

MBA Year 1

Subject: Accounting and Financial Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Critically assess and evaluate the principal concepts and techniques used in the area of accounting and financial management.
CO2	Interpret and analyse the concepts of accounting processes, cost accounting, financial management, capital structures, profit and dividend management.
CO3	Recognise and apply the accounting principles that govern the preparation, presentation, and communication of accounting information.
CO4	Prepare & appraise Accounting and Financial Statements and evaluate a company in the light of different measurement systems.

Subject: Business and Corporate Law

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate comprehensive and accurate knowledge of essential laws business and corporate sector.
CO2	Critically understand and analyse fundamental legal principles behind contractual agreements, sale, negotiation, companies, consumer protection, IPR and partnerships.
CO3	Comprehension of business and corporate management and governance.
CO4	Develop problem solving techniques and to be able to present coherent, concise legal arguments in the areas of contract, sale, negotiation, companies, consumer protection, IPR and partnership acts.

Subject: Business Communication Skills

Course Outcomes	
At the end of the course, students will be able to	
CO1	Acquire and practice both verbal and non-verbal communication skills
CO2	Identify areas of improvements in attitude, time-management, stress management and emotional intelligence and take remedial actions if required

CO3	Review and recommend communication strategies and techniques for business situations and contexts
CO4	Analyse interpersonal relations in a group and take corrective measures if required.

Subject: Business Research Methodology

Course Outcomes	
At the end of the course, students will be able to	
CO1	Carry out basic and advance level of primary and secondary research
CO2	Evaluate and apply various kinds of research techniques, objectives of doing research, research process, research designs and sampling.
CO3	Prepare research reports in a desired format
CO4	Apply advanced business research designs for an enterprise.

Subject: Global Business Environment and Economics

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate and analyse trends in the current global business environment and economics.
CO2	Critically analyse concepts of demand, supply, cost, and revenue to be practiced in the market.
CO3	Interpret the theories and laws of proportional variables across the globe and recommend new approaches.
CO4	Apply domestic and international trade environment to actual business situations.

Subject: Human Resource and Organizational Behaviour

Course Outcomes	
At the end of the course, students will be able to	
CO1	Develop insight into existing practices in Human Resource and Organizational Behaviour.
CO2	Integrate and synthesise the various approaches to organizational and HR issues.
CO3	Develop, implement, and evaluate organizational development strategies aimed at promoting organizational performance through effective leadership.
CO4	Analyse and compare individual and group dynamics for motivational organisation culture.

Subject: Information Technology for Business

Course Outcomes	
At the end of the course, students will be able to	
CO1	Analyse, design and develop appropriate information technology solutions through MIS, ERP and support systems for business requirements.
CO2	Identify and analyse business needs and take them into account in the selection, creation, evaluation and administration of computer-based systems.
CO3	Design and develop software solutions for contemporary business environments by employing appropriate problem-solving strategies.
CO4	Apply ethical, social and legal decision making in the development, implementation and management of IT systems.

Subject: Modern Business Organization and Management

Course Outcomes	
At the end of the course, students will be able to	

CO1	Demonstrate and analyse roles, skills and functions of management and business organisation.
CO2	Analyse concepts of planning and decision making for vision accomplishment of organisation.
CO3	Critically evaluate the principles of delegation and decentralization in organization and management.
CO4	Develop and practice modern management and entrepreneurship practices.

Subject: Modern Marketing Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate strong conceptual knowledge in the functional area of modern marketing management.
CO2	Formulate a marketing plan that will meet the needs or goals of a business or organization.
CO3	Develop analytical skills in buying behaviour, pricing, and product decision pertaining to marketing management.
CO4	Execute the management techniques of planning, organizing, directing, and controlling of marketing functions and activities in response to the business needs of the organization.

Subject: Production, Operations and Supply Chain Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Appraise and demonstrate key concepts and issues of production and operations management in product planning and development.
CO2	Analyse and evaluate need of vendor relations and purchase management in modern business scenario.

CO3	Identify and integrate technology for operational issues in Production, Operations And Supply Chain Management
CO4	Design processes and activities in a supply chain, leveraging current and emerging technologies.

MBA Year 2

Analysis of Financial Statements

Course Outcomes	
At the end of the course, students will be able to	
CO1	Describe and apply the basic techniques of financial statement analysis.
CO2	Enhance analytical and critical thinking skills of Accounting.
CO3	Explain the relationship between strategic business analysis, accounting analysis and financial analysis.
CO4	Formulate a critical background for Financial Statement Analysis.

Business Ethics & Corporate Governance

Course Outcomes	
At the end of the course, students will be able to	
CO1	Understand and discover fundamentals of business ethics.
CO2	Analyse dimensions of corporate social Responsibility.
CO3	Correlate ethical codes, values and corporate governance.
CO4	Interpret and estimate codes, practices and engagement of technology in CSR.

Business Policy and Strategic Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate understanding of the concepts, tools & techniques in business policy and strategic management.
CO2	Analyze and compare functional strategies.
CO3	Develop and prepare effective organizational strategies for Strategic Information Technology Management.
CO4	Devise strategic approaches for successful management of a business in a global context.

Consumer Behaviour

Course Outcomes	
At the end of the course, students will be able to	
CO1	Understand and evaluate dimensions of consumer behavior, attitude, and personality.
CO2	Develop critical and reflexive evaluation of the nature and perception of consumption and markets.
CO3	Appreciate the complexity of Environmental Influences and social class on consumer behavior.
CO4	Develop and incorporate market research techniques based on consumer behaviors.

Cost Accounting and Control

Course Outcomes	
At the end of the course, students will be able to	
CO1	Acquire and apply conceptual knowledge of cost accounting systems
CO2	Evaluate concept of budgetary control and forecast future measures.
CO3	Analyse dimensions of responsibility accounting and measuring divisional performance

CO4	Interpret and evaluate Labour Costs Accounting and Control on various merits.
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Database Management Systems

Course Outcomes	
At the end of the course, students will be able to	
CO1	Understand database concepts and structures, query language and ER model to form a firm foundation for further use of them in database management.
CO2	Analyse various functional dependency of relational database management and apply normalization techniques.
CO3	Execute various advance SQL queries related to Transaction Processing & Locking.
CO4	Learn and apply the principles of storage structure and recovery management in database management.

E-Commerce

Course Outcomes	
At the end of the course, students will be able to	
CO1	Understand the basic concepts and technologies used in the field of E-Commerce.
CO2	Analyse different types of E-portal systems and deployment methodologies used in the industry.
CO3	Explore effectiveness of network and cloud computing policies in a multi- location organization.
CO4	Integrate theoretical frameworks with business strategies.

Enterprise Resource Planning

Course Outcomes	
At the end of the course, students will be able to	
CO1	Explore evolution and dimensions of ERP and Related Technologies.
CO2	Analyse steps and activities in the ERP modules and life cycle.
CO3	Explore and apply contemporary Trends in ERP.
CO4	Create reengineered business processes for successful ERP implementation.

Entrepreneurship & Innovation Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Construct strategic understanding of entrepreneurship and innovation Management.
CO2	Demonstrate critical thinking skills required for establishing new ventures.
CO3	Explore sources of Entrepreneurial Support and tax related issues in a new venture.
CO4	Formulation of novelty through new incubation.

Essentials of Business Finance

Course Outcomes	
At the end of the course, students will be able to	
CO1	Analyse fundamentals of business finance.
CO2	Summarize various financial techniques essential for business finance.
CO3	Conceptually illustrate ratio analysis.
CO4	Formulate practical approach for fund flow statement.

Financial Planning & Analysis

Course Outcomes	
At the end of the course, students will be able to	
CO1	Define crucial role of financial planning and analysis in companies by performing budgeting, forecasting and analysis to support major corporate decisions.
CO2	Develop Strategic quantitative and qualitative procedures to analyze operational aspects of company and corporate sectors.
CO3	Creating, updating, and maintaining financial models.
CO4	Provide analysis and commentary on the performance of establishments and forecast future through account analysis.

Fundamentals of Advertising

Course Outcomes	
At the end of the course, students will be able to	
CO1	Identify, analyze and understand the advertising concept and environment.
CO2	Analyse and interpret brand management and promotion and various effects of advertising.
CO3	Perform a market segmentation analysis, determine the organization's target market/audience and define the consumer behaviour of each segment.
CO4	Develop creative solutions to address advertising challenges.

Fundamentals of Global Business Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Interpret dimensions of International business and international trade theories.
CO2	Analyse intricacies internal and external environments in the global business management.
CO3	Explore and summarize trade policies and trade blocks.
CO4	Critically illustrate functions and objectives of international trade organizations.

Global Logistics and Supply Chain Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate knowledge of factors involved in globalization of business.
CO2	Critically evaluate impotence of Productivity, Quality, Global competitiveness and sourcing in business.
CO3	Analyse the strategic importance of logistic elements and their effects on supply chain management.
CO4	Integrate and analyze data in a supply chain.

Hospital Planning and Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Evaluate and define strategic and operational planning in healthcare management.
CO2	Define role of individual, group, community stakeholders in planning and management process of hospital.
CO3	Determine quality, application and implementation benchmarks for modern hospital planning and management techniques.

CO4	Formulate corrective and preventive measure protocol for effective hospital management and vision attainment.
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Hospital Services Quality Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Analyze and design quality management approach for hospital service.
CO2	Assess and benchmark quality attributes for health care services.
CO3	Develop and establish accountability through costs, quality and outcome management in health care.
CO4	Design strategic operating procedures for attainment of quality parameters in health care.

Human Resource Development and Industrial Relations

Course Outcomes	
At the end of the course, students will be able to	
CO1	Analyze and justify conceptual role of HRD in human relations.
CO2	Commonalities and differences Measure and construct human resource and industrial relations commonalities and difference
CO3	Formulate integrated perspective on role of HRM in establishing and maintaining industrial relations.
CO4	Establish conceptual approach and procedures for employment management, labour management, personnel management, personnel administration, labour relations, industrial relation management, evaluation management and industrial conflicts.

Human Resource Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Estimate and demonstrate importance of human resources and their effective management in organizations
CO2	Measure and distinguish tools used in forecasting and planning human resource needs
CO3	Examine and redesign current issues, trends, practices, and processes in HRM.
CO4	Design employee performance management and organizational effectiveness systems.

Industrial Health & Safety

Course Outcomes	
At the end of the course, students will be able to	
CO1	Recognize and analyze hazards at workplace that pose a threat to safety or health.
CO2	Develop scientific understanding and practice of industrial health and safety competencies.
CO3	Evaluate financial and human impact of industrial injuries and illnesses.
CO4	Design programs to control, eliminate and prevent disease or injury caused by chemical, physical, radiological and biological agents or ergonomic factors as well as prepare an emergency response plan.

International Finance

Course Outcomes	
At the end of the course, students will be able to	
CO1	Identify and contrast the major markets that facilitate international business.
CO2	Evaluate and create the best practices for measuring and managing exchange rate risk and explore currency forecasting theories.
CO3	Determine relationships between exchange rates and economic variables, and explain the forces that influence the relationships.
CO4	Synthesize and evaluate options for the management of long-term assets and liabilities, including motives for direct foreign investment, multinational capital budgeting, country risk, analysis, and capital structure decisions.

International Marketing Strategy

Course Outcomes	
At the end of the course, students will be able to	
CO1	Articulate the importance of international trade to organizations and appraise roles of agencies dedicated in the international trade.
CO2	Analyze complex international marketing situations and propose applications of standard marketing concepts to foreign markets
CO3	Determine the impact of cultural differences on the practice of marketing in the international business environment.
CO4	Development of strategic and sustainable competitive advantage and international marketing strategies that are designed to increase the chances for the firm to be successful in a foreign market.

Inventory and Purchase Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Exploring concepts, goals and objectives of inventory and purchase protocol.
CO2	Evaluate the role of inventory in an organizational supply chain.
CO3	Optimise inventory levels to support customer expectations.
CO4	Develop an advanced and applied purchase management systems to improve the efficiency and productivity of purchase procedure.

Leadership and Global Business Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate a comprehensive level of knowledge of contemporary business management theories and leadership.
CO2	Develop and practice leadership with strategic and global mindset.
CO3	Develop to take on leadership roles and responsibilities in today's complex and dynamic business environment.
CO4	Incorporate motivated and redesigned policies for qualitatively enhanced global business management.

Management Information System and Business Intelligence

Course Outcomes

At the end of the course, students will be able to	
CO1	Relate and compare the basic concepts and technologies used in the field of management information systems.
CO2	Design tested and effective advanced analytics models and simulations for decision making.
CO3	Build and enhance business intelligence capabilities by adapting the appropriate technology and software solutions.
CO4	Display proficiency solving business problems using modern productivity tools or creating custom programs.

Networking Concepts

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate and analyze fundamentals of networking concepts.
CO2	Identify and assemble core networking and infrastructure components and their roles.
CO3	Manage multiple operating systems, systems software, network services, and security, and demonstrate analytical skills in identifying and troubleshooting networking, security, and performance issues.
CO4	Build multiple host and network architectures, given business requirements and constraints through configuration of operating systems.

Occupational Stress Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Investigate and analyze sources of stress and stress management strategies.

CO2	Foster resilience and cope with stressful situations at the workplace to increase well-being.
CO3	Assess and construct social and occupational impact in variation of stress pattern.
CO4	Develop and practice scientific stress management and relaxation techniques for healthy social identity.

Operations Planning and Control

Course Outcomes	
At the end of the course, students will be able to	
CO1	Critically evaluate and measure Production Processes, Manufacturing and Service Operations.
CO2	Assemble applied approach for Design of Production System.
CO3	Collaborate and create Floor Planning and Service Operation models.
CO4	Develop participative and collaborative operations planning and control systems.

Personal Care Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate a healthy approach to personal care.
CO2	Analyze, modify and adopt healthy techniques of body and mind management.
CO3	Formulate civic and aesthetic sense.
CO4	Develop approach of personal care management as prerequisite aspect of personality and existence.

Project Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate the concepts of Project Management for planning to execution of projects.
CO2	Evaluate strategies for Project Identification and Planning.
CO3	Analyze and appreciate contemporary project management tools and methodologies.
CO4	Strategically apply project management practices in a variety of organizational and international settings.

Strategic Hospital Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Systematic and critical evaluation of current theories and practice of strategic management.
CO2	Critically analyze the various components of financial management in health care.
CO3	Explore and develop customised marketing strategies to meet social, geographical and economic diversities.
CO4	Demonstrate and analyze importance of human resource in strategic hospital management.

Strategic Human Resource Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Identify and interpret the key HRM functions and operations.
CO2	Identify the linkages between HRM functions and operations and organisational strategies, structures and culture.
CO3	Application of problem solving and evaluation skills in HRM .
CO4	Evaluate dynamic nature of global competition and of social and technological trends and their significance for HRM practice.

Strategic Marketing Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate strategic concepts and theories and their application in marketing environments.
CO2	Appraise and evaluate contemporary Product and Services Strategies.
CO3	Identify and resolve well-defined problems reaching substantiated conclusions employing methods of analysis specific to marketing.
CO4	Research and analyze marketing strategies in different contexts

Supply Chain Management

Course Outcomes	
At the end of the course, students will be able to	
CO1	Develop conceptual understanding of the theories and important role of supply chain management in today's business environment.

CO2	Analyze the creation of new value in the supply chain for customers, society and the environment.
CO3	Strategically align the management of a supply chain with corporate goals and strategies.
CO4	Create and apply IT-based supply chain optimization tools including the use of selected state of the art supply chain software suites currently used in business.

System Analysis & Design

Course Outcomes	
At the end of the course, students will be able to	
CO1	Demonstrate and analyze fundamentals, life cycle and types of information systems concepts and terminologies.
CO2	Analysis and evaluate tools of structured analysis.
CO3	Write clear and concise business requirements and convert them into technical specifications, develop MIS to gather and process information.
CO4	Create system designs using technology for document control and data processing.

Team Building and Leadership

Course Outcomes	
At the end of the course, students will be able to	
CO1	Apply leadership theory and practice to decision-making and actions as a manager.

CO2	Recognize the implications of leadership style and its impact on team and organization performance.
CO3	Formulate quantitative and qualitative knowledge of leadership to solve problems and make decisions.
CO4	Identify and critically evaluate assumptions that influence decisions and actions on management, leadership, teamwork and relationship building.

Training and Development

Course Outcomes	
At the end of the course, students will be able to	
CO1	Evaluate fundamentals of training needs and development in human resources management.
CO2	Analyze training needs for performance improvement.
CO3	Develop effective training methods.
CO4	Assess, design and implement various methods, techniques and sources of training.

World Class Manufacturing

Course Outcomes	
At the end of the course, students will be able to	
CO1	Explore concept of world class manufacturing, dynamics of material flow, OPT and Lean manufacturing.
CO2	Compare the existing industry with WCM companies.
CO3	Adapt and practice factors of competitiveness and performance measures based on which, global manufacturing success is bench marked for quality purpose.
CO4	Develop familiarity with different decision-making tools for evaluation and selection of best practices for world class manufacturing.