

## Program Outcomes Of Mba (Integrated)

<b>PO1</b>	<i>Understand and use the principles of management to provide solutions to the practical multifaceted business issues</i>
<b>PO2</b>	<i>Apply analytical and critical thinking abilities through quantitative methods for decision-making.</i>
<b>PO3</b>	<i>Identify the business problems and apply data analytics methods to find an alternative course of action</i>
<b>PO4</b>	<i>Interpret cross-cultural business environment to give value-based benefits to society at large.</i>
<b>PO5</b>	<i>Discover and articulate business ideas for gaining leadership in business through fostering skills.</i>

## Mapping of Course Outcomes with Program Outcomes

		The subject will enable/help student to/in-	PO1	PO2	PO3	PO4	PO5
MBA (I) 101	CO1A	Understand the concept of Management and its function.	3	3	3	0	0
	CO1B	Analyze and understand the Planning, Objective Setting Process, and decision making	3	3	2	2	3
	CO2	Desining and Evaluating Organizational Structure	2	1	0	2	3
	CO3	Understanding the Staffing & Directing Process and motivation	2	0	1	2	3

		theories					
	CO4	Evaluating the Management Process and apply Control Methods	3	2	2	3	3
MBA (I) 102	CO1A	Understand an overview and Prerequisites to Business Communication	3	1	2	2	2
	CO1B	Determine the use of media for communication and understanding the types of communication	3	3	2	2	2
	CO2	Analyzing the various techniques of group decision making through committees, conferences and getting the insights of business presentation.	1	3	3	3	3
	CO3	Incorporate the concepts of written communication to inform, engage, persuade the business audience.	3	3	3	3	3
	CO4	Apply the official communication in terms of minutes, agenda, notice. Comprehend with cross culture communication	2	2	3	3	2
MBA (I) 103	CO1A	Understand the Basic Concepts of Financial Accounting	2	3	2	0	2
	CO1B	Demonstrate the concept of Recording and Classifying the Data	3	3	2	0	2
	CO2	Apply Critical Thinking and apply Problem Solving skills of Final Accounts and Bank Reconciliation	2	3	2	2	2
	CO3	Calculate and intepret Department, Consignment and NPOs Accounts	2	3	2	0	0

	CO4	Assess the IFRS, Royalty and Branch Accounts	2	2	2	0	2
MBA(I) 104	CO1A	Understand statistical data using measures of central tendency, dispersion, skewness and kurtosis	2	3	3	1	1
	CO1B	Demonstrate and understand concepts relating to probability and its distribution	2	3	3	1	1
	CO2	Define and understand components of time- series and analysis of trend	2	3	3	1	1
	CO3	Understanding the Staffing & Directing Process and motivation theories	2	3	3	1	1
	CO4	Knowledge about inferential aspects such as test of hypotheses and associated concepts	2	3	3	1	1
MBA (I) 105	CO1A	Understand the concepts related to Indian contract act	2	3	1	2	3
	CO1B	Explain the concepts related to Indian partnership act	3	2	2	3	2
	CO2	Demonstrate the principles related to negotiable instrument and various types	3	1	2	3	3
	CO3	Analysis the provisions of consumer protection	2	2	2	2	2
	CO4	Evaluate the recent changes in the Information technology law 2000	3	1	2	3	3
MBA (I) 106	CO1A	Understand the basics of Computer hardware,software,operating	0	3	2	1	0

		system, data processing MS word, MS excel, MS power-point					
	CO1B	Analyze the need of computer hardware and software to the assigned task.	2	3	3	2	1
	CO2	Apply the MS word for document preparation , MS power point to represent data and figure, MS excel to do some statistical analysis and MS access to perform the basic data base operation.	3	2	2	2	2
	CO3	Utilization of internet concepts and protocol used in communication.	1	2	3	3	2
	CO4	Explore the use of E-mail to communicate and search engine to gather data from internet.	1	2	2	1	2
MBA (I) 107	CO1A	Understand tally features of creating a company and perform accounting of company.	3	1	1	1	0
	CO1B	Demonstrating of creating single and multiple ledgers, group creation.89	3	0	0	0	0
	CO2	Develop the understanding of stocks groups and managing inventory of an organization	3	0	0	0	0
	CO3	Assess and analysis the different Accounting and Inventory vouchers.	2	3	3	0	0
	CO4	Evaluate the Different Financial Statement for managerial decision	1	3	3	2	1

		makings.					
MBA (I) 108	CO1A	Understand the current topic of Management	4	3	4	3	3
	CO1B	Analyze the business environment	4	2	2	3	3
MBA (I) 109	CO1A	Understand the basics of Functional English Grammar with its application	2	2	1	1	1
	CO1B	Enhance the vocabulary for better thought process & understanding.	2	2	1	3	2
	CO2	Develop writing skills on topics of Gen. Interest to develop an acumen towards contextual comprehension	2	2	1	2	2
	CO3	Improve presentation skills through self & Institutional Discipline	2	2	1	2	2
	CO4	Enhance communicative skills with corporate mannerisms	2	2	1	3	2
MBA (I) 201	CO1A	Understand concept, policies pertaining to OB	3	1	2	2	2
	CO1B	Predicting the individual behavior in terms of perceptions, learning, attitudes	3	1	2	2	2
	CO2	Analyzing Group Behavior and role of leadership and motivation in an organization	2	3	3	3	3
	CO3	Evaluating and applying the concepts of power and politics to successfully reduce stress and manage change	3	3	3	3	3
	CO4	Analyzing and managing conflict to foster better organizational	2	2	3	2	2

		culture					
MBA (I) 202	CO1A	Understand the Basic Concepts of Financial Functions, Management, and Decision Making	2	0	2	2	1
	CO1B	Evaluate various Projects based on Capital Budgeting Techniques	2	3	3	2	1
	CO2	Critically examine the projects based upon the Cost of Capital	2	3	3	1	1
	CO3	Demonstrate the understanding of Capital Structure Theories	2	3	3	0	3
	CO4	Estimate and appraise projects based upon Degree of Leverage	2	3	3	0	3
MBA (I) 203	CO1A	Understand the concepts of Marketing, Marketing Research and Marketing Environment	2	0	0	3	2
	CO1B	Learn concepts related to consumer behaviour and various type of mix	2	0	0	2	3
	CO2	Memorizing the concept of segmentation, targeting and positioning	3	0	0	1	3
	CO3	Learn about the distribution decisions, marketing channels and promotion mix	3	0	2	2	3
	CO4	Identify concepts related to pricing decisions and various types of marketing	3	2	2	2	3
MBA (I) 203	CO1A	Develop an understanding of the concepts of HRM and essential skill sets required to become HR professional.	3	3	2	2	3

	CO1B	Inculcate the essential skill to forecast the manpower requirements.	3	3	3	2	1
	CO2	Integrate the knowledge of HR to manage the different HR functions.	3	3	3	2	1
	CO3	Evaluate and implement employee job analysis with the organizational objectives.	2	3	3	3	1
	CO4	Contribute to the implementation and evaluation of plans related to employee recruitment, selection, appraisal processes in an organization. '	2	2	2	2	1
MBA (I) 205	CO1A	Comprehend the concept of International business and Issues in foreign Investment	3	3	2	3	2
	CO1B	Understand the external environment with reference to International business.	3	3	2	3	1
	CO2	Summarize various theories of International trade.	2	2	3	2	2
	CO3	Relating various aspects of world trade+D88	2	3	3	2	1
	CO4	Analyzing EXIM policies with various strategies to operate International Business	2	2	0	1	2
MBA(I)206	CO1A	Understand the concept of Entrepreneurship.	2	0	0	1	0
	CO1B	Memorizing the theories and scope of entrepreneurship.	0	0	0	0	0
	CO2	Learn how to start an enterprise and design business plans.	1	2	1	1	3

	CO3	Analyze the different funding agencies available for funding new enterprises.	0	2	3	0	0
	CO4	Evaluate the different entrepreneurial agencies available for the development of Entrepreneurship in India	0	0	3	0	1
MBA (I) 207	CO1A	Demonstrate a good understanding of security control of Tally ERP 9.0.	3	1	2	1	0
	CO1B	Construct different cost categories & centers and use of advance accounting voucher in Tally.	2	3	2	0	0
	CO2	Employ order processing management system.	2	2	3	1	0
	CO3	Apply the concept of job costing in Tally.	1	3	3	0	0
	CO4	Illustrate and analyse the different job order reports for managerial decision makings	1	3	3	0	1
MBA (I) 208	CO1A	Identify the genre or general field of the book.	0	0	0	0	0
	CO1B	Gather knowledge about different books.	0	0	0	0	0
	CO2	Pick out useful pieces of information from longer texts.	0	0	0	0	0
	CO3	Learn critical analysis of a book.	3	3	0	0	0
	CO4	Improve their reading, writing, and thinking skills.	0	2	0	0	0
MBA (I) 209	CO1A	Make students understand about themselves & their basic traits	3	3	2	2	2



		through SWOT analysis.					
	CO1B	Understand the basics of Communicative English Grammar & its application.	2	1	1	1	1
	CO2	Develop creative writing skills on topics of Gen.	2	3	1	2	2
	CO3	Learn to imbibe human values by listening & watching great motivators of the time.	2	2	1	1	1
	CO4	Help the students to express their thoughts on various issues with their peer group and enhance communicative skills with corporate mannerisms	1	2	1	1	1
MBA (I) 301	CO1A	Understand the concept of Amended Company Law with types of the company and general administration	2	2	3	2	2
	CO1B	Elucidate the formation of the company with incorporation including provisions related to promoters.	3	3	3	2	2
	CO2	Describe the contents of Memorandum and article of association with alteration.	3	1	2	2	2
	CO3	Analyze the role of Directors in the company with their powers and functions.	3	2	1	2	2
	CO4	Evaluate the process of winding up of a company and concept of	3	3	3	2	3

		Prospectus.					
MBA (I) 302	CO1A	Understand the Basic Concepts of Cost Accounting- and Material Costing	2	3	3	2	3
	CO1B	Demonstrate the management of Labor and Overhead Costing	2	3	3	2	2
	CO2	Apply the concept on Cost Sheet Preparation, Cost audit and Cost Reduction	2	3	3	2	2
	CO3	Execute the Concept of Process Costing	2	3	3	2	-
	CO4	Estimate the cost of different operating operating services	2	3	3	2	2
MBA (I) 303	CO1A	Understand the fundamental concepts of Managerial Economics	3	2	2	1	1
	CO1B	Comprehend concepts related to utility, demand and supply analysis	3	3	3	1	2
	CO2	Aquire knowledge of factor of production and production function	3	3	3	2	2
	CO3	Analyze different market structures prevailing in Indian economy	3	3	2	3	2
	CO4	Understand economic environment and economic conditions	3	2	3	3	2
MBA (I) 304	CO1A	Understand the concept of research, its types, process and its design	2	2	2	1	1
	CO1B	Develop an understanding of writing literature review and collecting sample by using various sampling techniques	3	3	2	3	1
	CO2	Comprehend the Concept of Correlation, Regression & Chi-square and applying the same for the purpose of data analysis.	3	3	1	2	1

	CO3	Apply T-test, Anova & Reliability test and applying these tests for analyzing the data.	3	3	1	1	3
	CO4	Preparing a research report	2	3	1	2	3
MBA (I) 305	CO1A	Demonstrate an understanding of the role of Management Information Systems for achieving competitive advantages through informed decision making.	2	3	3	2	1
	CO1B	Analyze and synthesize business information and computer systems to facilitate and evaluation of strategic alternatives.	3	3	3	2	2
	CO2	Effectively communicate strategic alternatives to facilitate decision making capabilities.	2	3	3	2	1
	CO3	Establish an awareness of various techniques used in system analysis and design.	2	2	3	2	2
	CO4	Develop an understanding of the Principles and techniques used for developing a Management Information System.	3	3	3	2	2
MBA (I) 306	CO1A	Understand the fundamentals of project development in the realistic environment.	2	1	0	2	1
	CO1B	Learn the various stages of project formulation.	1	0	0	0	0
	CO2	Analyze the feasibility of project by technical, economic, financial,	3	3	3	1	1

		legal and social aspects.					
	CO3	Comprehend with project scheduling and networking techniques.	3	3	3	0	2
	CO4	Evaluate project with project monitoring and control.	3	2	3	2	2
MBA (I) 307	CO1A	Understand various skill development project for enhance applicability of learning	3	3	4	4	3
	CO1A	Gain Interpersonal skills by being a part of social activities.	2	3	1	3	3
	CO1B	Sensitize with issues of weaker sections of society	3	2	1	3	2
MBA (I) 308	CO2	Generate solutions for societal issues	3	3	1	3	2
	CO3	Engage in social welfare activities	2	2	1	3	2
	CO4	Identify several beneficiary schemes aimed for social welfare	3	2	1	3	3
MBA (I) 309	CO1A	Learn practically through interaction, working methods and employment practices.	3	0	0	0	0
	CO1A	Understand the impact of strategic decision-making implementation and evaluation.	3	0	0	0	0
MBA (I) 401	CO1B	Implement tools and techniques for strategic analysis and decision-making.	0	3	0	1	0
	CO2	Discuss various aspects of Strategic Implementation.	2	3	0	3	0
	CO3	Understand and analyze turnaround and diversification strategy.	1	3	3	1	1

	CO4	Relate the strategic evaluation and control for strategic performance measurement	0	3	1	3	1
MBA (I) 402	CO1A	Understand and Analyse the concept of partnership in case of admission, retirement and death of a partner	3	0	0	0	0
	CO1B	Apply the knowledge for insolvency ,amalgamation and sale of partnershipm firm	0	3	0	1	0
	CO2	Analysis of various accounting records of Hire purchase ,installment purchase system and investment account	2	3	0	3	0
	CO3	Assess the various conditions of maintaining accounts of insurance companies, accounting for banks along with policies of banking sector.	1	3	3	1	1
	CO4	Formulate the double accounting system for electricity company and hotel companies.	0	3	1	3	1
MBA (I) 403	CO1A	Demonstrate the multidisciplinary nature of the environment.	2	1	2	2	0
	CO1B	Understand the various Natural and artificial resources	1	0	0	0	0
	CO2	Analyze the different ecosystems and appreciation of intrinsic value	0	1	0	0	0
	CO3	Understand the value of biodiversity and help to conserve the environment	0	0	2	0	0

	CO4	Demonstrate an integrative approach to environmental issues with a focus on sustainability.	0	0	0	0	1
MBA (I) 404	CO1A	Understand concept and theories pertaining to ethics	3	1	2	2	2
	CO1B	Identify the concepts related to Work ethics and code of conduct	3	1	2	2	2
	CO2	Evaluate the role of corporate ethics and theories of ethics	2	3	3	2	2
	CO3	Incorporate environmental ethics and applying the laws related to ethics	3	3	2	3	3
	CO4	Apply corporate social responsibility and governance	3	3	3	2	2
MBA (I) 405	CO1A	Understand the basic concepts of operations, product design, plant location and Layout planning	3	1	2	1	0
	CO1B	Analyze the concept of forecasting, its quantitative & Qualitative techniques, work design & measurements.	3	3	2	1	3
	CO2	Demonstrate the fundamentals of production planning, capacity planning, aggregate planning, and master scheduling.	2	2	2	0	0
	CO3	Comprehend the concept of Inventory Management, its techniques and Just in Time Production	3	2	2	2	0
	CO4	Identify the concept of Project Management and its various phases	3	2	1	0	0
MBA (I) 406	CO1A	Articulate and demonstrate a basic understanding of E-commerce.	1	2	2	2	3

	CO1B	Illustrate a better understanding of the basics of internet and its related technologies.	2	2	2	2	3
	CO2	Develop and apply the knowledge of Electronic payment systems and mechanism.	2	3	3	2	2
	CO3	Apply the knowledge of content creation, content management and security features.	3	2	2	2	3
	CO4	Demonstrate an effective grasp of the importance and applications Google tools like SEO and AD Words.	3	2	2	2	1
MBA (I) 407	CO1A	Acquire functional knowledge about loan financing for start-ups or existing firms.	2	0	0	1	2
	CO1B	Comprehend with the process of loan financing for the start-up at banks and financial institutions.	1	1	1	0	1
	CO2	Learn to develop business plan after analyzing financial, technical and marketing analysis.	2	2	2	1	0
	CO3	Apply various analytical methods for cost-benefit analysis of the project.	3	3	3	0	3
	CO4	Formulate financial plan and project proposal for presentation.	0	0	0	0	0
MBA (I) 408	CO1A	Understand the Event	2	3	2	2	2

	CO1B	Apply all the steps of planning and organizing an event.	3	2	3	2	3
	CO2	Discuss ways of strategic marketing and promotion planning for events.	2	2	3	3	3
	CO3	Demonstrate knowledge and ability to execute and manage the key processes involved Event.	3	2	2	2	3
	CO4	Summarize the knowledge and ability to review, analyze, and collect feedback related to event management.	2	2	2	3	3
MBA (I) 409	CO1A	Understand the Basic fundamentals of functional grammar, Creative & Critical Writing Skills	2	2	2	3	3
	CO1B	Build their vocabulary for structured discussion on various current issues	2	2	2	3	3
	CO2	Participate and communicate in group activities effectively.	3	2	2	3	3
	CO3	Inculcate the soft skills in students for corporate acceptance.	3	2	1	3	3
	CO4	Prepare the students face the open forum on various burning issues.	2	2	1	2	2
MBA (I) 501	CO1A	Understand the basic terms and concepts of Income tax	3	0	0	0	0
	CO1B	Assess the taxable income under the head of Salary, House Property and Profits & gains from business and profession	0	3	0	1	0
	CO2	Compute taxable income under capital gains and other sources &	2	3	0	3	0



		understand the process of set-off, carry forward and clubbing					
	CO3	Discuss the various benefits/ deductions under Chapter VI-A of the Income tax act, 1961 and compute the net total income of an individual	1	3	3	1	1
	CO4	Calculate tax liability & perform assessment procedures and file ITR	0	3	1	3	1
MBA (I) 502	CO1A	Understand the concepts associated with ERP systems for business	2	2	3	2	2
	CO1B	Interpreting the ERP solutions and function modules for best business practices	2	2	3	2	2
	CO2	Analyze the issues to be considered in planning, designing and implementing integrated ERP systems	2	3	3	2	2
	CO3	Evaluating and applying ERP system and identifying the post implementation challenges.	2	3	2	3	2
	CO4	Identify emerging trends in ERP development	2	3	2	3	2
MBA (I) FM-02	CO1A	Know about the concept of investment and financial markets.	2	2	1	1	0
	CO1B	Understand the concept of risk and return.	3	3	2	3	0
	CO2	Comprehend with investment analysis and behavior of stock market prices.	3	3	3	2	0
	CO3	Apply portfolio theory and asset allocation decision.	2	3	3	2	1

	CO4	Acquaint with portfolio performance evaluation and portfolio revision.	3	3	2	3	1
MBA (I) MK-01	CO1A	Legal Concepts related to basics of advertisement	2	2	0	2	1
	CO1B	Identify and recognize the target audience	1	2	0	3	0
	CO2	Evaluation of Advertisements	2	2	2	2	0
	CO3	Understand the Various concept related to brand management.	3	0	0	0	0
	CO4	Demonstrate the various concept related to Brand Equity	3	1	1	1	0
MBA (I) MK-02	CO1A	Understand and evaluate consumer behaviour.	3	3	3	0	2
	CO1B	Acquire the knowledge of individual determinants of consumer behaviour	3	2	2	3	2
	CO2	Explore the facets of group dynamics with reference to consumer behavior	3	2	3	3	2
	CO3	Comprehend the communication and consumer decision-making process.	3	0	0	2	2
	CO4	Evaluate the various model of Consumer Behavior considering each internal and external stimuli	3	0	3	2	2
MBA (I) HRM-01	CO1A	Analyze the dynamic legal context in which factories could be setup and their rules for labor.	3	3	2	2	3

	CO1B	Understand the provisions of the Industrial Disputes Act, 1947 which provides for settlement of industrial disputes through conciliation, voluntary arbitration and compulsory adjudication	3	3	3	2	1
	CO2	Understand the process of trade union formation, working, role of trade union.	3	3	3	2	1
	CO3	Determine the process and rules of wages payment to the workers	2	3	3	3	1
	CO4	Learn the process and rules of minimum wages payment to the workers.	2	2	2	2	1
MBA (I) HRM-02	CO1A	Understand concept and development of social security.	3	1	1	0	1
	CO1B	Memorize the concept and policies pertaining to workmen compensation.	3	1	1	1	1
	CO2	Analyze features of maternity benefit provide to employees.	1	3	2	1	2
	CO3	Evaluating and applying the concepts and methods of collective bargaining.	2	2	2	2	1
	CO4	Comprehend workers participation in organizations in India.	2	2	2	1	3
MBA (I) FM-01	CO1A	CO1a: Acquaint the students with the fundamentals of Indian Financial system and financial markets.	2	0	2	0	3
	CO1B	CO1b: Discuss about the factoring and forfeiting of accounts	3	2	2	3	0

		receivables.					
	CO2	CO2: Understand the overview of consumer finance and lease financing	3	2	2	2	2
	CO3	CO3: Describe the significance of financial intermediaries and credit rating and its scope.	2	0	2	2	2
	CO4	CO4: Develop awareness about interest rate and its relationship with economic process	2	0	2	0	2
MBA (I) FM-02	CO1A	Know about the concept of investment and financial markets.	2	2	1	1	0
	CO1B	Understand the concept of risk and return.	3	3	2	3	0
	CO2	Comprehend with investment analysis and behaviour of stock market prices.	3	3	3	2	0
	CO3	Apply portfolio theory and asset allocation decision.	2	3	3	2	1
	CO4	Acquaint with portfolio performance evaluation and portfolio revision.	3	3	2	3	1
MBA(I) 507	CO1A	Understand the concept of Export and Import Management.	3	1	0	1	1
	CO1B	Learn about setting up an export unit and be aware of various benefits provided by the government.	2	3	0	1	1
	CO2	Identify various types of documentation required in international	1	1	2	2	1

		business.					
	CO3	Memorize the importance of INCOTERMS in international business.	1	1	1	3	2
	CO4	Analyze the various methods of exchange control and Payments.	2	2	1	2	3
MBA (I) 508	CO1A	Understand the format to prepare effective resume & cover letter.	1	3	2	0	1
	CO1B	Learn vocabulary for structured discussion on various current issues	2	2	3	3	3
	CO2	Participate and communicate in group activities effectively.	2	2	2	2	2
	CO3	Inculcate the soft skills in students for professional arena.	2	2	2	2	3
	CO4	Prepare the students perform stage activities on contemporary issues	1	1	2	2	2
MBA (I) 509	CO1A	Comprehend the simple sentences into French to English	0	0	0	0	0
	CO1B	Understand about the conjugation of sentences	0	0	1	0	0
	CO2	Quoting the french vocabulary and accents	0	0	0	0	0
	CO3	Selecting the parts of speech and types of sentences	0	0	0	0	1
	CO4	Evaluate and critique each other's oral and written performance for learning purposes.	0	1	0	0	0
MBA (I) 601	CO1A	Understand the scope, role, and phases of operations research.	2	3	3	1	1
	CO1B	Define and apply LPP to translate a real-world problem.	2	3	3	1	1
	CO2	Analyze and optimize transportation problems to reduce time and cost.	2	3	3	1	1

	CO3	Know and understand the various techniques of decision-making environments.	2	3	3	1	1
	CO4	Acting out statistical quality control methods to quantify and sketch variations in variables and attributes.	2	3	3	1	1
MBA (I) 602	CO1A	Understand the accounting treatment & valuation of goodwill and shares	3	0	0	0	0
	CO1B	Demonstrate good understanding of accounting treatment with respect to issue and redemption of debentures in capital structure of company.	0	3	0	1	0
	CO2	Examine the valuation method of shares and goodwill and measurement of performance of companies.	2	3	0	3	0
	CO3	Evaluate and compare the consolidated balance sheet of holding with one subsidiary company along with liquidation of company	1	3	3	1	1
	CO4	Prepare and exhibit accounting for banking companies and analyzing the effect of NPA on the profitability of banks.	0	3	1	3	1
MBA (I) HRM-03	CO1A	Understand the concept and role of Industrial relations in public sector	3	2	2	2	2
	CO1B	Articulate Industrial conflicts and available machineries for the	2	3	3	2	3

		resolution					
	CO2	Comprehend the welfare schemes and measures available for laborers	3	2	2	2	2
	CO3	Categorizing several Industrial safety norms	2	3	3	2	2
	CO4	Analyze welfare norms pertaining to different categories of laborers in India	3	2	2	3	3
MBA (I) HRM-04	CO1A	Understand the concept and components of Compensation.	2	1	1	1	1
	CO1B	Designing compensation structure of organization.	3	3	3	1	3
	CO2	Learn and replicate theories of wages and its management in MNC's	3	2	1	2	1
	CO3	Comprehending the legal aspects of Compensation and strengthening performance linked incentives.	3	2	2	2	3
	CO4	Evaluate the challenges & design employee benefits	3	3	3	2	3
MBA (I) MK-03	CO1A	Understand the basics of service marketing and its environment	3	2	1	3	2
	CO1B	Know the concept of service marketing mix .	3	2	0	2	1
	CO2	Identify the various aspects of consumer behavior & organization behavior in services.	3	0	0	0	2
	CO3	Comprehend the various service quality models and demand management	3	0	1	0	1
	CO4	Discuss the issues related to customer satisfaction. Complaints and	3	2	0	2	2

		recovery					
MBA (I) MK-04	CO1A	Understand digital marketing and new trends and tools for business successes	3	3	0	0	2
	CO1B	Comprehend the different facets of search engine optimization	3	3	3	2	2
	CO2	Memorize social media optimization and analytical tools used.	3	3	3	3	2
	CO3	Discuss search engine marketing and tools used.	3	3	3	0	2
	CO4	Understand the additional modules of digital marketing	3	3	3	2	2
MBA (I) FM-03	CO1A	Demonstrate knowledge of the range of financial and financial related risk facing organization.	3	3	2	1	2
	CO1B	Impart knowledge about various risk and apply internal risk management models to risk control measures.	3	3	2	0	2
	CO2	Acquire knowledge on commodity and quantifying risk with practical considerations in measuring risk.	3	2	2	0	0
	CO3	Understand and apply approaches to risk management through risk identification, risk measurement and risk management.	2	2	3	0	2
	CO4	Identify ways to control risk with financial engineering and hedging.	3	3	2	0	1
MBA (I) FM-04	CO1A	Demonstrate a good understanding of basic concepts and provisions of income tax.	3	2	0	0	2



	CO1B	Linking and analyze the five heads of income and taxable income.	3	3	2	0	1
	CO2	Acquire knowledge of gross income determination.	2	2	0	0	3
	CO3	Understand and apply tax payment and refund procedure.	2	2	0	0	0
	CO4	Distinguishing tax incentives related to different business sectors.	2	0	2	0	2
MBA (I) 607	CO1A	Evaluate the various sources of funds and choice of techniques used in the business.	1	3	3	0	1
	CO1B	Analyze the gap between demand and supply and different licenses required to start a business.	0	2	3	0	0
	CO2	Execute the marketing plans by evaluating different cost such as operation, transportation, labor, repair and production.	1	3	2	1	1
	CO3	Assessment of the financial viability and cost benefit analysis of the project, and rebates for priority projects.	2	3	3	1	2
	CO4	Comprehend the concept and preparation of project report.	1	2	2	3	2
MBA (I) 608	CO1A	Understand about French alphabets and their forms of politeness.	0	0	0	0	0
	CO1B	Incorporate about daily vocabulary and paragraph reading.	0	0	1	0	0
	CO2	Present themselves and helps to enhance oral communication.	0	0	0	0	0
	CO3	Compare about degrees of adjectives and grammar exercises	0	0	0	0	1
	CO4	Distinguish about basics of the French article and understand the	0	1	0	0	0

		simple dialogue in French					
MBA (I) 609	CO1A	Understand the basic concept and guidelines for preparation of report.	1	2	0	0	2
	CO1B	Analyze management concept and link them with movies.	3	2	1	0	2
	CO2	Develop comprehensive skills along with conceptual skills.	1	2	1	0	1
	CO3	Enhance the presentation skills and creativity within group.	1	2	0	2	2
	CO4	Prepare report file related to the concept	0	1	0	0	1
MBA (I) 701	CO1A	Understand the concept of supply chain and role of its various drivers	2	2	0	0	0
	CO1B	Learn outsourcing, supplier selection, negotiation and supplier development	3	1	2	3	3
	CO2	Identify the utility of distribution network design and distribution strategies	3	3	3	0	2
	CO3	Learn the concept of demand, inventory, pricing and revenue management	3	3	3	2	2
	CO4	Know about the current trends in supply chain and importance of IT	2	0	1	0	3
MBA (I) 702	CO1A	Understand basic concepts apropos to Univariate, Bivariate, and multivariate techniques.	2	3	3	1	1
	CO1B	Examine various scales of measurement of data and identification of statistical techniques.	2	3	3	1	1

	CO2	Demonstrate and understand the basics of MLR, factor analysis, and canonical analysis.	2	3	3	1	1
	CO3	Recognize the basics of the discriminant, cluster, and conjoint analysis.	2	3	3	1	1
	CO4	Knowledge of advanced statistical techniques like MDA, and SEM.	2	3	3	1	1
MBA (I) MK - 05	CO1A	Understand the rural market and marketing along with consumer behaviour in rural and urban market	2	0	0	1	2
	CO1B	Know the factors influencing rural consumers and application of rural business research	3	2	3	2	2
	CO2	Learn the rural marketing mix, product life cycle and rural retail channel management	3	0	2	2	3
	CO3	Identify the marketing of agricultural inputs and classification of agricultural products	2	0	0	2	0
	CO4	Relate the role of commission, governments and institutions in agricultural marketing	3	0	0	3	0
MBA (I) MK-06	CO1A	Understand the fundamentals of retailing and retail environment	3	2	2	1	1
	CO1B	Comprehend the concept of retail institutions and a customer-view of retail business.	2	2	3	2	1

	CO2	Analyze to role store locations and atmospherics on retail consumer behavior	2	2	3	1	2
	CO3	Integrate retailing to different functional domains	1	2	2	0	0
	CO4	Know retail delivery, pricing and Internalization in Retailing	2	2	1	1	3
MBA (I) HRM-05	CO1A	Understand dimensions and methods of defining jobs	3	2	2	2	2
	CO1B	Design jobs for managers	2	3	3	2	3
	CO2	Understand organizational practices to achieve managerial effectiveness	3	2	2	2	2
	CO3	Analyze environmental issues pertaining to managerial effectiveness	2	3	3	2	2
	CO4	Understand Inter-personal strategies to achieve winning edge in organizations	3	2	2	3	3
MBA (I) HRM-06	CO1A	Understand fundamentals of the strategic approach to HRM and aligning HR with functional and corporate strategies.	3	1	1	3	3
	CO1B	Understand strategic planning for talent acquisition and development	3	1	1	3	3
	CO2	Demonstrate strategies for Human Acquisition & placement through training & development and Performance appraisal	3	1	1	0	3
	CO3	Distinguish human resource strategies for improving Health and safety and work climate	3	1	1	3	3

	CO4	Comprehend labor relations and compensation strategies	3	1	1	3	2
MBA (I) FM-05	CO1A	Acquaint the students with the fundamentals of banking sector.	3	2	2	0	1
	CO1B	Discuss about Electronic Banking and Risk Management in Banks	3	2	2	1	3
	CO2	Understand the overview of Insurance Sector.	2	3	2	1	2
	CO3	Describe fundamental concepts of Insurance Business and Risk Management	3	2	1	0	1
	CO4	Develop awareness about Banking and Insurance Legislation in India	2	2	2	0	2
MBA (I) FM-06	CO1A	Understand capital structure decision making.	3	2	1	0	1
	CO1B	Analyze corporate restructuring and expansion system.	2	3	2	0	2
	CO2	Acquire knowledge of dividend policy.	2	1	3	0	1
	CO3	Identify and apply financial engineering methods.	2	3	2	0	2
	CO4	Compare functional ethics of financial decisions making.	2	1	1	3	2
MBA (I) 707	CO1A	Understand, Analyze and Implement MS excel basics, edit a worksheet/workbook using various excel features, use of various excel formula's and protection	0	3	0	0	0
MBA I 708	CO1A	Learn to use the concepts of percentage for calculating profit and loss, rather than applying formulas.	1	3	2	1	1
	CO1B	Recognize and apply ratios and proportions to solve real-life	1	3	2	1	1

		problems.					
	CO2	Apply the formulae of speed, work, time and its effects on distance.	1	3	2	1	1
	CO3	Compare and apply statistical techniques to solve using standard techniques.	1	3	3	1	1
	CO4	Develop the skills needed for approaching different types of interviews.	1	1	2	1	3
MBA (I) 709	CO1A	Understand the concept, process, design, tools and techniques of Major Research Project	2	3	3	2	3
	CO1B	Apply tools, techniques/methods to assist various functions of management.	2	2	3	2	1
	CO2	Analyze the data collected.	3	3	2	1	1
	CO3	Evaluate the results, interpret and present findings.	3	3	2	1	2
	CO4	Prepare Major Research Report	3	3	3	3	2
MBA (I) 801	CO1A	Understand the basic concepts of Indirect tax system in India.	3	3	2	1	0
	CO1B	Assess the concept of GST and Functions, Power, Structure of GST Council.	0	0	0	0	0
	CO2	Acquire the knowledge about input tax credit, payment and claiming refund under GST law.	3	3	3	0	0

	CO3	Comprehend the GST assessment, return, GSTN and GSP eco system.	3	3	2	0	0
	CO4	Equip with the basics of custom duty rules and calculations.	3	3	3	0	0
MBA (I) 802	CO1A	Understand basic concepts and framework of total quality management.	3	2	1	0	0
	CO1B	Comprehend the contribution of quality gurus in TQM journey.	3	2	0	1	3
	CO2	Apply concepts of statistical process control in quality management.	3	3	3	0	0
	CO3	Demonstrate tools and techniques for quality management.	3	3	3	0	3
	CO4	Examine the role of Quality Standards and inter-personal aspects on quality improvement and management.	3	2	3	2	3
MBA (I) MK-07	CO1A	Understand big data analytics for summarizing marketing data	1	3	2	0	0
	CO1B	Create clusters for value analysis to take various business decisions	1	3	2	0	0
	CO2	Apply various models of statistics to solve business issues	2	2	2	0	0
	CO3	Analyze competitive advantage prevailing in business to cope up with environment	1	2	2	2	1
	CO4	Learn data mining and visualization skills for better visualization of data	1	3	3	1	0
MBA (I)	CO1A	Understand the concept of International Marketing.	3	2	2	1	1

MK-08	CO1B	Demonstrate an awareness and knowledge of the impact of environmental factors on international marketing activities.	2	2	3	2	1
	CO2	Discuss the global and regional influences on products and services for consumers and describe various international market entry strategies	2	2	3	1	2
	CO3	Develop an analytical and critical understanding of the Global Marketing Mix.	1	2	2	0	0
	CO4	Implement Global Marketing Strategies.	2	2	1	1	3
MBA (I) HRM-07	CO1A	Understand concept and approaches of HR analytics.	3	1	3	0	1
	CO1B	Identify concept descriptive analytics and HR matrices.	3	1	3	1	1
	CO2	Analyze the data and interpretation for predictions.	1	3	3	1	2
	CO3	Evaluating and applying the knowledge of prescriptive analysis.	2	3	3	2	1
	CO4	Appraise and design analytics for decision making.	2	3	3	1	3
MBA (I) HRM-08	CO1A	Demonstrate an understanding of key terms, theories/concepts and practices within the field of IHRM.	3	3	2	2	3
	CO1B	Describe staffing practices in an International Context.	3	3	3	2	3
	CO2	Analyze the Industrial relations and devise strategy for international organizations.	3	3	3	2	3



	CO3	Understand the contemporary issues in international HRM.	2	3	3	3	2
	CO4	Act out the ability to handle cultural difference through relevant strategies.	2	2	2	3	1
MBA (I) FM-07	CO1A	Recognize the difference in the operations in the international and domestic financial markets.	2	2	1	1	1
	CO1B	Understand the various ways the exchange rate evolved over the years in the International markets	1	3	2	2	2
	CO2	Learn the operations in the currency market and solve the exchange rate determination in spot and forward markets.	2	2	1	1	1
	CO3	Examine the Parity relationship in exchange rate determination.	2	1	2	2	1
	CO4	Demonstrating theory in financial decision making and Integrate concept and apply the knowledge of capital budgeting decisions to mitigate the financial risks of organizations	2	3	1	1	1
MBA (I) FM-08	CO1A	Understand the Basic Concepts and Theories of Financial Market.	2	1	3	2	2
	CO1B	Demonstrate various Model of Capital Structure	2	3	3	0	1
	CO2	Analyze and Interpret the Volatility and Credit Risk.	2	2	2	0	1
	CO3	Elucidate Empirical Issues in International Finance	3	3	2	2	1
	CO4	Comprehend the Financial Stochastic issues	3	3	3	2	2

MBA (I) 807	CO1A	Understand, Analyze and Implement MS Access basics and perform basic database operation	0	2	2	0	0
MBA I 808	CO1A	Enhance the student's ability to understand and reason using words, and tests his/her skill rather than learned knowledge.	1	1	1	2	2
	CO1B	Learn the basic techniques of syllogism, analytical reasoning and inequality and to implement them.	1	2	2	1	1
	CO2	Analyze information in order to evaluate evidences and communicate inferences.	1	1	1	1	1
	CO3	Learn cube and cuboidal formulae and implement its dimensional properties.	1	2	2	1	1
	CO4	Learn cube and cuboidal formulae and implement its dimensional properties.	1	1	2	1	3
MBA (I) 901	CO1A	Understand the function, history, objective and financial performance of an organization.	3	0	1	3	2
	CO1B	Analyze concepts of weakness and strength of organizations	3	1	3	2	3
	CO2	Identify and apply the principal of variables and choose topic for research and review of literature	–	3	2	0	2
	CO3	Develop the thought process related to research methodology and	3	2	3	0	3

		design, data collection and objective of the study					
	CO4	Evaluate & Gain skills of thinking related to result of research and give suggestion to regarding the topic	3	3	1	1	2
MBA (I) 1001	CO1A	Understand the function, history, objective and financial performance of an organization.	3	0	1	3	2
	CO1B	Analyze concepts of weakness and strength of organizations	3	1	3	2	3
	CO2	Identify and apply the principal of variables and choose topic for research and review of literature	0	3	2	0	2
	CO3	Develop the thought process related to research methodology and design, data collection and objective of the study	3	2	3	0	3
	CO4	Evaluate & Gain skills of thinking related to result of research and give suggestion to regarding the topic	3	3	1	1	2