	√	√	√	√	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

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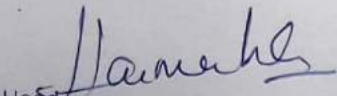
CO6 – To make students aware about the recent developments in financial reporting and regulations so that they may understand and appreciate the concept and process of harmonization of financial reporting practices.	v	v	v	v	v	v	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 105-18 Business Environment and Indian Economy									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: Outline how an entity operates in a complex business environment.		✓			✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: To systematically learn impact of legal & regulatory, macroeconomic, cultural, political, technological, global and natural environment on Business enterprise.	✓		✓	✓	✓		Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: To examine the critical opportunities and threats that arise from an analysis of external business conditions by applying scenario planning to synthesize trends prevailing in the external environment.		✓	✓	✓		✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: To describe how various types of economic systems play a significant role in the success of a business.	✓			✓		✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To understand the nature of Indian Economy and various issues relating to Indian Economy having a direct or indirect impact on business environment.	✓	✓	✓	✓			Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO6: To discuss various development strategies in India.		✓	✓		✓		Create		
Paper MBA 106-18 Business Ethics and Corporate Social Responsibility									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To integrate and apply contemporary Ethics & Governance issues in a business context	✓		✓	✓		✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: To analyse and apply ethics to contemporary business practices.	✓	✓	✓		✓	✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: To analyse key perspectives on corporate social responsibility and their application.			✓	✓		✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: To evaluate different corporate ownership structures and their key governance features.	✓	✓		✓			Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: To understand the ethical decision making, ethical reasoning, the dilemma resolution process.	✓			✓	✓		Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO6: To analyse and apply corporate governance perspectives to contemporary business practices.		✓	✓	✓		✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams

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Paper MBA 107-18 Business Communication for Managerial Effectiveness									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To understand the basics of communication and its process, and the various barriers in the communication		✓			✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: To learn the listening skills and comprehend the value of business etiquettes .		✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: To comprehend Non – Verbal communication skills and its application for effective Communication			✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: To learn the skills of writing effective business messages, letters and report	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: To develop the presentation skills and learning to organize and structure a Presentation using visual aids	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: – To prepare the students for interview , employment messages and resume writing skills	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
MBA - Second Semester									
Paper MBA 201-18 Business Analytics for Decision Making									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To have a deeper and rigorous understanding of fundamental concepts in business decision making under subjective conditions	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: To enhance knowledge in probability theory and normality and its distribution concepts	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: To conduct research surveys through multiple regression and multiple correlation	✓	✓	✓			✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: To design a good quantitative purpose statement and good quantitative research questions and hypotheses	✓	✓	✓			✓	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: To know the various types of quantitative sampling techniques and conditions to use.	✓	✓	✓			✓	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: To utilize the time series method to predict the future of sales in a concern.	✓	✓	✓				Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams


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Paper MBA 202-18 Legal Environment for Business									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: Students shall be able to understand the legal and regulatory framework of business environment.		√			√	√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Students shall be able to identify the fundamental legal principles behind contractual agreements.	√		√		√	√	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Students shall be able to understand the legal provisions of sales of goods.		√	√	√		√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Students shall be able to understand the concept of negotiable instruments as well as rules pertaining to crossing, transferring and dishonouring of negotiable instruments.	√		√	√			Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: Students shall have understanding of legal rules governing admission, retirement and death of partner and dissolution of partnership firm.	√				√	√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: Students shall be able to understand the legal framework relating to the process of incorporation of Joint Stock Company		√	√		√	√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 203-18 Marketing Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To learn the basics of marketing, selling, marketing mix and its core concepts.	√	√	√	√			Remembering	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: To understand the intricacies of the marketing environment and marketing information systems for effective marketing planning and strategies.	√	√	√	√		√	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: To equip the students with necessary skills for effective market segmentation, targeting and positioning	√	√	√		√		Applying	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: To prepare the students for understanding the various components of product mix, product life cycle and comprehend the new product development process.	√	√	√	√			Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: To develop an understanding of promotion mix and strategies for successful promotion	√	√	√	√	√	√	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: To gain knowledge about the emerging trends in marketing and pyramid marketing.	√		√				Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 204-18 Human Resource Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To explain the basics of Human Resource Management and analyse the evolution of HRM.	✓	✓	✓	✓		✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: To comprehend the environment of HRM.	✓	✓	✓	✓		✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: To appraise various functions of HRM that facilitate employee hiring viz. human resource planning, job analysis recruitment and selection.	✓	✓	✓	✓	✓	✓	Evaluating	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: To understand the role of training, development, career planning and performance appraisal functions in human resource development.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: To examine the provisions of employee health, safety and welfare.	✓	✓	✓	✓		✓	Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: To analyse the concerns of government, employees and employers in establishing Industrial relations.	✓	✓	✓	✓			Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 7: To illustrate mechanisms adopted by the organizations for settlement of disputes and grievances	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 205-18 Production and Operations Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand ever growing importance of Production and Operations management in uncertain business environment.	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Gain an in-depth understanding of resource utilization of an organization.	✓	✓				✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Appreciate the unique challenges faced by firms in services and manufacturing.	✓	✓	✓			✓	Analyse	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Understand the subject as a crucial part of functional management.	✓	✓			✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Develop skills to operate competitively in the current business scenario	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Understand the concepts of inventory and purchasing management.	✓	✓				✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 206-18 Corporate Finance and Indian Financial System									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1- To explain the evolution, objectives and functions of corporate finance and interface of corporate finance with other functional areas.	✓	✓	✓				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2- To illustrate the concept of time values of money and valuation of securities.			✓				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: To comprehend the significance of capital structure theories in capital structure decisions.		✓	✓				Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: To understand the applications of approaches of working capital management.	✓						Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: To be able to describe the role of various financial institutions on Indian financial system.	✓	✓	✓	✓			Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: To discuss the evolution of financial markets and various financial instruments.	✓	✓					Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 207-18 Entrepreneurship and Project Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To explain the characteristics, functions and traits of an entrepreneur.	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: To illustrate the concept of corporate entrepreneurship and development of the same in the organizations.	✓	✓	✓		✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: To comprehend the significance of women entrepreneurs, rural entrepreneurship and social entrepreneurship.	✓	✓	✓	✓		✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: To examine entrepreneurial strategies to explore new entry opportunities, methods of enhancing creativity and generation of ideas.	✓	✓		✓			Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: To be able to develop an effective business plan.		✓		✓	✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: To explain the basic concepts of project management and analyse different phases of project management viz. generation and screening of project ideas, project analysis, selection, financing, implantation and review.	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBAGE 201-18 Computer Applications for Business									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Develop understanding of computer fundamentals, functions and their classifications			✓			3	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Develop a clear understanding and knowledge about the functioning of a Computer software and window operating system	✓+B168	✓	✓	✓	✓	3	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Demonstrate proficiency in Microsoft word & Excel.	✓	✓	✓	✓	✓	3	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Apply formatting and editing features to enhance worksheets.			✓			3	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Use styles, themes, and conditional formats to customize worksheets.	✓	✓	✓	✓	✓	3	Remember	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: apply the concepts of data base and Access for editing Data; managing reports and labels, Managing Multiple Tables.	✓	✓	✓	✓	✓	3	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: To interpret the effect of political climate (conflict, power and politics) on human behaviour.	✓	✓		✓		✓	Evaluating	Yes	Minor Exams, Buisness Quiz, End Term Exams
MBA - Third Semester									
Paper MBA 301-18 Organizational Behaviour & Design									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To explain the basics of Orgnaizational behaviour and various challenges for OB in national and global environment.	✓	✓	✓				Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: To illustrate the foundations of Individual Behaviour and analyse the influence of individual level factors viz. learning, personality, perception, attitude and motivation on behaviour in organizations.	✓	✓	✓	✓		✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: To assess the significance of leadership and role of leadership styles in effectiveness of the team	✓	✓	✓	✓	✓	✓	Evaluating	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: To examine the dynamics of group development, group properties and formation of organizational culture.	✓	✓	✓	✓	✓	✓	Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: To demonstrate dimensions of organisational design and types of organisational structure and to analyse the influence of environment on organisational design.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams

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CO 6: To interpret the effect of political climate (conflict, power and politics) on human behaviour.	v	v		v		v	Evaluating	Yes	Minor Exams, Buisness Quiz, End Term Exams


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MBA 302- 18 Marketing Research									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the process of marketing research and its application in managerial decision making	√	√	√				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Identify various sources of data for marketing research.	√	√			√		Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Examine different research methods and be able to apply them.	√	√	√			√	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Identify different research designs and develop a research proposal.			√	√			Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Design an effective questionnaire and test reliability and validity of the scales.	√	√	√				Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Apply different methods of data preparation and data analysis.	√			√			Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
Electives Group A-Marketing									
Paper MBA 921-18 Consumer Behaviour									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Provide an understanding of how consumers make decisions.	√	√	√				Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Analyze personal and environmental factors that influence consumer decisions.	√	√	√	√			Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Understand the processes used when individuals, group or organizations make buying decisions.	√	√	√	√	√		Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Understand how and why marketers craft particular messages to appeal to consumers.	√	√	√	√	√	√	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: Understand the interrelationship with other functional areas of business as a part of the management process.	√	√			√	√	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: Assess the process of opinion leadership and its relationship with firm's promotional strategy.	√	√	√	√	√	√	Evaluating	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 922-18 Services Marketing									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the fundamental concepts of service marketing and its functions.	✓	✓	✓	✓			Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Identify the role and significance of various elements of service marketing mix.	✓	✓	✓	✓	✓		Applying	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Analyze customer requirement, measure service quality and design and deliver better service.	✓	✓	✓	✓	✓	✓	Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Analyze integrated services marketing communications and services marketing triangle.	✓	✓	✓	✓	✓	✓	Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: Examine various pricing strategies and pricing approaches in service sectors.	✓	✓	✓	✓			Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: Understand service marketing applications in different service sectors.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
Electives Group B-Finance									
Paper MBA 911-18 Investment Analysis and Portfolio Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1 – To familiarize the students about the basic concepts, various investment avenues, process of investment and market microstructure of financial markets.	✓			✓	✓		Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO2 - To enable students to understand the operation of primary as well as secondary markets in India and to understand the concepts of risk and its measurement.	✓	✓		✓			Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO3 – To familiarize the students with the concepts and process of fundamental analysis so that they may understand the impact of various environmental factors on investment valuation.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO4 – To explain the concepts and process of technical analysis and enable the students to understand the role of daily price movements in portfolio management.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO5 – To explain the concepts, process and techniques for portfolio construction, evaluation and revision.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

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CO6 – To familiarize the students about the financial derivatives and computation of their expected payoffs.	v	v	v	v			Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams


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Paper MBA 912-18 Management of Financial Services									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To understand the concept of financial services and their importance.	✓	✓	✓				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: To know the structure and schemes of mutual funds.	✓		✓				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: To understand the importance and process of Dematerialisation and rematerialisation.	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: To know the structure and system of credit rating ,leasing ,merchant banking and venture capital.	✓	✓		✓			Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: To know the process and importance of factoring and securitisation.	✓					✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: To understand the process of asset liability management and risk management in banks.		✓	✓		✓		Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
Electives Group C- Human Resource Mangement									
Paper MBA 931-18 Organizational Change and Development									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1:Develop understanding of organization change and Define, explain and illustrate theories of planned change, their relevant foundations, strengths and weaknesses.	✓	✓	✓	✓	✓	✓	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2:Recognize and comment on issues and problems arising out of organizational change initiatives.	✓	✓	✓		✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3:To Understand concepts related to system theory, Action Research and Models,	✓	✓	✓	✓		✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4:Understand the role of various intervention strategies in organizational development.	✓	✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5:Facilitate organizational change; and apply diagnostic models and concepts to change issues at the organizational, group and individual levels.	✓	✓	✓	✓	✓	✓	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Examine various issues in the relationship between client and consultant relationship.	✓	✓	✓			✓	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 932-18 Employee Relations									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand establishing & maintaining a sound relationship between the worker & the employer.	✓	✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Understand the significance & functioning of Trade Unions.	✓	✓	✓		✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Identify the simmering issues which might take the form of a dispute in the workplace.	✓	✓	✓	3		✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Examine various provisions laid down by laws to settle disputes in the organizations.	✓	✓		3			Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Assess the importance of various Acts in Industrial Relations.	✓	✓	✓	✓	✓	✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Comprehend the concept and classification of labour welfare.	✓		✓	✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
HYPE-101-18 Human Values ,De-addiction and Traffic Rules									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To develop the ability to distinguish between what is of value and what is superficial in life		✓			✓	✓	Understanding	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO2: To instil Moral and Social Values and Loyalty which would be helpful to assess their own ethical values and the social context of real life problem.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO3: To develop the ability to face difficult situations in life boldly and resolve them confidently.		✓		✓	✓	✓	Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO4: To identify the multiple ethical interests at stake in a real-world situation or practice	✓	✓	✓	✓	✓	✓	Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO5: To enable students to progress from discrimination to commitment	✓		✓	✓	✓		Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

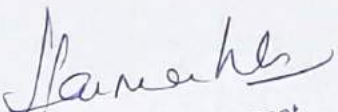
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HYPE-102-18 Human Values ,De-addiction and Traffic Rules (Lab/Seminar)									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To develop the ability to distinguish between what is of value and what is superficial in life		✓			✓	✓	Understanding	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO2: To instil Moral and Social Values and Loyalty which would be helpful to assess their own ethical values and the social context of real life problem.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO3: To develop the ability to face difficult situations in life boldly and resolve them confidently.		✓		✓	✓	✓	Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO4: To Identify the multiple ethical interests at stake in a real-world situation or practice	✓	✓	✓	✓	✓	✓	Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO5: To enable students to progress from discrimination to commitment	✓		✓	✓	✓		Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
MBA 303-18 Seminar on Summer Training Report									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To understand how the textual concepts learnt are related in the practical scenario and actual operational activities of the organisation in the global environment.	✓	✓	✓	✓			Understand	Yes	Training Report , Presentation and regular interaction with Academic Guide
CO2: To appraise towards Global Corporate Culture and Functions	✓	✓	✓	✓	✓		Evaluate	Yes	Training Report , Presentation and regular interaction with Academic Guide
CO3: To apply knowledge towards identifying career opportunities and get prepared accordingly.	✓	✓	✓	✓	✓	✓	Apply	Yes	Training Report , Presentation and regular interaction with Academic Guide
CO4: To appraise students in identifying their area of interest and generate placement opportunities.	✓	✓	✓	✓			Evaluate	Yes	Training Report , Presentation and regular interaction with Academic Guide

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CO5: To analyze the actual business situation and learn leadership skills, effective communication skills and interpersonal skills.	✓	✓	✓	✓	✓		Analyze	Yes	Training Report , Presentation and regular interaction with Academic Guide
CO6: To adapt actual business environment and develop sensitivity towards ethical and valu based decision making.	✓	✓	✓	✓	✓	✓	Apply	Yes	Training Report , Presentation and regular interaction with Academic Guide


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MBA - Fourth Semester

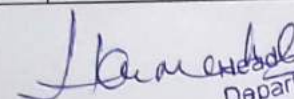
Paper MBA 401-18 Corporate Strategy

Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the concepts of strategic management process and strategic decision making process.	✓	✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Discuss various techniques of external as well as internal environmental analysis of business.	✓	✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Explain various business level and corporate level strategies for the growth of the business along with their implications.	✓	✓	✓	✓		✓	Remember	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Illustrate the issues involved in strategy implementation and the role of leadership, communication and organizational structure in	✓	✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Develop various functional plans for successful implementation of strategy.	✓	✓		✓	✓	✓	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Understand organisational systems and techniques of strategic evaluation and control.	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams

Electives Group A- Marketing

Paper MBA 923-18 Integrated Marketing Communication and Sales Management

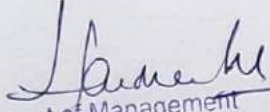
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Apply the key terms, definitions, and concepts used in integrated marketing communications.		✓	✓			✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Conduct and evaluate marketing research and apply these findings to develop competitive IMC Programme.	✓				✓		Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Examine the role of various promotional strategies such as advertising, direct marketing, sales promotion and PR in effectiveness of marketing communication.	✓	✓	✓	✓		✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Understand and apply the concepts of sales management and organization.	✓			✓		✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: Develop sales related marketing policies such as product policies, distribution policies & pricing policies.		✓		✓	✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: Explain various sales operations such as sales budget, sales territories, sales Quota's, control of sales, sales meeting and sales contest, organizing display, showroom and exhibition.	✓	✓	✓			✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams

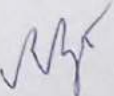

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MBA 924-18 Retail Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand opportunities and challenges in retail management and retail management decision process.	✓	✓	✓	✓		✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Examine various types of retail formats and comprehend the application of theories of retail development on business models in retail.	✓	✓	✓			✓	Analyse	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Discuss and apply various function of store management.	✓	✓	✓			✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Recognize the importance of store design and apply the concepts of store design to determine store layout and merchandising.	✓	✓	✓			✓	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Understand the importance of customer service in improving retail service qualities.	✓	✓		✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Describe the applications of IT in retailing.	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 925-18-International and Social Media Marketing									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Assess the challenges in international marketing and understand various international market entry strategies.	✓	✓	✓			✓	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Evaluate international marketing environment and identify various international trade barriers and regional blocks.	✓	✓	✓	✓	✓		Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Develop international product, pricing and communication policy and examine international distribution system.	✓	✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Discuss the evolution of social media marketing and identify various benefits and applications of social media.	✓	✓	✓	✓	✓	✓	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: Explain how to develop effective social media marketing strategies for various types of industries and businesses.		✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: Describe the major social media marketing portals that can be used to promote a company, brand, product, service or person.	✓	✓	✓	✓		✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 926-18 Product and Brand Management									

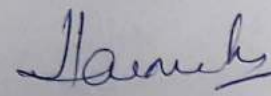
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Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand what a product is, the various levels which make it up, and different types of products.	√	√					Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Examine various challenges and issues involved in product planning and development.	√	√	√	√	√		Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Discuss and apply the concepts of test marketing and market entry of a product.	√	√	√	√			Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Recognize the features and importance of a brand and conduct branding research.	√	√	√		√		Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: Understand the concept of brand loyalty and measuring brand performance.	√	√	√				Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: Describe the role of various branding strategies in brand equity management.	√	√	√	√			Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 915-18 International Finance and Financial Derivatives									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the framework of international exchange rate system including factors influencing exchange rates.	✓	✓	✓	✓			Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Discuss the basics of different types of derivative contracts like futures, options and swaps.	✓		✓		✓		Discuss	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Understand various types of risks / exposures in forex trading and their management.	✓	✓	✓		✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Describe various theories underlying the concepts of international finance.		✓					Describe	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Understand trading strategies using options contracts.		✓					Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Describe the regulatory framework of derivatives contracts in India.		✓	✓			✓	Describe	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 916-18 Taxation and Personal Financial Planning									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1 – The students will be familiarised with the concepts of tax management, tax avoidance and tax evasion and the methods of ways of tax planning.	✓		✓	✓			Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO2 – To acquaint students with the provision of the current finance act with regard to various head of income.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO3 – To enable students to compute the tax liability of individuals after considering their residential status, various exempted incomes, permissible deduction, clubbing of income and setting off of losses.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO4 – To familiarise students with the concept, objectives and importance of personal financial planning and enable the students to understand the implications of environmental factors and time value of money on the personal financial statements.	✓	✓	✓		✓		Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO5 – To enable students to identify various types of risks any individual is exposed to and how they can hedge diversifiable risk.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO6 – To familiarise students with various instruments available for investment by an individual for achieving their personal financial goals	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams


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Electives Group C- Human Resource Management									
Paper MBA 933-18 International Human Resource Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand issues, opportunities and challenges pertaining to international HRM.	√	√	√	√	√	√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Develop competency in dealing with cross cultural situations.	√	√	√	√	√	√	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Understand the strategic and functional roles of HRM in various international contexts, especially in areas such as recruitment and selection,	√	√	√	√		√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Identify the role of cross cultural leadership in managing multicultural teams.	√	√	√	√	√	√	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Understand external forces (e.g. globalisation, sociocultural changes, political and economic changes) that have the potential to shape	√	√	√	√		√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Develop generic and transferable skills-especially in diagnosing international HRM issues critically and analytically and discussing specific	√	√	√	√		√	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 934-18 Strategic HRM									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand an integrated approach to the development of HR strategies that enable the organization to achieve its goals.	√	√	√	√	√	√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Describe the process of strategic HRM.	√	√	√	√	√	√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Discuss the strategic role of HR systems such as strategic staffing, strategic appraisal, strategic reward system etc.	√	√	√	√		√	Remember	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Explain various human aspects of strategy implementation.	√	√	√	√	√	√	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Identify the role of leadership in implementing strategic change.	√	√	√	√		√	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Understand Global HRM and role of global HRM in successful implementation of MNC strategy	√	√	√	√		√	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 935-18 Leadership and Team Dynamics									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the history of leadership and current leadership theories.	√	√	√			√	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams

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CO 2: Explain how leadership models are put into practice personally, locally, and globally.	✓	✓	✓			✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Discuss the knowledge of developing leadership abilities.		✓	✓	✓	✓	✓	Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Describe the concept of Strategic Leadership and ethical leadership.	✓		✓	✓		✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: Explain composition, formation, and development of teams.		✓	✓		✓	✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: Illustrate the dynamics of team Performance and motivation and the role of leadership in dynamics of team management and decision making about the emerging trends in marketing and pyramid marketing.	✓	✓				✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 936-18 Performance and Compensation Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Increase the awareness of the process and principles of performance Management / appraisal.	✓	✓		✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Identify the negative aspects of appraisal systems and consider how these might be overcome.	✓	✓	✓	✓	✓	✓	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Discuss performance with regard to pay awards, and whether these should, or should not be automatically related to each other.	✓	✓	✓	✓	✓	✓	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Demonstrate a familiarity with the appeal process relating specifically to the performance review.	✓	✓		✓	✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: Illustrate different ways to strengthen the pay-for-performance link and also learn the concepts of Payment and employee benefits issues for	✓	✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Develop appropriate reward and compensation policies.	✓	✓	✓	✓	✓	✓	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 403-18 Workshop on Indian Ethos									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Comprehend and practice Indian Ethos and values system.	✓	✓		✓		✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Applying value based management and ethical practices in business.		✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams

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CO 3: To gain the knowledge of management principles from Vedas and other holy books and explain the application of Indian heritage in business.	✓	✓	✓	✓		✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: To comprehend various stress management techniques and their applications in organizations.		✓	✓				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: To describe salient features and advantages of ancient Indian system of learning.	✓	✓		✓			Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: To describe various laws of Karma and explain the concept of corporate karma.		✓	✓		✓	✓	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams


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Mapping of the courses to Employability / Entrepreneurship / Skill Development									
MBA (Hospital Administration)- First Semester									
UC-MBAHA-101-20 Foundations of Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Describe fundamental concepts and principles and practices of Management	✓	✓	✓			✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: Explain the role and responsibilities of managers and adapt to the various styles of management across organizations.	✓	✓	✓		✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Develop analytical abilities to face the business situations.	✓	✓	✓	✓		✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Apply various tools that would facilitate the decision making process in the business.	✓	✓		✓			Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5+A30: To comprehend the application of various controlling techniques in management.	✓	✓	✓			✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
UC-MBAHA-101-20 Healthcare Economics									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: Understand the basic concepts of economics and relate it with other disciplines and identify the importance of economics in managerial decision making	✓		✓	✓		✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: Measure price elasticity of demand, understand the determinants of elasticity and apply the concepts of price, cross and income elasticity of demand	✓	✓		✓	✓		Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Recognize the relationship between short-run and long-run costs and will also be able to establish the linkage between production function and cost function		✓	✓		✓		Create	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Compare and contrast four basic types of market i.e. perfect, monopoly, monopolistic and oligopoly and can determine price and output under different market types.		✓	✓		✓	✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: Understand defferant determinants of health and evaluation of health	✓		✓		✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 6: Understand national health care policies and healthcare expenditure and finances.	✓	✓		✓		✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
UC-MBAHA-103-20 Quantitative Techniques									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO

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CO1: To have a deeper and rigorous understanding of fundamental concepts in business decision making under subjective conditions.	✓	✓	✓				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: To apply the concepts of central tendency and variation in managerial decision making.	✓	✓	✓				Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: To enhance knowledge in probability theory and normality and its distribution concepts.	✓	✓	✓				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: To understand the concept of correlation regression analysis and their applications.	✓	✓	✓				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: To apply the learnt techniques to build the best fit route of transportation for carrying schedule of activities.		✓		✓			Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: To apply the operations techniques in reality to market scenario.		✓	✓			✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
UC-MBAHA-104-20 Accounting for Managers									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1 – To familiarize the students about the basic concepts, principles and process of accounting and to make them aware about the formats of financial statements of public limited, banking and insurance companies.	✓		✓		✓		Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO2 – To explain the students about the concepts of cost and various intricacies for preparing the cost sheet.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO3 – To acquaint students about the decision making techniques using the concepts of marginal costing, standard costing and budgetary control.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO4 – To enable the students to analyse financial statements using various tools for financial analyse and interpret the financial position of a business organization.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
CO5 – To familiarize the students about the contemporary developments in the accounting.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

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CO6 – To make students aware about the recent developments in financial reporting and regulations so that they may understand and appreciate the concept and process of harmonization of financial reporting practices.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
UC-MBAHA-105-20 Business environment and ethical aspects									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: Outline how an entity operates in a complex business environment and to systematically learn impact of legal & regulatory, macroeconomic, cultural, political, technological, global and natural environment on Business enterprise.	✓		✓	✓			Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: To examine the critical opportunities and threats that arise from an analysis of external business conditions by applying scenario planning to synthesize trends prevailing in the external and international environment and to describe how various types of economic systems play a significant role in the success of a business.	✓	✓	✓	✓	✓		Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: To understand the Health Care Sector in India and relevant health care regulations.	✓				✓		Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: To study the concept of ethics and its implications for environment.		✓				✓	Evaluate	Yes	Quiz, End Term Exams
UC-MBAHA-106-20 Community Health and Management of National Health Programs									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: To understand the basics of public health and common diseases	✓		✓	✓		✓	Understand	Yes	Quiz, End Term Exams
CO 2: To comprehend the health care delivery system in India.	✓			✓	✓		Understand	Yes	Quiz, End Term Exams
CO 3: To learn the methods and principles of health education.		✓	✓		✓		Remember	Yes	Quiz, End Term Exams
CO 4: To study the functions of various international health agencies and organizations.		✓	✓			✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To familiarize the students about various National health programs, their objectives, strategies and achievements.	✓		✓		✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
Paper UC-MBAHA-107-20 Workshop on Business Communication									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To understand the basics of communication and its process, and the various barriers in the communication		✓			✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams

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CO 2: To learn the listening skills and comprehend the value of business etiquettes .		✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: To learn the skills of writing effective business messages, letters and report	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: To develop the presentation skills and learning to organize and structure a Presentation using visual aids	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: – To prepare the students for interview , employment messages and resume writing skills	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Mapping of the courses to Employability / Entrepreneurship / Skill Development

MBA (2012)- First Semester

	Semester I		
MBA101 Principles and Practices of Management			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
This course presents a thorough and systematic coverage of management theory and practice. The course aims at providing fundamental knowledge and exposure of the concepts, theories and practices in the field of management. It focuses on the basic roles, skills and functions of management, with special attention to managerial responsibility for effective and efficient achievement of goals.	Understand and apply	Yes	Minor Exams, Business Quiz, End Term Exams
MBA 102 Business Environment			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
To provide students with an understanding of basic economic principles of production & exchange-essential tools in making Business decisions in today's global economy. The objective is to make the student understanding how the economy works, covering microeconomic description of Business applications, including pricing for profit maximization, price elasticity, market structures and modeling of Business in varying economic climates		Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 103: Accounting for Management - I			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of this course is to acquaint the students regarding various accounting concepts and its application in managerial decision making. The course attempts to build potential to use appropriate accounting tools and techniques of financial accounting and management accounting for preparing and analyzing financial statements.	Apply	Yes	Minor Exams, Business Quiz, End Term Exams

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MBA-104 Quantitative Techniques			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of this paper is to acquaint the students with various statistical tools and techniques used to Business decision making. The course aims at providing fundamental knowledge and exposure to the students to use various statistical methods in order to understand, analyze and interpret data for decision making.	Apply and Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 105: Managerial Economics			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
This course is intended to make students understand various social, political, legal and economic and other factors that influence Business in India so as to enable them appreciate associated opportunities, risks and challenges and their relevance for managerial decisions.	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
MBA106 Business Communication			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
This course is designed to give students a comprehensive view of communication, its scope and importance in Business, the role of communication in establishing a favorable image of the organization. The aim is to develop students' ability to communicate correctly and effectively on matters having relevance to day-to-day Business operations. This course will make student conversant with fundamentals of communication, help them honing oral, written and non-verbal communication skills and to transform their communication abilities.	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 107 Workshop on IT for Managers			

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Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The aim of this course is to acquaint students with skills and knowledge about computers and to enable them to understand the role of information technology in the dynamic Business environment.	Understand, Apply and create	Yes	Minor Exams, Business Quiz, End Term Exams
BTHU – 101 Human Values and Professional Ethics			
Course Objective and Expected outcome	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO



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To help the students to discriminate between valuable and superficial in the life. To help develop the critical ability to distinguish between essence and form, or between what is of value and what is superficial, in life - this ability is to be developed not for a narrow area or field of study, but for everyday situations in life, covering the widest possible canvas. To help students develop sensitivity and awareness; leading to commitment and courage to act on their own belief. It is not sufficient to develop the discrimination ability, it is important to act on such discrimination in a given situation. Knowingly or unknowingly, our education system has focused on the skill aspects (learning and doing) - it concentrates on providing to its students the skills to do things. In other words, it concentrates on providing "How to do" things. The aspects of understanding "What to do" or "Why something should be done" is assumed. No significant cogent material on understanding is included as a part of the curriculum. A result of this is the production of graduates who tend to join into a blind race for wealth, position and jobs. Often it leads to misuse of the skills; and confusion and wealth that breeds chaos in family, problems in society, and imbalance in nature. This course is an effort to fulfill our responsibility to provide our students this significant input about understanding. This course encourages students to discover what they consider valuable. Accordingly, they should be able to discriminate between valuable and the superficial in real situations in their life. It has been experimented at IITH, IITK and UPTU on a large scale with significant results.

Understand, apply and Evaluate

Yes

Minor Exams, Business Quiz, End Term Exams

Semester II

MBA- 201 Macro Economics

Course Objective

The course is aimed at building a perspective necessary for understanding and application of economic concepts useful in Business decisions taken by a firm. The course will also look at recent developments in the context of economic theory.

Skill

Focus on Employability / Entrepreneurship

Assessment Tools to Measure Attainment of CO

Understand, apply and Analyze

Yes

Minor Exams, Business Quiz, End Term Exams

MBA 202 Productions and Operations Management

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Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
It is a subject where a student learns various steps of product design, development, production, plant location, storage, production planning and control. The students are motivated to apply concepts and principles of management to become more effective professional.	Understand, apply and Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
MBA-203 Human Resource Management			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of the paper is to make student aware of the various functions and importance of the HR department in any organization. It is basically concerned with managing the human resources, whereby the underlying objective is to attract retain and motivate the human resources in any organization, which is the most challenging and daunting look for any organization today.	Understand, and apply	Yes	Minor Exams, Business Quiz, End Term Exams
MBA 204 Marketing Management			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The course aims at making students understand concepts, philosophies, processes and techniques of managing the marketing operations of a firm in turbulent Business environment. This course will provide better understanding of the complexities associated with marketing functions, strategies and provides students with the opportunity to apply the key concepts to practical Business situations.	Understand, Apply, Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
MBA 205 Financial Management			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO

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To provide an understanding of the function, the roles, the goals and the processes of corporate financial management, covering the sourcing of finances and their issues in investment and operations. Problem-solving methodology will be used to illustrate the theories and tools in financial decision making.	Understand, Apply, Analyse	Yes	Minor Exams, Business Quiz, End Term Exams
MBA206 Research Methodology			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The course aims at equipping students with an understanding of the research process, tools and techniques in order to facilitate managerial decision making.	Understand, Apply, Analyse, Evaluate and Create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 207 Accounting for Management - II			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The course aims to equip students with the knowledge and skills to analyze financial statements and help them to understand the cost control techniques.	Understand, Apply, Analyse	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 301 Organizational Behaviour			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The course aims to provide an understanding of basic concepts, theories and techniques in the field of human behaviour at the individual, group and organizational levels in the changing global scenario at workplace.	Understand and Apply	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 302 Marketing Research			

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Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The course aims to provide an understanding of basic concepts, theories and statistical techniques used in research. Students will also be given exposure to use and apply SPSS.	Understand, Apply, Analyse, Evaluate and Create	Yes	Minor Exams, Business Quiz, End Term Exams
	Semester III		
MBA – 303 Corporate Legal Environment			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
This paper aims to acquaint the students with the corporate legal framework prevalent in the country and to hone their understanding about the dynamic Business environment in India.	Remember, Understand and apply	Yes	Minor Exams, Business Quiz, End Term Exams
MBA - 311 Consumer Behaviour			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
This course aims at enabling students to understand the various aspects of consumer behavior, the external and internal factors that influence consumer behaviour and to apply this understanding to the development of marketing strategy.	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 312 Services Marketing			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The course focuses on the unique challenges of marketing and managing services and delivering quality service to customers. The attraction, retention, and building of strong customer relationships through quality service and services are at the heart of the course content.	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 313 Security Analysis and Portfolio Management			

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Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
This course aims at providing students with an understanding of economy-industrycompany analysis and various inter linkages that influence the securities market. It enables them to establish the valuable linkage between modern theories of finance and the analytical techniques used by investors for valuing securities and construct portfolios to achieve their and / or client's financial goals.	Understand, Analyze, apply and Create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 314 Management of Financial Services			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of this course is to acquaint students with the knowledge of various financial services available in the financial markets. This course will also help them to understand the emerging trends in various financial services and their suitability w.r.t. the demand of the clients.	Understand and apply	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 315 Labour Legislations			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The aim of this course is to help students to understand basics of labour laws applicable in various Business houses.	Understand, Remember and Apply	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 316 Organizational Development			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of this course is to make students understand the need for development and process of improving effectiveness of the organizations	Understand and apply	Yes	Minor Exams, Business Quiz, End Term Exams
	Semester IV+B236		

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MBA - 401 Strategic Management			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of this course is to introduce the student to the fundamentals of Business Strategy especially on the strategic planning aspects. This course also intends to familiarize students with the complexity involved in developing Business strategies to cope up with the challenges in dynamic Business world.	Understand, apply , analyse and create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA - 402 Entrepreneurship Development and Project Management			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
To make students learn about entrepreneurship, entrepreneurial behavior, functional areas of Business and their inter-relation. They would understand the risks and rewards of a new venture and the steps required to start a new venture. After completing the course the student would know what entrepreneurship is all about, whether it fits in his career scheme and mental makeup or not and would be equipped with the basic knowledge and confidence to start a new venture.	Understand, apply , analyse and create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 403 International Business			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
To enable students to appreciate the logic of why and how international trade takes place and to make students competent to understand the transactions of a dealing room and help in grooming their negotiating skills in the international markets. Also to make students understand on how international trade policies and facilitation in India, along with import and export financing process.	Understand, apply , analyse and create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 411 Advertising and Sales Management			

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Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
To make the student aware about the issues related to sales force management focusing on advertising and selling as a tool of Marketing Communication.	Understand, apply , analyse and create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 412 Retailing and Logistics Management			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
This course enables students to understand the evolution of retailing and the strategic role of retailing in the distribution of consumer goods and services. The content of the course is useful for students interested in a retail career, working for companies that interface with retailers, or interested in owning or running a retail Business.	Understand, apply , analyse and create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 413 Brand Management			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
To familiarize students with the concept of a 'brand', the role of branding in marketing strategy; brand equity, its importance and measurement, how to create and retain brand equity; operational aspects of brand management.	Understand, apply , analyse and create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 414 International Finance			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
To provide an understanding of global monetary system that facilitates international capital flows and settlement. This course also aims to make students competent to understand the transactions of a dealing room and help in grooming their negotiating skills in the international markets. Students will also learn how to measure and manage exchange risk.	Understand, apply , analyse and create	Yes	Minor Exams, Business Quiz, End Term Exams

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MBA – 415 Financial Engineering			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
To enable students to understand the concepts of Hedging, Speculation and Arbitrage. They will also learn how to develop strategies by using financial derivatives so that portfolio risk can be hedged and how to maximize portfolio returns.	Understand, apply , analyse and create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA - 416 Mergers and Acquisitions			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of this course is to help student in familiarizing with various aspects of mergers and acquisitions, including their valuation.	Understand, apply , analyse and create	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 417 Social Security and Labour Welfare			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
To acquaint the students with basic Acts pertaining to social security and labour welfare as applicable in India.	Understand,Remember and apply	Yes	Minor Exams, Business Quiz, End Term Exams
MBA – 418 Industrial Psychology			
Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of the course is to acquaint the students about the psychology of the executives in the organization and then to use it to enhance the productivity.	Understand,Remember and apply	Yes	Minor Exams, Business Quiz, End Term Exams
MBA - 419 International Human Resource Management			

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Course Objective	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
This course is aimed to familiarize students with the latest global trends and HRM practices in MNC's with differing cultures, HR Systems & policies. Management across borders requires global managerial staffing & cross cultural decision making. This course initiates the student to HRM practiced on a larger canvas beyond borders.	Understand and apply+B147	Yes	Minor Exams, Business Quiz, End Term Exams

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CO4: Apply the methods of game theory to solve business problems	✓	✓		✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Apply the techniques of network analysis to schedule business / project activities.	✓	✓		✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
BBA 502-18 Mercantile Law									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the concept, approaches and application of Contract Act in business decision making.	✓	✓			✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Understand and apply the provisions of Partnership Act in business decision making.	✓					✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Understand and apply the provisions of sales Act in business decision making.	✓		✓		✓		Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Understand and apply the provisions of Consumer Protection Act and Environment Protection Act in business decision making	✓						Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Understand and apply the provisions of Negotiable Instrument Act in business decision making			✓				Apply	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 511-18 Consumer Behaviour									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand fundamental concepts, nature and importance of consumer behaviour.	✓	✓			✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams

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CO 2: Analyze the various factors that influence consumer decisions.	✓	✓			✓	✓	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Understand the individual, group or organizations make buying decisions.	✓	✓		✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Understand how and why groups affect consumer behavior.		✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: Understand the emerging trends in field of consumer behavior.	✓		✓	✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 512-18 Advertising and Sales Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand advertising and its role in Marketing		✓	✓		✓	1	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Apply knowledge of advertising components in designing effective Advertising campaign for products and services	✓		✓		✓	3	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Design effective Media strategy for its product /Service awareness	✓		✓			3	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Apply its knowledge in recruiting and selecting right set of Sales force for selling products and services in market	✓	✓		✓		3	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Design sound sales strategy for its products and services.		✓		✓	✓	3	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO6: Measure performance of sales force and sales territories.	✓	✓	✓		✓	2	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
BBA 521-18 Corporate Accounting									

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Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To understand the accounting of issue of shares and debentures.	✓	✓					Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: To understand the final accounts of company form of organization.							Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: To get an overview of financial reporting of financial institutions		✓	✓		✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: To understand the accounting treatment for amalgamation.							Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: To understand the accounting for liquidation of the company.		✓	✓				Understand	Yes	Minor Exams, Business Quiz, End Term Exams
BBA 522-18 Financial Markets and Services									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To understand the concept of financial system and their importance.	✓				✓		Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: To know the structure of Financial Markets.	✓						Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: To develop basic understanding of derivatives and currency markets.			✓		✓		Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: To understand the importance and role of Primary and Secondary markets.		✓					Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: To understand the role and types of Financial Services	✓						Understand	Yes	Minor Exams, Business Quiz, End Term Exams

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CO6: To understand structure and system of leasing, mutual funds, credit rating, credit cards,								Understand		
Paper BBA 531-18 Industrial Relations & Labour Law										
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO	
CO1: Understand establishing & maintaining a sound relationship between the worker & the employer.	✓		✓	✓	✓	✓				Minor Exams, Business Quiz, End Term Exams
CO2: Identify and rectify the simmering issues which might take the form of a dispute in the workplace.	✓		✓	✓	✓	✓	Understand	Yes		Minor Exams, Business Quiz, End Term Exams
CO3: Clarify the use & importance of various Acts & their uses in Industrial Relations.	✓		✓	✓	✓	✓	Apply	Yes		Minor Exams, Business Quiz, End Term Exams
CO4: Keep away from strikes & lockouts so as to enhance the economic status of the employee.	✓			✓	✓	✓	Understand	Yes		Minor Exams, Business Quiz, End Term Exams
CO5: Understand the significance & functioning of Trade Unions				✓	✓	✓	Understand	Yes		Minor Exams, Business Quiz, End Term Exams
Paper BBA 532-18 Organisation Change & Development										
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO	
CO1: Develop understanding of organization change and illustrate theories of planned change.	✓			✓	✓	✓	Apply	Yes		Minor Exams, Business Quiz, End Term Exams
CO2: Analyze the issues and problems arising out of organizational change initiatives.	✓			✓	✓	✓	Analyze	Yes		Minor Exams, Business Quiz, End Term Exams
CO3: Explain the meaning, objectives and process of organizational development.	✓			✓	✓	✓	Understand	Yes		Minor Exams, Business Quiz, End Term Exams

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CO4: Understand the role of various intervention strategies in organizational development.	✓			✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Explain the issues in the consultant client relationship.	✓			✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BMPD 502-18 Mentoring and Professional Development									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Development of Overall Personality		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 2: Development of Aptitude (Technical and General)	✓	✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	✓				✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 4: Development of Communication Skills.		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 5: Development of Presentation Skills.		✓	✓		✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
BBA- Sixth Semester									
Paper BBA 601-18 Strategy Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO

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CO1: Understand and explain the concepts of strategic management process and strategic intent.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: Explain and apply various techniques of external as well as internal environmental analysis of business.	✓	✓			✓	✓	Applying	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Classify various business level and corporate level strategies for the growth of the business along with their implications.	✓	✓		✓	✓	✓	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Identify various issues involved in strategy implementation.	✓	✓		✓	✓	✓	Applying	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: Understand and analyze various techniques of strategic evaluation and control.	✓	✓		✓	✓	✓	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams
BBA 602-18 Company Law									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the basic concept and provisions of company law in business decision making.	✓	✓	✓				Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Understand the concept of different types of companies and differentiate among them.	✓	✓					Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Understand the process of formation of company and different documents required for that.	✓					✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Understand the process of appointment and qualification of different types of directors of company	✓						Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Understand the need of different meetings and process of winding up of company.	✓	✓	✓			✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 611-18 Services Marketing									

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Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand fundamental concepts, nature and importance of Services Marketing.		√		√	√	√	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: Analyze the various factors that influence service marketing.	√	√	√	√	√	√	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Understand the role of customers and employees in service delivery.	√	√	√		√	√	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Understand how and why new service development takes place.	√	√		√	√	√	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: Understand the emerging trends in field of service marketing.	√	√	√	√	√	√	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams

BBA 612-18 Retailing and Logistics Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand Retail Environment, challenges and Retail formats in retailing in India.	√	√			√	√	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Design Merchandise System for effective execution of retailing function	√	√	√	√	√	√	Create	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Understand and recognize the importance of store design and apply the concepts of store design to determine store layout and merchandising.	√	√	√	√	√	√	Understand and apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Understand various activities in logistics system and its importance	√	√	√	√	√	√	Understand	Yes	Minor Exams, Business Quiz, End Term Exams

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CO5: To apply knowledge of Inventory management, Transportation, warehousing, Packaging in designing overall strategy of Logistic Function	✓	✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 621-18 Personal Financial Planning									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1 – To familiarise students with the concept, objectives and importance of personal financial planning.	✓				✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO2 – To enable the students to understand the implications of environmental factors	✓	✓		✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO3 – To familiarize students with the concepts of time value of money on the personal financial statements and their use in personal financial planning.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO4 – To enable students to identify various types of risks any individual is exposed to and how they can hedge diversifiable risk.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO5 – To familiarise students with various instruments available for investment by an individual for achieving their personal financial goals.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
Paper BBA 622-18 Direct and Indirect Tax Laws									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1 – The students will be familiarised with the concepts, framework and incidence of taxes in India.	✓	✓		✓			Understand	Yes	Minor Exams, Business Quiz, End Term Exams

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CO2 – To acquaint students with the provision of the current finance act with regard to various heads of income.	✓			✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO3 – To enable students to compute the tax liability of individuals after considering their residential status, various exempted incomes, permissible deduction, clubbing of income and setting off of losses.		✓	✓	✓	✓		Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO4 – To familiarize students with the concepts of Value Added Tax, excise duty and custom duty.	✓		✓	✓		✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO5 – To enable students to understand the concept and importance of One-Nation-One-Tax system brought in India through Goods and Services Tax.	✓	✓	✓		✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO6 – To enable students to understand the framework and structure of GST.		✓			✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO7 – To acquaint students with the process of tax credit and refund of GST.	✓		✓	✓		✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 631-18 Training and Development									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Explain the process of Training and Development and select appropriate methods of training needs assessment.	✓	✓	✓		✓	✓	Understanding and Applying	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: Design an effective training program.	✓	✓	✓	✓	✓	✓	Creating	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Classify various methods of Training and Development.	✓	✓			✓	✓	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Illustrate the significance of training effectiveness and analyze different methods of training effectiveness.	✓	✓			✓	✓	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: Analyze different methods of Employee development	✓	✓		✓	✓	✓	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams

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Paper BBA 632 Cross Cultural Human Resource Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand issues, opportunities and challenges pertaining to international Human Resource Management.				✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Develop competency in dealing with cross cultural situations.				✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Understand the strategic and functional roles of HRM in various international contexts, especially in areas such as recruitment and selection, performance management, training, learning and development, career management, compensation, motivation and repatriation;	✓			✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Identify the role of cross-cultural leadership in managing multicultural teams.				✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Understand external forces (e.g. globalisation, sociocultural changes, political and economic changes) that have the potential to shape international HRM.	✓			✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BMPD 602-18 Mentoring and Professional Development									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Development of Overall Personality		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects

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CO 2: Development of Aptitude (Technical and General)	✓	✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	✓				✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 4: Development of Communication Skills.		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 5: Development of Presentation Skills.		✓	✓		✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects

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Mapping of the courses to Employability / Entrepreneurship / Skill Development									
Ph.D Coursework									
Paper PHD 901 Research Methodology									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: To develop understanding of basic framework of research process and various research designs.	✓		✓	✓			Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: To develop ability to write effective Literature Review and apply Medley software to maintain citations.	✓	✓	✓	✓	✓		Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: To gain understanding in different methods of research and inculcate the ability to choose research methods appropriate to research objectives.	✓	✓	✓	✓	✓		Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: To understand the sources of bias affecting research results and ways to control it to achieve effective research results.		✓	✓		✓		Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To understand and apply various multivariate statistical techniques using SPSS software and E-views.		✓	✓		✓	✓	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO 6: To gain insights into significant concepts of regression like heteroscedasticity, multicollinearity and autocorrelation.		✓	✓	✓	✓	✓	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
Paper PHD 902 Accounting and Finance									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: To develop understanding of indigenous as well as global financial infrastructure and environment.	✓		✓	✓		✓	Remember	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: To develop ability to analyse the relationship between risk and return using various finance theories prior to investing.	✓			✓	✓		Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: To apply fundamental and technical analysis to analyze the share prices and to understand the regulatory aspect of financial markets.		✓	✓		✓		Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: To understand and apply the concept of Time Value of Money in Decision making.		✓	✓			✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To understand the accounting issues involved in corporate restructuring and various ways to revive sick industrial units.	✓		✓		✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 6: To understand and analyze corporate reports in Indian as well as global context.	✓	✓		✓		✓	Create	Yes	Minor Exams, Business Quiz, End Term Exams

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Paper PHD 903 Marketing Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: To understand the conceptual knowledge in the functional area of marketing management and consumer decision-making process	✓		✓	✓		✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: To develop analytical skills in identification and resolution of problems pertaining to marketing management	✓		✓		✓		Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: To apply the marketing concepts of segmentation, targeting and positioning for better decision-making	✓	✓	✓			✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: To apply the knowledge of product, price, promotion and distribution decisions for effective marketing	✓		✓	✓	✓		Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To gain an understanding of relationship management, service marketing, retailing to overcome marketing challenges in changing business environment		✓	✓		✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 6: To comprehend the emerging dimensions in areas of marketing	✓			✓		✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
Paper PHD 904 Human Resource Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: To develop a conceptual understanding of the functional area of Human Resource management and the changing environment of HRM		✓			✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: To develop analytical skills in identification and resolution of problems pertaining to Human Resource Management		✓		✓	✓		Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: To apply the appropriate Human Resource planning, recruitment and selection process for business setup			✓		✓		Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: To comprehend the concepts of employment relationship management, career planning and development, employee training and retention for effectively managing Human resources.			✓		✓	✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To gain an understanding of relevant HR issues Like Industrial Relations, Quality of Work Life, Workers participation in Management.	✓		✓			✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 6: To identify and understand the global HRM practices and understand ethical behavior in HRM		✓	✓		✓	✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
Paper PHD 905 Report Writing and Presentation									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO

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CO1: TO Conduct and execute a comprehensive research study in an independent manner	✓	✓	✓	✓	✓	✓	Create	Yes	Minor Exams, Business Quiz, End Term Exams
CO2 To develop abilities to review existing literature, identify research problem/gap, define objectives, apply relevant research tools , analyse the results and propose implications and recommendations.	✓	✓	✓	✓	✓	✓	Create	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: To identify the key reference documents to help guide the structure and style of your report or proposal	✓	✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: To understand the value of ethics in research and plagiarism issues.	✓	✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To develop necessary skills to make an effective oral presentation of research work/report with clarity of thought and expression.	✓	✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO6: To plan and organize a written report or proposal by clearly stating your purpose as the writer, assessing the reader's identity and needs, and formulating the main message of your report in a sound and coherent manner	✓	✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
Paper PHD 906: Human Values and Professional Ethics									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To develop the ability to distinguish between what is of value and what is superficial in life		✓			✓	✓	Understanding	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO2: To instil Moral and Social Values and Loyalty which would be helpful to assess their own ethical values and the social context of real life problem.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO3: To develop the ability to face difficult situations in life boldly and resolve them confidently.		✓		✓	✓	✓	Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO4: To Identify the multiple ethical interests at stake in a real-world situation or practice	✓	✓	✓	✓	✓	✓	Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO5: To enable students to progress from discrimination to commitment	✓		✓	✓	✓		Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO6: To identify ethical concerns in research and intellectual contexts, including academic integrity, use and citation of sources, the objective presentation of data, and the treatment of human	✓	✓	✓	✓	✓	✓	Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams

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Mapping of the courses to Employability / Entrepreneurship / Skill Development									
BBA- First Semester									
Paper BBA 101-18 Principles and Practices of Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Describe fundamental concepts and principles and practices of Management	✓	✓		✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: Explain the role and responsibilities of managers and adapt to the various styles of management across organizations.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Develop analytical abilities to face the business situations.	✓	✓	✓	✓	✓	✓	Applying	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Apply various too's that would facilitate the decision making process in the business.	✓	✓		✓		✓	Applying	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: Develop peer based learning and working in groups and teams.	✓	✓	✓		✓		Applying	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 102-18 Basic Accounting									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To understand the basic underlying concepts, principles and conventions of accounting.	✓	✓	✓	✓		✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: To identify the rules of debit and credit in accounting.	✓			✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: To get an overview of the regulatory framework of accounting in India.		✓	✓	✓		✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: To prepare trading, profit & loss and balance sheet of a firm.	✓	✓		✓			Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: To comprehend the concept of depreciation and different methods to treat depreciation in accounting.	✓		✓		✓	✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams

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 Head of Department
 Pimpri Chinchwad Education Trust
 Pimpri Chinchwad
 Maharashtra - 411 004

Paper BBA-GE 101 Managerial Economics- I									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the basic concepts of managerial economics and apply the economic way of thinking to individual decisions and business decisions.	✓		✓		✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: Measure price elasticity of demand, understand the determinants of elasticity and apply the concepts of price, cross and income elasticity of demand.	✓	✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Understand and estimate production function and Law of Diminishing Marginal Utility.	✓	✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Understand and explain four basic market models of perfect competition, monopoly, monopolistic competition, and oligopoly, and how price and quantity are determined in each model.	✓	✓		✓			Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: Understand the different costs of production and how they affect short and long run decisions.		✓		✓	✓	✓	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
BTHU103/18 English Theory									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of this course is to introduce students to the theory, fundamentals and tools of communication.			✓		✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
To help the students become the independent users of English language.			✓		✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
To develop in them vital communication skills which are integral to their personal, social and professional interactions.	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
The syllabus shall address the issues relating to the Language of communication.	✓		✓			✓	Analyse	Yes	Minor Exams, Business Quiz, End Term Exams

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Gurgaon, Haryana-122003
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Students will become proficient in professional communication such as interviews, group discussions, office environments, important reading skills as well as writing skills such as report writing, note taking etc	✓	✓	✓		✓	✓	Create	Yes	Minor Exams, Business Quiz, End Term Exams
BTHU104/18 English Practical									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of this course is to introduce students to the theory, fundamentals and tools of communication.			✓		✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
To help the students become the independent users of English language.			✓		✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
To develop in them vital communication skills which are integral to their personal, social and professional interactions.	✓	✓	✓		✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
The syllabus shall address the issues relating to the language of communication.	✓		✓			✓	Analyse	Yes	Minor Exams, Business Quiz, End Term Exams
Students will become proficient in professional communication such as interviews, group discussions, office environments, important reading skills as well as writing skills such as report writing, note taking etc	✓	✓	✓		✓	✓	Create	Yes	Minor Exams, Business Quiz, End Term Exams
Paper HVPE 101-18 Human Values, De-Addiction and Traffic Rules									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To develop the ability to distinguish between what is of value and what is superficial in life		✓			✓	✓	Understanding	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO2: To instil Moral and Social Values and Loyalty which would be helpful to assess their own ethical values and the social context of real life problem.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams

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CO3: To develop the ability to face difficult situations in life boldly and resolve them confidently.		✓		✓	✓	✓		Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO4: To identify the multiple ethical interests at stake in a real-world situation or practice	✓	✓	✓	✓	✓	✓		Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO5: To enable students to progress from discrimination to commitment	✓		✓	✓	✓			Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
Paper HVPE 102-18 Human Values, De-Addiction and Traffic Rules (Lab/ Seminar)										
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO	
CO1: To develop the ability to distinguish between what is of value and what is superficial in life		✓			✓	✓	Understanding	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams	
CO2: To instil Moral and Social Values and Loyalty which would be helpful to assess their own ethical values and the social context of real life problem.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams	
CO3: To develop the ability to face difficult situations in life boldly and resolve them confidently.		✓		✓	✓	✓	Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams	
CO4: To identify the multiple ethical interests at stake in a real-world situation or practice	✓	✓	✓	✓	✓	✓	Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams	
CO5: To enable students to progress from discrimination to commitment	✓		✓	✓	✓		Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams	
Paper BMPD 102-18 Mentoring and Professional Development										

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J. K. Goyal Punjab Technical University

Signature: *[Signature]* Date: 14/6/23

Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Development of Overall Personality		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 2: Development of Aptitude (Technical and General)	✓	✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	✓				✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 4: Development of Communication Skills.		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 5: Development of Presentation Skills.		✓	✓		✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects

BBA- Second Semester

Paper BBA 201-18 Business Statistics

Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To learn the basic concepts like statistics and calculation of arithmetic mean, median and mode and partition values.	✓	✓	✓			3	Remember	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: To understand the calculation of moments, skewness and kurtosis and determining whether the given distribution is normal or not.	✓	✓			✓	3	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: To be acquainted with prerequisite knowledge required to understand the Probability and applications of probability theory.		✓		✓	✓	2	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams

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CO4: To understand the concept of correlation regression analysis and their applications.		✓				2	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: To apply the learnt techniques in statistical testing and their applications.		✓		✓	✓	2	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA-202-18 Business Environment									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To identify and evaluate the complexities of business environment and their impact on the business.	✓		✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: To analyze about the relationships between Government and business and understand the political, economic, legal and social policies of the country.	✓			✓	✓		Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: To understand the current economic conditions in developing emerging markets, and evaluate present and future opportunities.		✓	✓	✓		✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: To be acquainted with prerequisite knowledge required to understand the Probability and applications of probability theory.	✓		✓	✓			Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: To understand the concept of the Industrial functioning and strategies to overcome challenges in competitive markets.	✓	✓			✓	✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
BBAGE 201-18 Managerial Economics-II									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Explain the concept of national income and its measurement using different approaches.	✓	✓	✓		✓		Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Describe the underlying theories of demand and supply of money in an economy.	✓	✓	✓				Understand	Head Yes	Minor Exams, Business Quiz, End Term Exams

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CO3: Make use of employment and national income statistics students will be able to describe and analyze the economy in quantitative terms.	✓	✓	✓	✓	✓	✓	Analyse	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Interpret macroeconomic issues like money, inflation and unemployment.				✓	✓		Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Identify the phases of the business cycle and the problems caused by cyclical fluctuations in the market economy.		✓			✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
Paper EVS 102-1S Environmental Studies									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Students will enable to understand environmental problems at local and national level through literature and general awareness.	✓		✓	✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: The students will gain practical knowledge by visiting wildlife areas, environmental institutes and various personalities who have done practical work on various environmental issues.	✓			✓	✓	✓	Understand		Minor Exams, Business Quiz, End Term Exams
CO3: The students will apply interdisciplinary approach to understand key environmental issues and critically analyze them to explore the possibilities to mitigate these problems.	✓	✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Reflect critically about their roles and identities as citizens, consumers and environmental actors in a complex, interconnected world	✓	✓	✓	✓	✓	✓	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BMPD 202-18 Mentoring and Professional Development									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Development of Overall Personality		✓	✓	✓	✓	✓	Applying	Head of Department Yes	Class Activities, Quiz, Presentations, Field

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CO 2: Development of Aptitude (Technical and General)	✓	✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	✓				✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 4: Development of Communication Skills.		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 5: Development of Presentation Skills.		✓	✓		✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects

BBA- Third Semester

Paper BBA 301-18 Organizational Behaviour									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To explain the basics of Organizational behaviour and various challenges for OB.	✓	✓		✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: To illustrate the foundations of Individual Behaviour and various factors influencing individual behaviour viz. learning, personality, perception, attitude and motivation.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: To examine the dynamics of group development and group properties.	✓	✓	✓			✓	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: To understand various dimensions of organisational culture.	✓	✓	✓	✓		✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To analyse the process of conflict management and approaches to stress management.	✓	✓	✓	✓		✓	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams

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Paper BBA 302-18 Marketing Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Explain the basics of marketing, selling, marketing mix and its core concepts.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: Describe the intricacies of the marketing environment and marketing information systems for effective marketing planning and strategies.	✓	✓		✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Develop necessary skills for effective market segmentation, targeting and positioning	✓	✓	✓	✓	✓	✓	Applying	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Illustrate various components of product mix, product life cycle and comprehend the new product development process.	✓	✓		✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To develop an understanding of promotion mix and strategies for successful promotion	✓	✓	✓	✓	✓	✓	Applying	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 303-18 COST AND MANAGEMENT ACCOUNTING									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand and differentiate between Cost accounting and management accounting.			✓	✓	✓		Understanding	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO2: Make managerial decisions regarding make or buy, acceptance or rejection of export offers and continuation or shut down of plant.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams

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CO3: Estimate the breakeven point of the firm.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO4: Understand and apply the concepts of budgetary control for better decision-making.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO5: Understand and estimate material, labour, overheads and sales variances for comparing planned with actual results.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
Paper BBA- 301-18 Production and Operation Man									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand ever growing importance of Production and Operations management in uncertain business environment.	✓	✓	✓		✓	✓	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Gain an in-depth understanding of resource utilization of an organization.	✓	✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Appreciate the unique challenges faced by firms in services and manufacturing.	✓	✓	✓	✓	✓		Create	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Understand the subject as a crucial part of functional management.	✓	✓			✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Develop skills to operate competitively in the current business scenario.			✓	✓	✓	✓	Create	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBASEC 301-18 IT Tools For Business									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO

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Paper BMPD 302-18 Mentoring and Professional Development									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Development of Overall Personality		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 2: Development of Aptitude (Technical and General)	✓	✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	✓				✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 4: Development of Communication Skills.		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 5: Development of Presentation Skills.		✓	✓		✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects

Class: 10A Date: 10/11/2023
 Presented by: Harshita
 Project: Guided Project
 Department of Management
 Pimpri Chinchwad Education Trust
 Pimpri Chinchwad, Maharashtra - 411 004
 Karapur, Maharashtra - 411 004

BBA- Fourth Semester									
BBA 401-18 Business Research Methods Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Explain the objectives and process of conducting research and its application in business.	✓	✓		✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Analyse the different types of research design and experimental errors.	✓	✓			✓	✓	Analyse	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Understand various techniques of sampling and methods of data collection	✓	✓			✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Examine different types of scales and appraise about data preparation and analysis	✓	✓	✓		✓	✓	Analyse	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Identify and prepare various types of reports.		✓	✓		✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 402-18 Human Resource Management Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To explain the basics of Human Resource Management and analyse the evolution of HRM.	✓	✓	✓	✓		✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: To appraise various functions of HRM that facilitate employee hiring viz. human resource planning, job analysis recruitment and selection.	✓	✓	✓	✓	✓	✓	Evaluating	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: To understand the role of training, development, career planning and performance appraisal functions in human resource development.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams

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Yes
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Head
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Yes
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CO 4: To analyze the functions of compensation management namely, wages and salary administration, incentives and fringe benefits.	✓	✓	✓	✓		✓	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To comprehend the meaning and concept of industrial relations.	✓	✓	✓	✓			Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 403-18 Financial Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Apply financial data for use in decision making by applying financial theory to problems faced by business enterprises.	✓	✓		✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO2: Apply foundational finance theories and to analyse a forecast using relevant data and to conduct preliminary measurement of leverage analysis.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO3: Apply time value of money techniques to various pricing and budgeting problems.	✓	✓	✓		✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO4: Apply modern techniques in capital budgeting analysis.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO5: Assess dividend policy's impacts on share prices and to understand the implications of Dividend decisions in financial decision making.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
Paper BBAGE- 401 Entrepreneurship Development									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO

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Signature

CO1: Describe the concept and theories of entrepreneurship and its role in economic development of nation.	3	2	2		2	2	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Develop business plan and identify the reasons of failure of business plans.	2	3	2	2	3	2	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Illustrate the steps in starting MSME.	3	3	2	2	3		Create	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Comprehend government policies and regulatory framework available in India to facilitate the process of entrepreneurial development.	2	2			3	3	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Identify different sources of finance for new enterprises and assess the role of financial institutions and various government schemes in entrepreneurial development.			3	3	2	3	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA SEC- 401 Business Ethics & Corporate Social Responsibility									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Explore the relationship between ethics and business across different cultural traditions	✓	✓				✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Understand the relationship between ethics, morals and values in the workplace	✓	✓	✓	✓		✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Discuss the moral and social responsibility dimensions of corporate governance.	✓		✓			✓	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Describe models of CSR in India.	✓		✓	✓		✓	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Assess international framework for CSR.		✓	✓	✓	✓	✓	Evaluate	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BMPD 402-18 Mentoring and Professional Development									

Head
Department of Management
I.K. Gujral Punjab Technical University
Mohali-147004
(Signature)

Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Development of Overall Personality		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 2: Development of Aptitude (Technical and General)	✓	✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	✓				✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 4: Development of Communication Skills.		✓	✓	✓	✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 5: Development of Presentation Skills.		✓	✓		✓	✓	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects

BBA- Fifth Semester

Paper BBA 501-18 OPERATION RESEARCH									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the concept, approaches and applications of operations research.	✓	✓			✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Apply the methods of linear programming for decision making.	✓	✓		✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Analyse transportation and assignment problems of business.	✓	✓		✓	✓	✓	Analyze	Head Yes	Minor Exams, Business Quiz, End Term Exams

Head of Department
Dr. K. K. Gupta
K. K. Gupta
K. K. Gupta

I.K.GUJRAL PUNJAB TECHNICAL UNIVERSITY

Estd. Under Punjab Technical University Act, 1996
(Punjab Act No. 1 of 1997)

2.6.2

Ref. No./IKGPTU/Reg/ 11677

Dated: 03.12.2015

ਡਾਇਰੈਕਟਰ/ਪ੍ਰਿੰਸੀਪਲ
ਸਮੂਹ ਐਡੀਲੇਡਿਟ ਸੰਸਥਾਵਾਂ/ਕਾਲਜ
ਆਈ.ਕੇ.ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ।

ਵਿਸ਼ਾ :- **Regarding Credit Based System (CBS).**

ਉਪਰੋਕਤ ਵਿਸ਼ੇ ਦੇ ਸਬੰਧ ਵਿਚ ਆਪ ਜੀ ਦੇ ਧਿਆਨ ਵਿਚ ਲਿਆਂਦਾ ਜਾਂਦਾ ਹੈ ਕਿ ਆਈ.ਕੇ.ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ ਵੱਲੋਂ ਦਾਖਲਾ ਸਾਲ 2015-2016 ਤੋਂ ਕਰੈਡਿਟ ਬੇਸਿਡ ਸਿਸਟਮ ਸ਼ੁਰੂ ਕੀਤਾ ਜਾ ਰਿਹਾ ਹੈ। ਇਸ ਸਬੰਧੀ ਲੋੜੀਂਦੀਆਂ ਗਾਈਡਲਾਈਨ, ਰੂਲ ਰੈਗੂਲੇਸ਼ਨਜ਼ ਅਤੇ ਸਾਫਟਵੇਅਰ ਯੂਨੀਵਰਸਿਟੀ ਦੀ ਵੈਬਸਾਈਟ ਉੱਪਰ ਅਪਲੋਡ ਕਰ ਦਿੱਤਾ ਗਿਆ ਹੈ, ਜਿਸ ਦਾ ਲਿੰਕ ਨਿਮਨ ਪ੍ਰਕਾਰ ਹੈ। ਆਪ ਜੀ ਨੂੰ ਬੇਨਤੀ ਕੀਤੀ ਜਾਂਦੀ ਹੈ ਕਿ ਦਾਖਲਾ ਸਾਲ 2015-2016 (ਪਹਿਲਾ ਸਮੇਸਟਰ) ਦੇ ਵਿਦਿਆਰਥੀਆਂ ਦੀ ਪ੍ਰੀਖਿਆਵਾਂ ਸਬੰਧੀ ਈਵੈਲਊਏਸ਼ਨ ਕਰਨ ਸਬੰਧੀ ਲੋੜੀਂਦੀਆਂ ਹਦਾਇਤਾਂ ਅਤੇ ਸਾਫਟਵੇਅਰ ਯੂਨੀਵਰਸਿਟੀ ਦੀ ਵੈਬਸਾਈਟ ਦੇ ਨਿਮਨ ਲਿੰਕ ਤੋਂ ਡਾਊਨਲੋਡ ਕਰ ਲਿਆ ਜਾਵੇ ਜੀ।

<http://www.ptu.ac.in/credit%20based%20system/cbs.pdf>

Arb
ਰਜਿਸਟਰਾਰ
2/12/15

ਇਸ ਦਾ ਇੱਕ ਉਤਾਰਾ

- 1) ਡੀਨ (ਅਕਾਦਮਿਕ) ਜੀ ਨੂੰ ਸੂਚਨਾ ਹਿੱਤ ਭੇਜਿਆ ਜਾਂਦਾ ਹੈ ਜੀ।
- 2) ਕੰਟਰੋਲਰ ਪ੍ਰੀਖਿਆਵਾਂ ਜੀ ਨੂੰ ਸੂਚਨਾ ਅਤੇ ਕਾਲਜਾਂ ਦੀ ਲਾਗਿਨ ਆਈ.ਡੀ. ਵਿਚ ਭੇਜਣ ਹਿੱਤ।
- 3) ਡਿਪਟੀ ਰਜਿਸਟਰਾਰ (ਕੰਪਿਊਟਰ) ਨੂੰ ਯੂਨੀਵਰਸਿਟੀ ਦੀ ਵੈਬਸਾਈਟ ਦੇ ਨੋਟਿਸ ਬੋਰਡ ਉੱਪਰ ਅਪਲੋਡ ਹਿੱਤ।

Head
Department of Management
I.K. Gujral Punjab Technical University
Kaparthala-144 603



ਆਈ.ਕੇ. ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ (ਅਕਾਦਮਿਕ ਵਿਭਾਗ)



Ref. No.: PTU/DA/2055

Date: 02/02/2016

ਡਾਇਰੈਕਟਰ/ਪ੍ਰਿੰਸੀਪਲ
ਸਮੂਹ ਐਡੀਲੇਡਿਟ ਸੰਸਥਾਵਾਂ/ਕਾਲਜ
ਆਈ.ਕੇ.ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ।

ਵਿਸ਼ਾ :- One day Training and Awareness scheduled on Credit Based System (CBS).

ਉਪਰੋਕਤ ਵਿਸ਼ੇ ਦੇ ਸਬੰਧ ਵਿਚ ਆਪ ਜੀ ਦੇ ਧਿਆਨ ਵਿਚ ਲਿਆਂਦਾ ਜਾਂਦਾ ਹੈ ਕਿ ਆਈ.ਕੇ.ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ ਵੱਲੋਂ ਦਾਖਲਾ ਸਾਲ 2015-2016 ਤੋਂ ਕਰੈਡਿਟ ਬੇਸਿਡ ਸਿਸਟਮ ਸ਼ੁਰੂ ਕੀਤਾ ਜਾ ਚੁੱਕਾ ਹੈ। ਇਸ ਸਬੰਧੀ ਸਮੂਹ ਸੰਸਥਾਵਾਂ ਨੂੰ ਪਹਿਲਾਂ ਵੀ ਨਿਰਧਾਰਿਤ ਸ਼ਿਫਟਿਊਲ ਮੁਤਾਬਕ ਟਰੇਨਿੰਗ ਦਿੱਤੀ ਜਾ ਚੁੱਕੀ ਹੈ। ਇਸ ਟਰੇਨਿੰਗ ਸ਼ਿਫਟਿਊਲ ਵਿਚ ਕੁਝ ਸੰਸਥਾਵਾਂ ਵੱਲੋਂ ਭਾਗ ਨਹੀਂ ਲਿਆ ਗਿਆ ਸੀ।

ਸਮੂਹ ਸੰਸਥਾਵਾਂ ਦੇ ਧਿਆਨ ਵਿਚ ਲਿਆਂਦਾ ਜਾਂਦਾ ਹੈ ਕਿ ਅਕਾਦਮਿਕ ਵਿਭਾਗ ਵੱਲੋਂ ਮੁੜ ਇੱਕ ਦਿਨ ਦਾ ਮਿਤੀ 04/02/2016 ਨੂੰ ਸਮਾਂ 10:30 ਤੋਂ 12:00 ਵਜੇ ਤੱਕ ਸੈਮੀਨਾਰ ਹਾਲ, ਗਰਾਊਂਡ ਫਲੋਰ, ਆਈ.ਕੇ.ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ ਵਿਖੇ ਉਕਤ ਸਬੰਧੀ ਪ੍ਰੈਜਨਟੇਸ਼ਨ ਜਾਣਕਾਰੀ/ਟਰੇਨਿੰਗ ਦਿੱਤੀ ਜਾਵੇਗੀ। ਉਕਤ ਜਾਣਕਾਰੀ/ਟਰੇਨਿੰਗ ਸ਼ਿਫਟਿਊਲ ਵਿਚ ਜਿੰਨ੍ਹਾਂ ਸੰਸਥਾਵਾਂ ਵੱਲੋਂ ਪਹਿਲਾਂ ਭਾਗ ਨਹੀਂ ਲਿਆ ਗਿਆ ਜਾਂ ਚਾਹਵਾਨ ਸੰਸਥਾਵਾਂ ਜਿੰਨ੍ਹਾਂ ਨੂੰ ਕਿਸੇ ਤਰ੍ਹਾਂ ਦੀ ਕਲੇਰੀਫਿਕੇਸ਼ਨ ਦੀ ਜ਼ਰੂਰਤ ਹੈ, ਭਾਗ ਲੈ ਸਕਦੀਆਂ ਹਨ।

S. Johal
2/2/16
ਡਿਪਟੀ ਰਜਿਸਟਰਾਰ
ਅਕਾਦਮਿਕ ਵਿਭਾਗ

ਇਸ ਦਾ ਇੱਕ ਉਤਾਰਾ :

- ਡੀਨ (ਅਕਾਦਮਿਕ) ਜੀ ਨੂੰ ਸੂਚਨਾ ਹਿੱਤ।
- ਕੰਟਰੋਲਰ ਪ੍ਰੀਖਿਆਵਾਂ ਨੂੰ ਸੂਚਨਾ ਹਿੱਤ।
- ਡਿਪਟੀ ਰਜਿਸਟਰਾਰ (ਕੰਪਿਊਟਰ ਵਿਭਾਗ) ਨੂੰ ਯੂਨੀਵਰਸਿਟੀ ਵੈਬਸਾਈਟ ਉਪਰ ਅਪਲੋਡ ਅਤੇ ਉਕਤ ਮਿਤੀ ਨੂੰ ਪ੍ਰੈਜਨਟੇਸ਼ਨ ਲਈ ਸੈਮੀਨਾਰ ਹਾਲ ਵਿਚ ਸਮੇਤ ਲੈਪਟਾਪ ਕਰਮਚਾਰੀ ਦੀ ਡਿਊਟੀ ਲਗਾਉਣ ਹਿੱਤ ਭੇਜਿਆ ਜਾਂਦਾ ਹੈ।
- ਕਾਰਜਕਾਰੀ ਇੰਜੀ. ਨੂੰ ਉਕਤ ਮਿਤੀ ਨੂੰ ਸੈਮੀਨਾਰ ਹਾਲ ਵਿਚ ਅਨਾਊਂਸਮੈਂਟ ਲਈ ਲੋੜੀਂਦੇ ਪ੍ਰਬੰਧਾਂ ਹਿੱਤ।
- ਸਕਿਊਰਟੀ ਅਫਸਰ ਨੂੰ ਸੂਚਨਾ ਅਤੇ ਲੋੜੀਂਦੀ ਕਾਰਵਾਈ ਹਿੱਤ।

Sd/-
ਡਿਪਟੀ ਰਜਿਸਟਰਾਰ
ਅਕਾਦਮਿਕ ਵਿਭਾਗ

Jh

Head
Department of Management
I.K. Gujral Punjab Technical University
Kapurthala-144 603

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Proceedings of the 55th meeting of the Board of Governors held on 03.07.2015 in the I.K. Gujral Punjab Technical University, Jalandhar Campus at 11:00 a.m.

The following attended the meeting :

- | | |
|---|----------------------|
| 1. Sh. Sarvesh Kaushal, IAS
Chairman, Board of Governors, I.K. Gujral PTU | Chairman |
| 2. Sh. M. P. Singh, IAS
Vice Chairman, BOG I.K. Gujral PTU | Vice Chairman |
| 3. Sh. Rakesh Kumar Verma, IAS
Vice Chancellor, I.K. Gujral PTU | Member |
| 4. Dr. Mohan Paul Ishar
Vice Chancellor, MRSS Technical University, Bathinda | Member |
| 5. Sh. Jasbir Singh
Addl. Director (T&A), Finance Department, Pb
Nominee of Principal Secretary, Finance | Member |
| 6. Sh. Mohanbir Singh Sidhu
Addl. Director, DTE Pb.
Nominee of Director, Technical Education | Member |
| 7. Dr. Dharinder Tayal
Director, Anovus Institute of Clinical Research | Member |
| 8. Dr. M. P. Poonia
Director, NITTTR, Chandigarh | Member |
| 9. Ms. Kamnaraj Aggarwalla
Nominee-President, CII | Member |
| 10. Sh. Sachit Jain
Joint Managing Director, Vardhman Textile | Member |
| 11. Dr. Ravi Kumar
Principal, BCET, Gurdaspur | Member |
| 12. Dr. A.P. Singh
Dean (RIC), I.K. Gujral PTU | Member |
| 13. Dr. Amanpreet Singh
Registrar, I.K. Gujral, PTU | Secretary |

The following could not attend the meeting and were granted leave of absence:

Sh. Anil Kumar Shukla,	Chairman, AICTE : North-West Regional Office
Prof. Sarit Kumar Das	Director, IIT, Ropar
Prof. Parkash Gopalan	Director, Thapar University, Patiala

(Handwritten signatures)

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Head
Department of Management
I.K. Gujral Punjab Technical University
Kapurthala-144 603

Before taking up the regular agenda, a presentation on achievements, challenges and future plans of each department of the University was scheduled. Due to paucity of time presentation by Registrar office and Department of Academic could only be made. During the course of presentation, various issues were deliberated and discussed as under:

1. Meeting of the Board shall be held every month for next 12 months and progress report in respect of important activities of each department shall be presented to the Board in the meeting to ensure oversight and necessary guidance from the Board, wherever required.
2. While reviewing the matters pertaining to human resources, it was decided to expedite the HR audit and review report being prepared by Mahatma Gandhi State Institute of Public Administration, Punjab and complete it within 30 days and a presentation shall be arranged before the Board.
3. While reviewing the matters pertaining to sports cell, it was decided to expedite the sports calendar for the session 2015-16 and placed before the Board in its next meeting. Various other suggestions regarding setting up of Centres of Excellence, Sports Hostel were discussed and it was decided that suitable proposal may accordingly be framed and placed before the Board.
4. The Board appreciated the efforts of the University in setting up of International Resource Centre-Universal Human Values and various initiatives taken by it. It was further decided that efforts should be made to sensitize all the faculty of the affiliated colleges in universal human values through camps and also providing material online.
5. The Board also discussed about the need to involve students in community and social work to sensitize and inculcate these values in students. It was suggested to explore the possibility of registering a society by every affiliated college, which can act as an NGO, with the involvement of all the students and faculty. This NGO can adopt one village of its choice and contribute towards cleanliness, hygiene, education, poverty and gender challenges etc. Dean (RIC) will coordinate and present a plan in the next meeting.
6. The Board desired that the University must ensure strict policies on all ethical issues whether dealing with unfair means cases or cases of plagiarism etc.
7. The Board accorded top priority to the finalization and official notification of the regulations, which is essential for fair and transparent functioning of the university. The following committee was constituted to finalize the draft regulations applicable to both the Universities (i.e. IKGPTU and MRSSTU) :
 - (i) Prof. Satish Verma, RBI Chair Professor, CRRID, Chandigarh (former Professor and Head Punjab School of Economics, GNDU).
 - (ii) Dr. Paramjeet Singh, Former Director, Distance Education, GNDU, Amritsar.

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Chandigarh

Head

Department of Management
I.K. Gujral Punjab Technical University
Kapurthala-144 603

- (iii) Dr. Pritpal Singh, Registrar, Shri Guru Granth Sahib World University, Fatehgarh Sahib.
- (iv) Prof. B. S. Ghuman, Department of Political Science, Punjabi University, Patiala.
- (v) Dr. V. K. Bansal, Prof. & Head, Law University, Patiala.

Honorarium of 60,000/- per person will be paid to each member and expenditure for the same will be born jointly by IKGPTU & MRSSTU. It was also decided to provide them necessary secretariat assistance as may be required by them. The Committee shall be asked to submit report within two months failing which suitable deductions would be made from their remuneration. The payment would be made on submission of the report.

8. The Board discussed the Governance issues at length and it was decided that the University shall adopt UGC guidelines in totality. In case UGC does not have guidelines on any subject, then University shall follow other relevant regulatory bodies such as AICTE or MCI. In cases not covered by Regulatory bodies and all other matters, the University shall follow the best practices from other more established Universities rather than reinventing the same. The draft regulations shall take this into account. Any departure in future or in the past, shall be placed before the Board with full justification for its approval and ratification.
9. The Board desired that draft media policy should be prepared keeping in view similar policies of other established Universities and placed before the Board.
10. While reviewing the usage of library facilities and e-resources, it was decided that a detailed presentation would be made by the Deputy Librarian in the next meeting, regarding using the available resources optimally.
11. The Board desired that University shall streamline its online presence and various websites and portals developed by different departments of the University shall be consolidated to give its stakeholders a better user experience and ensure its effectiveness. It was further decided that in order to ensure complete transparency in the functioning of the University, all the agendas, proceedings of BOG, Academic Council and all other committees, various policies and regulations currently being followed by the University and relevant information in respect of Affiliated Colleges shall be uploaded on the website within 15 days. Mr. Sunil Kumar, Deputy Registrar, Computer Cell will be responsible for the same.
12. It was also decided that a page will be created on the website to receive the grievances of students, affiliated colleges, faculty and public with facility of uploading of relevant documents. Mr. Sunil Kumar, Deputy Registrar, Computer Cell of the university will be responsible to develop the page within 15 days. All complaints/reports so received should be electronically forwarded to the Chairman BOG, Vice Chancellor and Registrar.

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Head
Department of Management
I.K. Gujral Punjab Technical University
Kapurthala-144 603

Thereafter regular agenda was taken up:

Item No. 55.1 To confirm the proceedings of 53rd and 54th meetings of the Board of Governors, IK Gujral Punjab Technical University

The Board confirmed the proceedings of 53rd and 55th meetings except that the decision was reviewed regarding legal expenses vide agenda item 53.13 should be read as follows:

"All legal expenses in discharge of prescribed duty for PTU officials, members of BOGs shall be borne by the University in furtherance of the interest of the University."

Item No. 55.2 Action Taken Report on the 53rd and 54th meeting of the Board of Governors, IK Gujral Punjab Technical University along with Vice-Chancellor's Presentation on University Activities.

The Board noted the action taken report. It was decided that VC would personally review the progress on various decisions and put up the report in the next meeting about the pending matters.

Item No. 55.3 To consider proposal for Teaching Departments at I.K. Gujral Punjab Technical University, Kapurthala.

The Board considered the proposal and it was decided that the matter be first deliberated in the Academic Council and the recommendations of the Academic Council be placed before the Board.

Item No. 55.4 To approve the minutes of 45th meeting of Academic Council of IKGPTU to be held on 29.6.2015

The Board deliberated on the introduction of Choice Based Credit System, the Board approved the minutes of Academic Council meeting held on 29.06.2015.

Item No. 55.5 To approve the minutes of 43rd, 44th, 45th and 46th meetings of Standing Building Construction Committee.

It was decided that the new Building Committee should review the minutes of Standing Building Construction Committee 43rd, 44th, 45th and 46th and put up the same with comments of the Vice-Chancellor in the next meeting.

Item No. 55.6 (a) To constitute Statutory Committees as per I.K. Gujral Punjab Technical University Act

The Board authorized the Chairman to constitute various committees and the case would be put up by the University on file.

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Head
Department of Management
I.K. Gujral Punjab Technical University
Kapurthala-144 603

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(b) To Constitute Sub-Committees to meet the functional requirements of the University:

The Board authorized the Chairman to constitute various committees and the case would be put up by the University on file.

Item No. 55.7

Approval for launch of Distance Education Programme for session 2015-16

The Board was informed that the University has submitted the requisite affidavit to the UGC and formal approval of the UGC is in process. It was decided that the matter be put up to the Board after UGC approval.

The Board was further informed that agreement with NetIIT has been put on hold and no payment is being made to them. It was decided that a detailed agenda item indicating expenditure, liabilities incurred and agreement made with the NetIIT be placed before the Board in its next meeting.

Item No. 55.8

To ratify the Interim Budget (2015-16) of I.K. Gujral PTU, Jalandhar

It was decided that the budget should first be considered by the Finance Committee and then placed before the Board.

Item No. 55.9

To ratify opening and Maintenance of Separate Bank Account by Controller of Examination for Confidential Examination work of the University

It was decided that the system being followed in the Punjab University, Punjabi University, Patiala, GNDU, Amritsar should also be ascertained and matter be placed before the Board in the next meeting.

Item No. 55.10

Agenda for PITs :

The Board considered the agenda item and authorized the committee comprising of the following members to make suitable recommendations regarding various programs at PITs and at IKG PTU Campus:

1. Sh. Sachit Jain
Joint Managing Director, Vardhman Textile - Member
2. Dr. A.P. Singh
Dean (RIC), I.K. Gujral PTU - Member
3. Dr. Dharinder Tayal
Director, Anovus Institute of Clinical Research - Member
4. Dr. M. P. Poonia
Director, NITTTR, Chandigarh - Member

The committee was further authorized to take any emergent decision and the same shall be ratified in the subsequent meeting of the Board.

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I.K. Gujral Punjab Technical University
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- Item No. 55.11 To take decision on requests made by University Officials for transfer/shifting from IKGPTU to MRRSSTU**
It was decided that the Registrars of both the universities will jointly decide officers/officials to be transferred as per their requirements, within a period of 30 days.
- Item No. 55.12 To review the Status of Contractual appointments in the University.**
It was decided that the matter be placed in the next meeting along with the process of recruitment, qualifications (as per UGC norms), and other relevant details.
- Item No. 55.13 To approve the promotions of faculty under CAS**
It was decided that the UGC Regulations regarding CAS should be presented in the next meeting in tabular form along with deviation (if any) and justification of the same.
- Item No. 55.14 To re-consider the policy of appointments on compassionate grounds**
It was decided the item be placed in the next meeting of the Board.
- Item No. 55.15 To implementation the policy of Punjab Govt. Notification No. 17/20/2010-24442/132 dated 17.11.2014 for the persons with disabilities (Equal Opportunities, Protection of Rights and Full Participation) Act, 1995 (Central Act No. 1 of 1996) clause No. 33.**
The Board approved to adopt the Punjab Govt. Policy for implementation.
- Item No. 55.16 Replacement of earlier adopted notification of Child Care Leave issued by the Government of Punjab as per requirement of the University**
It was desired the item be placed in the next meeting along with existing regulations of UGC, GNDU, Punjabi University and Punjab University.
- Item No. 55.17 To consider the enhancement of Retirement Age from 58 years to 60 years for Group B & C Non-teaching employees**
It was decided that the item be placed in the next meeting.
- Item No. 55.18 To inform about the recruitment status.**
It was decided that the item be placed in the next meeting along with the details of advertisement and qualifications as per UGC norms, posts sanctioned by the competent authority and other relevant details regarding the norms followed by the University.

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[Signature]

- Item No. 55.19 **To approve the payment of retirement benefits to employees who have retired before the qualifying period as one time measure**

It was decided that the item be placed in the next meeting.

- Item No. 55.20 **To review status of pending references from State Government and follow up of the initiatives taken by the University with DTE**

It was decided that the report should be submitted to the Government within stipulated time.

- Item No. 55.21 **(a) To review the status of Court Cases and details of crucial cases**

It was decided that the information should be put up in the next meeting with following details:

1. Name of all Advocates
2. Nature of case
3. Fee paid
4. Standard fees charged by these advocates

- (b) Status of Arbitration between Mindlogicx Infotech Ltd. and IK Gujral Punjab Technical University**

It was decided that the matter be put up in the next meeting along with

1. detailed background
2. calendar of events
3. Arbitration cost
4. all sitting
5. and fee paid other details (if any)
6. Name of all Advocates engaged
7. Fee paid to them and
8. Standard fees charged by these advocates

- (c) Empanelment of Advocates**

It was decided that the matter be put up in the next meeting along with

1. Name of all Advocates
2. Standard fees charged by these advocates

- Item No. 55.22 **To change the design of Insignia (Logo) of the University**

- (a) IK Gujral PTU logo** **(b) Branding Logo**

Design experts should be consulted and the suggestion along with designs proposed be put up in the next board meeting for IK Gujral PTU Logo and Branding Logo.

- Item No. 55.23 **Any other item with the permission of Chair.**

No other item was placed.

Meeting ended with a vote of thanks to the chair.

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Head
Department of Management
I.K. Gujral Punjab Technical University
Kapurthala-144 603

Er. EKONKAR SINGH
Deputy Registrar (Academics)



I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY
Jalandhar - Kapurthala Highway
Phone No. 01822- 662570
E-mail: esjohal@gmail.com

Ref. No. PTU/DA/ 1358.

Dated: 30/6/2015.

Principal / Director
All affiliated Colleges

Subject : Minutes of 45th Academic Council meeting

Sir/ Madam,

Please find enclosed herewith minutes of the 45th Academic Council meeting held on 29th June, 2015 at 12:30 pm at IKPTU Mohali Campus for your information and record.

Yours sincerely

Es Johal
30/6/15

Deputy Registrar

- Copy to:
1. PS to VC for the kind information of the Vice-Chancellor.
 2. Dean (Academics)
 3. Registrar

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Head
Department of Management
I.K. Gujral Punjab Technical University
Kapurthala-144 603
Es Johal

MINUTES OF 45th MEETING OF ACADEMIC COUNCIL HELD ON 29th JUNE 2015 AT 12:30 PM AT IKG-PTU CAMPUS MOHALI.

A. STATUTORY AGENDA

45.01 To confirm the minutes of 44th Academic Council meeting held on 09th June, 2014.

The Council approved Minutes of 44th Academic Council meeting held on 09th June, 2014.

45.02 Action Taken Report (ATR) of the 44th Academic Council Meeting.

The Council noted the action taken report on the 44th meeting of the Academic council.

45.03 Award of Ph.D.

The council recommended the following candidates to BOG for the award of Ph.D. Degree

S. No	Registrati on No.	Date of Viva-voce	Name	F Name	Branch	Title of Thesis
1.	14.19.04	08-01-15	Harsimarjeet Khurana	A.P.S. Bedi	Computer Science & Engineering	DEVELOPMENT AND IMPLEMENTATION OF NEW PAIRING TECHNIQUE FOR STUDYING THE EFFECTIVENESS OF PAIRS ON PERSONA AND PROGRAMMING CODE.
2.	11.67.09	12-01-15	Sukhwinder Kaur	Kuldeep Singh	Management	PERFORMANCE OF MUTUAL FUNDS IN INDIA.
3.	1111017	15-01-15	Ruchika Bagga	Harjinder Bagga	Physics	RARE EARTH DOPED GLASSES AND GLASS CERAMICS:OPTICAL & PHYSICAL CHARACTERIZATION
4.	01.28.09	19-01-15	Harpreet Gaba	S. Gurbax Singh Gaba	Civil Engineering	STRUCTURAL HEALTH MONITORING AND RETROFITTING OF RCC RECTANGULAR SLABS
5.	02.38.09	23-01-15	Kanika Sharma	Lok Nath Sharma	Electronics and Communication Engineering	MEDIUM ACCESS CONTROL AND ROUTING BASED LIFETIME ENHANCEMENT FOR WIRELESS SENSOR NETWORKS
6.	11.94.09	06-02-15	Parul Khanna	Rajesh Kumar Bhandari	Management	MANAGING NON PERFORMING ASSETS OF COMMERCIAL BANKS IN COMPETITIVE ERA.
7.	14.34.08	16-02-15	Amit Sharma	Subhash Sharma	Computer Science & Engineering	A DYNAMIC INTRUDER ANALYSER FOR INTRUSION DETECTION SYSTEM.
8.	01.21.08	13-04-15	Neeru Bansal	Sh. Harmesh Kumar Bansal	Civil Engineering	INVESTIGATION OF SFRC CORNERS UNDER OPENING BENDING MOMENT
9.	11.96.09	20-04-15	Sushendra Kumar Misra	Sh. V. D. Mishra	Management	A STUDY OF FACTORS AFFECTING ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS IN INDIA
10.	02.46.09	23-04-15	Neeru Malhotra	Sh. Chaman Lal Kochher	Electronics & Communication Engineering	FINITE DIFFERENCE & HIERARCHICAL FINITE ELEMENT BASED FORMULATION OF ELECTROMAGNETIC APPLICATORS
11.	1011010	27-04-15	Vikas Duggal	Sh. Ajay Kumar	Physics	ASSESSMENT OF RADIOLOGICAL RISK DUE TO NATURAL RADIONUCLIDES IN THE ENVIRONS OF NORTHERN RAJASTHAN
12.	11.68.09	05-05-15	Harwinder Pal Kaur	S. Balvir Singh	Management	COMMODITY TRADING IN AGRICULTURE PRODUCTS
13.	05.40.08	11-05-15	Harish Kumar	Sh. Bhasker Datt	Mechanical Engineering	STUDIES IN SURFACE MODIFICATION WITH MAGNETICALLY ASSISTED STAINLESS STEEL PINS

14.	1106010	14-05-15	Jagdeep Singh	Santokh Singh	Mechanical Engineering	A STUDY TO IMPROVE THE PERFORMANCE OF SMALL MEDIUM ENTERPRISES USING CONTINUOUS IMPROVEMENT STRATEGIES
15.	1006023	20-05-15	Amit Handa	Sh. Tilak Raj Handa	Mechanical Engineering	STUDIES OF MECHANICAL PROPERTIES AND HOT CORROSION BEHAVIOUR OF FRICTION WELDED DISSIMILAR STEELS
16.	1003003	21-05-15	Harish Kundra	Kashmir Chand Kundra	Computer Science and Engineering	ESTIMATION OF NATURAL TERRAIN CLASSIFICATION: A NATURAL COMPUTING APPROACH
17.	02.50.10	05-06-15	Monish Gupta	Sh. Pawan Kumar	Electronics & Communication Engineering	MODELLING OF METAMATERIALS FOR RADIO AND MICROWAVE FREQUENCY APPLICATIONS
18.	17.14.09	19-06-15	Akshay Girdhar	Sh. Ranjit Lal Girdhar	Computer Science and Engineering	INVESTIGATIONS OF PRE-PROCESSING TECHNIQUES FOR MEDICAL ULTRASOUND IMAGES

B. INFORMATION AGENDA

45.04 To inform about change of name of University to I.K. Gujral Punjab Technical University and establishment of new University MRSSTU, Bathinda

Dean Academics informed the Council that the Government of Punjab has changed the name of the Punjab Technical University to I.K. Gujral Punjab Technical University which has already been notified by PTU

A new University has also been established by the Govt. of Punjab vide Ordinance No. 4 of 2014 dated 15 Dec, 2014 the colleges falling in the Districts Bathinda, Barnala, Faridkot, Fatehgarh Sahib, Fazilka, Ferozepur, Mansa, Moga, Shri Muktsar Sahib, Patiala, Sangrur are being transferred to the new established University.

The council noted the same.

C. AGENDA FOR DISCUSSION & RECOMMENDATIONS

45.05 To ratify Academic Calendar for session 2015-16.

The Council ratified the Academic Calendar for the session 2015-16 with extension of odd semester from 10th November to 13th November, 2015.

45.06 To approve Pre-requisite for Aeronautical Engg.

Many of the members given the input to the agenda item and have not agreed to the recommendations that there is no pre-requisite in the scheme. Further It was decided that the item shall be placed in next Academic Council meeting after reviewing.

45.07 Relaxation to the deaf and dumb students from appearing in theory examination for the B.Sc. courses in Fashion Design and Textile Design being conducted by NIIFT, Mohali

Dean (Academics) informed that a proposal has been received from NIIFT regarding granting of relaxation to the deaf and dumb students from appearing in theory examination for the B.Sc. courses in Fashion Design and Textile Design being conducted by NIIFT, Mohali

The Chairman informed the council that such type of rules and regulations should be framed for the all the courses for such type of students instead for a particular course. Further it was decided that a committee should be constituted with the nomination from organizations/NGO's working for such type of students. The council has authorized Vice Chancellor to constitute the committee and the recommendation of the committee should be placed in the next academic council meeting.

45.08 Approval for counting the duration of Ph. D. from the date of approval of Ph.D. synopsis instead from the date of enrollment for Ph. D.

The agenda was discussed at a length in the meeting and all the members expressed the concern and advised to expedite the evaluation process. Chairman also discussed about to follow the UGC regulations regarding the same. As informed by the Dean RIC that these are the few cases, therefore it is recommended that Dean RIC may put up for this relaxation i.e. to consider the time duration from the date of synopsis approval instead from the date of enrollment from case to case basis.

45.09 To approve the minutes of various Board of Studies

The council approved the syllabus and minutes as proposed except following

❖ BOS Journalism & Mass Communication

and

❖ BOS Pharmacy

For these courses it is recommended that the recommendation should be thoroughly review in the light of rules and regulations of regulatory bodies and should be placed in the next academic council meeting.

45.10 To approve the Academic Regulations for B. Tech. (Part-time)

Dean (Academic) informed the council that a committee was constituted to propose the Academic Regulations for Bachelor of Technology/Bachelor of Engineering part time courses in view of the approval of these course in some the affiliated colleges of IKG PTU by AICTE. The proposed Academic Regulations for Bachelor of Technology/Bachelor of Engineering part time courses are ratified by the council.


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45.11. Credit Based System

The council noted and discussed the drafted regulations to implement the Choice based Credit System(CBCS) from session 2015-16. As informed by the Dean Academic that the BOS has still to make the changes in the curriculum and teaching schemes to make it Choice based in view the UGC guidelines. Therefore the council has in principal agreed to implement the same and advised to complete the process to update the teaching schemes and curriculum in light of the UGC regulations at the earliest so that CBCS will be implemented at the earliest.

45.12. Revision of Eligibility for MCA (LE), BCA/B.Sc.(IT)/BAMT (LE), M.Sc. IT (LE) and B.Sc. CS (1stYr)

The council approved the following eligibility

S.No.	Course	Existing Eligibility	Revised Eligibility
1	MCA (LE)	Recognized Bachelor Degree of minimum 3 yrs duration in BCA, B.Sc (IT/ Computer Science) with Mathematics as a course at 10+2 level or at Graduate Level and have obtained at least 50% (45% in case of candidate belonging to reserved category) at the qualifying Examination	1. Bachelors degree in BCA, B Sc. (IT/Computer Science) (from a recognized university) with mathematics as a course at 10 + 2 level or at a graduation level. Or 2. B Tech. in CSE/ IT (or equivalent). or 3. M Sc. IT/ CS with mathematics as a course at 10 + 2 level or at a graduation or PG level.
2	BCA/B.Sc. IT/ BAMT (LE)	All those candidates who have passed Matriculation examination AND have also passed three year Diploma in any Trade from Punjab State Board of Technical Education & Industrial Training, Chandigarh or such Examination from any other recognized State Board of Technical Education, or Sant Longowal Institute of Engineering & Technology, Longowal Group (A) 1. Computer Science Engineering 2. Information Technology Group (B) 1. Electrical Engineering 2. Electronics & Communication Engineering 3. Electronics & Instrumentation Engineering 4. E-Telecom 5. Electronics(TV Technology) 6. Electronics 7. Micro Processor	1. 3 year polytechnic Diploma in IT/CSE (or equivalent) Or 2. 10 + 2 with 1 year diploma in Computer Application/ IT (or equivalent) from a recognized university with mathematics as a course at 10 + 2 or DIT/DCA level.
3	B.Sc. Computer Science	All those candidates who have passed the 10+2 or its equivalent examination in any stream conducted by a recognized Board / University / Council. OR Those candidates who have passed their Matriculation examination AND have also passed three year Diploma	All those candidates who have passed the 10+2 in Non-Medical or its equivalent examination in Non-Medical conducted by a recognized Board / University / Council. OR Those candidates who have passed three year Diploma in CSE/IT from Punjab State Board of Technical

		in any Trade from Punjab State Board of Technical Education & Industrial Training, Chandigarh or such Examination from any other recognized State Board of Technical Education, or Sant Longowal Institute of Engineering & Technology, Longowal	Education & Industrial Training, Chandigarh or equivalent.
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45.13 Constitution of new Board of Studies for the period of July 2014 to July 2016

Dean (Academics) informed to the Council the tenure of previous BOS was upto June 2014 and in the previous meeting Vice-Chancellor was authorized to constitute the BOS. No meeting of the Council was held thereafter and the BOS were constituted and working from July 2014. As per regulations the tenure of Board of Studies is two year, the new Board of Studies has been constituted for the period July, 2014 to July, 2016.

The council has ratified the same.

46.14 To introduce Cyber Security/ Information Security as a subject at UG/PG level.

Dean (Academics) informed the council that UGC vide D.O. No. 14-7/2009 (CPP-II) dated 16 January 2013 has forward the following recommendations of the Task Force on National Security System

"UGC and AICTE would ensure that Cyber Security / Information Security is introduced as a subject in the Universities/technical institutions at the under-graduate and post-graduate level."

The council has approved the same and advised to refer the same to BOS for inclusion in the teaching scheme.

46.15 Pre-requisite

The council ratified the revised pre-requisites as notified vide Notification No. PTU/Reg/Notification/558 dated 18/03/2015

45.16 Any other item with the permission of the Vice-Chancellor.

- (1) It was decided that the University will update the list of college for counseling indicating separately the UGC Autonomous/NAAC/NBA college, for the information of the students.
- (2) It was also discussed that there should be a Guest House of PTU in Mohali/ Chandigarh in view of the requirements of PTU and its affiliated colleges.
- (3) Directors of PITs raised the issue of extension to the existing contractual faculty. In view of the limited time period remaining in starting of Academic session i.e. starting from 15th July, 2015, it was decided to give one month extension to the existing contractual faculty.

Meeting ended with a vote of thanks to the Chair.



Registrar


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**CREDIT BASED SYSTEM (CBS)
APPLICABLE TO**

**CAMPUSES, AUTONOMOUS & AFFILIATED
COLLEGES/INSTITUTIONS OF I. K. GUJRAL
PUNJAB TECHNICAL UNIVERSITY**

**DEPARTMENT OF ACADEMICS
I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY
JALANDHAR**


28/9/2016


Head
Department of Management
I.K. Gujral Punjab Technical University
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1. PREAMBLE

I. K. Gujral Punjab Technical University (IKGPTU) (Formerly known as Punjab Technical University), Jalandhar was established in the Year 1997 under the Punjab Technical University Act, 1996 (Punjab Act No. 1 of 1997) to enhance technical education and development thereof in the State of Punjab and for matters connected therewith. The University is aware of the urgent need to move towards Choice-Based Credit System (CBCS) and Grading system as per guide lines of UGC. The university has already implemented Credit Based System from the Academic session- 2015-16. The University is committed to implement CBCS in future.

2. WHY CHOICE BASED CREDIT SYSTEM

The Choice Based Credit System (CBCS) enables a student to obtain a degree by accumulating required number of credits prescribed for that degree. The student also has choice in selecting courses out of those offered by various departments. The grade points earned for each course reflects the student's proficiency in that course. The CBCS enables the students to earn credits across departments and provides flexibility in duration to complete a Program of study. The CBCS facilitates transfer of credits earned in different Departments/Centres of other recognized / accredited universities or institutions of higher education in India and abroad.

3. APPLICABILITY OF CHOICE BASED CREDIT SYSTEM

The Choice Based Credit System (CBCS) shall apply to all Under Graduate/Post Graduate Courses of IKGPTU's Campuses, Autonomous Institutions and affiliated Colleges/Institutions. Under CBCS the requirement for awarding a degree is prescribed in terms of number of credits and students are given choices from the pool of elective courses.

4. DEFINITIONS OF KEY WORDS

- 4.1. **Hon' able Vice Chancellor (VC):** Means the Hon' able Vice Chancellor (VC) of the I. K. Gujral Punjab Technical University, Jalandhar.
- 4.2. **Dean (Academics):** Means the Dean (Academics) of the I. K. Gujral Punjab Technical University, Jalandhar.
- 4.3. **Academic Year:** Two consecutive (one odd + one even) semesters constitute one academic year.




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- 4.4. **Credit Based System (CBS):** The CBS provides choice for students to select from the prescribed courses (core, elective and inter-disciplinary courses).
- 4.5. **Program/Discipline:** An educational program/discipline leading to award of a Degree/Diploma/Certificate.
- 4.6. **Course:** Usually referred to, as 'subject' is a component of a program/discipline. All courses need not carry the same weight. The courses should define learning objectives and learning outcomes. A course may be designed to comprise lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study etc. or a combination of some of these.
- 4.7. **Credit:** A unit by which the course work is measured. It determines the number of hours of instructions required per week. One credit is equivalent to one hour of teaching (Lecture or Tutorial) or two hours of practical work/field work per week.
- 4.8. **Credit Point:** It is the product of grade point and number of credits for a course.
- 4.9. **Credit Based Semester System (CBSS):** Under the CBSS, the requirement for awarding a degree/diploma/certificate is prescribed in terms of number of credits to be completed by the students.
- 4.10. **Grade Point:** It is a numerical weight allotted to each letter grade on a 10-point scale.
- 4.11. **Letter Grade:** It is an index of the performance of students in a said course. Grades are denoted by letters O, A+, A, B+, B, C, P and F.
- 4.12. **Semester:** Each semester will consist of 15-18 weeks of academic work equivalent to 90 actual teaching days. The odd semester may be scheduled from July to December and even semester from January to June.
- 4.13. **Semester Grade Point Average (SGPA):** It is a measure of performance of work done in a semester. It is ratio of total credit points secured by a student in various courses registered in a semester and the total course credits taken during that semester. It shall be expressed up to two decimal places.
- 4.14. **Cumulative Grade Point Average (CGPA):** It is a measure of overall cumulative performance of a student over all semesters. The CGPA is the ratio of total credit points secured by a student in various courses in all semesters and the sum of the total credits of all courses in all the semesters. It is expressed up to two decimal places.




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- 4.15. **Grade Card or Certificate:** Based on the grades earned, a grade certificate shall be issued to all the registered students after every semester. The grade certificate will display the course details (code, title, number of credits, grade secured) along with SGPA of that semester and CGPA earned till that semester.
- 4.16. **End Semester Examination:** The examination conducted by the University at the end of the semester.
- 4.17. **Internal Evaluation:** The Midterm Sessional Tests (MST) quizzes/ group discussion/ class discussion/ attendance/ seminars / projects/ case studies etc. comprise the internal evaluation.
- 4.18. **Degree:** An award conferred by university signifying that the student has satisfactorily completed a program/discipline of study.

5. COURSE STRUCTURE/ PATTERN

The Under Graduate/ Post Graduate degree courses will consist of three major components i.e., Core Courses, Elective Courses and Inter Departmental Courses.

- 5.1. **Core courses:** These are offered by the parent department and are totally related to the major/discipline course. The core courses also include subjects related to Basic Sciences and Humanity. The components like Practicals, Projects, Group Discussions, Viva, Field Visits etc. will be the part of the core course. The credits for Basic Sciences/Humanity and Core courses will be 10%-20% and 55%-75% of the total credits of a program/discipline respectively.
- 5.2. **Elective courses:** These are also offered by the parent department. These courses will provide choice and flexibility within the department. The student can choose his/her elective paper. Elective is related to the major course. The difference between core course and elective course is that the core course is a regular course as the part of the curriculum whereas in elective course, there is choice for the student. The credits for Elective courses will be 10%-15% of the total credits of a program/discipline.
- 5.3. **Inter Disciplinary Elective courses:** The department is at liberty to offer three to four Inter Disciplinary Elective courses and these courses are called as inter-departmental courses. These courses are offered by a department for the students belonging to other departments. The objective is to provide mobility and flexibility outside the parent department. These courses are introduced to make every course multi and inter-disciplinary in nature. These courses are to be chosen from a list of

courses offered by various departments. The credits for Inter Departmental Courses will be 5%-10% of the total credits of a program/discipline.

6. EVALUATION OF ACADEMIC PERFORMANCE OF STUDENTS

The academic performance of student in each course will be evaluated as per Table 1.

Table 1: Structure of grading academic performance

S. No.	Grade	Qualitative Meaning	Grade points
1	O	Outstanding	10
2	A ⁺	Excellent	9
3	A	Very good	8
4	B ⁺	Good	7
5	B	Above Average	6
6	C	Average	5
7	P	Marginal/Pass	4
8	F	Failed	0
9	Ab	Absent	0
10	I	Incomplete	-
11.	E	Detained	0
12	S/US	Satisfactory/Unsatisfactory	-

Description of Grades:

- 6.1. "O" Grade stands for outstanding achievement. The "P" grade stands for marginal/Pass performance. It is the minimum passing grade in any course.
- 6.2. "I" grade denotes incomplete performance. It may be awarded to a student if he/she does not appear in End Semester Examination due to some extraordinary circumstances.
- 6.3. "E" grade is awarded if student is detained i.e., attendance in theory class/laboratory is less than 75% and the student will have to repeat the course as and when offered.
- 6.4. "F" grade is given to the student who has appeared in the End Semester Examination but failed to get "minimum qualified marks".

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6.5. "Ab" grade is awarded if the student is absent in the End Semester Examination without any valid reason.

Corresponding to earned letter grade for each course, the particular grade points are as given in Table 1. The Grade Point Average (GPA) is calculated by taking the number of grade points a student earned in a given period of time divided by the total number of credits undertaken for the studies. Each course is assigned with a weightage called credits. Table 2 shows the procedure to be followed to calculate number of credits for one hour of teaching per week for each course.

Table 2: Credits corresponding to one hour of Lecture/Tutorial/ Practical

S. No.	Teaching component	Credit(s)
1	Lecture	01 credit for 01 lecture hour per week
2	Tutorial/Studio*	01 credit for 01 tutorial/studio hour per week
3	Practical/Field Visit*	01 credit for 02 practical/Field visit hour per week. Three/four Laboratory hours per week shall be assigned two credits. Five/six Laboratory hours per week shall be assigned three credits. Seven/eight Laboratory hours per week shall be assigned four credits.
4	Seminar	01 credit for 01 practical/study hour per week
5	Project	01 credit for 01 hour per week or as defined in the syllabus
6	Dissertation	01 credit for 01 practical/study hour per week or as prescribed in the program/discipline.
7	Industrial Training	Equivalent to one semester though comprehensive evaluation mechanism as per defined norms.

**Applicable for Architecture*

7. EXAMINATION AND ASSESSMENT

The performance of student in each course shall be evaluated through continuous assessment consisting of examinations/tests/quizzes etc. as per the guide lines given in Table 3. An academic calendar indicating the schedule of continuous assessment will be notified by the University before the start of the academic session.




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Table 3: Continuous Assessment Criterion

Examination (Theory)	Syllabus to be covered in the examination	Time allotted for the examination	Weightage (Marks)	Remarks
Midterm Sessional Test (MST) - I	Upto 33%	1.5 Hour	24%	Best two tests shall be considered and in any case no special test will be conducted for the students who remained absent in any of the MST. MST-I, II, III and quizzes etc constitute internal evaluation.
Midterm Sessional Test (MST) - II	33 % to 66 %	1.5 Hour		
Midterm Sessional Test (MST) - III	66% to 100%	1.5 Hour		
Quizzes/Group discussion / Class discussion/ attendance/ seminars / projects/ case studies assignments etc.	As per discretion of teacher	As per discretion of teacher	16%	
End Semester Examination	100% Syllabus	3 Hours	60%	Checking of answer sheets will be done at the University level. This component is called external evaluation.
Total			100%	Marks may be rounded off to nearest integer
Practical				
Daily evaluation of practical records/Assignment/Viva Voce/ Attendance etc.			60%	Internal evaluation
Final Practical Performance + Viva Voce	100% Syllabus	3 Hours	40%	External evaluation
Total			100%	Marks may be rounded off to nearest integer

There must be an overall Coordinator at the Institution/Department level to coordinate for the proper implementation of the same. Coordinator will ensure that syllabus covered before internal and external evaluation must be as per Table 3.

The marks computed out of 100 shall be used to find grade and grade points for each course/component. Finally grade points of all courses shall be used to compute SGPA and then CGPA.

7.1. All evaluations of different components of a course shall be done in marks for each student. The marks obtained in theory/practical courses or other teaching components shall be scaled to 100 (40 internal evaluation+60 external evaluation for Theory paper and 60 internal evaluation +40 external evaluation for Practical paper) up to next integer value. Finally the grades will be assigned to each student in each course as per following guidelines:

- (a) Absolute grading will be used for class having less than 30 (<30) registered students. The criterion is outlined in Table 4.

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Table 4: Absolute grading criterion

Sr. No.	Marks	Grade	Grade points
1	≥ 90 & ≤ 100	O	10
2	≥ 80 & < 90	A+	9
3	≥ 70 & < 80	A	8
4	≥ 60 & < 70	B+	7
5	≥ 50 & < 60	B	6
6	≥ 45 & < 50	C	5
7	≥ 40 & < 45	P	4
8	< 40	F	0

Note:- The grade boundaries as indicated above may be marginally adjusted

- (b) Relative grading will be used for a class having 30 or more (≥ 30) registered students as statistical distributions are suitable for samples having 30 or more number of elements. The criterion is outlined in Table 5. Workout example for different values of σ and μ and corresponding grades has been given in Annexure-I.

Table 5: Relative grading criterion

Sr. No.	Marks	Grade	Grade points
1	$\geq \mu + 1.80\sigma$	O	10
2	$\geq \mu + 1.35\sigma$ and $< \mu + 1.80\sigma$	A+	9
3	$\geq \mu + 0.85\sigma$ and $< \mu + 1.35\sigma$	A	8
4	$\geq \mu + 0.35\sigma$ and $< \mu + 0.85\sigma$	B+	7
5	$\geq \mu$ and $< \mu + 0.35\sigma$	B	6
6	$\geq \mu - 0.35\sigma$ and $< \mu$	C	5
7	$\geq 40\%$ Marks and $< \mu - 0.35\sigma$	P	4
8	$< 40\%$ (Marks)	F	0

Note:-

1. μ is mean and σ is standard deviation of marks obtained in the class (Annexure II)
2. The grade boundaries as indicated above may be marginally adjusted if there is any violation of upper or lower limits
3. Lower and higher outliers can be separated before awarding the grades

7.2. "F", "Ab", "I", and "P" grades:

- a) It is compulsory to secure at least 20% marks in each course to be considered for grading. If a student secures less than 20% marks he/she will be awarded "F" grade in that course.

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- b) It is also compulsory to appear in the End Semester Examination. If student does not appear in the End Semester Examination without the permission of Hon'able Vice Chancellor/ Dean (Academics), he/she will be awarded "Ab" grade in that course.
- c) "I" grade (Incomplete) would be awarded to the student who has not appeared in the End Semester Examination due to a justified reasons in extraordinary circumstances. "I" grade shall be awarded to the student only after approval from Hon'able Vice Chancellor/ Dean (Academics). In case a student get "I" grade, he/she has to appear only in End Semester Examination. His/her internal assessment marks will be freezed and he/she will be given grade as per mean and standard deviation of his/her original class without modification in grades of other students. In case, absolute grading is applicable then fixed thresholds will be used as per Table 4.
- d) "P" grade shall not be awarded for percentage of marks less than 40%. Still further, no student having 40% or more marks will be awarded failing grade "F" i.e. any student having 40% or more marks will get atleast "P" grade.

7.3. A student can apply for improvement in grade of any course in which he/she has got "P" grade. He/she will be allowed to appear only in End Semester Examination and will be evaluated as per performance of his original class. In any case grade of other students of his/her original class shall not change. The student can improve to the most in two subjects and maximum grade can be up to "A" grade if CGPA is more than 6.0 at the end of degree. However, student can improve more than two subjects and maximum grade can be up to "A" grade to attain the 6.0 CGPA (or 60% marks) if CGPA is less than 6.0 at the end of the degree.

7.4. A student who secures "F" or "Ab" grade will have an option to appear in End Semester Examination i.e. external component. His/her internal assessment marks will be freezed and he/she will be given grade as per mean and standard deviation of his/her original class without modification in grades of other students. In case, absolute grading is applicable then fixed thresholds will be used as per Table 4.

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Moreover he/she will also have the option to repeat the course by re-registering in that course, whenever it is offered next time.

7.5. Every class instructor teaching a class will take attendance till the last instructional day in the semester. The statement of the attendance with marks in MST should be displayed on the notice board and submitted to the department within one week of conduct of the MST. The next day after the last instructional day, a statement of shortage of attendance i.e. detainee student list may be submitted to the department.

7.6. A student shall have to attend 75% of Lectures (including tutorials) of a course(s) otherwise he/she will be detained in that course(s).

Dean (Academics) of the University in case of University/constituent College and Principal/Director in case of affiliated institutions may condone attendance shortage upto 10% in the total for the reasons to be recorded in writing (owning to serious illness, calamity, participation in any game/sports/competitions with the approval of the Institution etc.). However, under no circumstances, a student who has an aggregate attendance of less than 65%, in a semester shall be allowed to appear in the End Semester Examination.

7.7. A student is detained in a course, whatever may be the reason for the shortfall in attendance, will not be permitted to sit for the End Semester Examination in the course. He/she will be awarded E grade for the course. In order to earn credits for this course, the student will have to re-register for the course, whenever it is offered next time. The department will not make any adjustment in time table for such students. In case a student is detained in the elective course, atleast one time in one year such course has to be offered to such student by making appropriate arrangements for conducting the classes.

7.8. There are no grade points for "F", "Ab", "I" and "E" grades, so they are not considered for SGPA and CGPA. However for calculating total number of credits, all the courses allotted in the semester(s) are considered for calculation of SGPA and CGPA.

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7.9. SGPA and CGPA shall be calculated up to two decimal place, after rounding off the third decimal to the nearest second place integer decimal i.e. 0.005 is to be increased to 0.01. CGPA should be computed after every semester.

7.10. To obtain "O", student has to appear in all the teaching/evaluation component of the course. However, in the view of the merit of the student, the teacher may consider to award "O" grade for a student who has not gone through all the component of the course.

7.11. An honors degree will be conferred at CGPA of 8.0 or above provided student should not have obtained even a single "F", "Ab" or "E" in any course during whole duration of the course.

8. COMPUTATION OF SGPA and CGPA

The performance of a student will be evaluated in terms of two indices, viz., semester grade point average (SGPA) and cumulative grade point average (CGPA) for the completed semesters at any point in time. SGPA and CGPA shall be calculated up to two decimal places, thus 0.005 to be rounded off to 0.01.

8.1. Semester Grade Point Average (SGPA): The performance of a student in a particular semester will be measured by semester grade point average (SGPA), which is a weighted average of the grades secured in all the courses/teaching components taken in a semester and scaled to a maximum 10.

Let the grade points associated with the letter grades awarded to a student in assigned courses are g_1, g_2, g_3, g_4, g_5 and the corresponding credits are w_1, w_2, w_3, w_4, w_5 , the SGPA will be calculated as

$$SGPA = \frac{w_1 g_1 + w_2 g_2 + w_3 g_3 + w_4 g_4 + w_5 g_5}{w_1 + w_2 + w_3 + w_4 + w_5}$$

In general, it can be written as

$$SGPA = \frac{\sum_{i=1}^m w_i g_i}{\sum_{i=1}^m w_i}$$

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Where,

w_i is credit of i^{th} course, g_i is grade point of i^{th} course and m is number of courses in one semester.

Here, $g_i = p_i g_{is} + p_{ese} g_{ese}$

p_i is the prescribed percentage weightage to Internal Evaluation

p_{ese} is the prescribed percentage weightage to End Semester Evaluation

g_{is} is grade point obtained in Internal Evaluation

g_{ese} is grade point obtained in End Semester Evaluation

For instance, suppose a student is registered for one 5-credit course, four 4-credit courses and one 3-credit course during a semester i.e., a total 24 ($5+4+4+3$)-credits. If he/she secures O, A+, A, B+, B & P grades respectively in these courses in internal evaluation having 40% weightage and A, B, C, P, B & C grades respectively in end semester examination having 60% weightage, his/her SGPA can be calculated as follows:

SGPA =

$$\frac{(0.4 \times 10 + 0.6 \times 8) \times 5 + (0.4 \times 9 + 0.6 \times 6) \times 4 + (0.4 \times 8 + 0.6 \times 5) \times 4 + (0.4 \times 7 + 0.6 \times 4) \times 4 + (0.4 \times 6 + 0.6 \times 6) \times 4 + (0.4 \times 4 + 0.6 \times 5) \times 3}{24}$$

$$= \frac{44 + 28.8 + 24.8 + 20.8 + 24 + 13.8}{24} = \frac{156.2}{24} = 6.51$$

SGPA will be calculated up to two decimal place only.

8.2. Cumulative Grade Point Average (CGPA): The cumulative grade point average (CGPA) indicates the overall academic performance of a student in all the courses registered upto and including the latest completed semester. It is computed in the same manner as the SGPA, considering all the courses (say n), and is given by

$$CGPA = \frac{\sum_{i=1}^n w_i g_i}{\sum_{i=1}^n w_i}$$

The grades of any and all repeated courses shall be included in the official transcripts. However once a student repeats and passes a course in which he/she had failed earlier, the earlier fail grade do not enter into the computation of CGPA.

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9. CONVERSION OF CGPA TO PERCENTAGE

The conversion of SGPA or CGPA to Percent score will be carried out by multiplication of respective SGPA or CGPA by a factor of 9.5. The equivalence between important percentages in absolute marks system and CGPA is given in Table 6.

Table 6: Equivalence between Percentages in absolute marks system and CGPA

CGPA (X)	4	5	6	7	8	9	10
Percentage (Y)	38	47.5	57	66.5	76	85.5	95

$$\text{Percentage (Y)} = \text{CGPA (X)} \times 9.5$$

CGPA of 6 is equivalent to 57 percent.

10. EVALUATION SYSTEM FOR CONSTITUENT AND AFFILIATED COLLEGES/INSTITUTIONS OF IKGPTU

10.1. Affiliated Institutions

For affiliated Institutions, the End Semester Examination (Theory) will be held at the University level, as per the pattern followed by the University time to time. The grading will be prepared by the University based on the marks obtained by the students in Internal and External Evaluation, both for Practical as well as Theory courses using *Absolute Criteria*. The Students are allowed for re-evaluation for End semester Examination.

10.2. Academic Autonomous Institutions

Relative grading for Internal Evaluation as well as End Semester Examination will be followed by the Institutions having the Academic Autonomy. The grading will be done at Institute level. The grading will be done after showing the Answer sheets to the students and thereafter no re-evaluation will be done for End Semester Examination for these Autonomous Institutions.

Jurisdiction: All disputes will be settled under the jurisdiction of Jalandhar Court.

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Annexure-I

Work-out example for different values of ' μ ' & ' σ ' with corresponding Grades

μ	σ	$\geq \mu+1.80\sigma$	$\geq \mu+1.35\sigma$ and $< \mu+1.80\sigma$	$\geq \mu+0.85\sigma$ and $< \mu+1.35\sigma$	$\geq \mu+0.35\sigma$ and $< \mu+0.85\sigma$	$\geq \mu$ and $< \mu+0.35\sigma$	$\geq \mu-0.35\sigma$ and $< \mu$	$\geq 40\%$ Marks and $< \mu-0.35\sigma$	$< 40\%$ (Marks)
50	10	≥ 68	≥ 63.5 and < 68	≥ 58.5 and < 63.5	≥ 53.5 and < 58.5	$50 \geq$ and < 53.5	≥ 46.5 and < 50	≥ 40 and < 46.5	< 40
50	20	≥ 86	≥ 77 and < 86	≥ 67 and < 77	≥ 57 and < 67	$50 \geq$ and < 57	≥ 43 and < 50	≥ 40 and < 43	< 40
55	10	≥ 73	≥ 68.5 and < 73	≥ 63.5 and < 68.5	≥ 58.5 and < 63.5	$55 \geq$ and < 58.5	≥ 51.5 and < 55	≥ 40 and < 51.5	< 40
55	20	≥ 91	≥ 82 and < 91	≥ 72 and < 82	≥ 62 and < 72	$55 \geq$ and < 62	≥ 48 and < 55	≥ 40 and < 48	< 40
60	10	≥ 78	≥ 73.5 and < 78	≥ 68.5 and < 73.5	≥ 63.5 and < 68.5	$60 \geq$ and < 63.5	≥ 56.5 and < 60	≥ 40 and < 56.5	< 40
60	20	≥ 96	≥ 87 and < 96	≥ 77 and < 87	≥ 67 and < 77	$60 \geq$ and < 67	≥ 53 and < 60	≥ 40 and < 53	< 40
Grade		O	A+	A	B+	B	C	P	F

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Annexure-II

Work-out example for Calculating ' μ ' & ' σ '

Roll	Marks obtained(X_i)	$(X_i - \mu)$	$(X_i - \mu)^2$
IKGPTU-1	25	0.82	0.68
IKGPTU-2	0	-24.18	584.46
IKGPTU-3	24	-0.18	0.03
IKGPTU-4	33	8.82	77.87
IKGPTU-5	25	0.82	0.68
IKGPTU-6	24	-0.18	0.03
IKGPTU-7	0	-24.18	584.46
IKGPTU-8	24	-0.18	0.03
IKGPTU-9	26	1.82	3.33
IKGPTU-10	24	-0.18	0.03
IKGPTU-11	44	19.82	393.00
IKGPTU-12	29	4.82	23.27
IKGPTU-13	33	8.82	77.87
IKGPTU-14	26	1.82	3.33
IKGPTU-15	24	-0.18	0.03
IKGPTU-16	25	0.82	0.68
IKGPTU-17	36	11.82	139.81
IKGPTU-18	30	5.82	33.92
IKGPTU-19	32	7.82	61.22
IKGPTU-20	24	-0.18	0.03
IKGPTU-21	24	-0.18	0.03
IKGPTU-22	25	0.82	0.68
IKGPTU-23	39	14.82	219.76
IKGPTU-24	30	5.82	33.92
IKGPTU-25	27	2.82	7.98
IKGPTU-26	26	1.82	3.33
IKGPTU-27	24	-0.18	0.03
IKGPTU-28	26	1.82	3.33
IKGPTU-29	24	-0.18	0.03
IKGPTU-30	24	-0.18	0.03
IKGPTU-31	27	2.82	7.98
IKGPTU-32	40	15.82	250.41
IKGPTU-33	12	-12.18	148.25
IKGPTU-34	7	-17.18	295.00



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IKGPTU-35	28	3.82	14.63
IKGPTU-36	26	1.82	3.33
IKGPTU-37	24	-0.18	0.03
IKGPTU-38	24	-0.18	0.03
IKGPTU-39	24	-0.18	0.03
IKGPTU-40	24	-0.18	0.03
IKGPTU-41	24	-0.18	0.03
IKGPTU-42	24	-0.18	0.03
IKGPTU-43	26	1.82	3.33
IKGPTU-44	24	-0.18	0.03
IKGPTU-45	25	0.82	0.68
IKGPTU-46	0	-24.18	584.46
IKGPTU-47	24	-0.18	0.03
IKGPTU-48	11	-13.18	173.60
IKGPTU-49	24	-0.18	0.03
IKGPTU-50	24	-0.18	0.03
IKGPTU-51	26	1.82	3.33
IKGPTU-52	7	-17.18	295.00
IKGPTU-53	32	7.82	61.22
IKGPTU-54	27	2.82	7.98
IKGPTU-55	37	12.82	164.46
IKGPTU-56	24	-0.18	0.03
IKGPTU-57	24	-0.18	0.03
IKGPTU-58	27	2.82	7.98
IKGPTU-59	0	-24.18	584.46
IKGPTU-60	24	-0.18	0.03
IKGPTU-61	24	-0.18	0.03
IKGPTU-62	27	2.82	7.98
IKGPTU-63	25	0.82	0.68
IKGPTU-64	28	3.82	14.63
IKGPTU-65	0	-24.18	584.46
IKGPTU-66	24	-0.18	0.03
IKGPTU-67	25	0.82	0.68
IKGPTU-68	26	1.82	3.33
IKGPTU-69	25	0.82	0.68
IKGPTU-70	30	5.82	33.92
IKGPTU-71	24	-0.18	0.03
IKGPTU-72	26	1.82	3.33




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IKGPTU-73	34	9.82	96.52
IKGPTU-74	24	-0.18	0.03
TOTAL	1789		5606.72
No. of Students (N)		74	
Mean (μ) = Total Marks obtained / No. of Students		24.18	
STANDARD DEVIATION (σ)		$\sqrt{\frac{1}{N-1} \sum_{i=1}^n (x_i - \mu)^2}$	
		$\sqrt{5606.72/73}$	
		=8.76	

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