

# 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

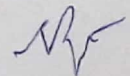
### Paper MBA 102-18 Managerial Economics

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.	✓	✓	✓	✓	✓	✓	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

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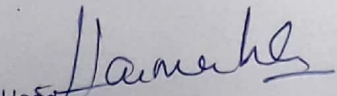


<b>Paper MBA 105-18 Business Environment and Indian Economy</b>									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: Outline how an entity operates in a complex business environment.		√			√	√	Understand	Yes	Minor Exams, Buisness 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, Buisness 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, Buisness 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, Buisness 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, Buisness Quiz, End Term Exams
CO6: To discuss various development strategies in India.		√	√		√		Create		
<b>Paper MBA 106-18 Business Ethics and Corporate Social Responsibility</b>									
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, Buisness Quiz, End Term Exams
CO2: To analyse and apply ethics to contemporary business practices.	√	√	√		√	√	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: To analyse key perspectives on corporate social responsibility and their application.			√	√		√	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: To evaluate different corporate ownership structures and their key governance features.	√	√		√			Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: To understand the ethical decision making, ethical reasoning, the dilemma resolution process.	√			√	√		Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: To analyse and apply corporate governance perspectives to contemporary business practices.		√	√	√		√	Analyze	Yes	Minor Exams, Buisness 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
<b>MBA - Second Semester</b>									
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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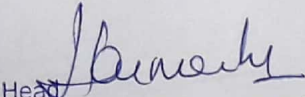


<b>Paper MBA 202-18 Legal Environment for Business</b>									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: Students shall be able to understand the legal and regulatory framework of business environment.		√			√	√	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
<b>Paper MBA 203-18 Marketing Management</b>									
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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<b>Paper MBA 204-18 Human Resource Management</b>									
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
<b>Paper MBA 205-18 Production and Operations Management</b>									
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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<b>Paper MBAGE 201-18 Computer Applications for Business</b>									
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
<b>MBA - Third Semester</b>									
<b>Paper MBA 301-18 Organizational Behaviour &amp; Design</b>									
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.	✓	✓		✓		✓	Evaluating	Yes	Minor Exams, Buisness Quiz, End Term Exams

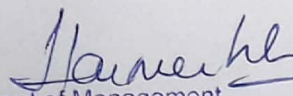
  
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<b>MBA 302- 18 Marketing Research</b>									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the process of marketing research and its application 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
<b>Electives Group A-Marketing</b>									
<b>Paper MBA 921-18 Consumer Behaviour</b>									
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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<b>Paper MBA 922-18 Services Marketing</b>									
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
<b>Electives Group B-Finance</b>									
<b>Paper MBA 911-18 Investment Analysis and Portfolio Management</b>									
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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<b>Paper MBA 912-18 Management of Financial Services</b>									
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
<b>Electives Group C- Human Resource Mangement</b>									
<b>Paper MBA 931-18 Organizational Change and Development</b>									
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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<b>Paper MBA 932-18 Employee Relations</b>									
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
<b>HYPE-101-18 Human Values ,De-addiction and Traffic Rules</b>									
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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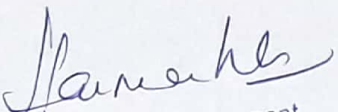
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<b>HYPE-102-18 Human Values ,De-addiction and Traffic Rules (Lab/Seminar)</b>									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To develop the ability 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
<b>MBA 303-18 Seminar on Summer Training Report</b>									
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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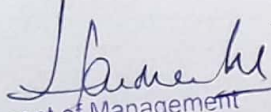
<b>MBA 924-18 Retail Management</b>									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand opportunities and challenges in retail management and retail management decision process.	√	√	√	√		√	Understand	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
<b>Paper MBA 925-18-International and Social Media Marketing</b>									
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
<b>Paper MBA 926-18 Product and Brand Management</b>									

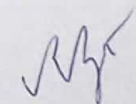
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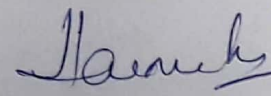


Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand what a product is, the various levels which make it up, and different types of products.	√	√					Understanding	Yes	Minor Exams, Buisness Quiz, End 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
<b>Paper MBA 936-18 Performance and Compensation Management</b>									
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
<b>Paper MBA 403-18 Workshop on Indian Ethos</b>									
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									
<b>UC-MBAHA-101-20 Foundations of Management</b>									
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
<b>UC-MBAHA-101-20 Healthcare Economics</b>									
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 different 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
<b>UC-MBAHA-103-20 Quantitative Techniques</b>									
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
<b>UC-MBAHA-104-20 Accounting for Managers</b>									
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, Buisness Quiz, End Term Exams
<b>UC-MBAHA-105-20 Business environment and ethical aspects</b>									
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, Buisness 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 lanning 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, Buisness Quiz, End Term Exams
CO 3: To understand the Health Care Sector in India and relevant health care regulations.	✓				✓		Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: To study the concept of ethics and its implications for environment.		✓				✓	Evaluate	Yes	Quiz, End Term Exams
<b>UC-MBAHA-106-20 Community Health and Management of National Health Programs</b>									
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, Buisness Quiz, End Term Exams
CO 5: To familiarize the students about various National health programs, their objectives, strategies and achievements.	✓		✓		✓	✓	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
<b>Paper UC-MBAHA-107-20 Workshop on Business Communication</b>									
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

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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		
<b>MBA101 Principles and Practices of Management</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA 102 Business Environment</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA – 103: Accounting for Management - I</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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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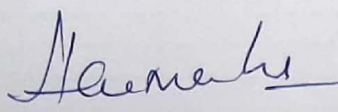
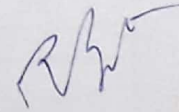
<b>MBA-104 Quantitative Techniques</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
The objective of this paper is to acquaint the students with various statistical tools and techniques used to Business decision 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
<b>MBA – 105: Managerial Economics</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA106 Business Communication</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA – 107 Workshop on IT for Managers</b>			

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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
<b>BTHU – 101 Human Values and Professional Ethics</b>			
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
<b>MBA-203 Human Resource Management</b>			
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
<b>MBA 204 Marketing Management</b>			
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
<b>MBA 205 Financial Management</b>			
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
<b>MBA206 Research Methodology</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA – 207 Accounting for Management - II</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA – 301 Organizational Behaviour</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA – 302 Marketing Research</b>			

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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
	<b>Semester III</b>		
<b>MBA – 303 Corporate Legal Environment</b>			
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
<b>MBA - 311 Consumer Behaviour</b>			
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
<b>MBA – 312 Services Marketing</b>			
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
<b>MBA – 313 Security Analysis and Portfolio Management</b>			

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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
<b>MBA – 314 Management of Financial Services</b>			
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
<b>MBA – 315 Labour Legislations</b>			
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
<b>MBA – 316 Organizational Development</b>			
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
	<b>Semester IV+B236</b>		

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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
<b>MBA – 412 Retailing and Logistics Management</b>			
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
<b>MBA – 413 Brand Management</b>			
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
<b>MBA – 414 International Finance</b>			
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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<b>MBA – 415 Financial Engineering</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA - 416 Mergers and Acquisitions</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA – 417 Social Security and Labour Welfare</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA – 418 Industrial Psychology</b>			
<b>Course Objective</b>	<b>Skill</b>	<b>Focus on Employability / Entrepreneurship</b>	<b>Assessment Tools to Measure Attainment of CO</b>
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
<b>MBA - 419 International Human Resource Management</b>			

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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
<b>BBA 502-18 Mercantile Law</b>									
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
<b>Paper BBA 511-18 Consumer Behaviour</b>									
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
<b>Paper BBA 512-18 Advertising and Sales Management</b>									
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
<b>BBA 521-18 Corporate Accounting</b>									

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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
<b>BBA 522-18 Financial Markets and Services</b>									
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		
<b>Paper BBA 531-18 Industrial Relations &amp; Labour Law</b>									
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, Business Quiz, End Term Exams
CO2: Identify and rectify the simmering issues which might take the form of a dispute in the workplace.	✓		✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Clarify the use & importance of various Acts & their uses in Industrial Relations.	✓		✓	✓	✓	✓	Understand	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
<b>Paper BBA 532-18 Organisation Change &amp; Development</b>									
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
<b>Paper BMPD 502-18 Mentoring and Professional Development</b>									
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
<b>BBA- Sixth Semester</b>									
<b>Paper BBA 601-18 Strategy Management</b>									
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
<b>BBA 602-18 Company Law</b>									
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
<b>Paper BBA 611-18 Services Marketing</b>									

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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
<b>BBA 612-18 Retailing and Logistics Management</b>									
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
<b>Paper BBA 621-18 Personal Financial Planning</b>									
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
<b>Paper BBA 622-18 Direct and Indirect Tax Laws</b>									
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
<b>Paper BBA 631-18 Training and Development</b>									
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									
<b>Paper PHD 901 Research Methodology</b>									
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
<b>Paper PHD 902 Accounting and Finance</b>									
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	Head 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
<b>Paper PHD 906: Human Values and Professional Ethics</b>									
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 tools 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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<b>Paper BBA-GE 101 Managerial Economics- I</b>									
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
<b>BTHU103/18 English Theory</b>									
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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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
<b>BTHU104/18 English Practical</b>									
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
<b>Paper HVPE 101-18 Human Values, De-Addiction and Traffic Rules</b>									
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.		✓		✓	✓	✓			Case Discussions, Minor Exams, Business Quiz, End Term Exams
							Application	Yes	
CO4: To identify the multiple ethical interests at stake in a real-world situation or practice	✓	✓	✓	✓	✓	✓			Case Discussions, Minor Exams, Business Quiz, End Term Exams
							Application	Yes	
CO5: To enable students to progress from discrimination to commitment	✓		✓	✓	✓				Case Discussions, Minor Exams, Business Quiz, End Term Exams
							Application	Yes	
<b>Paper HVPE 102-18 Human Values, De-Addiction and Traffic Rules (Lab/ Seminar)</b>									
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		✓			✓	✓			Case Discussions, Minor Exams, Business Quiz, End Term Exams
							Understanding	Yes	
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.	✓	✓	✓		✓	✓			Case Discussions, Minor Exams, Business Quiz, End Term Exams
							Understanding and Application	Yes	
CO3: To develop the ability to face difficult situations in life boldly and resolve them confidently.		✓		✓	✓	✓			Case Discussions, Minor Exams, Business Quiz, End Term Exams
							Application	Yes	
CO4: To identify the multiple ethical interests at stake in a real-world situation or practice	✓	✓	✓	✓	✓	✓			Case Discussions, Minor Exams, Business Quiz, End Term Exams
							Application	Yes	
CO5: To enable students to progress from discrimination to commitment	✓		✓	✓	✓				Case Discussions, Minor Exams, Business Quiz, End Term Exams
							Application	Yes	
<b>Paper BMPD 102-18 Mentoring and Professional Development</b>									

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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: 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
<b>Paper BBA-202-18 Business Environment</b>									
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
<b>BBAGE 201-18 Managerial Economics-II</b>									
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	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
<b>Paper EVS 102-18 Environmental Studies</b>									
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
<b>Paper BMPD 202-18 Mentoring and Professional Development</b>									
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, Project Management	Class Activities, Quiz, Presentations, Field

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 K. K. Mehta



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

<b>Paper BBA 301-18 Organizational Behaviour</b>									
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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<b>Paper BBA 302-18 Marketing Management</b>									
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
<b>Paper BBA 303-18 COST AND MANAGEMENT ACCOUNTING</b>									
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
<b>Paper BBA- 301-18 Production and Operation Man</b>									
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
<b>Paper BBASEC 301-18 IT Tools For Business</b>									
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: Develop understanding of computer fundamentals, functions and their classifications					✓		Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Develop a clear understanding and knowledge about the functioning of a Computer software and window operating system		✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Demonstrate proficiency in Microsoft word & Excel.	✓	✓	✓	✓	✓	✓	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Apply formatting and editing features to enhance worksheets.	✓	✓	✓	✓	✓	✓	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Use styles, themes, and conditional formats to customize worksheets.			✓	✓			Apply	Yes	Minor Exams, Business Quiz, End Term Exams

**Paper BMDP 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

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Karimnagar  
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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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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
<b>Paper BBA 403-18 Financial Management</b>									
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
<b>Paper BBAGE- 401 Entrepreneurship Development</b>									
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: 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
<b>Paper BBA SEC- 401 Business Ethics &amp; Corporate Social Responsibility</b>									
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
<b>Paper BMPD 402-18 Mentoring and Professional Development</b>									

Head  
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I K Gujral Punjab Technical University  
Jalandhar-144603  
*[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

<b>Paper BBA 501-18 OPERATION RESEARCH</b>									
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

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*[Signature]* *[Signature]*



# **Name of the Department: Hotel Management**

BHMCT101-18

Food Production Foundation-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. To develop understanding of basics of Food Production.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2. To develop ability to compare and illustrate various methods of cooking.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3. To gain understanding on Kitchen organisation structure and Food production.	✓		✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4. Learner will able to explain the importance of basics of cooking.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT102-18 Practical Food Production Foundation-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. To be able to list and relate to kitchen equipment's and their handling.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2. To develop the ability to classify different vegetables along with the cuts.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3. Students will learn and compare various methods of cooking used in Food Production.	✓	✓	✓		✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4. Students will be able to apply the hands on learning to prepare various dishes.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT103-18 Food & Beverage Service Foundation-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. Course inculcates knowledge about various food outlets and their characteristics.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

Department of Management & Hospitality  
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Kapurthala-144603

CO2. Students will be able to understand and explain various F&B equipment's and their usages.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3. To develop the ability to understand the intricacies in preparation of Restaurant operations.	✓	✓		✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4. Student will be able to classify and illustrate on food service principles and procedures.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT104-18 Practical Food & Beverage Service Foundation-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. Students will be able to List and name various Restaurant equipment's.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2. Students will practice basic service skills used in F&B Outlets.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3. Students will be able to learn how to setup the restaurant before service.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4. Student will be able to learn service of various non-alcoholic beverages.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT105-18  
Core Theory  
Front Office Foundation-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 To understand the work ethics towards customer care and satisfaction and its basic skills & knowledge of front office.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to outline and explain hospitality industry and its importance.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to endorse classification of hotels & describe the most distinctive feature of each.		✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams



CO4 Student will be able to analyse, evaluate & discuss front office organization.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
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COURSE CODE: BHMCT -106

COURSE TITLE: Foundation Course in Front Office-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 Students will be able to acquire the knowledge of basic front office operations.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to analyse, evaluate & learn working of subsections of front office.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to demonstrate reservation practices and luggage handling.	✓	✓	✓	✓		✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 They will gain knowledge about functioning of various equipments of Front Office.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE: BHMCT -107

COURSE TITLE: Accommodation Operations-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 Students will be able to acquire knowledge and learn about the significance of accommodation operation and its scope in the service industry.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to practically perform various housekeeping operational functions.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will enhance their professional skills, etiquette and learn to work in a team.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 To develop the handling of various cleaning equipment's and cleaning agents in a scientific and efficient manner.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

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COURSE CODE: BHMCT -108

COURSE TITLE: Accommodation Operations-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 Students will be able to identify different layout of room and amenities.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to identify the cleaning equipment and cleaning agents and will be able to use in an appropriate & professional manner.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to setup all necessary materials and equipment's required for cleaning.	✓	✓		✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 To be able to demonstrate room cleaning as per standard operating procedures	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BTHU103-18

English

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 objective of this course is to introduce students to the theory, fundamentals and tools of communication.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 To develop in them vital communication skills which are integral to their personal, social and professional interactions	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 The syllabus shall address the issues relating to the Language of communication.	✓	✓	✓	✓	✓		Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 To help the students become the independent users of English language.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BTHU104-18

English Practical/ Laboratory

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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K. J. Somaiya Institute of Technical Education  
Kapurthala-144603



CO1 The objective of this course is to introduce students to the theory, fundamentals and tools of communication.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
Co2 To develop in them vital communication skills which are integral to their personal, social and professional interactions	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 The syllabus shall address the issues relating to the Language of communication.	✓	✓	✓		✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 To help the students become the independent users of English language.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

HVPE101-18

Human Values, De-addiction and Traffic Rules

Human Values, De-addiction and Traffic Rules								Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill		
CO1 To help the students appreciate the essential complementarity between 'VALUES' and 'SKILLS' to ensure sustained happiness and prosperity which are the core aspirations of all human beings.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 To facilitate the development of a Holistic perspective among students towards life, profession and happiness, based on a correct understanding of the Human reality and therest of Existence. Such a holistic perspective forms the basis of Value based living in anatural	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 To highlight plausible implications of such a Holistic understanding in terms of ethical human conduct, trustful and mutually satisfying human behavior and mutually enriching interaction with Nature.	✓	✓		✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 this course is intended to provide a much needed orientational input in Value Education to the young enquiring minds.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

HVPE-102-18

Human Values, De-addiction and Traffic Rules (Lab/ Seminar)

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CO1 To help the students appreciate the essential complementarity between 'VALUES' and 'SKILLS' to ensure sustained happiness and prosperity which are the core aspirations of all human beings.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 To facilitate the development of a Holistic perspective among students towards life, profession and happiness, based on a correct understanding of the Human reality and the rest of Existence. Such a holistic perspective forms the basis of Value based living in a natural way.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 To highlight plausible implications of such a Holistic understanding in terms of ethical human conduct, trustful and mutually satisfying human behavior and mutually enriching interaction with Nature.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 This course is intended to provide a much needed orientational input in Value Education to the young enquiring minds.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BMPD102-18

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 Students will actively participate in various classroom activities like expert talk, aptitude test, Group Discussion and quiz which in turn help them improve communication skills.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO4 students will be able to analyse and discuss on various issues raised in Group Discussions.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO3 Students will have various outdoor activities which in turn helps them with team building.	✓		✓	✓	✓	✓	Applying	Yes	Test, Viva
CO4 Students will be able to be more confident.	✓	✓	✓	✓	✓	✓	Applying	Yes	Test, Viva

Course Code –BH -201

Course Title – Food Production Foundation Theory- 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
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Rajiv Gandhi Punjab Technical University  
Kapurthala-144602

CO1. Learners will be able to understand the usages of different spices, condiments & commodities used in Indian Cuisine.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
Co2. To gain knowledge to develop Menu keeping in mind the importance.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3. To let students familiarize with various meats cuts and their use in Food Production.	✓	✓		✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4. Learners will be able to understand the usages of different types of ingredients in bakery & confectionary preparations.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT – 202

Course Title- Food Production - II Practicals

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 be able to identify various cuts of poultry and meat items, along with its preparation & uses.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2. Students will be able to experience the production of various types of Soups and Salads. CO3. To practically prepare dishes from Indian cuisine along with dessert items.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3. Students will be able to practice the production of basic bakery & confectionary products such as breads, pastries & cakes.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT – 203

Course Title – Food & Beverage Service Foundation - II 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
CO1. Students will be able to enhance knowledge by learning about various types of food service techniques.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2. To gain expertise about the basics of Menu Planning.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

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Kannur, Kerala

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CO3. Students will be able to undergo the process of In Room Dining.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4. To gain knowledge about the use and objective of Tobacco in Restaurant sector.	✓		✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BH -204

Course Title – Food & Beverage Service Foundation - II Practicals

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 be able to lay tables for different meals in Restaurant Operations.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2. Students will be confident to handle Guests during Restaurants Service.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
Co3. To gain knowledge on various issues faced in the Food Service Industry and ways to resolve the same.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4. Students will be practically able to serve Cigars & Cigarettes.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE: BHMCT-205

COURSE CODE: Front Office Foundation-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 Student will be able to understand the usage of Room tariff structure, fixation and various types of plan.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Student will know the process of guest cycle and reservation procedure & systems.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Student will be able to develop knowledge of registration process and execute guest handling.	✓	✓	✓		✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Student will acquire knowhow on various tasks in front desk function.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE: BHMCT-206

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COURSE CODE: Front Office Foundation-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 Students will learn the basic process of welcoming Guests.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to understand the preparation of various forms and formats used in front office.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to learn, analyse and execute handling guest registration process.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will be able to handle major Key related issues.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE: BHMCT-207

COURSE TITLE: Accommodation operations- 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 Students will acquire knowledge about handling & usage of different cleaning agents.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to learn about the knowhow of various surface cleaning procedures.	✓	✓	✓	✓		✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to learn how to fill various housekeeping forms and formats.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will be able to understand the importance of Interdepartmental relations.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE: BHMCT-208

COURSE TITLE Accommodation operations- 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 Students will be practically able to perform room cleaning and replenishing of guest supplies.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

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CO2 Students will be able to understand the intricacies of bed making procedure.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will have exposure on filling various forms and formats & their usage.	✓	✓		✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 To gain knowledge to inspect a room as per standard Operating Procedures.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

EVS102-18  
Environmental  
Science

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	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, 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.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, 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	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Reflect critically about their roles and identities as citizens, consumers and environmental actors in a complex, interconnected world	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BMPD202-18  
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 Students will actively participate in various classroom activities like expert talk, aptitude test, Group Discussion and quiz which in turn help them improve communication skills.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 students will be able to analyse and discuss on various issues raised in Group Discussions.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

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CO3 Students will have various outdoor activities which in turn helps them with team building.	✓	✓	✓		✓	✓	Applying	Yes	Test, Viva
CO4 Students will be able to be more confident.	✓	✓	✓	✓	✓	✓	Applying	Yes	Test, Viva

Course Code – BHMCT301-18

Course Title - Food Production Operations-Industry Exposure-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 The students will gain practical exposure in real life business activity under the supervision of industry experts.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO2 They will also learn to co-relate theoretical knowledge with practical realities.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO3 Students will manage to learn in teams whilst on Training at a Hotel	✓	✓	✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation
CO4 They will enhance their interpersonal skills while working in Industry	✓	✓	✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation

Course Code – BHMCT302-18

Course Title - Food & Beverage Service Operations- IndustryExposure- 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 The students will gain practical exposure in real life business activity under the supervision of industry experts.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO2 They will also learn to co-relate theoretical knowledge with practical realities.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO3 Students will manage to learn in teams whilst on Training at a Hotel	✓	✓	✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation
CO4 They will enhance their interpersonal skills while working in Industry	✓	✓	✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation

Course Code – BHMCT303-18

Course Title – Front Office Operations- IndustryExposure-I

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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 The students will gain practical exposure in real life business activity under the supervision of industry experts.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO2 They will also learn to co-relate theoretical knowledge with practical realities.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO3 Students will manage to learn in teams whilst on Training at a Hotel	✓	✓	✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation
CO4 They will enhance their interpersonal skills while working in Industry	✓	✓	✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation

Course Code – BHMCT304-18

Course Title – Accommodation Operations- IndustryExposure-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 The students will gain practical exposure in real life business activity under the supervision of industry experts.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO2 They will also learn to co-relate theoretical knowledge with practical realities.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO3 Students will manage to learn in teams whilst on Training at a Hotel	✓		✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation
CO4 They will enhance their interpersonal skills while working in Industry	✓	✓	✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation

Course Code – BHMCT305-18

Course Title – Log Book & Training Report on IndustryExposure

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 gain practical exposure in real life business activity under the supervision of industry experts.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO2 They will also learn to co-relate theoretical knowledge with practical realities.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO3 Students will manage to learn in teams whilst on Training at a Hotel	✓		✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation
CO4 They will enhance their interpersonal skills while working in Industry	✓	✓	✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation

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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 Students will actively participates in various classroom activities like expert talk, aptitude test, Group Discussion and quiz which in turn help them improve communication skills.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO4 students will be able to analyse and discuss on various issues raised in Group Discussions.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO3 Students will have various outdoor activities which in turn helps them with team building.	✓	✓	✓	✓		✓	Applying	Yes	Test, Viva
CO4 Students will be able to be more confident.	✓	✓	✓	✓	✓	✓	Applying	Yes	Test, Viva

Course Code – BHMCT401-18

Course Title - INTRODUCTION TO INDIAN COOKERY (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
CO1 Students will be able to gain knowledge about the history & heritage of Indian Regional Cuisine	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will have insight on various Regional Indian Cuisines	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will acquire knowledge on Dum cooking and Tandoor Cooking	✓		✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will be able to know the History and cooking of Indian Sweets	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT402-18

Course Title - INTRODUCTION TO INDIAN COOKERY (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
CO1 Students will have hands on experience of cooking of Various Indian Cuisines	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will acquire knowledge on cooking of different Gravies used in Indian Cuisine.	✓	✓	✓	✓		✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

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CO3 Students will be able to differentiate on cuisines of various parts of India.		✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 They will be also be able to get the knowhow of Different Indian Breakfast items.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT403-18

Course Title - FOOD AND BEVERAGE SERVICE OPERATIONS-II  
(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
CO1 Students will be able to acquire knowledge about different methods used in the Production of alcohol.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to classify various Wines along with its production methods.	✓	✓	✓		✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 They will be able to analyse the various types of alcoholic beverages used in Food & Beverage Service Industry. Students will get to know about Beer, its types, production and Storage	✓		✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will acquaint themselves with various types of Cheese, its production, Brands and their Services	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT404-18

Course Title - FOOD AND BEVERAGE SERVICE OPERATIONS-II  
(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
CO1 Students will be able to organize Mise-en-place for various alcoholic beverages used in Food & Beverage Industry.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will get hands on experience in service of various kinds of Wines.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to do analysis of various Wine Bar, Beer bar and Cocktail Bars	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will practically perform task to serve bottled, canned, Draught beers along with Service of Cheese.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE BHMCT-405

COURSE TITLE - Front office Foundation-II

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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 Students will be able to develop knowledge on work ethics towards computer application and software used in front office	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to outline and explain Front Office Accounting System.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to endorse classify different mode of guest account settlement	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Student will be able to analyse, evaluate & discuss night auditing in front office.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE: BHMCT -406

COURSE TITLE: Front Office Foundation -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 Students will be able to acquire the knowledge of night auditing in front office operations.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to analyse, evaluate & learn the various stages of reservation through software	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to demonstrate reservation practices and to process deposit for arriving guest.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 To understand the use of various softwares	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE: BHMCT -407

COURSE TITLE: Accommodation Operations-III

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 be able to acquire knowledge and learn about the importance of inspection and self-supervision techniques for cleaning staff.	✓	✓		✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

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CO2 Students will be able to understand and perform the linen exchange procedure and maintaining par stock, managing inventory and their importance.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to handle special cleaning programme and cleaning agents in a scientific and efficient manner.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Student will be able to analyse & discuss Classification and Identification of Textile Fibers used in hotel industry.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE: BHMCT -408

COURSE TITLE: Accommodation Operations-III

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 gain the knowledge on usage of various fabric cleaners in Accommodations operations.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to identify the cleaning equipment and cleaning agents & have the ability to use them appropriately.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to analyse and develop cleaning schedule as per the requirement.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will be able to setup all necessary materials and equipment's required for special cleaning.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code: BTHU-409

COURSE TITLE:- Accounting skills for hospitality

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 provide basic understanding of the Principles of Accounting and use accounting skills in Hospitality Industry.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 To enhance the accounting skills of the students to ensure the health of business	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to audit their hospitality business	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students shall be able to analyze and solve any issue arising in terms of financial aspects	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BMPD402-18

Mentoring and Professional Development

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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 Students will actively participates in various classroom activities like expert talk, aptitude test, Group Discussion and quiz which in turn help them improve communication skills.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO4 students will be able to analyse and discuss on various issues raised in Group Discussions.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO3 Students will have various outdoor activities which in turn helps them with team building.	✓	✓	✓	✓		✓	Applying	Yes	Test, Viva
CO4 Students will be able to be more confident.	✓	✓	✓	✓	✓	✓	Applying	Yes	Test, Viva

Course Code – BHMCT 501-18

Course Title - Larder & Kitchen practices

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 learn about various aspects of larder section of the kitchen and its functions.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 They will learn about the processing of Charcuterie along with the preparation of forcemeats, Galantines and Pates	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will know about various Mousse and Mousselines.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 They will be able to differentiate between various kinds of appetizers along with the importance of garnishes.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT 502-18

Course Title - Larder & Kitchen practices (Practical's)

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 get hands on experience on forcemeats along with the preparation of Pates, Terrines, Galantine & Ballontine.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 To develop the ability to prepare various food items including meat products.		✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will get hadns on exposure in preparing the dishes	✓	✓	✓		✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 They will classify and build various accompaniments used along maincourse.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT 503 – 18

Course Title - Bar operations & 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 Students will get insight about various spirits and their method of production.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 They will learn about varieties of Aperitifs & Liqueurs along with their uses.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to explain the History & Present scenario of Bar & Beverage Industry in India.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will analyse and execute the bar operations and Selling techniques.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT 504 – 18

Course Title - Bar operations & Management (Practical's)

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 learn about the service of various spirits; ie. Whisky, vodka, Rum, Gin.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 They will also learn to serve about varieties of Aperitifs & Liqueurs along with their uses.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will also learn to set bar for daily operations.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will also be able to mix beverages	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE BHMCT-505

COURSE TITLE - Front Office 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 Students will be able to outline and explain Introduction of Bell desk, Equipment's used in Bell desk, Functions of Bell desk, Luggage handling, Paging, Change of room etc. Functions of Concierge, Forms & Formats.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to analyse, evaluate Forecast formula, Types of forecast, Sample forecast forms, Factors for evaluating front office operations. Forecasting techniques, Forecasting Room availability.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

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CO3 Students will be able to endorse Importance of security systems, Safe deposit, Key control, Emergency situations.	✓	✓	✓	✓		✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Student will be able to perform Sales Techniques for Hotel Rooms .	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

**COURSE CODE:BIHMCT-506**

**COURSE TITLE: Front Office 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 Students will be able to acquire the knowledge of Handling Concierge operations and Handling Bell desk.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to analyse, evaluate & learn working of Forecasting reports for Room Availability with Individual Check-in, Check-Out, Overstay, under stay, Group Check-in & Group Checkout.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to Handling of keys-situations related to loss of keys.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

**COURSE CODE:BIHMCT -507**

**COURSE TITLE: Accommodation Operations and 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 Students will be able to acquire knowledge and learn about the Planning and organising the housekeeping department.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to perform various Budget and budgetary control, Operating Budgets- controlling expenses- income statement, purchasing systems- methods of buying, Stock records-issuing and control in Housekeeping operational	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to perform their professional Housekeeping skill in institute other than Hotels.	✓	✓	✓	✓		✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

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CO4 Students will be able to acquire the knowledge of contract service and Safety awareness and accident prevention in housekeeping operation	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
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**COURSE CODE:BIIMCT-508**

**COURSE TITLE: Accommodation Operations and 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 Students will be able to identify different layout To the Scale, Earmark Pillars, Specification of Colors, Furniture, Fixture, Fitting, Soft Furnishing and Accessories Etc. Used	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to identify the standard operating procedure of different cleaning surfaces and will be able to use in an appropriate & professional manner.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to identify the first aid kit and dealing with emergency situation in housekeeping operation.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BIIMCT 509-18

Course Title - Food and Beverage Control and 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 understand the basics of Food & Beverage Cost Control and it's importance in Food & Beverages.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to analyze and procure requirements to optimize yield.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will learn about various methods of storing and issuing control along with inventory control.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will have understanding on aims & objective of Production control and methods of Sales control.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BMPD 502-18

Course Title - 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
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CO1 Students will actively participates in various classroom activities like expert talk, aptitude test, Group Discussion and quiz which in turn help them improve communication skills.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO4 students will be able to analyse and discuss on various issues raised in Group Discussions.	✓	✓		✓	✓	✓	Understanding	Yes	Test, Viva
CO3 Students will have various outdoor activities which in turn helps them with team building.	✓	✓	✓	✓	✓	✓	Applying	Yes	Test, Viva
CO4 Students will be able to be more confident.	✓	✓	✓	✓	✓	✓	Applying	Yes	Test, Viva

Course Code – **BHMCT 601-18**

Course Title - **International cuisine- An Exploration**

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 be able to gain knowledge about the cuisines of various European nations along with China	✓	✓	✓	✓		✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will learn about food production management and R&D in kitchen.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will acquire knowledge about on Principles of Food Presentation.	✓		✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will have understanding on Molecular Gastronomy.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT602-18

Course Title - **International cuisine- An Exploration** (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
CO1 Students will have to prepare Food of various cuisines, such as Chinese, Spanish, Italian, German, British and Greek.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will get hands exposure on various techniques of Molecular Gastronomy.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 They will built up knowledge about the menu planning and executing the same	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will be able to differentiate among the methods of cooking for different cuisines.	✓	✓	✓	✓		✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT603-18

Course Title - **BANQUET AND RESTAURANT OPERATIONS & 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 Students will be able to acquire knowledge about Planning and operations of various F&B outlets.	✓	✓	✓	✓		✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to Plan and execute Function catering along with various Banquets & Buffets	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will get practical experience in organizing and Executing Event Management and importance of MICE.	✓		✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will know about the role of Kitchen Stewarding.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT604-18

Course Title - Banquet and restaurant operations & Management  
(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
CO1 Students will be able to plan and operate various F&B Outlets.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will get hands on experience on Function Catering where they will organize and execute Banquet caterings.	✓	✓	✓	✓		✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to plan and set up Buffets for functions.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will perform task on using and operating machines used in Kitchen Stewarding and maintain Inventory.	✓		✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE BHMCT-605-18

COURSE TITLE – Front Office 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 Students will be able to outline and explain of budget & budget cycle, Factors affecting budget planning, budgetary control and Forecasting room revenue in front office management.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to explain timeshare options and vacation ownership.	✓	✓	✓	✓		✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

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CO3 Students will be able to endorse Importance of accommodation management aspects and Establishing standards, monitoring performance, Cost & pricing-Hubbart formula, Rule of the Thumb.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will be able to acquire knowledge and learn about the, Structure of the Airline Industry.	✓	✓		✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

**COURSE CODE: BHMCT-606-18**

**COURSE TITLE: Front Office 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 Students will be able to acquire the knowledge of Yield Management calculations, preparing statistical data based on actual calculations.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to learn Preparation of sales letters, brochure, tariff cards & other sales documents Assignment on GDS.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to acquire the knowledge of Calculation of staff requirement & making of duty rotas for front office department of small, large & medium sized hotels with different levels of occupancy	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

**COURSE CODE: BHMCT -607**

**COURSE TITLE: Accommodation 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 Students will be able to acquire knowledge and learn about the Elements of Design, Lightening and Lightening Fixtures in Housekeeping department.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to perform various 3R's of waste management, Garbage segregation and Energy Generation.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to explain ECO-FRIENDLY PRACTICES and System of certifying Ecotel	✓	✓	✓	✓		✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will be able to identify the ENERGY AND WATER CONSERVATION IN HOUSEKEEPING OPERATIONS	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

COURSE CODE: BIIMCT-608-18

COURSE TITLE: Accommodation 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 Students will be able to identify special decoration and planning with time split executing	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be able to understand the importance of team cleaning	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to identify the standard operating procedure of different cleaning surfaces and will be able to use in an appropriate & professional manner..	✓	✓	✓	✓		✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

Course Code – BHMCT609-18

Course Title : Principles 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 Students will be introduced to Management, its features, classifications.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will get to know the planning and organizing in Management.		✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will learn about controlling and directing.	✓	✓	✓	✓		✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will also learn about Group dynamics.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BMPD602-18

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 Students will actively participates in various classroom activities like expert talk, aptitude test, Group Discussion and quiz which in turn help them improve communication skills.		✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO4 students will be able to analyse and discuss on various issues raised in Group Discussions.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva

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CO3 Students will have various outdoor activities which in turn helps them with team building.	✓	✓	✓	✓		✓	Applying	Yes	Test, Viva
CO4 Students will be able to be more confident.	✓	✓	✓	✓	✓	✓	Applying	Yes	Test, Viva

BHMCT701-18

Specialization-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 Students will get acquainted to latest trends the field of specialization.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 They will be able to classify and explain the use of technology in Food & Beverage production and Management	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will be able to analyze the various products and demonstrate their use.	✓	✓	✓	✓		✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Learner will be able to excel in the area of specialization and able to formulate solutions to the issues pertaining to the Industry	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT 702-18

Course Title – Specialization I (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
CO1 Learner will be able to illustrate supervisory role	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 Students will be practically able to formulate the plan to execute the operations of Hospitality business	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will showcase their skills learned by hands on exposure in practical laboratories.	✓	✓	✓	✓	✓		Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Students will be able to propose and develop Food & Beverage business models and ensure smooth running of the same.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT 703-18

Course Title – Specialization 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 Students will explain all the components and various roles involved in planning, organizing, running and evaluating an event;	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 They will apply the theory and skills necessary to professionally plan, organize and run a business event.		✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

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CO3 Students will understand the importance of strategic planning for an event or festival, including monitoring and evaluating the impacts on the wider community.	✓	✓	✓		✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 Learner will manage the all the aspects of a business operations.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT 704-18

Course Title – Specialization II ( 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
CO1 Students will acquire knowledge about the managing Accommodation business & Travel Industry.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2 They will be able to analyze and plan various strategies to enhance business by using maximum options available.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3 Students will showcase their expertise in respective fields.	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT 705-18

Course Title – Principles of 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: Explain the basics of marketing, selling, marketing mix and its core concepts.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2: Describe the intricacies of the marketing environment and marketing information systems for effective marketing planning and strategies.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3: Develop necessary skills for effective market segmentation, targeting and positioning.	✓	✓	✓	✓	✓		Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4 – Illustrate various components of product mix, product life cycle and comprehend the new product development process.		✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT 706-18

Course Title – 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	Yes	Mid Semester Tests, Viva, End Term Exams

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CO2: Apply time value of money to various pricing and money value.	✓		✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3: Apply modern techniques in capital budgeting analysis.	✓	✓	✓		✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4: Assess dividend policy's impacts on share prices	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT 707-18

Course Title – Entrepreneurship

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 the concept and theories of entrepreneurship and its role in economic development of nation.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2: Develop business plan and identify the reasons of failure of business plans.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO3: Illustrate the steps in starting MSME.	✓	✓	✓		✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4: Comprehend government policies and regulatory framework available in India to facilitate the process of entrepreneurial development.	✓		✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, 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.	✓	✓	✓		✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

BHMCT 708-PROJECT 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 Students will be able to do a field study	✓	✓	✓	✓	✓	✓	Understanding	Yes	Presentation, Viva
CO2 Students will be able to explore new hotel requirement in the region.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Presentation, Viva
CO3 Students will have business insight	✓	✓	✓	✓	✓		Applying	Yes	Presentation, Viva
CO4 Students will be able to prepare a feasibility report related to Hotel Business	✓	✓	✓	✓	✓	✓	Applying	Yes	Presentation, Viva

BHMCT 709-FACILITY 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: Classify hotels (Five, four, three, two, one & heritage).	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams
CO2: Understand the importance of design and implement it.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Mid Semester Tests, Viva, End Term Exams

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CO3: Prepare a layout of the main service areas of a hotel		✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams
CO4: Comprehend new trends and methods for management of infrastructure..	✓	✓	✓	✓	✓	✓	Applying	Yes	Mid Semester Tests, Viva, End Term Exams

#### BMPD 702-18

##### 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 Students will actively participates in various classroom activities like expert talk, aptitude test, Group Discussion and quiz which in turn help them improve communication skills.	✓		✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO4 students will be able to analyse and discuss on various issues raised in Group Discussions.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Test, Viva
CO3 Students will have various outdoor activities which in turn helps them with team building.	✓	✓	✓	✓		✓	Applying	Yes	Test, Viva
CO4 Students will be able to be more confident.	✓	✓	✓	✓	✓	✓	Applying	Yes	Test, Viva

#### BHMCT801-18

##### SPECIALIZED HOSPITALITY TRAINING

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 gain practical exposure in real life business activity under the supervision of industry experts.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2 They will also learn to co-relate theoretical knowledge with practical realities.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3 Students will manage to learn in teams whilst on Training at a Hotel	✓	✓	✓	✓	✓	✓	Applying	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4 They will enhance their interpersonal skills while working in Industry	✓	✓		✓	✓	✓	Applying	Yes	Minor Exams, Buisness Quiz, End Term Exams

#### BMPD 802-18

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 Students will actively participates in various classroom activities like expert talk, aptitude test, Group Discussion and quiz which in turn help them improve communication skills.	✓	✓	✓	✓	✓	✓	Understanding	Yes	Training Viva, Report, Presentation
CO2 students will be able to analyse and discuss on various issues raised in Group Discussions.	✓	✓	✓	✓		✓	Understanding	Yes	Training Viva, Report, Presentation
CO3 Students will have various outdoor activities which in turn helps them with team building.	✓		✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation
CO4 Students will be able to be more confident.	✓	✓	✓	✓	✓	✓	Applying	Yes	Training Viva, Report, Presentation

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Kapurthala-144603

Course Outcome	PO1	PO2	PO3	PO4	PO5	PO6
CO1	✓	✓	✓	✓	✓	✓
CO2	✓		✓	✓	✓	✓
CO3	✓	✓	✓	✓	✓	
CO4	✓	✓	✓	✓	✓	✓
CO5	✓	✓	✓		✓	✓

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