

COURSE OUTCOME NUMBER	COURSEOUTCOMES
<b>SEMESTER I</b>	
<b>COURSENAME: Principles of Management</b>	
C-101-1	Understand various managerial skills, roles, functions and levels.
C-101-2	. To understand the concept of organization
C-101-3	Identifying various motivators through the knowledge of theories of motivation.
C-101-4	. To analysis isolate issues and formulate best control methods
<b>COURSENAME: Managerial Economics</b>	
C-102-1	Students are expected to know the nature of managerial economics and how it would enable a decision maker to take optimal decisions
C-102-2	Besides knowing basic concepts of managerial economics and how they are applied in different decisional situations.
C-102-3	Students are expected to understand different cost concepts and behavior of the production in relation to inputs and its implications on costs.
C-102-4	Students can also expose how to leverage game theory in taking strategic moves in oligopoly market structure.
<b>COURSENAME: Accounting For Managers</b>	
C-103-1	Know the process of accounting from the primary entry to the final statement.
C-103-2	Gain the knowledge on different accounting standards which were given by the different bodies.
C-103-3	Understand the importance of the Balance score card in today's business environment.
C-103-4	Know the application of managerial decision tools in different situations in the business like make or buy decision, key factor analysis, sales mix etc.
<b>COURSENAME: Managerial Communication &amp; Soft skills</b>	
C-104-1	To provide an overview of Prerequisites to Business Communication.
C-104-2	To put in use the basic mechanics of Grammar.
C-104-3	To provide an outline to effective Organizational Communication.
C-104-4	To underline the nuances of Business communication.
<b>COURSENAME: Business Environment</b>	
C-105-1	Able to appreciate the students to understand business and society
C-105-2	Able to have knowledge on various current economic Policies.
C-105-3	<b>Enable students to evaluate business and its environment</b>
C-105-4	Gain the knowledge on various key aspects of businesses.
<b>COURSENAME: Quantitative Analysis for Business Decision</b>	
C-106-1	Students will be able to define various terms used in Statistics, Applications, Sampling techniques & methods, data types
C-106-2	To enable better reporting for decision making.

C-106-3	To highlight the benefits as well as the limits of quantitative analysis in a real-world context.
C-106-4	To orient the students to various hypotheses testing methods as to how and where appropriately they can be applied.
<b>COURSENAME: Information Technology(LAB)</b>	
C-107-1	Identify various types of Information System for Business
C-107-2	Understand Information Technology Infrastructure
C-107-3	Define databases & identify types of Databases

<b>COURSE OUTCOME NUMBER</b>	<b>COURSE OUTCOMES</b>
<b>SEMESTER II</b>	
<b>COURSE NAME: Financial Management</b>	
C-201-1	Gain the knowledge on application of different techniques of capital budgeting under riskless and risky conditions for the investment decisions.
C-201-2	Build the optimum capital structure to take the optimum financing decisions.
C-201-3	Gain the knowledge on the different concepts of cost of capital.
C-201-4	Gain the knowledge on application of relevance and irrelevance theories to take dividend decision.
<b>COURSE NAME: Human Resource Management</b>	
C-202-1	Understand and apply the policies and practices of the primary areas of HRM including staffing, training and compensation.
C-202-2	Synthesize information regarding the effectiveness of recruitment methods.
C-202-3	Understand the importance of HR's and their effective Management in Organizations.
C-202-4	Record governmental regulations affecting employees and employers.
<b>COURSE NAME: Marketing Management</b>	
C-203-1	Students will demonstrate strong conceptual knowledge in the functional area of marketing management.
C-203-2	Students will demonstrate effective understanding of relevant functional areas of marketing management and its application.
C-203-3	Students will demonstrate analytical skills in identification and resolution of problems pertaining to marketing management.
<b>COURSE NAME: Production and Operation Management</b>	
C-204-1	Understand the difference between production and operations management
C-204-2	Understand the different process technologies
C-204-3	Gain knowledge of different types of sequencing
C-204-4	Identify similarities and differences between products and services and basic manufacturing process.
C-204-5	Understand the importance and role of maintenance management
<b>COURSE NAME: Business Research Methods</b>	
C-205-1	Develop necessary critical thinking skills in order to evaluate different research approaches utilized in the service industries
C-205-2	Students should be able to identify the overall process of designing a research study from its inception to its report
C-205-3	Students should be able to define the meaning of a variable, and to be able to identify independent, dependent, and mediating variables.
C-205-4	Students should be familiar with good practices in conducting a qualitative interview and observation

C-205-5	Conceptualize the research process
<b>COURSENAME: Organisational Behaviour</b>	
C-206-1	Students will be able to (a) explain how individual differences—such as personalities, perceptions, attitudes, and ethics—affect employee performance
C-206-2	Students will be able to apply different motivational theories and methods to increase the productivity and job satisfaction of employees.
C-206-3	. Students will be able to identify the characteristics of successful teams in order to function effectively as a team members and leaders
C-206-4	Students will be able to determine appropriate leadership styles to use in particular situations.
C-206-5	Students will be able to describe how to ethically use power, politics, and influence to accomplish their work.

COURSE OUTCOME NUMBER	COURSEOUTCOMES
SEMESTER III HR Specialization	
<b>COURSENAME: Strategic Management</b>	
C-301.1	Explore participants to various perspectives and concepts in the field of Strategic Management
C-301.2	Develop skills for applying these concepts to the solution of business problems
C-301.3	Create mastery in analytical tools of strategic management.
C-301.4	Understand qualitative and Quantitative benchmarking to evaluate performance
<b>COURSENAME: Legal Aspects of Business</b>	
C-302.1	Apply Linear programming techniques to allocate scarce resources in an optimum manner in problems of scheduling, product mix etc.
C-302.2	Manage the Waiting line management to minimize the overall cost due to servicing and waiting.
C-302.3	Apply Network analysis to plan, schedule, monitor and control large projects such as construction of a building, making a ship, or planning for a space flight.
C-302.4	Make Decisions under the conditions of risk and uncertainty.
<b>COURSENAME: Business Ethics &amp; Corporate Governance</b>	
C-303.1	Apply Linear programming techniques to allocate scarce resources in an optimum manner in problems of scheduling, product mix etc.
C-303.2	Manage the Waiting line management to minimize the overall cost due to servicing and waiting.
C-303.3	Apply Network analysis to plan, schedule, monitor and control large projects such as construction of a building, making a ship, or planning for a space flight.
C-303.4	Make Decisions under the conditions of risk and uncertainty.
<b>COURSENAME: Leadership Management</b>	
EH-301.1	Explore student's to various factors of leadership
EH-301.2	Develop skills in Leadership Motivation and culture
EH-301.3	Understand various strategic issues in leadership
EH-301.4	Understand basics of change management and OD interventions.
<b>COURSENAME: Compensation &amp; Reward Management</b>	
EH-302.1	To understand Historical Developments in Performance Management
EH-302.2	Develop skills in competency mapping and strategic planning
EH-302.3	Explore knowledge in performance management system
EH-302.4	Understand various dimensions of compensation programme
<b>COURSENAME: Performance Management</b>	
EH-303.1	Deciding what metrics are important to various business organizations.
EH-303.2	Understand Inside-Out Approach and Inside- Out Approach
EH-303.3	Develop skills in creating levels of metrics measures
EH-303.4	Align HR metrics with business strategy, goals and objectives.

<b>COURSENAME: Strategic Human Resource Management</b>	
EH-305.1	Understand about the various perspectives prevailing in Manpower Planning
EH-305.2	Analyze the best practices in Human Resource Planning, Recruitment and Selection
EH-305.3	Understand the process of Selection and Various Tests
EH-305.4	Understand the importance of HR Planning, Recruitment in Organizational effectiveness

<b>COURSE OUTCOME NUMBER</b>	<b>COURSEOUTCOMES</b>
<b>SEMESTER III Finance Specialization</b>	
<b>COURSENAME: Strategic Management</b>	
C-301.1	Explore participants to various perspectives and concepts in the field of Strategic Management
C-301.2	Develop skills for applying these concepts to the solution of business problems
C-301.3	Create mastery in analytical tools of strategic management.
C-301.4	Understand qualitative and Quantitative benchmarking to evaluate performance
<b>COURSENAME: Legal Aspects of Business</b>	
C-302.1	Apply Linear programming techniques to allocate scarce resources in an optimum manner in problems of scheduling, product mix etc.
C-302.2	Manage the Waiting line management to minimize the overall cost due to servicing and waiting.
C-302.3	Apply Network analysis to plan, schedule, monitor and control large projects such as construction of a building, making a ship, or planning for a space flight.
C-302.4	Make Decisions under the conditions of risk and uncertainty.
<b>COURSENAME: Business Ethics &amp; Corporate Governance</b>	
C-302.1	Apply Linear programming techniques to allocate scarce resources in an optimum manner in problems of scheduling, product mix etc.
C-302.2	Manage the Waiting line management to minimize the overall cost due to servicing and waiting.
C-302.3	Apply Network analysis to plan, schedule, monitor and control large projects such as construction of a building, making a ship, or planning for a space flight.
C-302.4	Make Decisions under the conditions of risk and uncertainty.
<b>COURSENAME: Security Analysis &amp; Portfolio Management</b>	
EF-301.1	Understand the concept process of investment
EF-301.2	Estimate the systematic and unsystematic risk involved in a security
EF-301.3	Analyse a security using fundamental analysis and technical analysis
EF-301.4	Calculate the return and risk of a portfolio
<b>COURSENAME: Banking and Insurance Management</b>	
EF-302.1	Calculate the duration of a bond and understand implications of the sensitivity of bond price to interest rate changes
EF-302.2	Describe features of the macroeconomic and regulatory environment that led to the financial crisis of 2008-09 and give examples of governance problems that played a key role in generating the crisis
EF-302.3	Know an idea behind deposit insurance and the consequences of mis-priced insurance schemes

EF-302.4	Understand elements of the Basel regulatory framework, with special emphasis on capital adequacy regulation, and calculate banks' required capital ratios given their balance sheets
<b>COURSENAME: Advance Management Accounting</b>	
EF-303.1	Know about the financial market structure and participants in the markets.
EF-303.2	Gain knowledge on the different financial services which are available in India.
EF-303.3	Understand the Hire purchase and Lease assistance to micro small, small, medium and large scale business units.
EF-303.4	Understand the different financial services like factoring, credit rating methods
<b>COURSENAME: Strategic Financial Management</b>	
EF-304.1	Understand the implications of corporate bankruptcy and restructuring on stakeholders' wealth
EF-304.2	Identify legal aspects of corporate investments/divestiture decisions and the implications of legal risk on stakeholders' wealth
EF-304.3	Utilize ethical frameworks to analyze organizational decision-making as it relates to finance

<b>COURSE OUTCOME NUMBER</b>	<b>COURSEOUTCOMES</b>
<b>SEMESTER III Marketing Specialization</b>	
<b>COURSENAME: Strategic Management</b>	
C-301.1	Explore participants to various perspectives and concepts in the field of Strategic Management
C-301.2	Develop skills for applying these concepts to the solution of business problems
C-301.3	Create mastery in analytical tools of strategic management.
C-301.4	Understand qualitative and Quantitative benchmarking to evaluate performance
<b>COURSENAME: Legal Aspects of Business</b>	
C-302.1	Apply Linear programming techniques to allocate scarce resources in an optimum manner in problems of scheduling, product mix etc.
C-302.2	Manage the Waiting line management to minimize the overall cost due to servicing and waiting.
C-302.3	Apply Network analysis to plan, schedule, monitor and control large projects such as construction of a building, making a ship, or planning for a space flight.
C-302.4	Make Decisions under the conditions of risk and uncertainty.
<b>COURSENAME: Business Ethics &amp; Corporate Governance</b>	
C-302.1	Apply Linear programming techniques to allocate scarce resources in an optimum manner in problems of scheduling, product mix etc.
C-302.2	Manage the Waiting line management to minimize the overall cost due to servicing and waiting.
C-302.3	Apply Network analysis to plan, schedule, monitor and control large projects such as construction of a building, making a ship, or planning for a space flight.
C-302.4	Make Decisions under the conditions of risk and uncertainty.
<b>COURSENAME: Consumer Behavior</b>	
EF-301.1	Understand the concept process of investment
EF-301.2	Estimate the systematic and unsystematic risk involved in a security
EF-301.3	Analyse a security using fundamental analysis and technical analysis
EF-301.4	Calculate the return and risk of a portfolio
<b>COURSENAME: Retail Management</b>	
EF-302.1	Calculate the duration of a bond and understand implications of the sensitivity of bond price to interest rate changes
EF-302.2	Describe features of the macroeconomic and regulatory environment that led to the financial crisis of 2008-09 and give examples of governance problems that played a key role in generating the crisis
EF-302.3	Know an idea behind deposit insurance and the consequences of mis-priced insurance schemes
EF-302.4	Understand elements of the Basel regulatory framework, with special emphasis on capital adequacy regulation, and calculate banks' required capital ratios given their balance sheets
<b>COURSENAME: Customer Relationship Management</b>	
EF-303.1	Know about the financial market structure and participants in the markets.
EF-303.2	Gain knowledge on the different financial services which are available in India.
EF-303.3	Understand the Hire purchase and Lease assistance to micro small, small, medium and large scale business units.



EF-303.4	Understand the different financial services like factoring, credit rating methods
<b>COURSENAME: Strategic Marketing Management</b>	
EF-304.1	Understand the implications of corporate bankruptcy and restructuring on stakeholders' wealth
EF-304.2	Identify legal aspects of corporate investments/divestiture decisions and the implications of legal risk on stakeholders' wealth
EF-304.3	Utilize ethical frameworks to analyze organizational decision-making as it relates to finance

<b>COURSE OUTCOME NUMBER</b>	<b>COURSE OUTCOMES</b>
<b>SEMESTER IV HR Specialization</b>	
<b>COURSENAME: Logistic and Supply Chain Management</b>	
C-401.1	Understand the different views of Supply chain and its strategies
C-401.2	Identify various supply chain drivers and analytics in SCM
C-401.3	Identify difference between SCM and CRM
C-401.4	Evaluate various channels of Distribution and Network Design in Supply Chain
<b>COURSENAME: Entrepreneurship Development</b>	
C-402.1	understand different innovation and entrepreneurship theories and their implications
C-402.2	understand the dynamics of how teams develop and function as well as the various types of conflicts that can arise during teamwork
C-402.3	understand different methods that can be used to minimize uncertainties at different stages of the entrepreneurial process
C-402.4	understand what characterizes an attractive business opportunity and common pitfalls during the entrepreneurial process
<b>COURSENAME: Organizational Development &amp; Change Management</b>	
EH-401.1	Understand rationale behind labour laws
EH-401.2	Utilize provisions of various labour laws in their corporate life.
EH-401.3	Develop to utilize labour laws in their corporate life.
EH-401.4	Equip with important provisions of various labour laws
<b>COURSENAME: Global HRM</b>	
EH-403.1	Study various CAUSES of Grievances and Redressal Machinery
EH-403.2	Understand Various Industrial Disputes and their Consequences
EH-403.3	Develop skills to settle various industrial disputes
EH-403.4	Understand various elements of employee engagement and their strategies
<b>COURSENAME: Labor Welfare &amp; Legislation</b>	
EH-404-1	Explain human resources development (HRD) and its theories, the difference between education, training, learning and the concept of the transfer of learning;
EH-404-2	Critique the relationship between organizational development (OD) and HRD contribution to organizational effectiveness;
EH-404-3	Apply and evaluate a learning process starting with training needs analysis to assessment and evaluation process;
<b>COURSENAME: Management of Industrial Relations</b>	
EH-405-1	Apply critical thinking skills in analyzing theoretical and applied perspectives of strategic HRM and ER
EH-405-2	Analyze problems and develop managerial solutions to employment relations problems at both national and workplace level.
EH-405-3	Demonstrate the application of problem solving and evaluation skills in HRM and ER through exercises and case study work

COURSE OUTCOME NUMBER	COURSE OUTCOMES
SEMESTER IV Finance Specialization	
<b>COURSENAME:</b> Logistic and Supply Chain Management	
C-401.1	Understand the different views of Supply chain and its strategies
C-401.2	Identify various supply chain drivers and analytics in SCM
C-401.3	Identify difference between SCM and CRM
C-401.4	Evaluate various channels of Distribution and Network Design in Supply Chain
<b>COURSENAME:</b> Entrepreneurship Development	
C-402.1	understand different innovation and entrepreneurship theories and their implications
C-402.2	understand the dynamics of how teams develop and function as well as the various types of conflicts that can arise during teamwork
C-402.3	understand different methods that can be used to minimize uncertainties at different stages of the entrepreneurial process
C-402.4	understand what characterizes an attractive business opportunity and common pitfalls during the entrepreneurial process
<b>COURSENAME:</b> Financial Markets and Services	
EH-401.1	Understand rationale behind labour laws
EH-401.2	Utilize provisions of various labour laws in their corporate life.
EH-401.3	Develop to utilize labour laws in their corporate life.
EH-401.4	Equip with important provisions of various labour laws
<b>COURSENAME:</b> Global Financial Management	
EH-403.1	Study various CAUSES of Grievances and Redressal Machinery
EH-403.2	Understand Various Industrial Disputes and their Consequences
EH-403.3	Develop skills to settle various industrial disputes
EH-403.4	Understand various elements of employee engagement and their strategies
<b>COURSENAME:</b> Risk Management	
EH-404-1	Explain human resources development (HRD) and its theories, the difference between education, training, learning and the concept of the transfer of learning;
EH-404-2	Critique the relationship between organizational development (OD) and HRD contribution to organizational effectiveness;
EH-404-3	Apply and evaluate a learning process starting with training needs analysis to assessment and evaluation process;
<b>COURSENAME:</b> Tax Management	
EH-405-1	Apply critical thinking skills in analyzing theoretical and applied perspectives of strategic HRM and ER
EH-405-2	Analyze problems and develop managerial solutions to employment relations problems at both national and workplace level.
EH-405-3	Demonstrate the application of problem solving and evaluation skills in HRM and ER through exercises and case study work

COURSE OUTCOME NUMBER	COURSE OUTCOMES
<b>SEMESTER IV Marketing Specialization</b>	
<b>COURSENAME: Logistic and Supply Chain Management</b>	
C-401.1	Understand the different views of Supply chain and its strategies
C-401.2	Identify various supply chain drivers and analytics in SCM
C-401.3	Identify difference between SCM and CRM
C-401.4	Evaluate various channels of Distribution and Network Design in Supply Chain
<b>COURSENAME: Entrepreneurship Development</b>	
C-402.1	understand different innovation and entrepreneurship theories and their implications
C-402.2	understand the dynamics of how teams develop and function as well as the various types of conflicts that can arise during teamwork
C-402.3	understand different methods that can be used to minimize uncertainties at different stages of the entrepreneurial process
C-402.4	understand what characterizes an attractive business opportunity and common pitfalls during the entrepreneurial process
<b>COURSENAME: Services Marketing</b>	
EH-401.1	Understand rationale behind labour laws
EH-401.2	Utilize provisions of various labour laws in their corporate life.
EH-401.3	Develop to utilize labour laws in their corporate life.
EH-401.4	Equip with important provisions of various labour laws
<b>COURSENAME: Promotional Distribution Management</b>	
EH-403.1	Study various CAUSES of Grievances and Redressal Machinery
EH-403.2	Understand Various Industrial Disputes and their Consequences
EH-403.3	Develop skills to settle various industrial disputes
EH-403.4	Understand various elements of employee engagement and their strategies
<b>COURSENAME: Global Marketing Management</b>	
EH-404-1	Explain human resources development (HRD) and its theories, the difference between education, training, learning and the concept of the transfer of learning;
EH-404-2	Critique the relationship between organizational development (OD) and HRD contribution to organizational effectiveness;
EH-404-3	Apply and evaluate a learning process starting with training needs analysis to assessment and evaluation process;
<b>COURSENAME: Supply Chain Management</b>	
EH-405-1	Apply critical thinking skills in analyzing theoretical and applied perspectives of strategic HRM and ER
EH-405-2	Analyze problems and develop managerial solutions to employment relations problems at both national and workplace level.
EH-405-3	Demonstrate the application of problem solving and evaluation skills in HRM and ER through exercises and case study work