

## 2.6.1 PROGRAMME OUTCOME (PO)

PO-1	Apply knowledge of management theories & practises to solve business problems
PO-2	Nature Analytical & critical thinking capabilities for data based decision making
PO-3	Ability to develop value based leadership Ability
PO-4	Ability to understand ,analyse and communicate global economic ,legal, and ethical aspects of Business.
po-5	Ability to lead themselves and other in the achievement of organisational goal, contributing
po-6	create ,select and apply appropriate techniques ,resources and modern tools including prediction and modelling to complex activities with an understanding of the limitations
PO-7	Demonstrate knowledge and understanding of management principles and apply these to one s own work ,as a member and leader in a team. Manage project in multidisciplinary Environment to meet financial environmental, social and ethical constrains .
PO-8	Recognize the need for & develop an Ability to engage in independent and life long learning in the broadest context of technological change

## PROGRAMME SPECIFIC OUTCOMES

PSO-1	MBA Graduates shall obtain professional aptitude for an integrative business assignment as an employee through the multidisciplinary knowledge and Skills which includes Accounting , Finance ,IT,Laws economics, Information systems ,Operations & SCM, Marketing and HR.
PSO-2	MBA Graduates shall obtain ability to employ modern technique of management environment and performs in creating innovative career paths to be an entrepreneur and create employability for nation building and a zest for higher studies .
PSO-3	consultancy or any from where in the usage of knowledge and skill sets of financial decision models firm growth strategies like acquisition and mergers new venture development can be done by them.
PSO-4	MBA graduate students acquire required skills, attitude, knowledge, techniques in respect of various specialisations and utilise it for the development of business units activities and their startups

Subject Name	Objectives
ACCOUNTING FOR BUSINESS DECISIONS 101	<p><b>At the end of this course, each student should be able to:</b></p> <p>To understand the basic concepts of financial accounting, cost accounting and management accounting.</p> <p>2. To know various tools from accounting and cost accounting this would facilitate the decision making.</p> <p>3. To develop analytical abilities to face the business situations.</p>
	<p><b>At the end of this course, each student should be able to:</b></p> <p>equip the students of management with time tested tools and techniques of managerial economics to enable them to appreciate its relevance in decision making.</p>

Economic Analysis for business Decision 102	<p>To explore the economics of information and network industries and to equip students with an understanding of how economics affect the business strategy of companies in these industries.</p> <p>To develop economic way of thinking in dealing with practical business problems and challenges</p>
Legal Aspect of Business 103	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1 To acquaint students with general business law issues to help become more informed, sensitive and effective business leaders.</p> <p>CO2 To provide the students with an understanding of fundamental legal issues pertaining to the business world to enhance their ability to manage businesses effectively.</p>
Business Research Method 104	<p><b>At the end of this course, each student should be able to</b></p> <p>CO1.To understand the concept and process of business research in business environment.</p> <p>CO2.To know the use of tools and techniques for exploratory, conclusive and causal research.</p> <p>CO3To understand the concept of measurement in empirical systems.</p>
Organisational Behavoieur(105)	<p><b>At the end of this course, each student should be able to</b></p> <p>CO1.To gain a solid understanding of human behavior in the workplace from an individual, group, and organizational perspective</p> <p>CO2.To obtain frameworks and tools to effectively analyze and approach various Organization situations</p> <p>CO3 .To reflect upon your own beliefs, assumptions, and behaviors with respect to how individuals, groups, and organizations act in order to expand your options of approaches and increase your own effectiveness.</p>
Basics of Marketing (106)	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1.To introduce marketing as a business function and a philosophy problem.</p> <p>CO2. To emphasize importance of understanding external environment in marketing decision making</p> <p>CO3.To expose students to a systematic frame work of marketing &amp;implementations and to highlight need for different marketing approaches for services, goods, and for household consumers, organizationalbuyers</p>
	<p><b>At the end of this course, each student should be able to</b></p> <p>CO1.To explain the various concepts of management</p> <p>CO2.To make the students understand the contemporary management practices</p>

Management Fundamentals (107)	CO3To highlight professional challenges that managers face in various organization CO4. To enable the students to appreciate the emerging ideas and practices in the field of management
Business Communication Lab (108)	<b>At the end of this course, each student should be able to:</b> CO1. To acquaint the students with fundamentals of communication and help them to transform their communication abilities. CO2.To help the students to acquire some of the necessary skills to handle day-to-day managerial responsibilities, such as - making speeches, controlling one-to-one communication, enriching group activities and processes, giving effective presentations, writing letters, memos, minutes, reports and advertising, and maintaining one's poise in private and in public.  CO3To build the students' confidence and to enhance competitiveness by projecting a positive image of themselves and of their future.
MS Excel & Advanced Excel Lab(109)	<b>At the end of this course, each student should be able to:</b> CO1. To familiarize Students with basic to intermediate skills for using Excel in the classroom vis-à-vis Business Applications CO2. To provide students hands on experience on MS Excel Utilities CO3. To gain proficiency in creating solutions for Data Management and Reporting
Selling & Negotiating Skills Lab (110)	<b>At the end of this course, each student should be able to:</b> CO1. To imbibe in the students, critical sales competencies that drives buying decisions  CO2. To give insights into how to boost individual and organizational productivity through effective sales lead management.  CO3. To introduce basic theoretical principles and practical steps in the negotiating process
Leadership Lab(112)	<b>At the end of this course, each student should be able to:</b> CO1To give students understanding of good Leadership Behaviours and gaining insight into their Patterns, Beliefs and Attitude  CO2.To give students hands on experience in Empowering, Motivating and Inspiring Others and Leading by Example
Personality	<b>At the end of this course, each student should be able to:</b> CO1. To develop an orientation towards business etiquettes and the proper etiquette practices for different business scenarios

Development Lab (113)	CO2. To learn the etiquette requirements for meetings, entertaining, telephone, and Internet business interactions scenarios  CO3. To minimize nervousness while in social situations.
Foreign Language-1Lab(114)	<b>At the end of this course, each student should be able to:</b> CO1. To provide the student with a Foreign Language Skill to manage basic oral and written communication  CO2.To build a basic vocabulary in the selected Foreign Language
Enterprise Analysis - Desk Research(115)	<b>At the end of this course, each student should be able to:</b> CO1. To acquaint students with basic aspects of an Enterprise. CO2.To guide the students in analyzing an Enterprise w.r.t a set of basic parameters CO3.To help the students assimilate basic jargon and its meaning w.r.t. Enterprise Analysis.
<b>Semester II</b>	
MARKETING MANAGEMENT (201)	<b>At the end of this course, each student should be able to:</b> CO1. To introduce the concept of Marketing Mix as a framework for Marketing Decision making. CO2. To emphasize the need, importance and process of Marketing Planning and Control. CO3. To sensitize the students to the dynamic nature of Marketing Function.
Financial Management (202)	<b>At the end of this course, each student should be able to:</b> CO1. To understand various concepts related to financial management. CO2. To study in detail, various tools and techniques in the area of finance. CO3.To develop the analytical skills this would facilitate the decision making in Business situations.
Human Resource Management (203)	<b>At the end of this course, each student should be able to:</b> CO1. To understand the role of HRM in an organization CO2. To learn to gain competitive advantage through people CO3. To learn to study and design HRM system
Decision Science (204)	<b>At the end of this course, each student should be able to:</b> CO1.To understand role of quantitative techniques in managerial decision making. CO2. To understand process of decision problem formulation. CO3. To understand applications of various quantitative techniques in managerial settings.
	<b>At the end of this course, each student should be able to</b> CO1.To develop an understanding of the strategic importance of Operations & SCM and how it can provide a competitive advantage in the marketplace

Operations and Supply Chain Management (205)	CO2. To understand the relationship between Operations & SCM and other business functions, such as Marketing, Finance, Accounting, and Human Resources. CO3.To develop knowledge of the issues related to designing and managing Operations & SCM and the techniques to do so.
Management Information Systems (206)	<b>At the end of this course, each student should be able to</b> CO1. To develop conceptual understanding about latest developments in the field of Information Technology and the impact of I.T. in managing a business CO2. To learn to use Information Technology to gain competitive advantage in business CO3. To learn from, with a view to emulate, entrepreneurial ventures in e-Commerce and m-Commerce
Emotional Intelligence and Managerial Effectiveness Lab (207)	<b>At the end of this course, each student should be able to:</b> CO1. To equip students with individual and group learning methods CO2. To understand intelligence and develop emotional competence CO3.o develop understanding and competence for personal and managerial effectiveness.
Statistical Software Lab (208)	<b>At the end of this course, each student should be able to:</b> CO1. To give an overview of the capabilities of popular statistical software packages. CO2. To train students in handling data files and carry out basics statistical analysis. CO3. To give hands on experience about basic hypothesis testing using t tests, Chi Square tests and ANOVA. CO4. To train students in using advanced tools such as regressions, MDS, Factor Analysis etc.
MS Project Lab (209)	<b>At the end of this course, each student should be able to:</b> CO1. To understand basics of project management and learn how to use MS Project 2007 to: Create a New Project Build Tasks CO2. To understand use of MS Project 2007 to track Project Progress
Life Skills(210)	<b>At the end of this course, each student should be able to:</b> CO1.To encourage students to develop and use balanced self-determined Behavior. CO2. To help students in enhancing self, increasing life satisfaction and Improving relationships with others. CO3.To develop new ability to practice new problem solving skills in group and use these skills in personal life.

### Semester III

Strategic Management (301)	<b>At the end of this course, each student should be able to:</b> CO1. To expose participants to various perspectives and concepts in the field of Strategic Management CO2. To help participants develop skills for applying these concepts to the solution of business problems CO3.To help students master the analytical tools of strategic management.
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Enterprise Performance Management 302	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To acquaint the students with a perspective of different facets of management of an enterprise</p> <p>CO2. To provide inputs with reference to the Investment Decisions along with the techniques for those decisions</p> <p>CO3.To inculcate the evaluation parameters of enterprise in terms of expenses, control systems and pricing</p>
Startup and New Venture Management 303	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To instill a spirit of entrepreneurship among the student participants.</p> <p>CO2. To provide an overview of the competences needed to become an entrepreneur</p> <p>CO3.To give insights into the Management of Small Family Business</p>
Summer Internship Project 304	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To offer the opportunity for the young students to acquire on job the skills, knowledge, attitudes, and perceptions along with the experience needed to constitute a professional identity.</p> <p>CO2. To provide means to immerse students in actual supervised professional experiences.</p> <p>CO3.To give an insight into the working of the real organizations.</p> <p>CO4. To gain deeper understanding in specific functional areas.</p>
Contemporary Marketing Research 305	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To highlight the importance of understanding consumer behavior in Marketing.</p> <p>CO2. To design and produce, evaluate a research proposal &amp; understand the quality of research studies.</p> <p>CO3.To learn the basic skills to conduct professional marketing research.</p>
Consumer Behaviour 306	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To instill a spirit of entrepreneurship among the student participants.</p> <p>CO2. To study the environmental and individual influences on consumers</p> <p>CO3.To understand consumer behavior in Indian context.</p>
Integrated Marketing Communications(307)	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To provide an overview of the range of tools available for Marketing Communications</p> <p>CO2. To provide an understanding of the basic principles of planning and execution in Marketing Communications.</p> <p>CO3To acquaint the students with concepts and techniques in the application for developing and designing an effective advertising and sales promotion program.</p> <p>CO4To sensitize students to the various facets of advertising, public relation and</p>
Technology Management	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To highlight the role of technology and innovation as drivers of value and competitive advantage.</p> <p>CO2. To provide conceptual foundations in managing innovation and technology.</p>

Six Sigma 3120PE	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To provide a comprehensive understanding of six sigma  CO2. introduce the six sigma methodology and philosophy  CO3.To learn how to manage change and sustain benefits  CO4. To learn how to listen and map customer requirements</p>
Designing Operations Systems 3130PE	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To give an overview of the various process options in Manufacturing and Services.  CO2. To give insights into factors that influence process choice.  CO3.To impart fundamental concepts in Job Design and Work Measurement.</p>
Project Management 3150PE	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To make the students understand rationale behind labour laws  CO2. To equip students with important provisions of various labour laws  CO3. To sensitize the students to complexities of project management.</p>
Labour & Social Security Laws 305HR	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To provide a comprehensive understanding of six sigma  CO2. introduce the six sigma methodology and philosophy  CO3.To give students insight into the implementation of labour laws.</p>
Human Resource Accounting & Compensation Management	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To orient the students with the concepts related to human resource accounting &amp; compensation management.  CO2. To facilitate learning related to human resource accounting &amp; compensation management for employees.</p>
Managing for Sustainability (401)	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. Apply general ethical principles to particular cases or practices in  CO2. Think independently and rationally about contemporary moral  CO3. Recognize the complexity of problems in practical ethics.  CO4. Demonstrate how general concepts of governance apply in a given situation or given circumstances.</p>
Dissertation (402)	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To offer the opportunity for the young students to acquire on job the skills, knowledge, attitudes, and perceptions along with the experience needed to constitute a professional identity.  CO2. To provide means to immerse students in actual supervised professional experiences  CO3.To gain deeper understanding in specific areas.</p>
Services Marketing (403)	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To emphasize the significance of services marketing in the global economy.  CO2. To make the students understand the deeper aspects of successful services marketing.</p>

	CO3. To provide insights to the challenges and opportunities in services marketing.
Sales & Distribution Management (404)	<b>At the end of this course, each student should be able to:</b> CO1.To provide foundations in components of sales and distribution management. CO2. To introduce various facets of the job of a sales manager. CO3.To focus on decision making aspects and implementation of decisions in sales and distribution management.
Retail Marketing (405)	<b>At the end of this course, each student should be able to</b> CO1.To provide insights into all functional areas of retailing. CO2. To give an account of essential principles of retailing. CO3.To give a perspective of the Indian retailing scenario.
Rural Marketing (406)	<b>At the end of this course, each student should be able to</b> CO1. To understand rural aspects of marketing CO2. To learn nuances of rural markets to design effective strategies CO3. To enhance deeper understanding of rural consumer behavior
Service Operations Management (407)	<b>At the end of this course, each student should be able to:</b> CO1. To acquaint the students with the service operations strategy aspects. CO2. To provide students with the concepts and tools necessary to effectively manage field service operations. CO3.To familiarize the students with the concepts of CRM and role of IT in managing service operations.
International Marketing (408)	<b>At the end of this course, each student should be able to:</b> CO1. To make the students understand the concept and techniques of international marketing. CO2. To train the students to develop plans and marketing strategies for entering into international markets and managing overseas operations.
Export Documentation and Procedures (409)	<b>At the end of this course, each student should be able to:</b> CO1. To familiarize students with policy, procedures and documentation relating to foreign trade operations. CO2. To provide a review of the main documents involved in export order processing.
Marketing Strategy (410)	<b>At the end of this course, each student should be able to:</b> CO1.To introduce a systematic understanding of marketing strategy and decision making in dynamic marketing environment. CO2. To understand and apply the STP of marketing (segmentation, targeting, positioning). CO3.To understand and appreciate the concept of marketing strategy formulation and implementation.
	<b>At the end of this course, each student should be able to:</b> CO1. To study scientific and data based developments that assist marketing professionals in arriving at cost effective marketing strategies



Marketing Decision Models (411MKT)	CO2. To analyze the important developments in marketing theory to understand and control markets effectively
Marketing of High Technology Products (412MKT)	<b>At the end of this course, each student should be able to:</b> CO1. To provide students with the concepts and tools necessary to effectively market a high technology product. CO2. To help the students learn the marketing mix aspect of marketing high technology products.
E Marketing and Analytics (413MKT)	<b>At the end of this course, each student should be able to:</b> CO1. To contextualize marketing concepts in electronic marketing and marketing analytics context. CO2. To give insights into various aspects of E Marketing and analytics from the perspective of creating Customer Value. CO3. To provide insights to the challenges and opportunities in services marketing.
Marketing to Emerging Markets & Bottom of the Pyramid (414MKT)	<b>At the end of this course, each student should be able to:</b> CO1. To understand difference between emerging & developed markets CO2. To understand opportunities & challenges in Emerging Markets in general & Bottom Of the Pyramid (BOP) segment in particular CO3. To provide a framework for marketing to BOP markets
Marketing of Financial Services – II (415MKT)	<b>At the end of this course, each student should be able to</b> CO1. To equip young managers with the knowledge of retail banking, corporate banking and investment banking practices in India. CO2. To familiarize the students to the requisite regulatory compliances in Wealth Management industry. CO3. To make the student understand the Risk-Return principle and its practical use in marketing of financial services.
Cross Cultural Relationship Marketing (416MKT)	<b>At the end of this course, each student should be able to</b> CO1. To help students understand the cultural aspects of relationships. CO2. To emphasize the need for cultural adaptation in relationship development and negotiations.
Indirect Taxation (403 FIN)	<b>At the end of this course, each student should be able to:</b> CO1. To understand the basic concepts in various Indirect Tax Acts. CO2. To understand procedural part of Indirect Taxes CO3. To acquaint with online filling of various Forms & Returns.
International Finance (404 FIN)	<b>At the end of this course, each student should be able to:</b> CO1. To make students familiar with the operations in foreign exchange markets. CO2. To sensitize students with complexities of managing finance of multinational firm.

Behavioral Finance 405 FIN	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To provide an alternative framework for understanding financial market behavior.</p> <p>CO2.To highlight the basic theories and strategies that makes us aware of behavioral finance and investing.</p>
Financial Modeling using Excel 406 FIN	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1.To develop the ability to utilize the core functionality of excel in decision framework to solve managerial problems in the finance functions of the business.</p> <p>CO2. To master modeling techniques to eliminate the substantial risk of poor spreadsheet coding.</p>
Financial Risk Management 407 FIN	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To understand what is risk and the basic concepts of modeling its application for measuring and managing financial risks</p> <p>CO2. To measure volatility in market prices, highlight Risk Management issues in investments.</p>
Online Trading of Financial Assets 408 FIN	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To understand how to do the trading of financial assets online.</p> <p>CO2. To know practically the prerequisites of trading.</p> <p>CO3.To analyze the securities using the MIS reports available online.</p>
Banking Operations – II 409 FIN	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To get acquainted with the changed role of Banking post 1991 Reforms.</p> <p>CO2. To know the lending and borrowing rates along with the various mandatory reserves.</p> <p>CO3. To know the procedural compliances by bank’s functionality.</p>
Wealth and Portfolio Management 410 FIN	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1.To understand the concept of Wealth Management</p> <p>CO2. To understand the concept of Portfolio Management.</p> <p>CO3.To understand various tools and methods of evaluating the portfolio.</p>
Fixed Income Securities & Technical Analysis 411 FIN	<p><b>At the end of this course, each student should be able to</b></p> <p>CO1.To analyze the fixed income securities markets and its implications for investments.</p> <p>CO2. To explain the market characteristics, instruments, selling techniques, pricing and valuation issues with money market instruments.</p> <p>CO3.To explain the specific features of the Indian Fixed Income Securities Markets.</p>
	<p><b>At the end of this course, each student should be able to</b></p> <p>CO1. To equip young managers with the knowledge of emerging commodities derivatives trading practices in India.</p>

Commodity Markets 412 FIN	CO2. To explain the regulatory framework of these markets and domestic and international historical developments in commodities market. CO3. To highlight the importance of Commodity indices as an investment class.
Financing Rural Development 413 FIN	<b>At the end of this course, each student should be able to:</b> CO1. To understand the need and importance of financing rural development. CO2. To know the schemes floated by the Government of India and its scope. CO3. To analyze the needs of rural businesses and its viability.
Principles of Insurance 414 FIN	<b>At the end of this course, each student should be able to:</b> CO1. To understand the various operations involved in managing insurance. CO2. To understand the pricing, financing and risk diversification strategies of insurance companies
Software Project Management 403IT	<b>At the end of this course, each student should be able to:</b> CO1. To understand different aspects of Software Project Management as an important field of practice under IT Management CO2. learn tools and techniques of Software Project Management CO3. To understand importance of, and learning techniques to ensure, software quality
Enterprise Resource Planning 404IT	<b>At the end of this course, each student should be able to:</b> CO1. To acquire in-depth knowledge of ERP as a prime Application Software product CO2. To learn operational aspects of ERP implementation and support CO3. To know features of important ERP modules
Web Designing & Multimedia Applications 405IT	<b>At the end of this course, each student should be able to:</b> CO1. To acquire technical competence in Web Designing and Multimedia Applications CO2. To learn to use HTML, VB Script and Java script CO3. To integrate Web and Multimedia with business objectives of the organization
Network Technologies & Security 406IT	<b>At the end of this course, each student should be able to:</b> CO1. To acquire an overview of (but not technical proficiency in) various computer networks, technologies behind networks and application protocols, e-mail and communication protocols CO2. To develop awareness of managing networks well so as to offer high quality service to the users
Database Administration 407IT	<b>At the end of this course, each student should be able to:</b> CO1. To know duties and responsibilities of a Data Base Administrator CO2. To learn DBA skills through select tasks
	<b>At the end of this course, each student should be able to:</b> CO1. To understand scope of Software Testing Activity

Software Testing Methods 408IT	CO2. To learn tools and techniques of Software Testing CO3.To develop skill to design suitable test procedure in a given software development environment
Information Security & Audit 409IT	<b>At the end of this course, each student should be able to</b> CO1.To understand perspectives of Information Security risks CO2. To appreciate security audit as a preventive system CO3.To know other techniques / approaches of risk prevention
Data Warehousing & Data Mining 410IT	<b>At the end of this course, each student should be able to</b> CO1. To learn operational aspects of Data Warehousing and Data Mining CO2. To know applications of Data Warehousing / Data Mining in business
Geographical Information System & its Applications 411IT	<b>At the end of this course, each student should be able to:</b> CO1. To explore and understand concept of Geographical Information Systems CO2. To know tools and techniques of G. I. S. CO3. To develop skills to implement G. I. S. in appropriate situations
MS-Projects Lab 412IT	<b>At the end of this course, each student should be able to:</b> CO1. To learn operational aspects of MS-Projects CO2. To know tools and techniques of MS-Projects CO3. To acquire / develop skills of implementing MS-Projects in appropriate situations
Internet Marketing & Internet of Things (IOT) 413IT	<b>At the end of this course, each student should be able to:</b> CO1. To understand, various approaches to Internet Marketing CO2.To learn advantages and disadvantages of approaches to Internet Marketing
Microsoft Office 2010 Lab 414IT	<b>At the end of this course, each student should be able to:</b> CO1.To enable students working in Microsoft office 2010 organize work more efficiently & develop a fully unified office with Microsoft suite. CO2. To provide an opportunity to learn advanced and uncommon features of office – 2010 as an aid to career growth
Business Process Reengineering 407OPE	<b>At the end of this course, each student should be able to:</b> CO1. To emphasize the key role of operations in bringing about the growth and profitability of organizations. CO2. To impart ideas, concepts and principles in operations strategy. CO3. To understand use of quantitative tools in solving typical Operations Domain Problems
Total Quality Management 404OPE	<b>At the end of this course, each student should be able to:</b> CO1.To give various perspectives on Quality and various contributors to Quality. CO2. To provide an in-depth understanding of the various QC tools. CO3.To introduce the frameworks of Global Quality Awards.
	<b>At the end of this course, each student should be able to:</b> CO1. To introduce various management system standards.

Quality Management Standards 405OPE	CO2. To explain the implementation and role of MR for IMS. CO3. To help the students understand the implementation of IMS through cases in services and manufacturing .
World Class Manufacturing 406OPE	<b>At the end of this course, each student should be able to:</b> CO1. To bring out the relevance and basics of World Class Manufacturing. CO2. To highlight the current state of Indian Manufacturing
Business Process Reengineering 407OPE	<b>At the end of this course, each student should be able to:</b> CO1. To explain how organizational performance in terms of efficiency and effectiveness can be improved through BPR. CO2. To introduce BPR as a change management tool. CO3. To explore and master the fundamental principles of BPR.
Enterprise Resource Planning 408OPE	<b>At the end of this course, each student should be able to:</b> CO1.To understand how a business works and how information systems fit into business operations. CO2. To understand the cross functional integration aspects of a business. CO3.To understand better managerial decision making through real time data integration and sharing.
Financial Perspectives in Operations Management 409OPE	<b>At the end of this course, each student should be able to</b> CO1.To highlight the importance of cost management as a key to profitability and the key to successful Operations Management CO2. To underline the role of cost management from a strategic perspective. CO3.To teach the identification of key cost drivers and defined process of managing operational costs.
Service Operations Management 410OPE	<b>At the end of this course, each student should be able to</b> CO1. To provide students with the concepts and tools necessary to effectively manage a service operation. CO2. To discuss best practices of World-Class Service.
Business Process Management 411OPE	<b>At the end of this course, each student should be able to:</b> CO1. Students will be able to model processes for subsequent implementation in Business Process Management Systems. CO2. Students will be able to discern between technologies for human-centric process automation and system-centric process automation. CO3. Students will understand the difference between Business Processes and Business Rules, and be able to select an appropriate information system.
Challenges and Opportunities in Operations Management 412OPE	<b>At the end of this course, each student should be able to:</b> CO1. To make the student understand the ways of managing risk in Operations Management CO2. To introduce various Environmental , Ethical and Technological issues in Operations Management CO3. To introduce Global Reporting Initiatives, SA 8001, CSR, CDM, CT concept

Lean Manufacturing 4130PE	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To provide the concepts of Lean Manufacturing. CO2.To give a hands on – How To – series of steps in Lean Manufacturing Implementation.</p>
Employment Relations 403HR	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. Give students insight into the IR scenario in India CO2. Make students understand important laws governing IR CO3. Create understanding about role of Govt., society and trade union in IR</p>
Strategic Human Resource Management 404HR	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To make students understand HR implications of organizational strategies CO2. Understand the various terms used to define strategy &amp; its process CO3.Understand HR strategies in Indian &amp; global perspective</p>
Organizational Design & Development 405HR	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To develop an understanding of the nature, functioning and design of organization CO2. Be able to understand the theory and practice relating to the processes of organization development and change CO3. Develop insight and competence in diagnostic and intervention processes and skills for initiating and facilitating organizational processes and change in organizations</p>
Global HR 406HR	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1.To give exposure to the students to international HR CO2. To make students understand various initiatives in global HR CO3.To make students understand various issues in global HR</p>
Employee Reward Management 407HR	<p><b>At the end of this course, each student should be able to</b></p> <p>CO1.To appraise students with reward management system practiced in organizations CO2. To make students understand the process of setting reward management system CO3.To give students exposure to the reward management practices followed various organizations</p>
Change Management 408HR	<p><b>At the end of this course, each student should be able to</b></p> <p>CO1. To make students understand meaning of change and need for organizational Change. CO2. To appraise students with the change management process CO3. To enable students to understand the influence of various environmental factors on international business operations..</p>
Indian Economy and	<p><b>At the end of this course, each student should be able to:</b></p> <p>CO1. To explore students to the diversity of issues prevalent in the Indian Economy.</p>

<p>Indian Economy and Trade Dependencies 404IB</p>	<p>CO2. To provide insights to the students about the trade related issues of the Indian Economy. CO3. To make students realize the importance of trade in the present globalized era.</p>
<p>Marketing to Emerging Markets &amp; Bottom of the Pyramid 406IB</p>	<p><b>At the end of this course, each student should be able to:</b> CO1. To understand needs and aspirations at the Bottom Of the Pyramid (BOP) CO2. To learn about opportunities that exist at BOP</p>
<p>CrossCultural Relationship Marketing 407IB</p>	<p><b>At the end of this course, each student should be able to:</b> CO1. To help students understand the cultural aspects of relationships. CO2. To emphasize the need for cultural adaptation in relationship development and negotiations.</p>
<p>Foreign Exchange Management 408IB</p>	<p><b>At the end of this course, each student should be able to:</b> CO1.To introduce a systematic understanding of marketing strategy and decision making in dynamic marketing environment. CO2. To understand and apply the STP of marketing (segmentation, targeting, positioning). CO3.To understand and appreciate the concept of marketing strategy formulation and implementation.</p>
<p>International Business Environment 403IB</p>	<p><b>At the end of this course, each student should be able to:</b> CO1.To make the student aware about importance, concept and tools of Foreign Exchange Management.</p>
<p>E Commerce 409IB</p>	<p><b>At the end of this course, each student should be able to:</b> CO1. To introduce students to the concept of e -commerce CO2. To equip students to assess e-commerce requirements of a business and develop e -business plans</p>
<p>Enterprise Resource Planning 410IB</p>	<p><b>At the end of this course, each student should be able to:</b> CO1. To help the student understand how a business works and how information systems fit into business operations. CO2.To emphasize the cross functional integration aspects of a business. CO3. To enable better managerial decision making through real time data integration and sharing.</p>
<p>Global HR 411IB</p>	<p><b>At the end of this course, each student should be able to:</b> CO1.To give exposure to the students to international HR CO2. To make students understand various initiatives in global HR CO3.To make students understand various issues in global HR</p>
	<p><b>At the end of this course, each student should be able to</b></p>

WTO and Intellectual Property Rights 412IB	CO1.To sensitize the students about the importance of WTO and Intellectual property in the global economy.
Global Competitiveness and Strategic Alliances 413IB	<b>At the end of this course, each student should be able to</b> CO1. To develop conceptual understanding of global competitiveness CO2. To emphasize the need for cultural adaptation in relationship development and negotiations.
International Diversity Management 414IB	<b>At the end of this course, each student should be able to:</b> CO1. To equip students with the knowledge and importance of culture and help them to manage International Diversity. CO2. To understand procedural part of Indirect Taxes 3. To acquaint with online filling of various Forms & Returns. CO3. To acquaint with online filling of various Forms & Returns.
Strategic Supply Chain Management 403SCM	<b>At the end of this course, each student should be able to:</b> CO1. To understand the role and objectives of Strategic Supply Chain Management CO2. To recognize the role and importance of strategic partnerships and alliances in Supply Chain Management
Knowledge Management in Supply Chains 404SCM	<b>At the end of this course, each student should be able to:</b> CO1.To know Supply Chain Systems Classification CO2.To understand the role of IT as an enabler of Supply Chain Management for today's businesses
Enterprise Resource Planning 406SCM	<b>At the end of this course, each student should be able to:</b> CO1.To help the student understand how a business works and how information systems fit into business operations. CO2. To emphasize the cross functional integration aspects of a business.
Purchasing & Supplier Relationship Management - II 407SCM	<b>At the end of this course, each student should be able to:</b> CO1. To provide an in-depth understanding of the fundamentals surrounding purchasing in different contexts. CO2. To make the students aware of the different demands placed on the purchasing and supply chain managers by business stakeholders.
Supply Chain Risk Management 408SCM	<b>At the end of this course, each student should be able to:</b> CO1. To help the students understand the pressures on managing the supply chain and their impact on supply chain's vulnerability to disruptions.
	<b>At the end of this course, each student should be able to:</b> CO1. To get acquainted with the changed role of Banking post 1991 Reforms.



Banking Operations – II 409 FIN	CO2. To know the lending and borrowing rates along with the various mandatory reserves. CO3. To know the procedural compliances by bank's functionality.
Wealth and Portfolio Management 410 FIN	<b>At the end of this course, each student should be able to:</b> CO1.To understand the concept of Wealth Management CO2. To understand the concept of Portfolio Management. CO3.To understand various tools and methods of evaluating the portfolio.
Fixed Income Securities & Technical Analysis 411 FIN	<b>At the end of this course, each student should be able to</b> CO1.To analyze the fixed income securities markets and its implications for investments. CO2. To explain the market characteristics, instruments, selling techniques, pricing and valuation issues with money market instruments. CO3.To explain the specific features of the Indian Fixed Income Securities Markets.
Commodity Markets 412 FIN	<b>At the end of this course, each student should be able to</b> CO1. To equip young managers with the knowledge of emerging commodities derivatives trading practices in India. CO2. To explain the regulatory framework of these markets and domestic and international historical developments in commodities market. CO3. To highlight the importance of Commodity indices as an investment class.
Financing Rural Development 413 FIN	<b>At the end of this course, each student should be able to:</b> CO1. To understand the need and importance of financing rural development. CO2. To know the schemes floated by the Government of India and its scope. CO3.To analyze the needs of rural businesses and its viability.
Principles of Insurance 414 FIN	<b>At the end of this course, each student should be able to:</b> CO1. To understand the various operations involved in managing insurance. CO2. To understand the pricing, financing and risk diversification strategies of insurance companies
Software Project Management 403IT	<b>At the end of this course, each student should be able to:</b> CO1. To understand different aspects of Software Project Management as an important field of practice under IT Management CO2. learn tools and techniques of Software Project Management CO3. To understand importance of, and learning techniques to ensure, software quality
Enterprise Resource Planning 404IT	<b>At the end of this course, each student should be able to:</b> CO1.To acquire in-depth knowledge of ERP as a prime Application Software product CO2. To learn operational aspects of ERP implementation and support CO3.To know features of important ERP modules
Web Designing &	<b>At the end of this course, each student should be able to:</b> CO1. To acquire technical competence in Web Designing and Multimedia Applications CO2. To learn to use HTML, VB Script and Java script

Multimedia Applications 405IT	CO3. To integrate Web and Multimedia with business objectives of the organization
Network Technologies & Security 406IT	<b>At the end of this course, each student should be able to:</b> CO1. To acquire an overview of (but not technical proficiency in) various computer networks, technologies behind networks and application protocols, e-mail and communication protocols CO2. To develop awareness of managing networks well so as to offer high quality service to the users
Database Administration 407IT	<b>At the end of this course, each student should be able to:</b> CO1. To know duties and responsibilities of a Data Base Administrator CO2. To learn DBA skills through select tasks
Software Testing Methods 408IT	<b>At the end of this course, each student should be able to:</b> CO1. To understand scope of Software Testing Activity CO2. To learn tools and techniques of Software Testing CO3. To develop skill to design suitable test procedure in a given software development environment
Information Security & Audit 409IT	<b>At the end of this course, each student should be able to</b> CO1. To understand perspectives of Information Security risks CO2. To appreciate security audit as a preventive system CO3. To know other techniques / approaches of risk prevention
Data Warehousing & Data Mining 410IT	<b>At the end of this course, each student should be able to</b> CO1. To learn operational aspects of Data Warehousing and Data Mining CO2. To know applications of Data Warehousing / Data Mining in business
Geographical Information System & its Applications 411IT	<b>At the end of this course, each student should be able to:</b> CO1. To explore and understand concept of Geographical Information Systems CO2. To know tools and techniques of G. I. S. CO3. To develop skills to implement G. I. S. in appropriate situations
MS-Projects Lab 412IT	<b>At the end of this course, each student should be able to:</b> CO1. To learn operational aspects of MS-Projects CO2. To know tools and techniques of MS-Projects CO3. To acquire / develop skills of implementing MS-Projects in appropriate situations
Internet Marketing & Internet of Things (IOT) 413IT	<b>At the end of this course, each student should be able to:</b> CO1. To understand, various approaches to Internet Marketing CO2. To learn advantages and disadvantages of approaches to Internet Marketing
	<b>At the end of this course, each student should be able to:</b>

Microsoft Office 2010 Lab 414IT	CO1.To enable students working in Microsoft office 2010 organize work more efficiently & develop a fully unified office with Microsoft suite. CO2. To provide an opportunity to learn advanced and uncommon features of office – 2010 as an aid to career growth
Strategic Hospitality Management	<b>At the end of this course, each student should be able to:</b> CO1.To understand the concept and process of strategic management to be adopted in the hospitality and tourism industry CO2. Knowledge about the strategies that a firm has to possess to be competitive
Tourism Planning and Development 404THM	<b>At the end of this course, each student should be able to:</b> CO1.To understand the components and mechanism of tourism CO2. To acquire Knowledge in the planning and development of tourist attractions
Hotel Administration Management	<b>At the end of this course, each student should be able to:</b> CO1. To study the flow of activities and functions in today's lodging operation. To establish the importance of Front office and House Keeping and its role in the hospitality industry. CO2. Understand the best practice in Front Office and Housekeeping operations methodology by the practical application of theoretical knowledge. CO3. To help the students understand the implementation of IMS through cases in services and manufacturing .
Data Analysis Lab 406THM	<b>At the end of this course, each student should be able to:</b> CO1. To have hands- on experience on data analysis CO2. To develop problem-solving skills
Economic Analysis for Services 407THM	<b>At the end of this course, each student should be able to:</b> CO1. To introduce the concepts of scarcity and efficiency CO2. To explain principles of micro economics relevant to managing hospitality organization
Event Management 408THM	<b>At the end of this course, each student should be able to:</b> CO1.To acquaint students with fundamentals of event management CO2. To enhance professional skills related to event management
Logistics and Supply Chain Management 409	<b>At the end of this course, each student should be able to</b> CO1To understand the importance of Supply Chain Management.Management CO2. To know the various aspects of Supply Chain Management. CO3.To study the current trends in SCM.
	<b>At the end of this course, each student should be able to</b>

Strategic Hospitality Management 403THM	CO1. To understand the concept and process of strategic management to be adopted in the hospitality and tourism industry CO2. Knowledge about the strategies that a firm has to possess to be competitive
Tourism Planning and Development	<b>At the end of this course, each student should be able to:</b> CO1.To understand the components and mechanism of tourism Systems. CO2. To acquire Knowledge in the planning and development of tourist attractions.
Hotel Administration Management 405THM	<b>At the end of this course, each student should be able to:</b> CO1. To study the flow of activities and functions in today's lodging operation. To establish the importance of Front office and House Keeping and its role in the hospitality industry. CO2. Understand the best practice in Front Office and Housekeeping operations methodology by the practical application of theoretical knowledge.
Data Analysis Lab 406THM	<b>At the end of this course, each student should be able to:</b> CO1. To have hands- on experience on data analysis CO2.To develop problem-solving skills
Economic Analysis for Services 407THM	<b>At the end of this course, each student should be able to:</b> CO1.To introduce the concepts of scarcity and efficiency CO2. To explain principles of micro economics relevant to managing hospitality organization
Event Management 408THM	<b>At the end of this course, each student should be able to</b> CO1. To acquaint students with fundamentals of event management CO2. To enhance professional skills related to event management
Logistics and Supply Chain Management 409	<b>At the end of this course, each student should be able to</b> CO1. To understand the importance of Supply Chain Management.industry CO2. To know the various aspects of Supply Chain Management.
Food and Beverage Management 410THM	<b>At the end of this course, each student should be able to:</b> CO1.To understand the nature and scope of Food and Beverage Management CO2. To study the empirical foundations and develop a professional orientation toward the practice of food and beverage management as it applies to business, culinary arts and hospitality
Professional Skills Development Lab 411THM	<b>At the end of this course, each student should be able to:</b> CO1. To enable learners to speak fluently and flawlessly in all kinds of communicative Contexts with speakers of all nationalities.

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Statistics for  
Hospitality and  
Tourism 412THM

**At the end of this course, each student should be able to:**

CO1. To learn the applications of statistics in business decision making in service sector.

CO2.To develop problem-solving skills

