PSO No		PSO DESCRIPTION
PSO1	NA	
PSO2	NA	
PSO3	NA	

<u>Course Outcomes During 2020-21 (For Naac)</u> 2020-22 BATCH

Ist Sem

				400		- K.W. T		
Course Code	Course Outcome	es		-05	Des	scriptio	n	
	CO1	Gain p Behav		perience in	the fiel	d of Ma	nagement and	Organization
	CO2						gement, vario Behaviour	ous functions of
20MBA11	CO3						e in real world	l situations
	CO4	to ana						Behavioral aspects itude, perception
	CO5	Under	stand and d	lemonstrate	their e	xposure	on recent tren	nds in management.
CO-PO-MA								
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	
CO1	3					447 117		
CO2		3		1	2		'	
CO3					2			
CO4			2	1				
CO5				2	2			
	CO1	The student will understand the application of Economic Principles in Management decision making.						
	CO2			learn the m ning of a Fi			_	apply them for
20MBA12	CO3	The S	tudent will	be able to	understa	and, ass	ess and foreca	st Demand.
20MBA12	CO4	The s	tudent will duction.	apply the c	oncepts	of proc	luction and co	st for optimization
	CO5	The s	tudent will				gies like pricing to the marke	
	CO6						croeconomic	

CO-PO MA	PPING												
	PO1	PO	72	PO3	PO4	PO5	PO6	PO7					
CO1	2	1	<i>JL</i>	103	104	103	100	107					
CO2		+	2										
CO ₂		+-		2									
		-											
CO4		-			2								
CO5			1			2							
CO6							2						
	CO1		Demonstrate theoretical knowledge and its application in real time accounting. Capable of preparing financial statement of companies										
	CO2		Capa	ble of prep	aring finan	cial state	ment of	companies					
20MBA13	CO3		Indep	endently u	ındertake fi	inancial s	tatemer	it analysis and t	take decisions.				
	CO4		Anal	yze the res	ults after ap	oplying v	arious c	osting methods	and techniques.				
	CO5		Comprehend emerging trends in accounting and computerization of										
		Accounting systems											
СО-РО МА	PPING			<u> </u>		100		15-12-1					
	PO1	PO)2	PO3	PO4	PO5	PO6	PO7					
CO1	2	+-`		1 2 2	1.01	100	100	101					
CO2			1	1					* ,				
CO3				1	2	1							
CO4	1			1	2	1							
CO5	1		1200 200 100										
CO3			Т	-1 41 - 4	1 , 1	11	1.						
	CO1						e applic	ations of statist	tical tools and				
	000	LĄ.			ecision mak								
	CO2		To emphasize the need for statistics and decision models in solving business										
20MBA14	000		problems.										
	CO3		To enhance the knowledge on descriptive and inferential statistics.										
	CO4		To familiarize the students with analytical package MS Excel										
	CO5		To develop analytical skills in students in order to comprehend and practice										
			data a	analysis at	different le	evels	A						
CO-PO MA	APPING		'= - = = -										
	PO1	PO)2	PO3	PO4	PO5	PO6	PO7					
CO1	2						-						
CO2	2		5		2								
CO3			2					11.6					
CO4		7		1		1							
CO5			2										
	CO1			lop an ahil	ity to asses	s the imp	act of the	ne environment	on marketing				
					,	o are mil	act OI ti	io on vironnichi	on marketing				
			finct	function. CO2 To formulate marketing strategies that incorporate psychological and									
		L Z			arketing str	ategies tl	nat inco	rnorate neverbal	ogical and				
	CO2		To fo	rmulate m	arketing str	rategies th	nat inco	rporate psychol	ogical and				
20MRA15	CO2		To fo socio	rmulate m logical fac	tors which	influence	buying						
20MBA15			To fo socio Unde	rmulate m logical fac rstand con	tors which cept of Bra	influence inding, de	buying evelopm	ent of product	logical and and significance of				
20MBA15	CO2		To fo socio Unde marke	rmulate m logical fac rstand con et segment	tors which cept of Bra ation, targe	influence inding, de eting and	e buying evelopm position	ent of product ning.	and significance of				
20MBA15	CO2 CO3 CO4		To fo socio Unde marke	rmulate m logical fac rstand con et segment ifying mar	tors which cept of Bra ation, targe keting char	influence inding, de eting and inels and	e buying evelopm position the con	ent of product ning. cept of product	and significance of distribution.				
20MBA15	CO2		To fo socio Unde marke Identi	rmulate m logical fac rstand con et segment ifying mar ifying tech	tors which cept of Bra ation, targe keting char niques of s	influence nding, de eting and nnels and ales pron	e buying evelopm position the connotion, s	ent of product hing. cept of product significance of	and significance of				

CO-PO MA	PO1	PO2	PO3	PO4	PO5	PO6	PO7			
CO1			. 3							
CO2	3	3	2		3					
CO3	2	3	3							
CO4	2			3						
CO5	3			2	3					
	CO1			l be aware me success			nication skills a	and know their		
	CO2	The st	udents wil	l get enable	ed with t	he mec	hanics of writir I effectively	ng and can compose		
20MBA16	CO3	Stude	nts will get	exposure	in draftii	ng busir	ness proposals t	to meet the		
	CO4	challenges of competitive environment The students will be introduced to the managerial communication practices in business those are in vogue.								
	CO5	techno	ological ad		and soc	ial med	ersonal commu ia usage in con	unication and nmunications, with		
CO-PO MA	APPING		Adding the		0.632					
- x	PO1	PO2	PO3	PO4	PO5	PO6	PO7	<i>M</i> 27 ° .		
CO1	2		4							
CO2	2			2						
CO3		2		*						
CO4			1	4	1					
CO5		2								

2nd Sem

Course	Course		Description								
Code	Outcome					~ 11 0	** 7				
	CO1		Analyze practical experience in the field of Human Resource Concepts				ce Concepts,				
	COI		ons and the								
	000		re the conce	eptual insig	ht of H	uman R	esource and var	rious functions of			
20MBA21	CO2	HR									
2011111121	CO3	Apply	personnel,	manageria	l and w	elfare a	spects of HR				
	CO4		Develop a greater understanding about HR practices, analyze the trends in the field of HR								
СО-РО МА	PPING										
	PO1	PO2	PO3	PO4	PO5	PO6	PO7				
CO1	2		2	1 - 1 - 1 - 1	2			2			
CO2		2		2							
CO3			2		2	2					
CO4				2		2					
CO1		Under	stand the ba	asic financi	ial conc	epts					
20MBA22	CO2	Apply	time value	of money							
	CO3	Analy	se the cost	of capital			,				

	CO4	Evalua	ate the inve	stment deci	sions.						
	CO5	Estima	ate working	g capital rec	uireme	nts					
	CO6			al structure			decisions				
СО-РО МА	PPING										
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	,			
CO1	2										
CO2		1	1								
CO3		1	2								
CO4		1	2		14. 1.						
CO5				2	= 1	7.4	1				
CO6				2							
	CO1				approa	ches, te	chniques and str	ategies in the			
	G 0.0		priate in bu								
	CO2					itative r	esearch techniqu	es to business and			
20MBA23	GOA		day to day management problems. Demonstrate knowledge and understanding of data analysis, interpretation								
	CO3				unders	tandıng	of data analysis	, interpretation			
	004		and report writing. Develop necessary critical thinking skills in order to evaluate different								
	CO4	Devel	op necessar	ry critical th	unking	SK1lls 11	order to evaluat	te different			
CO-PO MA	DDING	resear	en approac	nes in Busii	ness usi	ng exce	el in particular.				
	PO1	PO2	PO3	PO4	PO5	PO6	PO7				
CO1	1	FO2	103	PO4	PO3	PO6	PO/				
CO2	2	,		1							
CO2			1	1 1				_			
CO4		2	1	1							
	CO1		insight int	to the funda	mental	$\int_{\Gamma} \int_{\Gamma} \int_{\Gamma$	rations Passarol	and its			
		Get an insight into the fundamentals of Operations Research and its definition, characteristics and phases									
20MBA24	CO2										
ZUNIDAZ4	CO3	Under	stand the u	sage of gan	ne theor	y , Que	uing Theory and	Simulation for			
			ng Business		- 19			- 4			
	CO4	Under	Understand and apply the network diagram for project completion								
CO-PO MA											
	PO1	PO2	PO3	PO4	PO5	PO6	PO7				
CO1	2										
CO2	2			2							
CO3		2									
CO4	Т		1		1						
	CO1							c Management, its			
		releva	nce, Chara	cteristics, p	rocess r	nature a	nd purpose				
	G02	G. 1									
	CO2							lly institutionalize			
							cture for domesti	c and overseas			
20MBA25	CO2			ain competi			, 1:00 , 1 1	C			
	CO3						at different levels	s of an			
	CO4			ain competi				mal C.m 1			
,	004			understand different m		negic di	rive in multination	onal firms and			
	CO5					ladas s	f atrotagy implan	montation and the			
	003			for effective				mentation and the			
		Contro	1 IIICasules	TOT CITCUIT	c decis	ion-mal	ziiig.				

CO-PO MA	PO1	PO	2	PO3	PO4	PO5	PO6	PO7				
CO1	3	1 0 1		2								
CO2			3									
CO3	2			3								
CO4					2	2						
CO5			3	2								
	CO1		entrep	reneurial ovely.	opportunity	Module Module	s in ord		ousiness and to think			
	CO2		sector	S.					across Business			
20MBA26	CO3		Able t		and the imp	ortance (of mark	eting and diffe	erent forms of			
	CO4		Become aware about various sources of funding and institutions supporting entrepreneurs.									
	CO5	CO5 Awareness about legal aspects and ways to protect the ideas.										
	CO6	To understand the ways of starting a company and to know how to protect their idea										
CO-PO MA	APPING						3	75.00	2,1			
00101111	PO1	PO	2	PO3	PO4	PO5	PO6	PO7				
CO1	3	+				3		3				
CO2	3	-	3			3	3	3				
CO3	3	+		3	3			3				
CO4	3			3				3				
CO5	3			3		3	2	3				
	3			3		2	-	3				
CO6 3 rd Semest] 3	7			
Course	Course	e	Description									
code	outcon	ne										
	CO1				nt emergin							
20MBA30	CO2		Selec	t appropri	ate technol	ogy and	tools fo	r a given task	a transfer of			
ZUMIDASU 1	CO3							f emerging ted				
	CO4		Unde busin		latest deve	elopment	s in the	area of techno	ology to support			
CO-PO M.	APPING											
	PO1	PC)2	PO3	PO4	PO5	PO6	PO7				
CO1	2			2	1774							
CO2			2		2							
CO3				2		2	2					
CO4					2		2					
	CO1	•	mana	agement					n and operation			
20MBA30			Dem	onstrate th	ne basic co	ncepts of	process	mapping				
2	CO3				nportance o							
	CO4		Develop strategies of Total quality management									
	CO5		Understand the roles of ISO standards and production system									

CO-PO MA	APPING						A ,			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7			
CO1	2							-		
CO2	2			2						
CO3	2			2						
CO4	2		2		2			1		
CO5	2		2		2					
	CO1	Displa entrep creativ	reneurial o	erest and or pportunity	ientatio Module	n towar s' in or	ds entrepreneurship, der to setup a busines	s and to think		
	CO2		ow about th	ne various b	ousiness	models	s and B-Plans across	Business		
20MBA26	CO3	Able to busine		nd the impo	ortance (of mark	eting and different fo	rms of		
	CO4		Become aware about various sources of funding and institutions supporting entrepreneurs.							
	CO5	Aware	eness about	legal aspec	cts and	ways to	protect the ideas.			
	CO ₆	To un	To understand the ways of starting a company and to know how to protect their ideas.							
CO-PO MA	APPING									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7			
CO1	2				3					
CO2	2	1			2			x		
CO3	1		2	2						
CO4	2		2				1			
CO5	1		3		1					
CO6	1	S .	3		2					

3rd Sem

		CO1	Understa	nd The cap	ital markets	s and va	rious in	struments fo	or investment		
20MBAFN	Л2	CO2	Assess th	Assess the risk and return associated with investments and methods to value securities							
03	V13	CO3		Understand and analyze the economy, industry and company framework for investment management							
		CO4	Understa	nd and appl		ies of portfo	ortfolio olio mai	managemen	t and also the		
CO-PO MA	APP	ING									
	PC)1	PO2	PO3	PO4	PO5	PO6	PO7	0 [2]		
CO1		2		2			2				
CO2		3	2		3		3		50		
CO3		1	2 2 2								
CO4		2			4	4	4				
20MBAFN	13	CO1		nd the basic	es of taxation	on and p	rocess	of computing	g residential		
04	-		status.		<u> </u>	11.00			the state of the s		
		CO2	Calculate	taxable inc	come under	differe	nt heads	S			
		CO3	Understar	nd deductio	ns and calc	ulation	of tax 1	iability of in	dividuals		
	CO4			Corporate	tax system			-			

CO-PO MA	APPI	NG									
	PO		PO2	PO3	PO4	PO5	PO6	PO7			
CO1		3									
CO2		3			3				2 E		
CO3		3									
CO4		3									
20MBAFN 05	13	CO1	Students will be acquainted to various banking and non-banking financial services in India Students will understand the activities of merchant banking and credit								
		CO2	rating								
		CO3	financial	services in	India			financing a			
		CO4		will be abl and leasin		stand ho	w to eva	aluate and co	ompute hire		
СО-РО М	APP)	ING	-11611				1	D C =			
,	PO		PO2	PO3	PO4	PO5	PO6	PO7			
CO1	7 - 10	3									
CO2			3		1.11112	1 4 1		3			
CO3		b	r. 2 / 1 / 1 / 2	3							
CO4		3			3		3				
20MBAF	M3	CO1	Get an overview of capital structure theories Understand and assess the dividend policy of the firm.								
06	06 CO2		Understa	nd and ass	sess the di	vidend po	olicy of	the firm.			
			Realize t	he importa	ance of wo	rking car	oital in	an organizat	ion.		
	CO4		Be aware manager	e of the tec	hniques o	f cash, in	ventory	and receiva	bles		
CO-PO M	APP	ING			,						
	PC		PO2	PO3	PO4	PO5	PO6	PO7			
CO1		3		3		3					
CO2		2	2	3				1			
CO3		2	2	3			3	1-77	."		
CO4		2	2		3	3		3			
20MBAH 03	IR3	CO1	selection	n in an indi	ustrv				cruitment and		
		CO2	and sele	ction proce	ess and pro	ocedure a	ipplied:	in various in	in recruitment dustries		
	CO3			e the applicates in various	cation of rous sectors	ecruitme s.	nt and s	selection tool	ls and		
		CO4	and asse	a greater essment, ar industries.	nalyse the	ding abou hiring ma	ıt strate anagem	gies for wor ent system f	kforce planning followed in		
CO-PO N	//API	PING									
		O1	PO2	PO3	PO4	PO5	PO	6 PO7			
CO1		3									
CO2		3	2		2						
CO3		2					3				
CO4		2		3	3		-				

Modelling used in HR functions Acquire conceptual knowledge of HRA frameworks, models and approaches CO3		CO1	Gain r	oractical ins	sight of HR	Process	ses HR	analytics and nr	adiativa
Solution Solution		CO1	model	ling used in	n HR functi	ons	505, 1110	anarytics and pro	Edictive
tools and techniques. CO4 Analyse the employee data set, considering the various concepts and functions of HR, facilitating the decision making in business context. CO-PO MAPPING PO1 PO2 PO3 PO4 PO5 PO6 PO7 CO1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	20MBAHR	CO2	Acqui	re conceptu			RA frai	neworks, models	s and
CO-PO MAPPING	304	CO3	Illustra	ate the appl	lication of c	lataficat	ion of I	HR, predictive an	alytics
PO1		CO4	Analy	se the empl	loyee data s	et, cons	idering	the various conc	epts and
CO1	CO-PO MA	PPING					101011 111	aking in ousiness	COIICAL.
CO1		PO1	PO2	PO3	PO4	PO5	PO6	PO7	
CO3		2		2			2		
CO4 2		3	2		3		3		
CO1 Gain practical experience to labour legislations in India across various sectors			7, - 11-	2		2	2		
CO2	CO4	2			4	4	4		
Sectors CO2		COI	Gain p	ractical ex	perience to	labour l	egislati	ons in India acro	ss various
CO3	305		sectors	S			C		22 (411045
Solving various issues in IR		CO2	Acquir follow	re conceptured within in	al knowled ndustries	ge of in	dustrial	relations and lab	our laws
CO-PO MAPPING PO1 PO2 PO3 PO4 PO5 PO6 PO7 CO1 3 PO4 PO5 PO6 PO7 CO2 2 2 PO3 PO4 PO5 PO6 PO7 CO3 2 2 PO3 PO4 PO5 PO6 PO7 CO4 PO5 PO6 PO7 CO3 PO4 PO5 PO6 PO7 CO4 PO5 PO6 PO7 CO5 PO6 PO7 CO6 PO7 CO7 PO6 PO7 CO7 PO6 PO7 CO8 PO7 CO9 PO8 PO9 PO9 PO9 CO9 PO9 PO9 PO9 PO9 PO9 PO9 CO9 PO9 PO9 PO9 PO9 PO9 PO9 CO9 PO9 PO9 PO9 PO9 PO9 PO9 PO9 PO9 CO9 PO9 PO9 PO9 PO9 PO9 PO9 PO9 PO9 PO9 P		CO3	Develo	op greater u g various is	ınderstandiı sues in IR	ng of IR	concep	ots and its applica	ations in
CO-PO MAPPING PO1		CO4				concen	ts in vai	ious industries i	ı India
CO1 3 2 3	CO-PO MA	PPING	11.			T T T			iiidia
CO1 3 2 3		PO1	PO2	PO3	PO4	PO5	PO6	PO7	
CO3 CO4 CO4 CO5 CO4 CO5 CO4 CO5	CO1	3				100	100	107	
CO4 2 2 2 18MBAHR 306 CO1 Gain conceptual aspects of Compensation and benefits to achieve organizational goals CO2 Determine the performance based compensation system for business excellence and solve various cases CO3 Designing the compensation strategies for attraction, motivation and retaining high quality workforce. Understand the legal and administrative issues in global compensation to prepare compensation plan, CTC, wage survey and calculate various bonus CO-PO MAPPING PO1 PO2 PO3 PO4 PO5 PO6 PO7	CO2		2						_
CO4 2 2 18MBAHR 306 Gain conceptual aspects of Compensation and benefits to achieve organizational goals CO2 Determine the performance based compensation system for business excellence and solve various cases CO3 Designing the compensation strategies for attraction, motivation and retaining high quality workforce. Understand the legal and administrative issues in global compensation to prepare compensation plan, CTC, wage survey and calculate various bonus CO-PO MAPPING PO1 PO2 PO3 PO4 PO5 PO6 PO7	CO3		2	3					
organizational goals CO2 Determine the performance based compensation system for business excellence and solve various cases CO3 Designing the compensation strategies for attraction, motivation and retaining high quality workforce. Understand the legal and administrative issues in global compensation to prepare compensation plan, CTC, wage survey and calculate various bonus CO-PO MAPPING PO1 PO2 PO3 PO4 PO5 PO6 PO7	CO4		2						
organizational goals CO2 Determine the performance based compensation system for business excellence and solve various cases CO3 Designing the compensation strategies for attraction, motivation and retaining high quality workforce. Understand the legal and administrative issues in global compensation to prepare compensation plan, CTC, wage survey and calculate various bonus CO-PO MAPPING PO1 PO2 PO3 PO4 PO5 PO6 PO7	18MBAHR	COL	Gain c	onceptual a	spects of C	ompens	sation a	nd benefits to act	niewe
CO2 Determine the performance based compensation system for business excellence and solve various cases CO3 Designing the compensation strategies for attraction, motivation and retaining high quality workforce. Understand the legal and administrative issues in global compensation to prepare compensation plan, CTC, wage survey and calculate various bonus CO-PO MAPPING PO1 PO2 PO3 PO4 PO5 PO6 PO7	306	COI	organiz	zational go	als	omp om	ation a	ia concints to act	iic v c
CO3 Designing the compensation strategies for attraction, motivation and retaining high quality workforce. Understand the legal and administrative issues in global compensation to prepare compensation plan, CTC, wage survey and calculate various bonus CO-PO MAPPING PO1 PO2 PO3 PO4 PO5 PO6 PO7		CO2	Detern	nine the per	formance b	ased co	mpensa	tion system for b	ousiness
Understand the legal and administrative issues in global compensation to prepare compensation plan, CTC, wage survey and calculate various bonus CO-PO MAPPING PO1 PO2 PO3 PO4 PO5 PO6 PO7		CO3	Design	ing the cor	npensation	strategi	es for at	traction, motivat	ion and
PO1 PO2 PO3 PO4 PO5 PO6 PO7		CO4	Unders to prep	stand the le	gal and adn	ninistrat	ive issu wage sı	es in global com arvey and calcula	pensation ate various
100 100	CO-PO MA	PPING							
		PO1	PO2	PO3	PO4	PO5	PO6	PO7	
	CO1	2						20,	
CO2 3 2 2	CO2	3	2	2					
CO3 2 3									
CO4 2 3 3	CO4	2			3	3			
20MBAM M303 Develop an understanding about the various concepts and importance of Services Marketing.		.CO1	Develo of Serv	p an unders	standing ab	out the	various	concepts and im	portance
Enhance knowledge about emerging issues and trends in the service sector.		CO2	Enhanc	e knowled	ge about en	nerging	issues a	and trends in the	service
CO3 Learn to implement service strategies to meet new challenges.		CO3		o impleme	nt service st	rategies	to mee	et new challenges	

CO-PO MA	APPING							
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	
CO1	3							
CO2	2			3				
CO3	3		2		3		1 1 1 1 1 1	
20MBAM M304	CO1	solvin	g marketing	g problems	S.		×	plication in
	CO2	design	techniques	s, measure	ment met	hods to	on methods, analyze the	e data.
	CO3	techni	iques.					us measurement
	CO4	To un	derstand the	e emergen	ce of new	trends	in research	
CO-PO M.	APPING						_	
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	
CO1	2		. 2			2		
CO2	3	2		3		3		
CO3	1		2		2	2	- ,	
CO4	2			1	3	2		
20MBAM M305			in the back; umer Behav		d concept	ts vital	for understa	nding
1,1000	CO2		ify the role of the left of th		s that det	termine	s Consume	r Behaviour in
	CO3	Ident		sychologic				s adopted by
CO-PO M	APPING				7.5 & 15.			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	
CO1	3							
CO2	2		2			=		
CO3	2			3	2			
20MBAM		Care	er developm	ent in the	field of s	ales		w 1-
M306	CO2		agement of					
	CO3	issue	s, and strate	egies.				ail management
	CO4	mode	ern business	S.	100			in the success o
	COS		te store m tive retailin		t and vi	isual n	nerchandisii	ng practices fo
CO-PO M	IAPPING							
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	
CO1	3						3	
CO2				3	3			
CO2		3			3			
				3		3		
			1	1 3		, ,		
CO4 CO5				3	3			

4 th semest	er								
Course	Cour	se Des	avintian						
code	outco	me Desc	Description						
20MBAF	CO	1 Und	erstand vari	ous types o	f risks.				
M401	CO		ess the proce			d measu	ring the ris	sk.	
	CO		Acquaint with the functioning of life Insurance in risk management.						
	CO		Understand general insurance contract.						
CO-PO M	APPING					17.2			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7		
CO1	1	×-							
CO2		2		1					
CO3			2	1			1 E		
CO4	1	2							

	CO1	Understan	id the mech	nanism of t	forwards/	futures,	options, financial	swaps,		
		various credit derivatives and VaR with their features, merits and demerits.								
20MBAF	CO2	Assess the application of forwards/futures, options, financial swaps, various credit derivatives and VaR using numerical problems Application of financial derivatives in risk management.								
M402										
	CO3									
	CO4	Critically	evaluate va	arious fina	ncial deri	vatives				
CO-PO MA			195							
	PO1	PO2	PO3	PO4	PO5	PO6	PO7			
CO1	2									
CO2			3							
CO3		2		2						
CO4					2	-5				
20MBAF	CO1	Have clarity about GST system in India 2. 3. 4.								
M403	CO2	Understan	ding of lev	y and coll	ection of	GST in	India			
	CO3	Have an overview of customs duty in India								
	CO4	Understanding of valuation for customs duty.								
CO-PO MA	APPING									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7			
CO1	2									
CO2	2									
CO3	2			7-1-1						
CO4	2				2					
20MBAF	CO1	Understan	d M&A w	ith its diffe	rent class	sificatio	ons, strategies, theor	ries.		
M404	COI	synergy et					, 8	,		
	CO2	Conduct f	inancial ev	aluation of	M&A					
	CO3	Analyse th	ne results a	fter evalua	tion					
	CO4					A. take	eover and antitakeo	ver		
	1 004	strategies		JI						

	PPING PO1	PO2	PO3	PO4	PO5	PO6	PO7					
CO1	3											
CO2	3	,		3								
CO3	3			3	1		-					
CO4	3			3								
20MBAF	CO1	Understan	d corporate	e valuation	and valu	ation						
M405	CO2	Understand corporate valuation and valuation Familiarize with the standard techniques of corporate valuation										
	CO3	Understand non-DCF approaches to valuation										
	CO4		Analyze valuation in different context									
	CO5	Evaluate s	strategic fir	ancial dec	isions in	creating	g value					
	CO6		ue based m			1,7	la de la					
CO-PO MA		11777				Jr 110 -	A last					
	PO1	PO2	PO3	PO4	PO5	PO6	PO7					
CO1			2		Y							
CO2	2											
CO3		2										
CO4				2		2						
CO5					g = =		2					
CO6	2											
20MBAF M406	CO1		ent will hav nent. 2 3. 4		standing	of the I	nternational l	Financi	al			
	CO2	The student will learn about the foreign exchange market, participants and transactions										
	1	The student will be able to use derivatives in foreign exchange risk management.										
	CO3			able to use	derivativ	es in io						
	CO3	managem	ent. ent will be a				Exposure to					
СО-РО М.	CO4	managem The stude	ent. ent will be a			Firm's	Exposure to					
СО-РО М.	CO4	managem The stude	ent. ent will be a			Firm's						
CO-PO M.	CO4 APPING	The stude Internation	ent. ent will be a	PO4	PO5	Firm's	Exposure to					
	CO4 APPING PO1	The stude Internation	ent. ent will be a	PO4	luate the	Firm's	Exposure to					
CO1 CO2 CO3	CO4 APPING PO1 3 3 3	The stude Internation	ent. ent will be a	PO4	PO5	Firm's	Exposure to					
CO1 CO2 CO3 CO4	CO4 APPING PO1 3 3 3 3 3	The stude Internation PO2	PO3	PO4 3 3	PO5 3 3	Firm's	Exposure to	risk in				
CO1 CO2 CO3	CO4 APPING PO1 3 3 3 3 3	managem The stude Internation PO2 Understa Organiza	PO3 PO3 and the functional Leace	PO4 3 3 lamental collership.	PO5 3 oncepts a	Firm's PO6 and prince	PO7 ciples, theori	risk in				
CO1 CO2 CO3 CO4	CO4 APPING PO1 3 3 3 3 3	PO2 Understa Organiza Analyze	PO3 PO3 and the functional Leacethe organiz	PO4 3 3 lamental colership.	PO5 3 oncepts a dership s	PO6 and princestyle, ap	Exposure to	es of	its impa			
CO1 CO2 CO3 CO4 20MBAH	CO4 APPING PO1 3 3 3 3 CO1	PO2 Understa Organiza Analyze on the fo	PO3 PO3 And the functional Leacethe organize llowers by	PO4 3 3 lamental codership. ational leadusing leadership in ur	PO5 3 oncepts a dership sership the	PO6 and prince tyle, appeories a	PO7 ciples, theori	es of traits,				

CO-PO MA	APPING											
	PO1	PO2	PO3	PO4	PO5	PO6	PO7					
CO1	2											
CO2	2		3	2	2							
CO3	2		2	2								
CO4	2		2		3							
20MBAH R402	CO1	Have in-depth understanding the various personality traits which promotes personal growth. 2. 3. 4.										
	CO2	Analyze t	Analyze the concepts of human personality, behaviour and functioning of									
	CO3	Learn and traits.	Learn and apply the psychometrics tests in understanding the personality traits.									
	CO4	Develop to prepare the	Develop the greater insight of self, and others through various theories and prepare the developmental plan for interpersonal effectiveness.									
CO-PO MA	APPING											
	PO1	PO2	PO3	PO4	PO5	PO6	PO7					
CO1	2		2									
CO2	2		3	2	2							
CO3	2	2	2									
CO4	2	2	2		3							
20MBAH R403	CO1		eptual kno pts globally		l practica	al exper	ience in underst	anding the				
	CO2	Comprehend and correlate the strategic approaches to HR aspects amongst PCN's, TCN's and HCN's.										
	CO3	Develop k	Develop knowledge and apply the concepts of HR in global perspective									
	CO4	Have a be analysing	tter insight the impact	of HR con of contemp	cepts, poporary is	olicies a sues glo	nd practices by bally.	critically				
CO-PO MA	APPING											
	PO1	PO2	PO3	PO4	PO5	PO6	PO7					
CO1	2		2		2							
CO2	2		2		2							
CO3	2	2	2		_							
	2	and the second second second second	the second secon	and the last the same of the last the l	1	1		and the second s				

	CO1	Gain conceptual insight of change management models, OD processes and interventions. 2. 3. 4.
20MBAH	CO2	Develop the understanding of OD to apply OD aspects in private and public sectors in India.
R404	CO3	Analyse the tools and techniques available to implement changes in the organization environment
	CO4	Handle the OD interventions by analysing the role of OD consultant

1 -	PO1	PO2	PO3	PO4	PO5	PO6	PO7					
CO1	2	102	1 03	104	2	100	101					
			3	2	$\frac{2}{2}$	76.						
CO2	2		2	2								
CO3	2		2	2								
CO4	2		<u> </u>									
	CO1		-	wledge and	l practica	l experi	ence in under	standing				
	CO2	HR Audit. Comprehend and correlate the strategic approaches to HR Audit aspect										
20MBAH	CO2											
R405	CO3	Develop k	Develop knowledge and apply the concepts of HR Audit in the organisatio Have a better insight of HR Audit concepts, policies and practices by									
	CO4	Have a be critically	tter insight analysing t	of HR Au he impact o	dit conce of contem	pts, poli iporary	cies and practissues in the c	ices by organisati				
CO-PO MA	PPING		hata in let		152.000							
	PO1	PO2	PO3	PO4	PO5	PO6	PO7					
CO1	1		2	5 350 1	1	S. Francis	-1-4					
CO2	1		1									
CO3	1		1	1	1							
CO4	1		1	1	1		57 - 1 53 - 4					
	CO1		Gain the practical insight of various principles and practices of Consultant and Consultancy.									
	CO2	Acquire knowledge of latest conceptual framework used by Consultant and Consultancy process and procedure applied in various sectors										
20MBAH		Consultar	icy process	and proce	dure appl	ied in v	arious sectors					
20MBAH R406	CO3	Illustrate	the applica	and proce tion of Cor	dure appl nsultant a	ied in v nd Con	arious sectors sultancy tools	and tech				
	CO3	Illustrate in various Develop	the applica s sectors. a greater ur	tion of Con	nsultant a	nd Con	arious sectors sultancy tools s adopted/unc	and tech				
R406	CO4	Illustrate in various Develop	the applica s sectors.	tion of Con	nsultant a	nd Con	sultancy tools	and tech				
	CO4 APPING	Illustrate in various Develop a Consultar	the applica s sectors. a greater un nt and Cons	tion of Connderstanding	nsultant a	nd Constrategie	sultancy tools	and tech				
R406	CO4 APPING PO1	Illustrate in various Develop	the applica s sectors. a greater un at and Cons	nderstandingsultancy.	nsultant a	nd Con	sultancy tools	and tech				
R406 CO-PO MA	CO4 APPING PO1 2	Illustrate in various Develop a Consultar	the applica s sectors. a greater un at and Cons	nderstandingsultancy. PO4 2	nsultant a	trategie	sultancy tools	and tech				
CO-PO MA	CO4 APPING PO1 2 3	Illustrate in various Develop a Consultar	the applica s sectors. a greater un at and Cons	nderstandingsultancy.	nsultant a	nd Constrategie	sultancy tools	and tech				
CO-PO MA CO1 CO2 CO3	CO4 APPING PO1 2 3 2	Illustrate in various Develop a Consultar	the applica s sectors. a greater un at and Cons	rice of Connection of Connecti	g about s	trategie PO6 3	sultancy tools	and tech				
CO-PO MA	CO4 APPING PO1 2 3 2 2 2	Illustrate in various Develop a Consultar	the applica s sectors. a greater un at and Cons	riderstandingsultancy. PO4 2 3 3	PO5	rategie PO6 3 3	sultancy tools	and tech				
CO-PO MA CO1 CO2 CO3 CO4	CO4 APPING PO1 2 3 2 CO1 CO2	PO2 2 2 Understa . Ability	the applicants sectors. a greater und and Constitution PO3 PO3 2 and significant coreate are are are are are are are are are ar	PO4 2 3 ance of B2	PO5 PO5 B market I marketing	PO6 3 3 ing.	sultancy tools	and tech				
R406 CO-PO MA CO1 CO2 CO3 CO4 20MBAM	CO4 APPING PO1 2 3 2 CO1 CO2	PO2 2 2 Understa . Ability includes	the applicants sectors. a greater untand Constitution PO3 PO3 2 and significant ocreate arpromotions	rion of Conderstanding sultancy. PO4 2 3 ance of B2 integrated all strategies	PO5 B marketings.	PO6 3 3 ing. ng comr	sultancy tools s adopted/unc	and tech				
CO-PO MA CO1 CO2 CO3 CO4	CO4 APPING PO1 2 3 2 CO1 CO2	PO2 2 2 Understa . Ability includes Effective	the applicants sectors. a greater unter and Constitution PO3 PO3 2 Individual significants or create are promotionally use markets.	PO4 2 3 ance of B2 integrated al strategies keting com	PO5 B market I marketing. municati	PO6 3 3 ing. ng common for c	sultancy tools s adopted/unc PO7 nunications p	and tech				
CO-PO MA CO1 CO2 CO3 CO4 20MBAM M401	CO4 APPING PO1 2 3 2 2 CO1 CO2 CO3 CO4	PO2 2 2 Understa . Ability includes Effective Define an	the applicants sectors. a greater untand Constitution PO3 PO3 2 Individual significants of create arpromotionally use marked apply known apply known apply known apply known applicants of the create arpromotion apply known apply kn	PO4 PO4 PO4 PO4 PO4 PO4 Representations of B2 Representations of B	PO5 B market I marketins. municati f various	PO6 3 3 ing. ng comr	sultancy tools s adopted/unc	lan which				
R406 CO-PO MA CO1 CO2 CO3 CO4 20MBAM	CO4 APPING PO1 2 3 2 CO1 CO2 CO3 CO4 APPING	PO2 2 2 2 Understa . Ability includes Effective Define ar making r	the applicates sectors. a greater unt and Constitution of the position of the position of the promotion of	PO4	PO5 PO5 B market marketings. municati f various mmunic	PO6 3 3 ing. ng comr on for c aspects ations st	PO7 munications positions acquired for managerial arategy and taken	lan which				
R406 CO-PO MA CO1 CO2 CO3 CO4 20MBAM M401	CO4 APPING CO2 CO3 CO4 APPING PO1	PO2 2 2 Understa . Ability includes Effective Define an	the applicants sectors. a greater untand Constitution PO3 PO3 2 Individual significants of create arpromotionally use marked apply known apply known apply known apply known applicants of the create arpromotion apply known apply kn	PO4 PO4 PO4 PO4 PO4 PO4 Representations of B2 Representations of B	PO5 B market I marketins. municati f various	PO6 3 3 ing. ng comr	PO7 munications positions positions acquired to the position of manageria.	lan which				
R406 CO-PO MA CO1 CO2 CO3 CO4 20MBAM M401 CO-PO MA	CO4 APPING PO1 2 3 2 CO1 CO2 CO3 CO4 APPING PO1 3	PO2 Understa . Ability includes Effective Define ar making r	rthe applicants sectors. a greater untent and Constitution of the PO3	PO4 PO4 PO4 PO4 PO4 PO4 PO4 PO4	PO5 PO5 B market marketings. municati f various mmunic	PO6 3 3 ing. ng comr on for c aspects ations st	PO7 munications positions acquired for managerial arategy and taken	lan which				
R406 CO-PO MA CO1 CO2 CO3 CO4 20MBAM M401 CO-PO MA CO1 CO2	CO4 APPING PO1 2 3 2 2 CO1 CO2 CO3 CO4 APPING PO1 3 2	PO2 Understa . Ability includes Effective Define ar making r	the applicants sectors. a greater unter and Constitution of the sectors of the sectors of the sectors of the sector of the sect	PO4 anderstanding sultancy. PO4 2 3 ance of B2 integrated all strategies setting common arketing common	PO5 PO5 B market marketings. municati f various mmunic	PO6 3 3 ing. ng comr on for c aspects ations st	PO7 munications positions acquired for managerial arategy and taken	lan which				
CO-PO MA CO1 CO2 CO3 CO4 20MBAM M401 CO-PO MA CO1 CO2 CO3	CO4 APPING PO1 2 3 2 2 CO1 CO2 CO3 CO4 APPING PO1 3 2 3	PO2 Understa . Ability includes Effective Define ar making r	the applicants sectors. a greater unter and Constitution of the sectors of the sectors of the sector of the secto	PO4 anderstanding sultancy. PO4 2 3 ance of B2 in integrated all strategies setting commowledge of arketing commowledge	PO5 B market marketings. municati f various municati PO5	PO6 3 3 ing. ng common for conspects ations stations stations.	PO7 munications positions acquired for managerial arategy and taken	lan which				
R406 CO-PO MA CO1 CO2 CO3 CO4 20MBAM M401 CO-PO MA CO1 CO2	CO4 APPING PO1 2 3 2 2 CO1 CO2 CO3 CO4 APPING PO1 3 2	PO2 Understa Ability includes Effective Define an making r	rthe applicants sectors. a greater unter and Constitution of the sectors of the sectors of the sector of the sect	PO4 PO4 and	PO5 B market marketings. municati f various municati f various municati f various	PO6 3 3 ing. ng common for constraints stations	PO7 PO7 PO7 PO7 PO7	lertaken belan which disition letics				
CO-PO MA CO1 CO2 CO3 CO4 20MBAM M401 CO-PO MA CO1 CO2 CO3	CO4 APPING PO1 2 3 2 2 CO1 CO2 CO3 CO4 APPING PO1 3 2 3	PO2 Understa Ability includes Effective Define an making r	the applicates sectors. a greater until and Constitution of the properties of the promotional sector of the promotion of t	PO4 PO4 and	PO5 B market marketings. municati f various municati f various municati f various	PO6 3 3 ing. ng common for constraints stations	PO7 munications positions acquired for managerial arategy and taken	lertaken belan which disition letics				

	CO3	Highlight t	the role of t	echnology	in logis	tics and	supply chain ma	nagement.			
	CO4	Evaluate cases for effective supply chain management and its implementation.									
СО-РО МА	PPING			,							
`	PO1	PO2	PO3	PO4	PO5	PO6	PO7				
CO1	2										
CO2	2		2	2							
CO3	2	the signs is	119		2						
CO4	2			2							
20MBAM	CO1	Recognize appropriate e-marketing objectives.									
M403	CO2			merce fram			nology				
	CO3	Illustrate tl	ne use of se				lline advertising a	nd			
	CO4		marketing strategies. Use social media and create templates								
	CO5					1 '	1.1				
СО-РО МА		Develop so	ociai media	strategy's	io solve	busine	ss problems.				
JO-PO MA		DO2	DO2	DO4	DO.	DOC	DOE.				
CO1	PO1 3	PO2	PO3	PO4	PO5	PO6	PO7				
CO2	3		2		2						
CO ₂		2	2	2	3		2				
CO4		<u> </u>		3 2	1	-					
CO5	2			2	1	2					
20MBAM		Communication	nd 01	a4a a11 41			. 1 . 1	1 .			
M404	CO1	complete	h fundama	ate all the i	nanage:	ment ru	nctions which are	happening			
TUTUT		Understand	around with fundamental concepts and principles of management.								
	CO2	Understand the overview of management, theory of management and									
		practical applications of the same.									
	CO3	Effectively use their skills for self-grooming, working in groups and to achieve organizational goals.									
	CO4	Demonstrate their acumen in applying managerial and behavioral concept i real world/situation.									
	CO5	Understand and demonstrate their exposure on recent trends in management									
СО-РО МА		Onderstand	a and demo	TISHALC HICH	CAPOS	ure on r	ecent tiends in in	anagement			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	7			
CO1	3	102	103	104	103	100	10/				
CO2	2			70 70 10 10		3					
CO3	2		2		2	3	1	-			
CO4	3		2	-0.00	2	2	3				
CO5	2		2	1			3				
20MBAM		Highlight t		_	dian m	rol mari	kets and describe	th o			
M405	CO1	differences	hetween m	ural and the	iuiaii IU Liirhan	econom	keis and describe	ше			
CUPLE	~ -						and advocate solu	itions for			
	CO2	the probler	ns of rural	markets	ui i ui al	market	and advocate son	1018 10F			
	CCC				s adont	ed by In	idian companies f	Or miral			
	CO3	Emphasize the different strategies adopted by Indian companies for rural									
		markets.									

O-PO MA	POI	PO2	PO3	PO4	PO5	PO6	PO7			
COI	3	2								
CO2	2			2						
CO3	3		3		3					
CO4	3		2		3					
20MBAM M406	CO1	marketin Understa	Understand the differences between domestic marketing and international marketing Understand the concept of international pricing and distribution decision.							
	CO3	Acquire the knowledge of import export documentation								
CO-PO MA	APPING				-					
	POI	PO2	PO3	PO4	PO5	PO6	PO7			
221	3						2			
COI					3	2)			
CO2										

Hod Hod Head of the Department Dept. of Management Studies & Research Centre SJB Institute of Technology Kengeri, Bangalore-560 060