Mappin	g of the	courses t	o Employ	ability /	Entrepre	neurshin	/ Skill Develop		
	T		ВВА	- First S	emester	r	7 3KIII Develop	ment	
Panor PRA 101 10 P									
Paper BBA 101-18 Principles and Practices of Man	agement				_				
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainmen of CO
CO1: Describe fundamental concepts and principles and practices of Management	٧	٧		٧	v	٧	Understanding		Minor Exams, Business Quiz, End
CO 2: Explain the role and responsibilities of managers and adapt to the various styles of management across organizations.	٧	٧	٧	√	٧	٧	Understanding	Yes	Term Exams Minor Exams, Business Quiz, End Term Exams
CO 3: Develop analytical abilities to face the business situations.	٧	٧	٧	٧	٧	٧	Applying	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: Apply various too!s that would facilitate the decision making process in the business.	٧	٧		٧		٧	Applying	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: Develop peer based learning and working in groups and teams.	٧	٧	٧		٧		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 Attainmen of CO
CO1: To understand the basic underlying concepts, or	٧	٧	٧	√ ,		٧	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: To identify the rules of debit and credit in accounting.	٧			٧	٧	٧	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: To get an overview of the regulatory ramework of accounting in India.		٧	٧	٧		v	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: To prepare trading, profit & loss and balance heet of a firm.	٧	v		٧			Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: To comprehend the concept of depreciation and different methods to treat depreciation in	٧		- v		٧	٧			Minor Examy, Business Quiz End

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Term Example of

Paper BBA-GE 101 Managerial Economics- I				DO 4	PO 5	PO 6	Skill	Focus on Employability /	Assessment Tools to Measure Attainment	
Course Outcome	PO 1	PO 2	PO 3	PO 4	105	PO 8	SKIII	Entrepreneurship	of CO	
									Minor Exams,	
CO1: Understand the basic concepts of managerial	٧		V		V	٧			Business Quiz, End	
economics and apply the economic way of thinking						1	Apply	Yes	Term Exams	
o individual decisions and business decisions.			-				Арріу	163	70	
CO 2:Measure price elasticity of demand,									Minor Exams,	
understand the determinants of elasticity and	v	v	\ v	l v	V	l v			Business Quiz, End	
apply the concepts of price, cross and income	l *	1 '	1	1	1				Term Exams	
elasticity of demand.							Apply	Yes		
									Minor Exams,	
CO 3: Understand and estimate production	V	V	V	V	√	√			Business Quiz, End	
function and Law of Diminishing Marginal Utility.							Understand	Yes	Term Exams	
runction and Law of Diffilmshing Margillal Othicy.										
CO 4: Understand and explain four basic market					Ĭ					
models of perfect competition, monopoly,	l v	√		V		1			Minor Exams,	
monopolistic competition, and oligopoly, and how									Business Quiz, End	
price and quantity are determined in each model.							Apply	Yes	Term Exams	
price and quantity are determined in each model.									Minor Exams,	
to the second se		l v		 	V	V			Business Quiz, End	
CO 5: Understand the different costs of production		*					Evaluate	Yes	Term Exams	
and how they affect short and long run decisions.		1				_				
BTHU103/18 English Theory				T. November	12 1 1611 nno. nm	10 1 K 2 K 30 TH	69 160 Y 170 12 E 3	Focus on	Assessment Tools to	
						PO 6	Skill	Employability /	Measure Attainment	,
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	SKIII	Entrepreneurship	of CO	
	14. 12.	S. 2000		9 30003	M. WY W.A.	X (Side) \$	27 March 1997 1997	Entrepreneursnip	Minor Exams,	
The objective of this course is to introduce students	s								Business Quiz, End	
to the theory, fundamentals and tools of			√		٧	٧		,	Term Exams	
communication.							Understand	Yes	Minor Exams,	
							1			
To help the students become the independent	1		V		V	V			Business Quiz, End	
•							Apply	Yes	Term Exams	
users of English language. To develop in them vital communication skills							V		Minor Exams,	
To develop in them vital communication skins	V	_√	√		V	٧			Business Quiz, End	
which are integral to their personal, social and	1 *	1					Apply	Yes	Term Exams	
professional interactions.	-	+	_						Minor Exams,	
			\ v			V			Business Quiz, End	
The syllabus shall address the issues relating to the	٧ ا		V			1	Analyse	Yes	Term Exams	opt
Language of communication.							1. 11101700		Head Laf Ma	nagement
									Head Department of Ma Department of Ma IX Gujral Punjal Durthand	Technical O
									LK Gujral Punia	403 0 A
									Doughaid 17	(\)
										. 1 4 11

			46.4					(1)	
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	V	v	v		٧	V .	Create	Yes	Minor Exams, Business Quiz, End Term Exams
BTHU104/18 English Practical	-								
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
The objective of this course is to introduce student to the theory, fundamentals and tools of communication.	s		٧		٧	٧	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
To help the students become the independent users of English language.			٧		٧	٧ .	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.	٧	٧	٧		٧	٧	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
The syllabus shall address the issues relating to the Language of communication.	٧		V			٧	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	v	٧	٧		٧	٧	Create	Yes	Minor Exams, Business Quiz, End Term Exams
Paper HVPE 101-18 Human Values, De-Addiction a	nd Traffic	Rules		+	+				
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill ,	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
O1: To develop the ability to distinguish between what is of value and what is superficial in life		٧			٧	٧	Understanding	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
O2: To instil Moral and Social Values and Loyalty which would be helpful to assess their own ethical	٧	٧	٧		٧	٧	Understanding		Case Discussions, Head Minor Exams Business Quiz End

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CO3: To develop the ability to face difficult situations in life boldly and resolve them confidently.		٧		٧	٧	V	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	٧	٧	٧	٧	٧	٧	Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO5: To enable students to progress from discrimination to commitment	v		٧	٧	٧		Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
Paper HVPE 102-18 Human Values, De-Addiction a	nd Traffic	Pulos (Lab (<u> </u>						
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		٧			٧	٧	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.	٧	٧	٧		٧	٧	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.		٧		٧	٧	٧	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	٧	V	٧	٧	٧	٧	Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
COS: To enable students to progress from discrimination to commitment	٧		٧	٧	٧		Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
	-		-						
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Paper BMPD 102-18 Mentoring and Professional [Developme	ent							

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Course Outcome	PO 1	PO 2	РО 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Development of Overall Personality		٧	٧	٧	٧	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 2: Development of Aptitude (Technical and General)	٧	٧	V	٧	٧	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	٧				٧	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 4: Development of Communication Skills.		٧	٧	٧	٧	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 5: Development of Presentation Skills.		٧	٧		٧	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
			BBA-	Second :	Semeste	er			
Paper BBA 201-18 Business Statistics				-	1				1
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.	٧	٧	٧			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.	٧	√			٧	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.		٧		V	٧	2	Analyze	Head YesDapai	Minor Exams, Business Quiz Ender trans Tach Term Exams Tach

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									Minor Exams.
									Business Quiz, End
CO4: To understand the concept of correlation		V		1		2			Term Exams
regression analysis and their applications.							Understand	Yes	Minor Exams.
regression analysis and their applications.									Business Quiz, End
CO5: To apply the learnt techniques in statistical		V		V	V	2			
testing and their applications.							Apply	Yes	Term Exams
testing and their applications.							_		
Paper BBA-202-18 Business Environment									
raper BBA-202-10 Business Environment		100000	169 0	1 2 de 1	9 (4)	1 1 100		Focus on	Assessment Tools to
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Employability / Entrepreneurship	Measure Attainment of CO
and T. I.I. at the complexities of	C. Marchaelle	Section with the same							Minor Exams,
CO1: To Identify and evaluate the complexities of	\ _v		\ v	V	√	V	1		Business Quiz, End
business environment and their impact on the business.	l ,		1	'			Apply	Yes	Term Exams
CO2: To analyze about the relationships between		_							
Government and business and understand the				l .	l .				Minor Exams,
political, economic, legal and social policies of the	٧			∨	√				Business Quiz, End
							Analyze	Yes	Term Exams
country .	-								
CO3: To understand the current economic				l .		,			Minor Exams,
conditions in developing emerging markets, and		٧	٧	٧		٧			Business Quiz, End
evaluate present and future opportunities.							Understand	Yes	Term Exams
evaluate present and ratare opportunities.									
CO4: To be acquainted with prerequisite			١.	l					Minor Exams,
knowledge required to understand the Probability	V		۷	٧					Business Quiz, End
and applications of probability theory.							Evaluate	Yes	Term Exams
and applications of processing									
CO5: To understand the concept of the Industrial	١.	l .			V	V			Minor Exams,
functioning and strategies to overcome challenges	۷ ا	۷			\ \ \	"			Business Quiz, End
in competitive markets.	i						Analyze	Yes	Term Exams
BBAGE 201-18 Managerial Economics-II									Assessment Tools to
William Committee of the Committee of th								Focus on	Assessment Tools to Measure Attainment
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Employability /	
					A Course		AL PROPERTY.	Entrepreneurship	of CO
									Minor Exams,
CO1: Explain the concept of national income and it	s V	٧	∨		- √				Business Quiz, End
measurement using different approaches.		-					Understand	Yes	Term Exams
									Minor Exams,
CO2: Describe the underlying theories of demand	∨	√	. ✓					Head	Business Quiz, End
and supply of money in an economy.							Understand	Head Departm	Term Exams emen

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CO4: Reflect critically about their roles and identities as citizens, consumers and environmental actors in a complex, interconnected world	٧	٧	٧	٧	٧	v	Evaluate	Yes	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.	٧	٧	٧	٧	V	٧	Apply	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.	V			٧	٧	٧	Understand		Minor Exams, Business Quiz, End Term Exams
CO1: Students will enable to understand environmental problems at local and national level through literature and general awareness.	٧		٧	٧	٧	٧.	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
Course Outcome	PO 1	PO Z	РОЗ	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
Paper EVS 102-18 Environmental Studies									
the problems caused by cyclical fluctuations in the market economy.		V			V	V	Apply	Yes	Business Quiz, End Term Exams
CO4: Interpret macroeconomic issues like money, inflation and unemployment. CO5: Identify the phases of the business cycle and				٧	V		Evaluate	Yes	Business Quiz, End Term Exams Minor Exams,
terms.							Analyse	Yes	Term Exams Minor Exams,
CO3: Make use of employment and national income statistics students will be able to describe and analyze the economy in quantitative	٧	٧	v	٧	V	٧			Minor Exams, Business Quiz, End

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CO 2: Development of Aptitude (Technical and General)	٧	٧	٧	٧	٧	V	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	٧				٧	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 4: Development of Communication Skills.		٧	٧	٧	V	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 5: Development of Presentation Skills.		٧	٧		٧	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
			BBA-	Third Se	mester				
Paper BBA 301-18 Organizational Behaviour									
Course Outcome	PO I	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.	٧	٧		٧	٧	٧	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 2: To illustrate the foundations of Individual Behaviour and various factors influencing ndividual behaviour viz. learning, personality, perception, attitude and motivation.	٧	٧	 √	٧	٧	٧	Understanding		Minor Exams, Business Quiz, End Term Exams
CO 3: To examine the dynamics of group development and group properties.	٧	٧	٧			٧	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams
CO 4: To understand various dimensions of organisational culture.	٧	٧	٧	٧	1	٧	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To analyse the process of conflict management and approaches to stress nanagement.	٧	٧	٧	٧		٧	Analyzing	1.1	Minor Exams, Business Quiz, End ferm Exams Wanagema
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							,		
Paper BBA 302-18 Marketing Management									
Course Outcome	PO I	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CC
CO1: Explain the basics of marketing, selling, marketing mix and its core concepts.	٧	٧	v	٧	٧	٧	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.	٧	٧		√	v	٧	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 3: Develop necessary skills for effective market segmentation, targeting and positioning	٧	٧	V	٧	٧	٧	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.	٧	٧	÷	v .	٧	√ .	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
CO 5: To develop an understanding of promotion mix and strategies for successful promotion	٧	٧	٧	٧	٧	٧	Applying	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 303-18 COST AND MANAGEMENT ACCO	LINTING								
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.			٧	٧	٧		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.	٧	٧	٧	٧	٧	٧	Understanding and Application	Yes Head	Case Discussions, Minor Exams, Business Quiz, End Term Exams

CO3: Estimate the breakeven point of the firm.	٧	٧	٧		٧	٧	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.	٧	٧	٧	٧	٧	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams Case Discussions,
CO5: Understand and estimate material, labour, overheads and sales variances for comparing planned with actual results.	٧	٧	٧	V	٧	٧	Understanding and Application	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA- 301-18 Production and Operation Man									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
		Sec. 2.	A Section 1	1000	52967	(887) yeld	× 1000000000000000000000000000000000000		Minor Exams,
CO1: Understand ever growing importance of Production and Operations management in uncertain business environment.	٧	V	٧		٧	٧	Evaluate	Yes	Business Quiz, End Term Exams
CO2: Gain an in-depth understanding of resource	٧	٧	٧	٧	٧	٧	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
utilization of an organization. CO3: Appreciate the unique challenges faced by firms in services and manufacturing.	٧	٧	٧	٧	٧		Create	Yes	Minor Exams, Business Quiz, End Term Exams
CO4: Understand the subject as a crucial part of functional management.	٧	٧			٧	٧	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO5: Develop skills to operate competitively in the current business scenario.			٧	٧	٧	٧	Create	Yes	Minor Exams, Business Quiz, End Term Exams
					-				
Paper BBASEC 301-18 IT Tools For Business		200	DO 2	DO 4	PO 5	PO 6	Skill	Focus on	Assessment Tool
Course Outcome	PO I	PO 2	PO 3	PO 4	103	ros	SKIII	Employability / Entrepreneurship	to Measure
		1 10 10 10 10 10 10 10 10 10 10 10 10 10	1 10 1 6 6 6	1 1/1/20	1 1 1 1 1	100			IK Pulls

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									Minor Exams,
									Business Quiz, End
O1: Develop understanding of computer					٧			Yes	Term Exams
undamentals, functions and their classifications							Apply	163	Term Examp
Indamentals, functions and their elassiness						}			Minor Exams,
CO2: Develop a clear understanding and				v	٧	v			Business Quiz, End
nowledge about the functioning of a Computer		٧	٧	v I	v	•			
							Apply	Yes	Term Exams
oftware and window operating system									Minor Exams,
	٧	٧	V	V	V	√	1		Business Quiz, End
O3: Demonstrate proficiency in Microsoft word &	V	٧	l '	·			Understand	Yes	Term Exams
xcel.									Minor Exams,
			l v	v I	V	l v			Business Quiz, End
CO4: Apply formatting and editing features to	٧	٧	l v	'		١ '	Apply	Yes	Term Exams
nhance worksheets.							дри		Minor Exams,
					1				Business Quiz, End
CO5: Use styles, themes, and conditional formats			V	٧			Annh	Yes	Term Exams
o customize worksheets.	9 9						Apply	163	Term exams
10 feetend D	lanmon	<u> </u>							
aper BMPD 302-18 Mentoring and Professional Do	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on	Assessment Tool
Course Outcome	POI	PUZ	FUS	107	105			Employability /	to Measure
			217 LZ 1-11		482			Entrepreneurship	Attainment of Co
								Entrepreneursmp	Attainment of Co
			15 50 7		5 × 5 × 6				
									Class Activities, Quiz
		V	l v	v	V	٧			Presentations, Field
					1		0 1	Yes	Projects
CO1: Development of Overall Personality						-	Applying	Tes	Frojects
									Class Activities, Quiz
	V	· · · v	V	- v	l v	٧			Presentations, Field
CO 2: Development of Aptitude (Technical and							A b i	Yes	Projects
General)						-	Applying	tes	Frojects
									Class Activities, Qui
	√	1			٧	٧			Presentations, Field
CO 3: Development of General Awareness (Current			1	Į.			Applying	Yes	Projects
Affairs and GK)			-	 		-	Applying	163	Trojects
							ļ		Class Activities, Qui
		V	√ √	٧	V	٧			Presentations, Field
								Yes	Projects
CO 4: Development of Communication Skills.				-		-	Applying	Yes	1
									Class अव्यक्ति ies, Qu Prese चिक्राजी ड, मही
		✓	√		V	√			Presenanatima
							Applying	Voc	Projects Gujra
CO E. Davidsament of Brosentation Skills	i .	1		1	1	1	IADDIVING	Yes	Triolegist Och

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100		distributed	BBA- F	ourth Se	mester				
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	٧	٧		٧	v	٧	Apply		Minor Exams, Business Quiz, End Term Exams Minor Exams,
CO1: Explain the objectives and proceeding in business conducting research and its application in business co2: Analyse the different types of research design and experimental errors.	٧	٧			٧	٧	Analyse	Yes	Business Quiz, End Term Exams Minor Exams, Business Quiz, End
CO3: Understand various techniques of sampling	٧	V			٧	٧	Understand	Yes	Term Exams Minor Exams,
and methods of data collection CO4: Examine different types of scales and	٧	٧	٧		٧	٧	Analyse	Yes	Business Quiz, End Term Exams Minor Exams,
appraise about data preparation and analysis CO5: Identify and prepare various types of reports.		٧	٧		٧	٧	Apply	Yes	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	٧	٧	٧	٧		٧	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams
Management and analyse the evolution of HRM. CO 2: To appraise various functions of HRM that facilitate employee hiring viz. human resource olanning, job analysis recruitment and selection.	٧	٧	V	٧	٧	٧	Evaluating	Yes	Minor Exams, Business Quiz, End Term Exams
Dianning, Job analysis recomment of the control of	٧	٧	٧	٧	٧	٧	Understanding		Minor Exams, arthreines (CVI s) EAG 3. Jesm Exams b Tel orthala 144 2003

CO 4: To analyze the functions of compensation management namely, wages and salary administration, incentives and fringe benefits.	v	v	V	v		V	Analyzing	Yes	Minor Exams, Business Quiz, End Term Exams					
CO 5: To comprehend the meaning and concept cindustrial relations.	of V	V	V	V			Understanding	Yes	Business Quiz, End Term Exams					
Paper BBA 403-18 Financial Management	-	_	-	-	_				-					
Course Outcome	PO I	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tool to Measure Attainment of CC					
	Land of	S. A. I. S.	13.56			9 3000		In the last of the						
CO1: Apply financial data for use in decision makin, by applying financial theory to problems faced by business enterprises.	g v	v		V	V	٧	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 sonduct preliminary measurement of leverage inalysis.	V	V	V	٧	v	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams					
O3: Apply time value of money techniques to arious pricing and budgeting problems.	٧	٧	٧		٧	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams					
υ4. Apply modern techniques in capital budgeting alysis.	٧	٧	٧	٧	٧	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams					
15: Assess dividend policy's impacts on share ces and to understand the implications of idend decisions in financial decision making.	٧	٧	٧	٧	٧	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams					
							-							
er BBAGE- 401 Entrepreneurship Development						-								
urse Outcome	PO I	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CC Head Department of					

3	2						CII	
3	,							
3	,	1						
		2			1			Minor Exams,
1	•	'		2	2			Business Quiz, End
						Evaluate	Yes	Term Exams
2	,						163	
1	3	2	2	3	2			Minor Exams,
	-					Apply	Vac	Business Quiz, End
	Ι.						165	Term Exams
3	3	2	2	3				Minor Exams,
-	,					Create		Business Quiz, End
1							res	Term Exams
2	2							
	_			3	3			Minor Exams,
						Understand		Business Quiz, End
						onderstand	Yes	Term Exams
1								
		3	3	,	,			
1	1		-	-	'			Minor Exams,
1								Business Quiz, End
	_		-			Арріу	Yes	Term Exams
ocial Respo	nsibility							
		DO 2	DO 4	/ DO -				
101	102	PO 3	PO 4	PO 5	PO 6	Skill	Focus on	Assessment Too
1.0			21/2015				Employability /	to Measure
			8.5	200				Attainment of Co
				22.5	-10		Entrepreneursing	Attainment of Ct
					-		A CONTRACTOR OF THE PARTY OF TH	Minor Exams.
v	, 1				V	1		
						Understand	V	Business Quiz, End
						Onderstand	res	Term Exams
v	V	V	٧		v		1	Minor Exams,
			.			Understand		Business Quiz, End
						Understand	Yes	Term Exams
v		,						Minor Exams,
,		٧			V			Business Quiz, End
						Analyze	Yes	Term Exams
1		. 1						Minor Exams,
v	1	٧	٧		٧			Business Quiz, End
						Evaluate	Yes	Term Exams
- 1		1						Minor Exams,
	٧	v [. √	٧	٧			Business Quiz, End
						Evaluate	Yes	Term Exams
velopment							Hoad	- aome
-							Departmen	t of Managerile
							Dapartine	Punjab Technic
							1K/Gullar	2.144/600
							r. fourthan	ig / NE
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	2 cocial Respo	3 3 2 2 2 Social Responsibility PO 1 PO 2 V V V V V V	3 3 2 2 2 3 3 3 2 4 2 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	3 3 2 2 2 2 3 3 3 3 3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	3 3 2 2 3 2 2 3 2 2 3 3 3 2 2 3 3 3 2 2 3 3 3 2 2 3 3 4 3 2 2 3 3 4 3 2 2 3 3 5 5 6 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	3 3 2 2 3 3 2 2 3 3 2 2 3 3 3 3 3 3 3 3	3 3 2 2 3 Create 2 2 3 Apply 3 3 3 Q Q Q Apply Apply Create 2 2 Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q Q	3 3 2 2 3 Create Yes 2 2 3 Understand Yes 3 3 4 Apply Yes 4 Apply Yes 4 Apply Yes 5 Create Yes 7 Yes 8 Apply Yes 8 Apply Yes 8 Apply Yes 9 Octal Responsibility 9 PO 1 PO 2 PO 3 PO 4 PO 5 PO 6 Skill Focus on Employability / Entrepreneurship 9 V V V V V Understand Yes 9 V V Understand Yes 9 V V Analyze Yes 9 V V V V V V Evaluate Yes

			-						
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Too to Measure Attainment of Co
						3.56		Entrepreneursmp	Attainment of Co
CO1: Development of Overall Personality		v	v	V	٧	٧	Applying	Yes	Class Activities, Quiz Presentations, Field Projects
CO 2: Development of Aptitude (Technical and General)	v	v	v	٧	V	V	Applying	Yes	Class Activities, Quiz Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	V				٧	٧	Applying	Yes	Class Activities, Quiz Presentations, Field Projects
CO 4: Development of Communication Skills.		٧	٧	٧	٧	٧	Applying	Yes	Class Activities, Quiz Presentations, Field Projects
O 5: Development of Presentation Skills.		v	٧		٧	٧	Applying	Yes	Class Activities, Quiz Presentations, Field Projects
			BBA-	Fifth Sei	nester				
aper BBA 501-18 OPERATION RESEARCH									
Course Outcome	PO I	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tool to Measure Attainment of CC
D1: Understand the concept, approaches and oplications of operations research.	٧	٧			٧	v	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
O2: Apply the methods of linear programming for cision making.	٧	٧		٧	٧	٧	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
D3: Analyse transportation and assignment oblems of business.	٧	٧		٧	٧	٧	Analyze	Head YesDapartr	Minor Exams, Business Quiz, Enders

		,	4					- >	
CO4: Apply the methods of game theory to solve business problems	٧	٧		٧	٧	٧	Apply	E	Minor Exams, Jusiness Quiz, End Term Exams
CO5: Apply the techniques of network analysis to schedule business / project activities.	٧	٧		٧	٧	٧	Apply	1	Minor Exams, Business Quiz, End Term Exams
BBA 502-18 Mercantile Law									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the concept, approaches and application of Contract Act in business decision making.	٧	٧		Treat the said	V	٧	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
CO2: Understand and apply the provisions of Partnership Act in business decision making.	٧					V	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
CO3: Understand and apply the provisions of sales	٧		٧		٧		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	٧						Apply	Yes	Minor Exams, Business Quiz, End Term Exams
COS: Understand and apply the provisions of Negotiable Instrument Act in business decision making	. 1		٧				Apply -	Yes	Minor Exams, Business Quiz, End Term Exams
Paper BBA 511-18 Consumer Behaviour							C. C. 11	P	Assessment Tools
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO	6 Skill	Focus on Employabili Entrepreneur	ty / to Measure
CO1: Understand fundamental concepts, nature	V	٧			v	V	/ Understandi	ng Yes	Minor Exams, Business Quiz, End Heaftern Exams & Man

			0						
CO 2: Analyze the various factors that influence consumer decisions.		٧			٧	٧	Analyzing	Bu	nor Exams, siness Quiz, End rm Exams
CO 3: Understand the individual, group or organizations make buying decisions.	v	٧		٧	٧	٧	Understanding	M	inor Exams, usiness Quiz, End erm Exams
CO 4: Understand how and why groups affect consumer behavior.		v	٧	٧	٧	٧	Understanding	E	Minor Exams, Jusiness Quiz, End Term Exams
CO 5: Understand the emerging trends in field of consumer behavior.	٧		٧	٧	٧	٧	Understanding	i i	Minor Exams, Business Quiz, End Term Exams
Paper BBA 512-18 Advertising and Sales Managen									
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
O1: Understand advertising and its role in larketing		٧	٧		٧	1	Understand	Yes	Minor Exams, Business Quiz, End Term Exams
D2: Apply knowledge of advertising components designing effective Advertising campaign for oducts and services	٧	-	٧		٧	3	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
3: Design effective Media strategy for its oduct /Service awareness	V		٧			3	Analyze	Yes	Minor Exams, Business Quiz, End Term Exams
4: Apply its knowledge in recruiting and ecting right set of Sales force for selling products services in market	٧	٧		٧		3	Apply	Yes	Minor Exams, Business Quiz, End Term Exams
: Design sound sales strategy for its products services.		٧		٧	٧	3	Analyze	Yes	Minor Exams, Business Quiz, Er Term Exams
Measure performance of sales force and sales tories.	٧	٧	. •		٧	:	2 Evaluate	Yes	Minor Exams, Business Quiz, E Term Exams



			(1)						
Course Outcome								1	
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Employability /	to Measure
CO1: To understand the accounting of issue of shares and debentures.	٧	٧						B	Minor Exams, Jusiness Quiz, End
CO2: To understand the final accounts of company form of organization.							Understand	1	erm Exams Minor Exams, Business Quiz, End
CO3: To get an overview of financial reporting of financial institutions		٧	٧		٧	٧	Understand		Term Exams Minor Exams, Business Quiz, End
CO4: To understand the accounting treatment for amalgamation.	_						Understand	Yes	Term Exams Minor Exams, Business Quiz, End
CO5: To understand the accounting for liquidation of the company.		٧	٧				Understand	Yes	Term Exams Minor Exams, Business Quiz, End
BBA 522-18 Financial Markets and Services							Understand	Yes	Term Exams
Course Outcome									
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.	v		ŧ[²		٧		Understand	V	Minor Exams, Business Quiz, End
CO2: To know the structure of Financial Markets.	٧						Analyze	Yes	Term Exams Minor Exams, Business Quiz, End
CO3: To develop basic understanding of derivatives and currency markets.			٧		v		Understand	Yes	Term Exams Minor Exams, Business Quiz, End
CO4: To understand the importance and role of Primary and Secondary markets.		٧						Yes	Term Exams Minor Exams, Business Quiz, End
CO5: To understand the role and types of Financial Services	٧						Understand	Yes	Term Exams Minor Exams, Business Quiz, En
							Understand	Yes	Tell-leadins

6: To understand structure and system of sing, mutual funds, credit rating, credit cards,		1			1		T	-						
		1	1	, 1	1	1	1		1					
		-			+		U	Inderstar	nd		\	\		
per BBA 531-18 Industrial Relations & Labour La		-		<u> </u>	+	-	-				-			
ourse Outcome					+	-	-							
Sucome	PO 1	PO 2	PO 3	PO 4	PO:	5 F	PO 6	SI	kill	Focus on Employabilit	ty/ to	sment Tools Measure		
	F. V. 10			ATENIA	4		Taylor !			Entrepreneurs		inment of CO		
11.11-1				ABBUT	Agric	AND T								
D1: Understand establishing & maintaining a und relationship between the worker & the aployer.	٧		V	V		V	٧	12.12.14				or Exams,		
2: Identify and rectify the simmering issues		-						Unde	erstand	Yes		ness Quiz, End		
nich might take the form of a dispute in the orkplace.	٧		٧	٧		٧	٧	Appl	h.,		Min Bus	nor Exams, siness Quiz, End		
O3: Clarify the use & importance of various Acts their uses in Industrial Relations.	٧		٧	٧		v	V			Yes	Bi	rm Exams linor Exams, usiness Quiz, End	(
O4: Keep away from strikes & lockouts so as to hance the economic status of the employee.	٧			V	,	٧	V		derstand	Ye	1	erm Exams Minor Exams, Business Quiz, End	1	
O5: Understand the significance & functioning of ade Unions					V	٧	1	,	Inderstand		Yes	Term Exams Minor Exams, Business Quiz, End Term Exams		
		+-	-				\perp					Trem Lauris	\dashv	
Paper BBA 532-18 Organisation Change & Dev	elonment	+	+	-+	\rightarrow		+	\rightarrow						
ourse Outcome	PO 1	_	2 D(O 3 - P	100	DO (-		And a respect to the second					
All Se Gulconie		TO.	2 rc) 3 · F	PO 4	PO 5	P	06	Skil	Emp	ocus on oloyability epreneursh		re	
					300,000,000	AND TO SERVICE OF THE PARTY OF	Statement of the last of the l					Minor Exams,		
 Develop understanding of organization ange and illustrate theories of planned change. 			_		٧	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	\perp	٧	Apply		Yes	Business Quiz Term Exams		
O2: Analyze the issues and problems arising out organizational change initiatives.	t V				٧	V	,]	٧	Analyze	e	Yes	Minor Exams Business Qu Term Exams	iz, End	
03: Explain the meaning, objectives and proces	s V				٧		v \	٧	Unde	rstand		Minor Exan Business O Term Exan Hi		

			•						9		
CO4: Understand the role of various intervention strategies in organizational development.	v			v	٧	٧	Understa	nd	B	linor Exams, usiness Quiz erm Exams	z, End
CO5: Explain the issues in the consultant client relationship.	٧			٧	٧	٧	Understa	and	/1	Minor Exam Business Qu Term Exam	iz, End
Paper BMPD 502-18 Mentoring and Professional De	velopment										
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	S	kill	Focus on Employability / Entrepreneurship	to N	nent Tools feasure nent of CO
		٧	٧	٧	v	٧				Presen	ctivities, Quiz, stations, Field
CO1: Development of Overall Personality				-	+	-	Apply	ying	Yes	Projec	ts
CO 2: Development of Aptitude (Technical and General)	٧	٧	٧	٧	\ v	\	1	olying	Yes	1	Activities, Quiz, entations, Field ects
CO 3: Development of General Awareness (Current Affairs and GK)	٧				7		v Ap	plying	Yes	Pre	ss Activities, Quiz, esentations, Field bjects
		v	V	V	,		v		Address of the second	." P	ass Activities, Quiz, resentations, Field
CO 4: Development of Communication Skills.		-	-	_			A	pplying	Yes	\P	Projects
O 5: Development of Presentation Skills.		٧	٧			V	V	Applying	Ye	1	Class Activities, Quiz, Presentations, Field Projects
			BB	A- Sixtl	ı Seme	ster	1775				l Line en e
aper BBA 601-18 Strategy Management	PO 1	PO	2 PO	2 D	0.4	PO 5	PO 6	Ski	II For	cus on	Assessment Too
ourse Outcome	POI	Po.	2 FO	3			100	JKI	Emplo	oyability reneursh	to Measure
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CO1: Understand and explain the concepts of	T	T	T		T	T	-				
	٧	V	v	v	٧	v	Indian	standing			Quiz, End
external as well as internal environmental as	v						onders	standing	Yes	Minor E	
or business.	v	v		1	4	٧	Applyi	ing	Yes	Busines	a Quiz, End
CO 3: Classify various business level and corporate level strategies for the growth of the business	v	V					-ppiy	mg .	162	Minor	Exams,
along with their implications.		•		٧	٧	٧	Analy	zing	Yes		ess Quiz, End Exams
CO 4: Identify various issues involved in strategy	v I	v		v	v	٧			, , ,	Mino	r Exams,
implementation.					_	· ·	Appl	lying	Yes	1	ness Quiz, End
CO 5: Understand and analyze various techniques	v	v		v	v	V					or Exams,
of strategic evaluation and control.				·		· .	Ana	lyzing	Yes		m Exams
BBA 602-18 Company Law							+				
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6		Skill	Focus on Employabil Entrepreneu	ity /	to Measure Attainment of CO
										1	
O1: Understand the basic concept and provisions f company law in business decision making.	٧	٧	٧				,	Jnderstand	Yes		Minor Exams, Business Quiz, End Term Exams
O2: Understand the concept of different types of mpanies and differentiate among them.	٧	٧						Evaluate	Yes		Minor Exams, Business Quiz, End Term Exams
03: Understand the process of formation of mpany and different documents required for at.	٧					,	í	Understand	Ye		Minor Exams, Business Quiz, End Term Exams
4: Understand the process of appointment and alification of different types of directors of mpany	٧							Understand		es.	Minor Exams, Business Quiz, End Term Exams
5: Understand the need of different meetings process of winding up of company.	٧	٧	٧				٧	Apply		Yes	Minor Exams, Business Quiz, En
-								мриу		162	Term Exams
per BBA 611-18 Services Marketing											

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Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
And the death of the second of			9				1	The state of the s	
CO1: Understand fundamental concepts, nature and importance of Services Marketing.		٧		٧	٧	٧	Understanding	Yes	Minor Exams, Business Quiz, End Term Exams Minor Exams.
CO 2: Analyze the various factors that influence service marketing.	٧	٧	٧	٧	٧	٧	Analyzing	Yes	Business Quiz, End Term Exams Minor Exams,
CO 3: Understand the role of customers and employees in service delivery.	٧	٧	٧		٧	٧	Understanding	Yes	Business Quiz, End Term Exams Minor Exams,
CO 4: Understand how and why new service development takes palce.	٧	٧		٧	٧	v	Understanding	Yes	Business Quiz, End Term Exams Minor Exams.
CO 5: Understand the emerging trends in field of service marketing.	٧	٧	V	٧	٧	V	Understanding	g Yes	Business Quiz, End Term Exams
BBA 612-18 Retailing and Logistics Management				200	- PO 5	PO	6 Skill	Focus on	Assessment Tools
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO	O Skill	Employabili Entrepreneur	ty / to Measure
CO1: Understand Retail Environment, challenges and Retail formats in retailing in India.	٧	V			V	,	Understand	Yes_	Minor Exams, Business Quiz, End Term Exams Minor Exams,
CO2: Design Merchandise System for effective	٧	٧	٧	٧	٧		V Create	Yes	Business Quiz, End Term Exams
execution of retailing function CO3: Understand and recognize the importance of store design and apply the concepts of store design to determine store layout and merchandising.	٧	٧	٧	V	v		V Understar	nd and Ye	Minor Exams, Business Quiz, Er Term Exams Minor Exams,
CO4: Understand various activities in logistics	٧	٧	٧		,	,	√ Understa	and Ye	Business Quiz, E Term Exams

Yes Term Exams
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			0						3	
COS: To apply knowledge of Inventory management, Transportation, warehousing, Packaging in designing overall strategy of Logistic Function	٧	٧	٧	٧	٧	٧	Apply			Minor Exams, Business Quiz, End Term Exams
Paper BBA 621-18 Personal Financial Planning										
Course Outcome	PO 1	DO 2	****							
	POT	PO 2	PO 3	PO 4	PO 5	PO 6	Ski	ill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
								(40 m/h		
CO1 – To familiarise students with the concept, objectives and importance of personal financial planning.	٧				V	٧	Underst	-	Yes	Case Discussions, Minor Exams, Business Quiz, End Term Exams
CO2 - To enable the students to understand the implications of environmental factors	٧	٧		٧	V	V	- 1	tanding	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.	V	٧	٧	٧	٧	V	Under	standing		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.	٧	٧	٧	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	٧	V		rstanding Application		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.	٧	٧	٧	٧	٧	v	Unde	erstandin _i Applicatio	3	Case Discussions, Minor Exams, Business Quiz, End Term Exams
									_	
Paper BBA 622-18 Direct and Indirect Tax Laws										
Course Outcome	PO 1	PO 2	PO 3	PO	4 PO	5 PO	D 6	Skill	Focus of Employab Entreprene	ility / to Measure
CO1 – The students will be familiarised with the concepts, framework and incidence of taxes in India.	٧	V		V			U	nderstand	d YE	Minor Exams, Business Quiz, End Term Exams agen

			4 / /							
CO2 – To acquaint students with the provision of the current finance are with				-		-				
								N	linor Exams,	
	٧			V	٧	٧			usiness Quiz, End	
CO3 – To enable students to compute the tax							Understand		erm Exams	
liability of individuals after considering their				1						
residential status, various exempted incomes,	1			- 1				1	1	
permissible deduction at the		٧	٧	٧	٧			1,	Minor Exams,	
permissible deduction, clubbing of income and setting off of losses.				1	- 1			le l	lusiness Quiz, End	
secting off of losses.							Apply		erm Exams	
COA T. C. W.									Minor Exams,	
CO4 - To familiarize students with the concepts of	V		v	v I		٧			Business Quiz, End	
Value Added Tax, excise duty and custom duty.							Apply		Term Exams	
CO5 – To enable students to understand the							лергу	163	Term exams	
concept and importance of One-Nation-One-Tax							1		Minor Exams,	
system brought in India through Goods and	V	٧	٧		V	٧				
Services Tax.	1		1				Understand		Business Quiz, End	
							Understand	Yes	Term Exams	
CO6 - To enable students to understand the		v					1 1		Minor Exams,	
framework and structure of GST.					٧	٧	l		Business Quiz, End	
and structure or GS1.							Understand	Yes	Term Exams	
CO7 - To populate students with the many									Minor Exams,	
CO7 – To acquaint students with the process of tax	٧		٧	٧	1	٧			Business Quiz, End	
credit and refund of GST.							Apply	Yes	Term Exams	
				1,500						
Paper BBA 631-18 Training and Development							4 - 05-1137 APR 7 20 -	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2		
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on	Assessment Tools	
								Employability /	to Measure	
								Entrepreneurship	Attainment of CO	
			25.2				3 2 1 A 1 A 1 A 1 A 1 A 1 A 1 A 1 A 1 A 1			
AND THE RESERVE OF THE PARTY OF					4.2.3					
CO1: Expiain the process of Training and					1				Minor Exams,	
Development and select appropriate methods of	٧	٧	V		V	V	Understanding		Business Quiz, End	
training needs assessment.							and Applying	Yes	Term Exams	
						+	una Apprymig	163	Minor Exams,	1
	٧	V	l √	v			\	1		
	v	v	l v	V	٧	V	Ĭ		Business Quiz, End	
CO 2: Design an effective training program.						1	Creating	Yes	Term Exams	1
									Minor Exams,	
CO 3: Classify various methods of Training and	٧	٧			V	٧ /			Business Quiz, End	
Development.				1			Analyzing	Yes	Term Exams	
O 4: Illustrate the significance of training									Minor Exams.	┪
effectiveness and analyze different methods of	٧	٧			V	V	0			
	. v	٧		1	1 °	\ \			Business Quiz, End	
raining effectiveness.							Analyzing	Yes	Term Exams	
									Minor Exams,	1
O 5: Analyze different methods of Employee	٧	√ √		l v	V	٧.			Business Quiz, End	
evelopment				1			Analyzing	Yes	Term Exams	of Management
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PO 2	PO	3 PC			v u	Inderstand	l Focu	s on	Assessment Tools to Measure Attainment of CO
		\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \			U	Inderstand	Yes	1	usiness Quiz, End
		<u> </u>		\perp		nderstand	Yes	1	usiness Quiz, End
		Total Stay of	The second second					M	inor Exams,
		٧	V		1	ply	Yes	Bus	or Exams, liness Quiz, End rm Exams
		v	\ \ \	V	Unc	derstand	Yes	Busii Terr	or Exams, ness Quiz, End n Exams
		٧	V	\ v	Apply	,	Yes	1	s Quiz, End
		٧	٧	V	Under	stand	Yes	Term Ex	Quiz, End ams
PO 2	PO 3	PO 4	PO 5	PO 6	Sk	cill	Focus on Employability / Entrepreneurship	Assessme to Me Attainme	
	202	PO 2 PO 3	V V	V V	V V V	V V Under V V Apply V V V	V V Understand V V Apply V V Understand	Employability / Entrepreneurship	Employability / Entrepreneurship Attainme V V Understand Yes Term Ex Winor Ex Business Minor Ex Business Minor Ex Business Term Ex Understand Yes Term Ex Winor Ex Business Term Ex

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CO 2: Development of Aptitude (Technical and General)	٧	٧	٧	٧	٧	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 3: Development of General Awareness (Current Affairs and GK)	٧				V	V	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 4: Development of Communication Skills.		٧	v	٧	V	٧	Applying	Yes	Class Activities, Quiz, Presentations, Field Projects
CO 5: Development of Presentation Skills.		٧	٧		٧	٧	Applying	Yes	Class Activities, Quiz Presentations, Field Projects

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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	٧	V	٧			٧	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.	٧	٧	٧		٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Develop analytical abilities to face the business situations.	V	٧	٧	٧		٧	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Apply various tools that would facilitate the decision making process	٧	٧		V			Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
in the business. CO 5: Develop peer based learning and working in groups and teams.		V		٧	٧	٧	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: To comprehend the application of various controlling techniques in management.	٧	٧	٧			٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 102-18 Managerial Economics								Focus on	
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	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	V	V	V				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	٧	V	V				Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
demand. CO3: Analyze the demand and supply conditions and assess the position of company and explain the concepts of factors of production, collective	a v				V	٧	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
bargaining and the underlying theories of factors of production. CO4: Recognize the relationship between short-run and long-run costs and will also be able to establish the linkage between production function and		V	٧				Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
cost function 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.		V		V			Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams

O6: Understand basic concepts of macroeconomics and shall be able to leasure national income using different approaches.	٧	٧	E	valuate	Yes	Minor Exams, Buisness Qu End Term Exams	uiz,
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				1,		0	
				Head /	anun	Al University	2
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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.		٧	٧	٧	٧	٧	Understanding and Application	Yes	Case Discussions, 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.	٧	٧	٧				Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
CO2: To apply the concepts of central tendency and variation in managerial	٧	٧	v				Apply	Yes	Minor Exams, Buisness Quiz End Term Exams
decision making. CO3: To enhance knowledge in probability theory and normality and its distribution concepts.	V	٧	٧				Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
CO4: To understand the concept of correlation regression analysis and their applications.	٧	٧	٧				Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
COS: To apply the learnt techniques to build the best fit route of transportation for carrying schedule of activities.		٧		٧			Apply	Yes	Minor Exams, Buisness Quiz End Term Exams
CO6: To apply the operations techniques in reality to market scenario.		٧	٧			٧	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.	٧		٧		٧		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.	٧	V	V		٧	٧	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.	V	٧	V		٧	٧	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.	V	٧	٧	٧	٧	V	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.	٧	٧	٧	V	V	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 105-18 Business Enviornment and Indian Economy									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: Outline how an entity operates in a complex business environment.		٧			٧	٧	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.	s V		٧	٧	٧		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.		V	V	٧		V	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.	٧			٧		٧	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.	٧	٧	٧	٧			Evaluate	Yes	Minor Exams, Buisness Quiz End Term Exams
CO6: To discuss various development strategies in India.		٧	٧		٧		Create		
Paper MBA 106-18 Business Ethics and Corporate Social Responsibility									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To integrate and apply contemporary Ethics & Governance issues in a business context	٧		٧	٧		٧	Apply	Yes	Minor Exams, Buisness Quiz End Term Exams
CO2: To analyse and apply ethics to contemporary business practices.	٧	٧	٧		٧	√	Analyze	Yes	Minor Exams, Buisness Quiz End Term Exams
CO3: To analyse key perspectives on corporate social responsibility and their application.			٧	٧		٧	Analyze	Yes	Minor Exams, Buisness Quiz End Term Exams
CO4: To evaluate different corporate ownership structures and their key governance features.	٧	٧		٧			Evaluate	Yes	Minor Exams, Buisness Quiz End Term Exams
CO5: To understand the ethical decision making, ethical reasoning, the dilemma resolution process.	٧			٧	٧		Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
CO6: To analyse and apply corporate governance perspectives to contemporary business practices.		٧	٧	٧		٧	Analyze	Yes	Minor Exams, Buisness Quiz End Term Exams

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		٧			V	٧	Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
CO 2: To learn the listening skills and comprehend the value of business etiquettes .		٧	V		٧	V	Apply	Yes	Minor Exams, Buisness Quiz End Term Exams
CO 3: To comprehend Non – Verbal communication skills and its application for effective Communication			٧		V	٧	Apply	Yes	Minor Exams, Buisness Quiz End Term Exams
CO 4: To learn the skills of writing effective business messages, letters and report	٧	V	٧		٧	٧	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	V	٧	٧		٧	٧	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: – To prepare the students for interview , employment messages and resume writing skills	٧	٧	٧		٧	٧	Apply	Yes	Minor Exams, Buisness Quiz End Term Exams
		MBA -	Secon	d Seme	ester				
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	s v	٧	٧			٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: To enhance knowledge in probability theory and normality and its distribution concepts	٧	V	٧			٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: To conduct research surveys through multiple regression and multiple correlation	٧	٧	٧			٧	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: To design a good quantitative purpose statement and good quantitative research questions and hypotheses	٧	٧	٧			٧	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO5: To know the various types of quantitative sampling techniques and conditions to use.	٧	٧	٧			٧	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.	٧	V	٧				Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 202-18 Legal Environment for Business									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO 1: Students shall be able to understand the legal and regulatory framework of business environment.		٧			٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Students shall be able to identify the fundamental legal principles behind contractual agreements.	٧		٧			٧	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Students shall be able to understand the legal provisions of sales of goods.		٧	٧	٧		٧	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.	V		٧	٧			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.	٧				V	٧.	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		٧	٧		٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 203-18 Marketing Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To learn the basics of marketing, selling, marketing mix and its core concepts.	٧	٧	٧	٧			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.	٧	٧	٧	٧		٧	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	٧	٧	٧		٧		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.	V	٧	٧	٧			Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: To develop an understanding of promotion mix and strategies for	٧	٧	٧	٧	٧	٧	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
successful promotion CO 6: To gain knowledge about the emerging trends in marketing and pyramid marketing.	٧		٧				Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 204-18 Human Resource Management Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To explain the basics of Human Resource Management and analyse the evolution of HRM.	٧	٧	٧	V		٧	Understanding	Yes	Minor Exams, Buisness Quiz End Term Exams
CO 2: To comprehend the environment of HRM.	٧	٧	٧	٧		٧	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.	٧	V	٧	٧	٧	٧	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.	٧	٧	٧	٧	٧	٧	Understanding	Yes	Minor Exams, Buisness Quiz End Term Exams
CO 5: To examine the provisions of employee health, safety and welfare.	٧	V	٧	٧		٧	Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: To analyse the concerns of government, employees and employers in establishing Industrial relations.	٧	٧	٧	٧			Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 7: To illustrate mechanisms adopted by the organizations for settlement of disputes and grievances	٧	٧	٧	٧	٧	٧	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 205-18 Production and Operations Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand ever growing importance of Production and Operations management in uncertain business environment.	٧	٧	٧			٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Gain an in-depth understanding of resource utilization of an organization.	٧	٧				٧	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Appreciate the unique challenges faced by firms in services and manufacturing.	٧	٧	٧			٧	Analyse	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Understand the subject as a crucial part of functional management.	٧	٧			٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
COS: Develop skills to operate competitively in the current business scenario	٧	٧	٧		٧	٧	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Understand the concepts of inventory and purchasing management.	٧	٧				٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 206-18 Corporate Finance and Indian Financial System					1 - 4				
	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.	٧	٧	٧				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2- To illustrate the concept of time values of money and valuation of securities.			٧				Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: To comprehend the significance of capital structure theories in capital structure decisions.		٧	V				Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: To understand the applications of approaches of working capital	٧						Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
COS: To be able to describe the role of various financial institutions on	V	٧	V	٧			Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
Indian financial system. CO6: To discuss the evolution of financial markets and various financial instruments.	٧	٧					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.	٧	٧	V			٧	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.	٧	٧	V		٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: To comprehend the significance of women entrepreneurs, rural entrepreneurship and social entrepreneurship.	٧	V	٧	٧		٧	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.	٧	V		٧			Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: To be able to develop an effective business plan.		٧		٧	٧	٧	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.	٧	V	V			V	Understand	Yes	Minor Exams, Buisness Quiz

Paper MBAGE 201-18 Computer Applications for Business									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Develop understanding of computer fundamentals, functions and their classifications			٧			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	٧	٧	٧	٧	3	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams Minor Exams, Buisness Quiz,
CO3: Demonstrate proficiency in Microsoft word & Excel.	٧	٧	٧	٧	٧	3	Understand	Yes	End Term Exams Minor Exams, Buisness Quiz,
CO4: Apply formatting and editing features to enhance worksheets.			٧			3	Apply	Yes	End Term Exams Minor Exams, Buisness Quiz,
CO5: Use styles, themes, and conditional formats to customize worksheets.	٧	٧	٧	٧	٧	3	Remember	Yes	End Term Exams
CO6: apply the concepts of data base and Access for editing Data; managing reports and labels, Managing Multiple Tables.	٧	٧	٧	٧	٧	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.	٧	٧		٧		٧	Evaluating	Yes	Minor Exams, Buisness Quiz End Term Exams
		MBA	- Third	Semes	ter				
Paper MBA 301-18 Organizational Behaviour & Design									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To explain the basics of Orgnaizational behaviour and various challenges for OB in national and global environment.	٧	٧	٧				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.	V	٧	V	٧		V	Understanding	Yes	Minor Exams, Buisness Quiz
CO 3: To assess the significance of leadership and role of leadership styles in effectiveness of the team	٧	٧	٧	٧	٧	٧	Evaluating	Yes	Minor Exams, Buisness Quiz End Term Exams
O 4: To examine the dynamics of group development, group properties and formation of organizational culture.	٧	٧	٧	٧	V	V	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.	٧	٧	٧	٧	٧	٧	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)				1			Minor Exams, Buisness Quiz
on human behaviour.	٧	٧	V	V	Evaluating	Yes	End Term Exams

MBA 302- 18 Marketing Research									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the process of marketing research and its application in	٧	V	V				Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
managerial decision making	٧	V			٧		Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
CO2: Identify various sources of data for marketing research.	٧	V	V			V	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO3: Examine different research methods and be able to apply them.			V	٧			Apply	Yes	Minor Exams, Buisness Quiz End Term Exams
CO4: Identify different research designs and develop a research proposal. CO5: Design an effective questionnaire and test reliability and validity of the	v	V	V				Evaluate	Yes	Minor Exams, Buisness Quiz End Term Exams
scales. CO6: Apply different methods of data preparation and data analysis.	٧			٧			Apply	Yes	Minor Exams, Buisness Quiz End Term Exams
Anna coat de Common Robertions		Electives	Group	A-Marl	keting				
Paper MBA 921-18 Consumer Behaviour Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Provide an understanding of how consumers make decisions.	٧	V	V				Understanding	Yes	Minor Exams, Buisness Quiz End Term Exams
CO 2: Analyze personal and environmental factors that influence consumer	٧	V	V	٧		ri pie	Analyzing	Yes	Minor Exams, Buisness Quiz End Term Exams
decisions. CO 3: Understand the processes used when individuals, group or	٧	V	V	٧	V		Understanding	Yes	Minor Exams, Buisness Quiz End Term Exams
organizations make buying decisions. CO 4: Understand how and why marketers craft particular messages to	٧	V	V	٧	V	٧	Understanding	Yes	Minor Exams, Buisness Quiz End Term Exams
appeal to consumers. CO 5: Understand the interrelationship with other functional areas of	٧	V			V	٧	Understanding	Yes	Minor Exams, Buisness Quiz End Term Exams
business as a part of the management process.				_	_	_			Minor Exams, Buisness Quiz

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Paper MBA 922-18 Services Marketing									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand the fundamental concepts of service marketing and its functions.	V	٧	٧	٧			Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams Minor Exams, Buisness Quiz,
CO 2: Identify the role and significance of various elements of service marketing mix.	٧	V	٧	٧	V		Applying	Yes	End Term Exams
CO 3: Analyze customer requirement, measure service quality and design and deliver better service.	٧	V	٧	V	٧	٧	Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Analyze integrated services marketing communications and services	٧	V	V	V	٧	٧	Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
marketing triangle. CO 5: Examine various pricing strategies and pricing approaches in service	V	V	V	V			Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
sectors. CO 6: Understand service marketing applications in different service sectors	. ٧	٧	٧	٧	٧	٧	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
		Electiv	es Grou	p B-Fin	ance				
Paper MBA 911-18 Investment Analysis and Portfolio Management Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1 – To familiarize the students about the basic concepts, various investment avenues, process of investment and market microstructure of	٧			V	٧		Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
financial markets. 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	V	٧		٧			Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
measurement. CO3 – To familiarize the students with the concepts and process of fundamental analysis so that they may understand the impact of various	٧	V	V	٧	٧	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
environmental factors on investment valuation. 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.	٧	V	٧	٧	٧	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
COS – To explain the concepts, process and techniques for portfolio construction, evaluation and revision.	٧	V	٧		٧	٧	Understanding and Application	Yes	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.	٧	٧	٧	V	Understanding and Application	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

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aper MBA 912-18 Management of Financial Services							della Se		
ourse 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
	V	V	V				Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
O1: To understand the concept of financial services and their importance.			-					Yes	Minor Exams, Buisness Quiz End Term Exams
CO2: To know the structure and schemes of mutual funds.	٧		V				Understand	165	Minor Exams, Buisness Quiz
CO3: To understand the importance and process of Dematerialisation and remateralisation.	٧	٧	٧			V	Understand	Yes	End Term Exams Minor Exams, Buisness Quiz
CO4: To know the structure and system of credit rating ,leasing ,merchant	٧	٧		٧			Evaluate	Yes	End Term Exams Minor Exams, Buisness Quiz
banking and venture capital.	V					V	Analyze	Yes	End Term Exams
CO5: To know the process and importance of factoring and securitisation. CO6: To understand the process of asset liability management and risk		V	V		V		Understand	Yes	Minor Exams, Buisness Qui End Term Exams
management in banks.							Onderstand		
Flee	tives (Group C-	Humar	Resou	rce Mar	ngemen	t		
Paper MBA 931-18 Organizational Change and Development									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CC
CO1:Develop understanding of organization change and Define, explain and illustrate theories of planned change, their relevant foundations, strengths	V	V	V	V	V	V	Create	Yes	Minor Exams, Buisness Qu End Term Exams
and weaknesses. CO2:Recognize and comment on issues and problems arising out of	V	V	V		٧	٧	Understand	Yes	Minor Exams, Buisness Qu End Term Exams
organizational change initiatives. CO3:To Understand concepts related to system theory, Action Research	V	V	V	٧		٧	Understand	Yes	Minor Exams, Buisness Qu End Term Exams
and Models, CO4:Understand the role of various intervention strategies in organizationa	1 V	V	٧	٧	V	V	Understand	Yes	Minor Exams, Buisness Qu End Term Exams
development. COS:Facilitate organizational change; and apply diagnostic models and	V	V	٧	٧	٧	٧	Evaluate	Yes	Minor Exams, Buisness Q End Term Exams
concepts to change issues at the organizational, group and individual levels.									Minor Exams, Buisness Q

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Paper MBA 932-18 Employee Relations									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand establishing & maintaining a sound relationship between the worker & the employer.	٧	V	V	٧	٧	٧	Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
CO2: Understand the significance & functioning of Trade Unions.	٧	٧	٧		٧	٧	Understand	Yes	Minor Exams, Buisness Quiz
CO3: Identify the simmering issues which might take the form of a dispute in the workplace.	٧	٧	V	3		٧	Analyze	Yes	Minor Exams, Buisness Quiz End Term Exams
CO4: Examine various provisions laid down by laws to settle disputes in the organizations.	٧	V		3			Evaluate	Yes	Minor Exams, Buisness Quiz End Term Exams
CO5: Assess the importance of various Acts in Industrial Relations.	٧	٧	٧	٧	٧	٧	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Comprehend the concept and classification of labour welfare.	٧		V	V	٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
HYPE-101-18 Human Values ,De-addiction and Traffic Rules									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To develop the ability to distinguish between what is of value and what is superficial in life		٧			V	V	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:	٧	٧	٧		٧	V	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.		٧		٧	٧	٧	Application		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	٧	٧	٧	٧	٧	٧	Application		Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
COS: To enable students to progress from discrimination to commitment	٧		V	٧	V		Application		Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

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HYPE-102-18 Human Values ,De-addiction and Traffic Rules (Lab/Seminar)									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To develop the ability to distinguish between what is of value and		V			V	V	Understanding	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
what is superficial in life CO2: To instil Moral and Social Values and Loyalty which would be helpful to	٧	٧	٧		٧	V	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
assess their own ethical values and the social context of real life problem. CO3: To develop the ability to face difficult situations in life boldly and resolve them confidently.		٧		٧	V	٧	Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams Case Discussions, Minor
CO4: To Identify the multiple ethical interests at stake in a real-world situation or practice	٧	V	٧	٧	V	٧	Application	Yes	Exams, Buisness Quiz, End Term Exams Case Discussions, Minor
CO5: To enable students to progress from discrimination to commitment	٧		٧	٧	٧		Application	Yes	Exams, Buisness Quiz, End Term Exams
MBA 303-18 Seminar on Summer Training Report									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: To understand how the texual concepts learnt are related in the practical scenario and actual operational activities of the organisation in the	٧	٧	V	V			Understand	Yes	Training Report , Presentation and regular interaction with Academic Guide
global environment.	٧	V	V	V	V		Evaluate	Yes	Training Report , Presentation and regular interaction with Academic Guide
CO2: To appraise towrads Global Corporate Culture and Functions CO3: To apply knowledge towards identifying career opportunities and get	٧	٧	٧	V	V	٧	Apply	Yes	Training Report , Presentation and regular interaction with Academic Guide
prepared accordingly. CO4: To appraise students in identifying their area of interest and generate placement opportutities.	٧	٧	٧	٧			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.	٧	٧	٧	٧	٧		Analyze	Yes	Training Report , Presentation and regular interaction with Academic Guide Training Report ,
CO6: To adapt actual business environment and develop senstivity towards ethical and valu based decision making.	٧	٧	٧	٧	٧	V	Apply	Yes	Presentation and regular interaction with Academic Guide

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		MB	A - For	urth 9	Semi	ester				
Paper MBA 401-18 Corporate Strategy					,-uii	CJEC.	T			
Course Outcome	PO 1	PO 2	РО	3 P	04	PO 5	PO 6	Skill	Focus on Employability / Entrepreneursh	
CO1: Understand the concepts of strategic management process and trategic decision making process.	V	V	,	,	٧	V	V	Understand	Yes	End Term Exams Minor Exams, Buisness Q
O2: Discuss various techniques of external as well as internal nvironmental analysis of business.	V	٧	V		٧	٧	V	Understand	Yes	End Term Exams Minor Exams, Buisness Q
CO3: Explain various business level and corporate level strategies for the rowth of the business along with their implications.	٧	V	V		٧		V	Remember	Yes	End Term Exams Minor Exams, Buisness Qu
O4: Illustrate the issues involved in strategy implementation and the role fleadership, communication and organizational structure in	V	V	V		٧	٧	٧	Understand	Yes	End Term Exams Minor Exams, Buisness Qu
CO5: Develop various functional plans for successful implementation of trategy.	V	V			V	٧	٧	Create	Yes	Minor Exams, Buisness Qu
O6: Understand organisational systems and techniques of strategic valuation and control.	٧	٧	٧				V	Understand	Yes	End Term Exams
aper MBA 923-18 Integrated Marketing Communication and Sales Manag		lectives	Group	A- Ma	arket	ting			Focus on	
ourse Outcome	PO 1	PO 2	PO 3	PO 4	PC	0 5	PO 6	Skill	Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CC
O1: Apply the key terms, definitions, and concepts used in integrated		V	V				٧	Apply	Yes	Minor Exams, Buisness Qui End Term Exams
parketing communications. O 2: Conduct and evaluate marketing research and apply these findings to	٧					V		Evaluate	Yes	Minor Exams, Buisness Quiz End Term Exams
evelop competitive IMC Programme.	v	V	٧	V			V	Analyze	Yes	Minor Exams, Buisness Quiz End Term Exams
dvertising, direct marketing, sales promotion and PR in effectiveness of arketing communication. O 4: Understand and apply the concepts of sales management and	V			٧			,	Inderstand	Yes	Minor Exams, Buisness Quiz End Term Exams
ganization. D 5: Develop sales related marketing policies such as product policies, stribution policies & pricing policies.		v		٧		٧	V A	pply		Minor Exams, Buisness Quiz, End Term Exams
6: Explain various sales operations such as sales budget, sales territories, es Quota's, control of sales, sales meeting and sales contest, organizing	V	v	v				٧	nderstand		Minor Exams, Buisness Quiz, End Term Exams

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MBA 924-18 Retail Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Understand opportunities and challenges in retail management and retail management decision process.	٧	٧	٧	٧		٧	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.	٧	٧	V			V	Analyse	Yes	Minor Exams, Buisness Quiz End Term Exams
CO3: Discuss and apply various function of store management.	٧	٧	٧			٧	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.	٧	V	٧			V	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
COS: Understand the importance of customer service in improving retail service qualities.	٧	V		٧	٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Describe the applications of IT in retailing.	٧	٧	٧		٧	٧	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 925-18-International and Social Media Marketing									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Assess the challenges in international marketing and understand various international market entry strategies.	٧	V	٧			V	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Evaluate international marketing environment and identify various international trade barriers and regional blocks.	٧	V	٧	٧.	V		Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Develop international product, pricing and communication policy and examine international distribution system.	٧	٧	٧	٧	V	٧	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.	٧	٧	٧	٧	٧	٧	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.		٧	٧	٧	٧	٧	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.	٧	٧	٧	٧		٧	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 926-18 Product and Brand 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 what a product is, the various levels which make it up, and	٧	V				1011	Hadaman dia a		Minor Exams, Buisness Quiz,
different types of products.					-	-	Understanding	Yes	End Term Exams
CO 2: Examine various challenges and issues involved in product planning and development.	٧	٧	٧	V	٧		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.	٧	٧	V	٧.			Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Recognize the features and importance of a brand and conduct branding research.	٧	٧	V		V		Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5:Understand the concept of brand loyalty and measuring brand performance.	٧	٧	V				Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 6: Describe the role of various branding strategies in brand equity management.	٧	٧	٧	٧			Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams

Paper MBA 915-18 International Finance and Financial Derivatives							The second second second	F	
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	٧	V	V	V			Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
including factors influencing exchange rates. CO2: Discuss the basics of different types of derivative contracts like	٧		V		V		Discuss	Yes	Minor Exams, Buisness Quiz End Term Exams
futures, options and swaps. CO3: Understand various types of risks / exposures in forex trading and their	V	V	V		V	V	Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
management. CO4: Describe various theories underlying the concepts of international		V					Describe	Yes	Minor Exams, Buisness Quiz End Term Exams
finance.		V					Understand	Yes	Minor Exams, Buisness Quiz End Term Exams
CO5: Understand trading strategies using options contracts. CO6: Describe the regulatory framework of derivatives contracts in India.		٧	٧			V	Describe	Yes	Minor Exams, Buisness Quiz End Term Exams
Paper MBA 916-18 Taxation and Personal Financial Planning								Focus on	
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	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	٧		V	V			Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
tax planning. CO2 – To acquaint students with the provision of the current finance act	٧	٧	٧		٧	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
with regard to various head of income. 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.	V	٧	V	٧	٧	٧	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	٧	V	٧		V		Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
personal financial statements. COS – To enable students to identify various types of risks any individual is	V	٧	٧	٧	V	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
exposed to and how they can hedge diversifiable risk. CO6 – To familiarise students with various instruments available for investment by an individual for achieving their personal financial goals	V	V	V	V	V	٧	Understanding and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams

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Paper MBA 933-18 International Human Resource Management	1	Toup C	Human	Resou	ce ivian	agemei	nt		
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to
CO1: Understand issues, opportunities and challenges pertaining to international HRM.								Littlepreneursnip	Measure Attainment of CO Minor Exams, Buisness Quiz
international HRM.	V	V	V	∨	V	V	Understand	Yes	End Term Exams
CO3: Develop							Unacistana	163	Minor Exams, Buisness Quiz
CO2: Develop competency in dealing with cross cultural situations.	V	٧	V	٧	٧	V	Create	Yes	End Term Exams
CO3: Understand the strategic and functional roles of HRM in various							Create	163	Minor Exams, Buisness Quiz
international contexts, especially in areas such as recruitment and selection	V	V	V	V		V	Understand	Yes	End Term Exams
CO4: Identify the role of cross cultural leadership in managing multicultural							Onderstand	162	Minor Exams, Buisness Quiz
teams.	V	V	∨	V	٧	V	Apply	Yes	End Term Exams
CO5: Understand external forces (e.g. globalisation, sociocultural changes,							Apply	Tes	Minor Exams, Buisness Quiz
political and economic changes) that have the potential to shape	٧	٧	V	٧		V	Understand	Yes	End Term Exams
CO6: Develop generic and transferable skills-especially in diagnosing					+		Officerstatio	162	Minor Exams, Buisness Quiz
international HRM issues critically and analytically and discussing specific	V	V	V	∨		٧	Create	Yes	End Term Exams
		-					Create	res	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 /	Assessment Tools to
CO1: Understand an integrated approach to the development of HR	1			-			Marie Carrie	Entrepreneurship	Measure Attainment of CO
strategies that enable the organization to achieve its goals.	V	٧	V	V	V	V	Understand		Minor Exams, Buisness Quiz
g and a game to contact to goods.	1					1	Understand	Yes	End Term Exams
CO2: Describe the process of strategic HRM.	V	٧	٧	V	V	V	Understand		Minor Exams, Buisness Quiz
CO3: Discuss the strategic role of HR systems such as strategic staffing,			-			1	Understand	Yes	End Term Exams
strategic appraisal, strategic reward system etc.	V	٧	V	V		V	Remember		Minor Exams, Buisness Quiz
6 17				1			Kemember	Yes	End Term Exams
CO4: Explain various human aspects of strategy implementation.	V	V	V	٧	٧	V	Apply		Minor Exams, Buisness Quiz
septem various riamon aspects of strately implementations							Apply	Yes	End Term Exams
CO5: Identify the role of leadership in implementing strategic change.	٧	V	V	V		V	Evaluate	Vee	Minor Exams, Buisness Quiz,
CO6: Understand Global HRM and role of global HRM in successful		-			1	+	Lvaluate	Yes	End Term Exams
implementation of MNC strategy	V	٧	٧	V		٧	Understand	Van	Minor Exams, Buisness Quiz
The strategy							Oriderstalld	Yes	End Term Exams
Paper MBA 935-18 Leadership and Team Dynamics									
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
O1: Understand the history of leadership and current leadership theories.	٧	٧	V			٧	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.	٧	V	٧			٧	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 3: Discuss the knowledge of developing leadership abilities.		V	٧	V	٧	٧	Analyzing	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 4: Describe the concept of Strategic Leadership and ethical leadership.	٧		٧	V		V	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: Explain composition, formation, and development of teams.		٧	٧		٧	V	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.bout the emerging trends in marketing and pyramid marketing.	٧	٧				V	Understanding	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 936-18 Performance and Compensation Management									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Increase the awareness of the process and principles of performance Management / appraisal.	٧	٧		٧	V	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO2: Identify the negative aspects of appraisal systems and consider how these might be overcome.	٧	٧	٧	٧	٧	٧	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.	٧	٧	٧	V	٧	٧	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO4: Demonstrate a familiarity with the appeal process relating specifically to the performance review.	٧	٧		٧	٧	٧	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	٧	٧	٧	٧	٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO6: Develop appropriate reward and compensation policies.	٧	٧	٧	٧	٧	٧	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper MBA 403-18 Workshop on Indian Ethos									
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	Assessment Tools to Measure Attainment of CO
CO1: Comprehend and practice Indian Ethos and values system.	٧	٧		٧		٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: Applying value based management and ethical practices in business.		٧	٧		٧	V	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.	٧	٧	٧	٧		٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams Minor Exams, Buisness Quiz,
CO 4: To comprehend various stress management techniques and their applications in organizations.		٧	٧				Understand	Yes	End Term Exams Minor Exams, Buisness Quiz,
CO 5: To describe salient features and advantages of ancient Indian system of learning.	٧	٧		٧			Create	Yes	End Term Exams
CO 6: To describe various laws of Karma and explain the concept of corporate karma.		٧	V		٧	٧	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams

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			Ph.D Co	ursewor	k				
Paper PHD 901 Research Methodology	T								
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.	V		٧	٧			Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 2: To develop ability to write effective Literature Review and apply Medley software to maintain citations.	v	٧	٧	٧	٧		Analyze	Yes	Minor Exams, Buisness 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.	٧	٧	٧	٧	v		Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
20 4: To understand the sources of bias affecting research results and ways o control it to achieve effective research results.		٧	٧		٧		Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
CO 5: To understand and apply various multivariate statistical techniques sising SPSS software and E-views.		٧	٧		٧	٧	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
O 6: To gain insights into significant concepts of regression like eteroscedasticity, multicollinearity and autocorrelation.		٧	٧	٧	٧	٧	Evaluate	Yes	Minor Exams, Buisness Quiz, End Term Exams
aper PHD 902 Accounting and Finance		-	 			+	-		
ourse 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
O 1: To develop understanding of indigenous as well as global financial frastructure and environment.	٧ .		٧	٧		٧	Remember	Yes	Minor Exams, Buisness Quiz, End Term Exams
2: To develop ability to analyse the relationship between risk and return ing various finance theories prior to investing.	٧			٧	٧		Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
3: To apply fundamental and technical analysis to analyze the share prices d to understand the regulatory aspect of financial markets.		٧	v		Ů ∨		Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
4: To understand and apply the concept of Time Value of Money in cision making.		٧	٧			٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
5: To understand the accounting issues involved in corporate tructuring and various ways to revive sick industrial units.	٧		٧		٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
6: To understand and analyze corporate reports in Indian as well as global itext.	٧	٧		٧		٧	Create	Head YBaparto	Minor Exams, Buisness Quiz, End Term Exams, pagement
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per PHD 903 Marketing Management ourse 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
1: To understand the conceptual knowledge in the functional area of	V		٧	٧		٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams Minor Exams, Buisness Quiz, End
arketing management and consumer decision-making process OZ To develop analytical skills in identification and resolution of problems ertaining to marketing management	٧		٧		٧		Apply	Yes	Term Exams Minor Exams Minor Exams, Buisness Quiz, End
O 3: To apply the marketing concepts of segmentation, targeting and ositioning for better decision-making	٧	٧	٧			٧	Apply	Yes	Term Exams Minor Exams, Buisness Quiz, End
ostituling for electric decision making 00 4: To apply the knowledge of product, price, promotion and distribution lecisions for effective marketing	٧		٧	٧	٧		Apply	Yes	Term Exams
100 5: To gain an understanding of relationship management, service marketing, retailing to overcome marketing challenges in changing business		٧	٧		٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams Minor Exams, Buisness Quiz, End
environment CO 6: To comprehend the emerging dimensions in areas of marketing	٧			٧		٧	Understand	Yes	Term Exams
Paper PHD 904 Human Resource Management	8 (22.27.2							Focus on	Assessment Tools to Measure
Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Employability / Entrepreneurship	Attainment of CO
CO 1: To develop a conceptual understanding of the functional area of		٧			٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
Human Resource management and the changing environment of HRM CO 2: To develop analytical skills in identification and resolution of problem	is =			٧	√		Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
pertaining to Human Resource Management CO3 To apply the appropriate Human Resource planning, recruitment and			V		٧		Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
selection process for business setup CO4: To comprehend the concepts of employment relationship management career planning and development, employee training and retention for	nt,		٧		V	٧	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
effectively managing Human resources.	ins, V		٧			٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
Quality of Work Life, Workers participation in Management. QO 6: To identify and understand the global HRM practices and understal ethical behavior in HRM		V	٧		٧	٧	Analyze	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper PHD 905 Report Writing and Presentation	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill .	Employability /	ead lap address and rolled and Algest vien K Attainment of CO. Technica

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11: TO Conduct and execute a comprehensive research study in an dependent manner	٧	٧	V	٧	V	V	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
02 To develop abilities to review existing literature, identify research oblem/gap, define objectives, apply relevant research tools, analyse the sults and propose implications and recommendations.	٧	٧	v	٧	٧	٧	Create	Yes	Minor Exams, Buisness Quiz, End Term Exams
O 3: To identify the key reference documents to help guide the structure id style of your report or proposal	٧	٧	٧	٧		٧	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
O4: To understand the value of ethics in research and plagiarism issues.	٧	٧	٧	٧	٧	٧	Understand	Yes	Minor Exams, Buisness Quiz, End Term Exams
O 5: To develop necessary skills to make an effective oral presentation of esearch work/report with clarity of thought and expression.	٧	٧	٧	٧	٧	٧	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
O6: To plan and organize a written report or proposal by clearly stating you surpose as the writer, assessing the reader's identity and needs, and ormulating the main message of your report in a sound and coherent manner	٧	٧	٧	٧	٧	V	Apply	Yes	Minor Exams, Buisness Quiz, End Term Exams
Paper PHD 906: Human Values and Professional Ethics Course Outcome	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	Skill	Focus on Employability / Entrepreneurship	
CO1: To develop the ability to distinguish between what is of value and whi	at	٧	2 200 700 700	G. 3 11000 F 7.20	٧	٧	Understandin g	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
is superficial in life	V	٧	٧		٧	٧	Understandi g and Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
cO2: To instil Moral and Social values and the social context of real life problem. cO3: To develop the ability to face difficult situations in life boldly and		٧		٧	٧	V	/ Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams
resolve them confidently. CO4: To Identify the multiple ethical interests at stake in a real-world	٧	٧	V	v	٧	,	V Application	Yes	Case Discussions, Minor Exams, Buisness Quiz, End Term Exams Case Discussions, Minor Exams,
CO4: To Identify the Induction State of the	V		٧	V	٧		Application	Yes	Buisness Quiz, End Term Exams
	1		_			1			Case Discussions, Minor Exam

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