PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR

AN AUTONOMOUS INSTITUTE ACCREDITED WITH UGC NAAC GRADE 'A'

External PO Attainment BBA

							Difficulty Threshold (Passing Mark)			
				Step 1	Fill "Relevance" of each subject towards a PO out of 3	#Students above threshold	Level	Hard	Medium	Easy
				Step 2	Fill # Students scoring Average Marks	80%	3	40%	50%	60%
				Step 2	Score Level will automatically be calculated	70%	2	40%	50%	60%
				Step 3	PO attainment scores will be automatically calculated	60%	1	40%	50%	60%
				Step 4	**PO Attainment out of 3 Automatically Calculated**		0	40%	50%	60%
				Step 5	PO Attainment % Automatically Calculated					
Difficulty	Threshold	Students above Threshold	Score Level	Code	Cos/Subjects	Relevance (Co-relation factors on the scale of 0-3)				

						PO1: Upon completion of the BBA program, the individual must demonstrate maturity, professionalism and team working skills.	PO2: Upon completion of the BBA program the students will have general idea of operations in business.	PO3: Upon completion of the BBA program, the individual will have specialized skills to deal with area specific issues of concern.	PO4: Upon completion of the BBA program, the individual will be able to apply technological knowhow for business advancements.	PO5: Upon completion of the BBA program, the individual will be capable of analyzing, investigating, and solving critical business issues.
H	40%	78.0%	2	BBA-101	CO1 : Understand the concepts related to Environment, Ecosystem & Ecology.	2	2	1	2	3
E	60%	74.0%	2		CO2: Examining the significance of Bio-diversity,wildlife protection,Disaster Management and its role in the preservation of the food chain.	3	1	1	2	2
H	40%	97.0%	3	BBA 102	CO1 a: Understand the concept & functions of Management , CO1 b: Ascertain the types of organization structure, staffing function, and individual behavior.	3	2	2	2	1
M	50%	84.0%	3		CO2: Understanding the concept of attitude, Directing function and its techniques	3	2	3	3	2
E	60%	87.0%	3		CO3: Analyzing group behaviours and Organizational Control methods	3	3	3	3	2
M	50%	90.0%	3		CO4: Analyze and apply the management functions in organization.	3	3	3	3	1

H	40%	96.0%	3	BBA 103	co1: Become effective leaders by addressing the human side of enterprise	3	2	2	2	1
M	50%	86.0%	3		co2: Understand individual behaviour in organizations, including attitudes, job satisfaction, emotions, personality, values, perception, decision making' and motivational theories'	3	2	3	3	2
E	60%	88.0%	3		co3: understand group behavior in organizations, including communication' leadership' power and politics, conflict, and negotiations	3	3	3	3	2
M	50%	91.0%	3		co4: understand the organizational system, including organizational structures' culture' human resources, and change.	3	3	3	3	1
H	40%	95.0%	3	BBA 104	Co-la. Understandthemeaningofstatisticaltermsusedinbusinessstatistics. co-1b. Anaryze statisticar data using measures of central tendency, dispersion and skewness'	3	3	3	2	2
M	50%	80.0%	3		CO-2. Calculate the simple correlation for a set of data	2	3	1	2	2
E	60%	84.0%	3		' CO-3. Construct Index numbers and its use'	2	2	1	2	2
M	50%	90.0%	3		CO-4. Test the adequacy of Index number formula	3	2	1	2	3

H	40%	96.0%	3	BBA 105	co1: comprehendtheconceptofbusinessethicsandreasonsofunethicalbusinesspractices'	2	2	1	2	3
M	50%	89.0%	3		co2: Exhibit a relationship between business ethics and the changing Environment'	3	3	2	3	3
E	60%	91.0%	3		Co3: Understand the relevance of drivihg forcesof CSR present scenario.	3	1	1	2	2
M	50%	92.0%	3		CO4: Familiarize with cultural differences of CSR in Indian and International context'	3	2	1	2	1
M	50%	97.0%	3	BBA 106	CO1A: Understanding the basic fundamentals of Personality Development to enhance the Inter-pesonal Communication CO1B: Inculcating the soft skills in students for professional arena	3	3	1	3	1
M	50%	80.0%	3	BBA -201	CO 1 A Students will be able to acquire a wide vocabulary and understanding of basic functional grammar and knowledge for reading, writing and spoken language.Students will be able to develop creative and critical writing skills along with developing an interest and appreciation of literary texts.	1	3	3	3	3
M	50%	94.0%	3		CO 2: To understand the skills required to translate different texts and to acquire literary taste to critically analyse piece of poetry, prose provided.	1	1	2	3	3

M	50%	87.0%	3	BBA 202	CO1 a. Understand the basic terminologies in economics and apply the law of demand for business decision CO1 b. Evaluate Indian economy with context to national income and industrial policy of India since Independence	3	2	1	2	2
M	50%	78.0%	2		CO2. Analyzethe factors of production along with theories of rent, profit & interest	3	2	2	1	1
E	60%	75.0%	2		CO3. Comprehend India's foreign trade and role of foreign direct investment	2	2	1	1	1
M	50%	95.0%	3		CO4. Validate market structure and understand the economy of Madhya pradesh	1	2	1	1	2
M	50%	77.0%	2	BBA 203	Co la. Demonstrate a good under standing the concept of double entry system and principles of accounting.CO1b: Apply critical thinking and problem solving skill for preparation of trading and profit and loss account and balance sheet of sole trader.	3	2	1	2	1
E	60%	95.0%	3		CO2: Understand of various methods of maintaining accounts of Departments.	3	2	0	1	0
E	60%	90.0%	3		CO3 learn accounting for branches and departments.	3	0	2	1	1
M	50%	96.0%	3		CO4: develop understanding about the accounting of single entry system and its difference with double entry system	2	0	2	0	0

E	60%	94.0%	3	BBA 204	COla: Students will understand ofthe concepts Company Law. CO2b: They will come to know the Process of formation and registration of company.	3	3	2	2	1
E	60%	83.0%	3		CO2: They will understand the importance and of memorandum of association and Article of association	2	2	0	2	2
E	60%	75.0%	2		CO3: They will understand legal rules related to issue of Prospectus and shares.	2	2	2	2	2
M	50%	97.0%	3		CO4: They will come to know the Process of winding up of company.	2	3	3	2	2
M	50%	87.0%	3	BBA 205	COl: The students will understand the major influences on the development of management thought.	3	3	3	3	2
E	60%	77.0%	2		CO2: Identify the five major perspectives of management thought that have evolved over the years.	3	2	1	1	3
H	40%	96.0%	3		CO3: The different sub-fields that exist in the classical perspective of management and discuss the central focus of each.	2	1	3	2	2
M	50%	93.0%	3		CO4: The theories of the major contributors to the behavioral perspective of management.	3	2	1	3	2

			0	BBA 206	CO1 a- Understand the basic structure of computer and utilization of software with operating System to perform management task.Understand and apply the MS Word and Power Point to be used in mangement for documentation and Presentation	3	3	2	2	1
H	40%	73.0%	2	BBA 301	CO1a: understanding of different school of thoughts of Macro economics CO1b: Demonstrate away to measure concepts of national income and its related measure.	3	2	1	2	2
H	40%	77.0%	2		CO2: Examine the GAP between theory of money and the present concepts of money along with concepts of supply of money.	3	2	2	1	1
H	40%	63.0%	1		CO3: Analyze determinants of consumption and investment in the macro-economic environment	2	2	1	1	1
H	40%	46.0%	0		CO4: Evaluate in-depth causes of unemployment and inflation and apply remedies over them in economic policy	1	2	1	1	2
H	40%	64.0%	1	BBA 302	CO1 a: Understand the basic concepts, importance of marketing and marketing environment.Learn concepts related to consumer behavior and product decisions	3	3	2	2	2
M	50%	84.0%	3		CO2: Discuss the concept of STP and its significance	3	3	2	2	2
H	40%	78.0%	2		CO3: Comprehend the promotion mix and pricing decisions	3	3	2	0	0

H	40%	83.0%	3		CO4: Understand the application of above concepts	3	3	2	2	2
H	40%	84.0%	3	BBA 303	CO1. familiarize the concept of cost accounting and anlysis material cost by various methods of pricing material issue	3	1	0	2	1
H	40%	74.0%	2		CO2.develop the knowledge about remuneration and incentive of labour with calculations of overheads	3	2	0	1	0
H	40%	68.0%	1		CO3.gather knowledge of prepration of cost sheet in organisation practical point of view	3	0	2	1	1
H	40%	53.0%	0		CO4.facilititate the idea and meaning of process costing with accounting procedure of costing and analysis the treatment of normal and abnormal losses and gain	2	0	2	0	0
M	50%	96.0%	3	BBA 304	CO1a: Understand the concept, importance and types of the business environment. CO1b: Comprehend with the concept of economy, economic development and government role.	1	0	0	0	0
E	60%	95.0%	3		CO2: Improve knowledge of various laws and industrial policy.	1	2	1	0	0
H	40%	88.0%	3		CO3: Develop understanding of government role in the development and monitoring of businesses through policies and regulations.	0	3	3	3	3
M	50%	74.0%	2		CO4: Learn about business ethics, CSR and its importance	2	0	0	0	0
M	50%	74.0%	2	BBA 305	CO1 a: Understand the general concepts of operations, product design, plant location, and Layout planning. Understand and analyze forecasting, work design and measurements.	3	3	3	2	1

H	40%	76.0%	2		CO2.Comprehend capacity planning and scheduling.	3	0	3	2	1
H	40%	74.0%	2		CO3. Discuss aggregate planning and master scheduling techniques	3	0	3	2	1
H	40%	81.0%	3		CO4.Understand the various inventory management techniques and Just in Time production.	3	0	3	2	1
	NA		0	BBA 306	CO1.Demonstrate an in-depth knowledge of the roots, concepts and evolution of E-Business and E-Commerce along with its benefits and limitations	3	3	2	2	1
H	40%	82.0%	3	BBA 401	CO1.Understand the concept, process, design, tools and techniques of RM co1b: to develop reserch process for study	2	2	2	0	0
M	50%	91.0%	3		CO2. Analyses the data collected	3	3	2	2	1
H	40%	56.0%	0		CO3.Evaluating the results, interpret and present findings	2	3	3	2	2
M	50%	88.0%	3		CO4.Preparing research report	2	2	0	2	2
H	40%	79.0%	2	BBA 402	CO1 a: Understand concept, policies pertaining to HRM CO1 b: Unkderstandconcept, policies pertaining to SHRM	3	1	2	2	2
E	60%	74.0%	2		CO2:Analyzing different methods and strategies for the acquisition of human resources	2	3	3	3	3
H	40%	86.0%	3		CO3: Evaluating and applying the concepts and methods of performance management and appraisal	3	3	3	3	3
H	40%	76.0%	2		CO4: Comprehend internal mobility & other HR Contemporary Issues in organizations	2	2	3	2	2
H	40%	85.0%	3	BBA 403	CO1 a. To understand the Basics of Financial Management.	3	1	0	2	1
H	40%	71.0%	2		CO2: To Illustrate the concept of Capital Structure and Interpret types of Leaverage	2	1	0	0	1
H	40%	72.0%	2		CO3 : To Appraise the Projects by Capital Budgeting Techniques	1	2	3	1	1

H	40%	54.0%	0		CO4: To Demonstrate the Understanding of Working Capital and Dividend Theories	2	1	1	1	1
M	50%	86.0%	3	BBA 404	co1: Demonstrate a good understanding of the Banking system, its challenges and functions	3	2	0	3	2
E	60%	76.0%	2		CO2:AnalyzecriticallytheroleofRBI'itsfunctionsandschemesinIndia	2	3	1	3	2
H	40%	81.0%	3		Co3:Examinerelationshipbetweenbankerandcustomerandtheirobligations	2	3	1	3	1
H	40%	65.0%	1		Co4:Evaluatethevarioustypesofaccountsandproblemsfacedbythecustomers	3	2	0	2	2
H	40%	39.0%	0	BBA 405	CO1 a: To Understand the basic terms and concepts of Income tax CO1 b: To assess the taxable income under the head of Salary, House Property and Profits & gains from business and profession	3	0	0	0	1
H	40%	67.0%	1		CO2: compute taxable income under capital gains and other sources & understand the process of set-off, carry forward and clubbing	0	2	0	0	1
H	40%	81.0%	3		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	0	2	0	1	2
M	50%	83.0%	3		CO4: Calculate tax liability & perform assessment procedures and file ITR	2	0	3	2	0
	NA		0	BBA 406	CO1.Understand about the various statistical softwares and its application	3	3	2	2	0
H	40%	30.0%	0	BBA 501	CO1:Understand the basic tools of statistics co1 b :graphical representation of the data	3	3	0	2	2

M	50%	85.0%	3		CO2: Evaluate the concept of elementary matrices, inverse and various equations, and analyze statistical data using measures of central tendency, dispersion, and skewness	2	3	1	2	2
H	40%	53.0%	0		CO3: Understand the rate of change in one variable and maxima minima of functions and its terminologies to tackle uncertainty in business	2	2	1	2	2
H	40%	41.0%	0		CO4:Construct Index numbers and its use and understand probability and its terminologies to tackle uncertainty in business	3	2	1	2	3
H	40%	63.0%	1	BBA 502	CO1 a: Gain basic knowledge of the provisions of the Indian Contract Act,1872 in relation to general principles of contract and specific contracts CO1 b: Acquire knowledge of the drafting of varied agreements and notices, affidavits, bonds and calculations of various kinds of damages under Indian Contract Act, 1872	2	2	2	0	0
H	40%	85.0%	3		CO2: Understand the laws related to the Sales of Goods Act, 1930 including performance of contract of sale.	3	3	2	2	1
H	40%	82.0%	3		CO3: Be familiarized with the provisions of the company law	2	3	3	2	2
H	40%	51.0%	0		CO4: Gain basic knowledge of the provisions of the Negotiable Instruments Act, 1881, types of Negotiable Instruments and the laws related to bouncing of cheques	2	2	0	2	2

H	40%	87.0%	3	BBA 503 - MM	CO1 a: Understand and evaluate consumer behaviour. CO1 b: Aquire the knowledge of individual determinants of consumer behaviour	3	3	2	2	0
H	40%	76.0%	2		CO2: To Understand the facets of group dyanmics with reference to consumer behaviour	3	3	2	2	2
H	40%	74.0%	2		CO3: Comprehend the communication and consumer decision making process	3	2	2	2	2
H	40%	50.0%	0		CO4: Evaluate the various model of consumer behaviour	3	2	2	2	0
H	40%	35.0%	0	BBA 503 - FM	CO1 a: Demonstrate a basic understanding of investments and capital market. CO1 b: Comprehend the measures of risk and return in financial assets and valuation models	3	3	0	1	2
H	40%	73.0%	2		CO2: Analyzing EIC framework and technical indicators and oscillators for market predictions	1	3	2	0	3
H	40%	56.0%	0		CO3: Constructing and portfoilo through modern portfoilo management models	3	2	0	0	1
H	40%	74.0%	2		CO4: Evaluating investment to develop an optimal portfolio and evaluation of readymade portfoilo through sharpe , treynor and jensen's models	2	2	2	0	2
M	50%	86.0%	3	BBA 503 HRM	CO1:Understand the HRD concepts, evolution and its activity areas	3	3	2	2	1
E	60%	93.0%	3		CO2:Analyze and design HRD process'	2	3	3	2	2
H	40%	94.0%	3		CO3:Understand HRD interventions and its application'	2	2	0	2	2
M	50%	94.0%	3		CO4:Measure competency and interpret high performance work systems	2	2	2	2	2
H	40%	68.0%	1	BBA 504 - MM CO1	CO1: Understand the needs and importance of advertising, models of advertising, and required planning framework for promotional strategy.	3	3	2	2	1

H	40%	76.0%	2		CO2: Analyze the target audience, advertising media, and its effectiveness.	2	3	3	2	2
H	40%	68.0%	1		CO3: Learn about media planning, scheduling, and media decisions.	2	2	0	2	2
H	40%	82.0%	3		CO4. Demonstrate how to do brand management and strategies corresponding to	2	2	2	2	2
H	40%	45.0%	0	BBA 504 – FM	CO1 a: Understand the various financial statement to evaluate the financial soundness of the company, CO1 b: Comprehend the different cash flow models to determine the effect on tax, earning and investment	3	3	0	0	2
H	40%	58.0%	0		CO2: Evaluate additional disclosure statement and the concepts related with corporate governance	1	2	0	0	0
H	40%	83.0%	3		CO3: Analyze the fundamental role of accounting numbers in valuation of entities	0	3	0	0	3
H	40%	70.0%	2		CO4: Formulate the valuation that incorporates the strategic accounting and financial activities of the business activity	0	3	0	2	3
M	50%	72.0%	2	BBA 504 – HRM	CO1 a: Understand concepts, parties and bodies related to Industrial relations. CO1 b: Comprehend the causes and methods for the resolution of industrial disputes also the functions, roles of trade unions in India	3	3	3	2	2

H	40%	85.0%	3		CO2: Identify the significance and need of good disciplinary system and grievance redressal in industries	3	3	3	3	0
H	40%	82.0%	3		CO3: Interpret measures and provisions related to social security and labour welfare	3	2	2	2	0
H	40%	76.0%	2		CO4: Identify the significance of collective bargaining and workers' participation in Industries	3	3	3	2	1
M	50%	80.0%	3	BBA 505	Co1:Acquaintwiththefundamentalsplincipl esofmanagementaccounting.	3	3	3	2	3
E	60%	100.0%	3		CO2: Prepare; analyze and interpret financial statements'	3	1	2	3	1
H	40%	57.0%	0		Co3:Analyzetyp\ca|businesstransactionsto determinetheireffectsonthe financial statements	2	3	1	2	2
M	50%	76.0%	2		CO4: Take decisions using management accounting tools'	3	3	2	3	3
M	50%	71.0%	2	BBA 601	CO1 : Understand the basic fundamentals of strategy, business policy and strategic management.	3	2	2	2	2
H	40%	89.0%	3		CO2: Explain the process of strategic management and demonstrate the skills in strategy building	3	2	3	1	2
H	40%	75.0%	2		CO3: Able to do environmental analysis for decision making	3	2	2	2	3
H	40%	75.0%	2		CO4: To understand strategic planning and its implementation	2	3	3	2	3
M	50%	78.0%	2	BBA-602	CO1: Understanding the concepts, structure, functioning and theories related to financial markets' institutions and services. Co2: Analysing the different types of financial markets and the product traded therein.	3	3	3	2	3

H	40%	81.0%	3		CO2: Illustrating an awareness of the current structure and functioning of the financial Markets' Institutions and Services'	3	3	3	3	2
H	40%	86.0%	3		CO3: Demonstrating an awareness of the regulation of the Indian Financial Markets' Institutions and services sector'.	3	2	2	2	3
M	50%	76.0%	2		CO4: Evaluating and creating strategies to promote financial Products and services'.	3	3	3	2	2
M	50%	86.0%	3	BBA 603 – MM	CO1 a: Understand the basics of service marketing and its importance. CO1 b: Understand the concept of service marketing mix	3	3	2	3	3
E	60%	100.0%	3		CO2: Comprehend service marketing strategy with respect to competitive advantage.	3	1	1	3	2
H	40%	86.0%	3		CO3: Discuss the service quality models and their applications.	3	1	2	3	3
M	50%	89.0%	3		CO4: Understand the various aspects of customer relationship with respect to different industrial sectors.	3	3	2	3	2
M	50%	75.0%	2	BBA 603 – FM	CO1 a: Understandingthe relevance of alternative project appraisal techniques, financialstructuring and financing alternative identification of a project, feasibility analysis including market,technical and financial appraisal of a project, and the elements of social cost-benefit analysis. CO1b: analyzing the learning and understand techniques for Project planning, scheduling and Execution Control	3	3	3	2	2

M	50%	83.0%	3		CO2: Applying technology tools for communication, collaboration, information management, and decision support and appraisal techniques for evaluating live projects	3	3	3	3	3
H	40%	87.0%	3		CO3: Interacting with team and stakeholders in a professional manner, respecting differences, to ensure a collaborative project environment	3	2	2	2	3
M	50%	73.0%	2		CO4: Evaluating and appreciating contemporary project management tools and methodologies in Indian context	3	3	3	2	1
M	50%	96.0%	3	BBA 603 – HRM	CO1 a: Understand concepts and Methods of Performance management and Appraisal. CO1 b: Comprehend Developmental, technological and ethical aspects of performance management	3	2	3	1	2
E	60%	86.0%	3		CO2: Analyze different methods of job evaluation	2	3	3	3	2
H	40%	97.0%	3		CO3: Understand several performance incentives and benefits	3	2	2	2	2
M	50%	86.0%	3		CO4: Understand prevailing wage system in India and the regulatory bodies	3	2	2	2	2
H	40%	81.0%	3	BBA 604 FM	CO1 A To Understand various concepts of Merchant Banking Services. CO1 B To Understand various concepts of Issue Management.	3	3	2	1	1
H	40%	89.0%	3		CO2 To analyse the concept of Leasing and Hire Purchase	2	3	1	1	2

H	40%	75.0%	2		CO 3 To Demonstarte the concept of Venture Capital.	2	2	1	1	1
H	40%	55.0%	0		CO4 To Evaluate the Credit Rating system among various Financial Organisations	2	3	2	1	2
H	40%	75.0%	2	BBA 604 MM	co1: Memorize the concepts related to retail management. Co1b: to understand the strategies of retail	3	2	2	2	3
H	40%	72.0%	2		CO2. Explain the reasons for the growth of retailing in India.	3	2	2	2	3
H	40%	94.0%	3		CO3. Examine the store design, location, and layout planning	3	1	2	1	2
M	50%	78.0%	2		CO4. Evaluate the retail sales promotion strategy	1	3	2	3	2
M	50%	96.0%	3	BBA 604 HRM	CO1: The students will understand the concept of Talent management and its relevance in organizations. CO1B: The students will develop the necessary skill set for the application of various Talent issues.	3	2	2	3	2
E	60%	93.0%	3		CO3: Integrate the knowledge of concepts to take correct talent management and talent retention decisions	2	2	2	3	2
H	40%	91.0%	3		CO4: They will understand planning for acquiring and retention of talent management	3	3	3	3	3
M	50%	96.0%	3		CO5: Students will understand proper strategies for talent engagement and retention	3	2	2	2	3

M	50%	83.0%	3	BBA 605	co1 a: define culture, communication, intercultural communication, co1 b : to understand ethnocentrism and multiculturalism	3	3	3	2	3
E	60%	85.0%	3		CO2. identify and describe the various aspects of culture which affect a person's worldview, values and behavior	3	2	3	1	2
H	40%	94.0%	3		CO3. understand the roles of culture, language, power and communication of product development	2	3	3	3	3
M	50%	75.0%	2		CO4. demonstrate the concepts of pricing decesion keeping cultural aspect into consideration	3	2	2	2	3
						378	**334**	**270**	**280**	**263**
					PO Attainment					
			67%	BBA-101	CO1 : Understand the concepts related to Environment, Ecosystem & Ecology.	1.333333333	1.3333333	0.66666667	1.33333333	2
			67%		CO2: Examining the significance of Bio-diversity,wildlife protection,Disaster Management and its role in the preservation of the food chain.	2.0	0.7	0.7	1.3	1.3
			100%	BBA 102	CO1 a: Understand the concept & functions of Management , CO1 b: Ascertain the types of organization structure, staffing function, and individual behavior.	3.0	1.3333333	1.33333333	2.0	1.0
			100%		CO2: Understanding the concept of attitude, Directing function and its techniques	2	2.0	3.0	3.0	1.333333333
			100%		CO3: Analyzing group behaviours and Organizational Control methods	3.0	2	2	3.0	2.0

			100%		CO4: Analyze and apply the management functions in organization.	3.0	3.0	3.0	3.0	1.0
			100%	BBA 103	co1: Become effective leaders by addressing the human side of enterprise	2	1.3333333	1.33333333	2.0	0.666666667
			100%		co2: Understand individual behaviour in organizations, including attitudes, job satisfaction, emotions, personality, values, perception, decision making' and motivational theories'	3.0	2.0	3.0	3.0	2.0
			100%		co3: understand group behavior in organizations, including communication' leadership' power and politics, conflict, and negotiations	3.0	2	2	2	2.0
			100%		co4: understand the organizational system, including organizational structures' culture' human resources, and change.	2	3.0	3.0	3.0	0.666666667
			100%	BBA 104	Co-la. Understandthemeaningofstatisticaltermsusedinbusinessstatistics. co-1b. Anaryze statisticar data using measures of central tendency, dispersion and skewness'	3.0	2	2	2.0	2.0
			100%		CO-2. Calculate the simple correlation for a set of data	2.0	3.0	1.0	2.0	2.0
			100%		' CO-3. Construct Index numbers and its use'	1.333333333	1.3333333	0.66666667	2.0	1.333333333
			100%		CO-4. Test the adequacy of Index number formula	3.0	2.0	1.0	2.0	3.0

			100%	BBA 105	co1: comprehendtheconceptofbusinessethicsandreasonsofunethicalbusinesspractices'	2.0	1.3333333	0.66666667	2.0	3.0
			100%		co2: Exhibit a relationship between business ethics and the changing Environment'	2	3.0	2.0	3.0	2
			100%		Co3: Understand the relevance of drivihg forcesof CSR present scenario.	3.0	0.6666667	0.66666667	1.33333333	2.0
			100%		CO4: Familiarize with cultural differences of CSR in Indian and International context'	3.0	2.0	1.0	2.0	1.0
			100%	BBA 106	CO1A: Understanding the basic fundamentals of Personality Development to enhance the Inter-pesonal Communication CO1B: Inculcating the soft skills in students for professional arena	2	2	0.66666667	3.0	0.666666667
			100%	BBA -201	CO 1 A Students will be able to acquire a wide vocabulary and understanding of basic functional grammar and knowledge for reading, writing and spoken language.Students will be able to develop creative and critical writing skills along with developing an interest and appreciation of literary texts.	1.0	3.0	3.0	3.0	3.0
			100%		CO 2: To understand the skills required to translate different texts and to acquire literary taste to critically analyse piece of poetry, prose provided.	1.0	0.6666667	1.33333333	3.0	3.0

			100%	BBA 202	CO1 a. Understand the basic terminologies in economics and apply the law of demand for business decision CO1 b. Evaluate Indian economy with context to national income and industrial policy of India since Independence	2	2.0	1.0	2.0	1.333333333
			67%		CO2. Analyzethe factors of production along with theories of rent, profit & interest	2.0	1.3333333	1.33333333	0.7	0.7
			67%		CO3. Comprehend India's foreign trade and role of foreign direct investment	1.3	1.3	0.7	0.7	0.7
			100%		CO4. Validate market structure and understand the economy of Madhya pradesh	0.666666667	1.3333333	0.66666667	0.66666667	1.333333333
			67%	BBA 203	Co la. Demonstrate a good under standing the concept of double entry system and principles of accounting.CO1b: Apply critical thinking and problem solving skill for preparation of trading and profit and loss account and balance sheet of sole trader.	2.0	1.3	0.7	1.3	0.7
			100%		CO2: Understand of various methods of maintaining accounts of Departments.	3.0	1.3333333	0	1.0	0.0
			100%		CO3 learn accounting for branches and departments.	2	0.0	2.0	1.0	0.666666667
			100%		CO4: develop understanding about the accounting of single entry system and its difference with double entry system	2.0	0	1.33333333	0.0	0.0

			100%	BBA 204	COla: Students will understand ofthe concepts Company Law. CO2b: They will come to know the Process of formation and registration of company.	3.0	3.0	2.0	2.0	1.0
			100%		CO2: They will understand the importance and of memorandum of association and Article of association	1.333333333	1.3333333	0	2.0	1.333333333
			67%		CO3: They will understand legal rules related to issue of Prospectus and shares.	1.3	1.3	1.3	1.3	1.3
			100%		CO4: They will come to know the Process of winding up of company.	2.0	2	2	1.33333333	2.0
			100%	BBA 205	COl: The students will understand the major influences on the development of management thought.	2	3.0	3.0	3.0	1.333333333
			67%		CO2: Identify the five major perspectives of management thought that have evolved over the years.	2.0	1.3333333	0.66666667	0.7	2.0
			100%		CO3: The different sub-fields that exist in the classical perspective of management and discuss the central focus of each.	2.0	1.0	3.0	2.0	2.0
			100%		CO4: The theories of the major contributors to the behavioral perspective of management.	2	1.3333333	0.66666667	3.0	1.333333333

			0%	BBA 206	CO1 a- Understand the basic structure of computer and utilization of software with operating System to perform management task.Understand and apply the MS Word and Power Point to be used in mangement for documentation and Presentation	0.0	0.0	0.0	0.0	0.0
			67%	BBA 301	CO1a: understanding of different school of thoughts of Macro economics CO1b: Demonstrate away to measure concepts of national income and its related measure.	2.0	1.3333333	0.66666667	1.3	1.3
			67%		CO2: Examine the GAP between theory of money and the present concepts of money along with concepts of supply of money.	2	1.3	1.3	0.7	0.666666667
			33%		CO3: Analyze determinants of consumption and investment in the macro-economic environment	0.7	1.3333333	0.66666667	0.66666667	0.3
			0%		CO4: Evaluate in-depth causes of unemployment and inflation and apply remedies over them in economic policy	0.0	0.0	0.0	0.0	0.0
			33%	BBA 302	CO1 a: Understand the basic concepts, importance of marketing and marketing environment.Learn concepts related to consumer behavior and product decisions	2	2	1.33333333	0.7	1.333333333
			100%		CO2: Discuss the concept of STP and its significance	3.0	3.0	2.0	2.0	2.0
			67%		CO3: Comprehend the promotion mix and pricing decisions	2.0	2	1.33333333	0.0	0.0

			100%		CO4: Understand the application of above concepts	2	3.0	2.0	2.0	1.333333333
			100%	BBA 303	C01. familiarize the concept of cost accounting and anlysis material cost by various methods of pricing material issue	3.0	0.6666667	0	2.0	1.0
			67%		CO2.develop the knowledge about remuneration and incentive of labour with calculations of overheads	2.0	1.3	0.0	0.7	0.0
			33%		CO3.gather knowledge of prepration of cost sheet in organisation practical point of view	2	0	1.33333333	0.66666667	0.666666667
			0%		CO4.facilititate the idea and meaning of process costing with accounting procedure of costing and analysis the treatment of normal and abnormal losses and gain	0.0	0.0	0.0	0.0	0.0
			100%	BBA 304	CO1a: Understand the concept, importance and types of the business environment. CO1b: Comprehend with the concept of economy, economic development and government role.	1.0	0	0	0.0	0.0
			100%		CO2: Improve knowledge of various laws and industrial policy.	0.666666667	2.0	1.0	0.0	0
			100%		CO3: Develop understanding of government role in the development and monitoring of businesses through policies and regulations.	0.0	2	2	3.0	3.0
			67%		CO4: Learn about business ethics, CSR and its importance	1.3	0.0	0.0	0.0	0.0
			67%	BBA 305	CO1 a: Understand the general concepts of operations, product design, plant location, and Layout planning. Understand and analyze forecasting, work design and measurements.	2	2	2	1.3	0.666666667

			67%		CO2.Comprehend capacity planning and scheduling.	2.0	0.0	2.0	1.3	0.7
			67%		,CO3. Discuss aggregate planning and master scheduling techniques	2.0	0	2	1.33333333	0.7
			100%		CO4.Understand the various inventory management techniques and Just in Time production.	2	0.0	3.0	2.0	0.666666667
			0%	BBA 306	CO1.Demonstrate an in-depth knowledge of the roots, concepts and evolution of E-Business and E-Commerce along with its benefits and limitations	0.0	2	1.33333333	0.0	0.0
			100%	BBA 401	CO1.Understand the concept, process, design, tools and techniques of RM co1b: to develop reserch process for study	2.0	2.0	2.0	0.0	0.0
			100%		CO2. Analyses the data collected	2	2	1.33333333	2.0	0.666666667
			0%		CO3.Evaluating the results, interpret and present findings	0.0	0.0	0.0	0.0	0.0
			100%		CO4.Preparing research report	2.0	1.3333333	0	2.0	2.0
			67%	BBA 402	CO1 a: Understand concept, policies pertaining to HRM CO1 b: Unkderstandconcept, policies pertaining to SHRM	2	0.7	1.3	1.3	1.333333333
			67%		CO2:Analyzing different methods and strategies for the acquisition of human resources	1.3	2	2	2	2.0
			100%		CO3: Evaluating and applying the concepts and methods of performance management and appraisal	3.0	3.0	3.0	3.0	3.0
			67%		CO4: Comprehend internal mobility & other HR Contemporary Issues in organizations	1.333333333	1.3333333	2	1.3	1.333333333
			100%	BBA 403	CO1 a. To understand the Basics of Financial Management.	3.0	1.0	0.0	2.0	1.0
			67%		CO2: To Illustrate the concept of Capital Structure and Interpret types of Leaverage	1.3	0.6666667	0	0.0	0.7
			67%		CO3 : To Appraise the Projects by Capital Budgeting Techniques	0.666666667	1.3	2.0	0.7	0.666666667

			0%		CO4: To Demonstrate the Understanding of Working Capital and Dividend Theories	0.0	0.6666667	0.66666667	0.0	0.0
			100%	BBA 404	co1: Demonstrate a good understanding of the Banking system, its challenges and functions	3.0	2.0	0.0	3.0	2.0
			67%		CO2:AnalyzecriticallytheroleofRBI'itsfunctionsandschemesinIndia	1.333333333	2	0.66666667	2	1.333333333
			100%		Co3:Examinerelationshipbetweenbankerandcustomerandtheirobligations	2.0	3.0	1.0	3.0	1.0
			33%		Co4:Evaluatethevarioustypesofaccountsandproblemsfacedbythecustomers	1.0	1.3333333	0	0.7	0.7
			0%	BBA 405	CO1 a: To Understand the basic terms and concepts of Income tax CO1 b: To assess the taxable income under the head of Salary, House Property and Profits & gains from business and profession	2	0.0	0.0	0.0	0.666666667
			33%		CO2: compute taxable income under capital gains and other sources & understand the process of set-off, carry forward and clubbing	0.0	1.3333333	0	0.0	0.3
			100%		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	0.0	2.0	0.0	1.0	2.0
			100%		CO4: Calculate tax liability & perform assessment procedures and file ITR	1.333333333	0	2	2.0	0
			0%	BBA 406	CO1.Understand about the various statistical softwares and its application	0.0	0.0	0.0	0.0	0.0
			0%	BBA 501	CO1:Understand the basic tools of statistics co1 b :graphical representation of the data	0.0	2	0	1.33333333	0.0

			100%		CO2: Evaluate the concept of elementary matrices, inverse and various equations, and analyze statistical data using measures of central tendency, dispersion, and skewness	1.333333333	3.0	1.0	2.0	1.333333333
			0%		CO3: Understand the rate of change in one variable and maxima minima of functions and its terminologies to tackle uncertainty in business	0.0	1.3333333	0.66666667	0.0	0.0
			0%		CO4:Construct Index numbers and its use and understand probability and its terminologies to tackle uncertainty in business	0.0	0.0	0.0	0.0	0.0
			33%	BBA 502	CO1 a: Gain basic knowledge of the provisions of the Indian Contract Act,1872 in relation to general principles of contract and specific contracts CO1 b: Acquire knowledge of the drafting of varied agreements and notices, affidavits, bonds and calculations of various kinds of damages under Indian Contract Act, 1872	1.333333333	1.3333333	1.33333333	0.0	0
			100%		CO2: Understand the laws related to the Sales of Goods Act, 1930 including performance of contract of sale.	3.0	3.0	2.0	2.0	1.0
			100%		CO3: Be familiarized with the provisions of the company law	2.0	2	2	2.0	2.0
			0%		CO4: Gain basic knowledge of the provisions of the Negotiable Instruments Act, 1881, types of Negotiable Instruments and the laws related to bouncing of cheques	1.333333333	0.0	0.0	0.0	1.333333333

			100%	BBA 503 – MM	CO1 a: Understand and evaluate consumer behaviour. CO1 b: Aquire the knowledge of individual determinants of consumer behaviour	3.0	2	1.33333333	1.33333333	0.0
			67%		CO2: To Understand the facets of group dyanmics with reference to consumer behaviour	2.0	2.0	1.3	1.3	1.3
			67%		CO3: Comprehend the communication and consumer decision making process	2	1.3333333	1.33333333	1.3	1.333333333
			0%		CO4: Evaluate the various model of consumer behaviour	0.0	0.0	0.0	0.0	0.0
			0%	BBA 503 – FM	CO1 a: Demonstrate a basic understanding of investments and capital market. CO1 b: Comprehend the measures of risk and return in financial assets and valuation models	0.0	2	0	0.0	0.0
			67%		CO2: Analyzing EIC framework and technical indicators and oscillators for market predictions	0.666666667	2.0	1.3	0.0	2
			0%		CO3: Constructing and portfoilo through modern portfoilo management models	0.0	1.3333333	0	0.0	0.0
			67%		CO4: Evaluating investment to develop an optimal portfolio and evaluation of readymade portfoilo through sharpe , treynor and jensen's models	1.3	1.3	1.3	0.0	1.3
			100%	BBA 503 HRM	CO1:Understand the HRD concepts, evolution and its activity areas	2	2	1.33333333	1.33333333	0.666666667
			100%		CO2:Analyze and design HRD process'	2.0	3.0	3.0	2.0	2.0
			100%		CO3:Understand HRD interventions and its application'	2.0	1.3333333	0	2.0	2.0
			100%		CO4:Measure competency and interpret high performance work systems	1.333333333	2.0	2.0	2.0	1.333333333
			33%	BBA 504 – MM CO1	CO1: Understand the needs and importance of advertising, models of advertising, and required planning framework for promotional strategy.	1.0	2	1.33333333	0.7	0.3

			67%		CO2: Analyze the target audience, advertising media, and its effectiveness.	1.3	2.0	2.0	1.3	1.3
			33%		CO3: Learn about media planning, scheduling, and media decisions.	1.333333333	1.3333333	0	0.7	1.333333333
			100%		CO4. Demonstrate how to do brand management and strategies corresponding to	2.0	2.0	2.0	2.0	2.0
			0%	BBA 504 – FM	CO1 a: Understand the various financial statement to evaluate the financial soundness of the company, CO1 b: Comprehend the different cash flow models to determine the effect on tax, earning and investment	0.0	2	0	0	0.0
			0%		CO2: Evaluate additional disclosure statement and the concepts related with corporate governance	0.666666667	0.0	0.0	0.0	0
			100%		CO3: Analyze the fundamental role of accounting numbers in valuation of entities	0.0	2	0	0.0	3.0
			67%		CO4: Formulate the valuation that incorporates the strategic accounting and financial activities of the business activity	0.0	2.0	0.0	1.3	2.0
			67%	BBA 504 – HRM	CO1 a: Understand concepts, parties and bodies related to Industrial relations. CO1 b: Comprehend the causes and methods for the resolution of industrial disputes also the functions, roles of trade unions in India	2	2	2	1.3	1.333333333

			100%		CO2: Identify the significance and need of good disciplinary system and grievance redressal in industries	3.0	3.0	3.0	3.0	0.0
			100%		CO3: Interpret measures and provisions related to social security and labour welfare	3.0	1.3333333	1.33333333	2.0	0.0
			67%		CO4: Identify the significance of collective bargaining and workers' participation in Industries	2	2.0	2.0	1.3	0.666666667
			100%	BBA 505	Co1:Acquaintwiththefundamentalsplincipl esofmanagementaccounting.	3.0	2	2	1.33333333	3.0
			100%		CO2: Prepare; analyze and interpret financial statements'	3.0	1.0	2.0	3.0	1.0
			0%		Co3:Analyzetyp\ca|businesstransactionsto determinetheireffectsonthe financial statements	1.333333333	2	0.66666667	0.0	1.333333333
			67%		CO4: Take decisions using management accounting tools'	2.0	2.0	1.3	2.0	2.0
			67%	BBA 601	CO1 : Understand the basic fundamentals of strategy, business policy and strategic management.	2.0	1.3333333	1.33333333	1.3	1.3
			100%		CO2: Explain the process of strategic management and demonstrate the skills in strategy building	2	2.0	3.0	1.0	1.333333333
			67%		CO3: Able to do environmental analysis for decision making	2.0	1.3333333	1.33333333	1.3	2.0
			67%		CO4: To understand strategic planning and its implementation	1.3	2.0	2.0	1.3	2.0
			67%	BBA-602	CO1: Understanding the concepts, structure, functioning and theories related to financial markets' institutions and services. Co2: Analysing the different types of financial markets and the product traded therein.	2	2	2	1.33333333	2

			100%		CO2: Illustrating an awareness of the current structure and functioning of the financial Markets' Institutions and Services'	3.0	3.0	3.0	3.0	2.0
			100%		CO3: Demonstrating an awareness of the regulation of the Indian Financial Markets' Institutions and services sector'.	3.0	1.3333333	1.33333333	2.0	3.0
			67%		CO4: Evaluating and creating strategies to promote financial Products and services'.	2	2.0	2.0	1.3	1.333333333
			100%	BBA 603 – MM	CO1 a: Understand the basics of service marketing and its importance. CO1 b: Understand the concept of service marketing mix	3.0	2	1.33333333	3.0	3.0
			100%		CO2: Comprehend service marketing strategy with respect to competitive advantage.	3.0	1.0	1.0	3.0	2.0
			100%		CO3: Discuss the service quality models and their applications.	2	0.6666667	1.33333333	3.0	2
			100%		CO4: Understand the various aspects of customer relationship with respect to different industrial sectors.	3.0	3.0	2.0	3.0	2.0
			67%	BBA 603 – FM	CO1 a: Understandingthe relevance of alternative project appraisal techniques, financialstructuring and financing alternative identification of a project, feasibility analysis including market,technical and financial appraisal of a project, and the elements of social cost-benefit analysis. CO1b: analyzing the learning and understand techniques for Project planning, scheduling and Execution Control	2.0	2	2	1.33333333	1.3

			100%		CO2: Applying technology tools for communication, collaboration, information management, and decision support and appraisal techniques for evaluating live projects	2	3.0	3.0	3.0	2
			100%		CO3: Interacting with team and stakeholders in a professional manner, respecting differences, to ensure a collaborative project environment	3.0	1.3333333	1.33333333	2.0	3.0
			67%		CO4: Evaluating and appreciating contemporary project management tools and methodologies in Indian context	2.0	2.0	2.0	1.3	0.7
			100%	BBA 603 – HRM	CO1 a: Understand concepts and Methods of Performance management and Appraisal. CO1 b: Comprehend Developmental, technological and ethical aspects of performance management	2	1.3333333	2	1.0	1.333333333
			100%		CO2: Analyze different methods of job evaluation	2.0	3.0	3.0	3.0	2.0
			100%		CO3: Understand several performance incentives and benefits	3.0	1.3333333	1.33333333	2.0	2.0
			100%		CO4: Understand prevailing wage system in India and the regulatory bodies	2	2.0	2.0	2.0	1.333333333
			100%	BBA 604 FM	CO1 A To Understand various concepts of Merchant Banking Services. CO1 B To Understand various concepts of Issue Management.	3.0	2	1.33333333	0.66666667	1.0
			100%		CO2 To analyse the concept of Leasing and Hire Purchase	2.0	3.0	1.0	1.0	2.0

			67%		CO 3 To Demonstarte the concept of Venture Capital.	1.333333333	1.3333333	0.66666667	0.7	0.666666667
			0%		CO4 To Evaluate the Credit Rating system among various Financial Organisations	0.0	0.0	0.0	0.0	0.0
			67%	BBA 604 MM	co1: Memorize the concepts related to retail management. Co1b: to understand the strategies of retail	2.0	1.3333333	1.33333333	1.3	2.0
			67%		CO2. Explain the reasons for the growth of retailing in India.	2	1.3	1.3	1.3	2
			100%		CO3. Examine the store design, location, and layout planning	3.0	0.6666667	1.33333333	1.0	2.0
			67%		CO4. Evaluate the retail sales promotion strategy	0.7	2.0	1.3	2.0	1.3
			100%	BBA 604 HRM	CO1: The students will understand the concept of Talent management and its relevance in organizations. CO1B: The students will develop the necessary skill set for the application of various Talent issues.	2	1.3333333	1.33333333	2	1.333333333
			100%		CO3: Integrate the knowledge of concepts to take correct talent management and talent retention decisions	2.0	2.0	2.0	3.0	2.0
			100%		CO4: They will understand planning for acquiring and retention of talent management	3.0	2	2	3.0	3.0
			100%		CO5: Students will understand proper strategies for talent engagement and retention	2	2.0	2.0	2.0	2

			100%	BBA 605	co1 a: define culture, communication, intercultural communication, co1 b : to understand ethnocentrism and multiculturalism	3.0	2	2	2.0	3.0
			100%		CO2. identify and describe the various aspects of culture which affect a person's worldview, values and behavior	3.0	2.0	3.0	1.0	2.0
			100%		CO3. understand the roles of culture, language, power and communication of product development	1.333333333	2	2	3.0	2
			67%		CO4. demonstrate the concepts of pricing decesion keeping cultural aspect into consideration	2.0	1.3	1.3	1.3	2.0
					SUM	**269.0**	**240.0**	**198.3**	**221.7**	**192.7**
					PO Attainment %	71%	72%	73%	79%	73%
					PO Attainment out of 3	**2.1**	**2.2**	**2.2**	**2.4**	**2.2**