course outcomes	
subject Code	**subject Name**
MBA1C01	**Economics for Managers**
CO1	To have clear understanding of fundamental problems of Economics and the relevance of concepts of economic application in Management
CO2	To identify the demand and supply analysis in business applications
CO3	To understand the production and cost structure under different stages of production
CO4	To analyze the concepts of cost, nature of production and its relationship to Business decisions
CO5	To determine the pricing and output decisions under various market structure.
CO6	To aware of various managerial theories and its applications
MBA1C02	**Accounting for Managers**
CO1	To understand international accounting standards and different branches of accounting
CO2	To prepare financial statements such as trading, profit and loss account and balance sheet
CO3	To develop the students for calculation of depreciation.
CO4	To Understand and develop various elements of cost and components of cost and objectives of cost accounting.
CO5	To develop the knowledge about managerial cost functions such as marginal cost and absorption cost and break-even point
CO6	Overall knowledge about utility and limitations of management accounting
MBA1C03	**Quantitative Techniques for Management**
CO1	understand the mathematical quantitative techniques like matrices ,integration ,permutation etc
CO2	Describe the data using descriptive statistics like measures of central tendency ,correlation ,regression, standard deviation and skewness
CO3	Solve business related problems involving probabilities
CO4	Interpret uncertain Business situations using probability distributions and hypothesis testing
MBA1C04	**Indian Business Environment**
CO1	Understand the relationship between Indian business and its environment
CO2	Describe a broad overview of Economic environment
CO3	Analyze Socio-Cultural environment
CO4	Recognize the importance of Technological environment
CO5	Asses Political environment
CO6	Evaluate the Investment Environment
MBA1C05	**Managerial Communication**
CO1	Understand fundamentals of communication and able to use concept in day to day world
CO2	Understand the verbal &nonverbal communication in business, learn its importance and its application & earn the sub-skills of listening and speaking

CO3	Acquire skills in writing letters, resumes, and proposals.
CO4	Build confidence and to enhance competitiveness by projecting a positive image of themselves and of their future by conducting GD,Seminars
CO5	Helps the students to learn as well as to draft various reports
MBA1C06	**Management Theory & Practice**
CO1	Familiarize to the world of management principles and schools of management
CO2	Understand the planning function in management
CO3	Learn about the organizations and the organizing functions
CO4	Understand the staffing and selection function of Management
CO5	Gain knowledge of management control function
CO6	Gain knowledge about the issues in modern management
MBA1C07	**Information Technology for Managers**
CO1	Understand the basics of computer fundamentals
CO2	Acquire knowledge in MS word, MS excel &manage the office activities with the help of spreadsheet software
CO3	Understand the role of information technology in the modern world
CO4	Acquire knowledge in E commerce & its applications
CO5	Appraise the concepts of big data in business analytics
MBA2C08	**Financial Management**
CO1	To develop the organization of finance functions
CO2	To understand the methods of calculating pay back method, net present value method, internal rate of return
CO3	To study the determinants of capital structure in practice
CO4	To study and understand the need for investing current assets and elaborate the concept of operating cycle
CO5	To understand various techniques of inventory management such as EOQ, ABC analysis, safety stock, VEDanalysis etc.
MBA2C09	**Operations Research**
CO1	Understand general methods of solving operation research models
CO2	Apply Linear programming techniques to allocate scarce resources in an optimum manner in problems of Big M method, simplex method etc
CO3	Apply transportation problem to deal with the transportation of a product from number of sources, with limited supplies to a number of destinations with specified demands
CO4	Use Assignment problem to deal in allocating the various resources or items to Various activities on a one to one basis in such a way that the time or cost involved is minimized
CO5	Make Decisions under the conditions of risk and uncertainty
CO6	Manage the Waiting line management to minimize the overall cost due to servicing And waiting.
MBA2C10	**Marketing Management**

CO1	Apply marketing theories to the demands of business and management practice
CO2	Analyze the market based on segmentation, targeting and positioning
CO3	Know the consumer behavior and their decision-making process
CO4	Make decisions on product, price, promotion mix and distribution
CO5	Understand the rural markets and the contemporary issues in marketing
MBA2C11	**Organizational Behaviour**
CO1	Demonstrate the applicability of organizational behavior of people in the organization.
CO2	Demonstrate how the organizational behavior can integrate in understanding the motivation behind behavior of people in the organization.
CO3	Understand personality theories and attributes which can influence the organizational behavior
CO4	Analyze the complexities associated with management of the group behavior in the organization
CO5	Demonstrate leadership skills and manage differences and conflicts in workplace and society
MBA2C12	**Human Resource Management**
CO1	Understand the nature, concepts and scope of HRM
CO2	Gain knowledge about the current challenges and changes of HRM
CO3	Understand the workforce planning function of HRM
CO4	Gain a clear understanding about the selection process of HRM
CO5	Able to understand the appraisal process and procedures of the industry
CO6	Able to understand the contemporary issues of HRM
MBA2C13	**Production and Operations Management**
CO1	Describe the concept of production operations management
CO2	Identify production processes, manufacturing and service operations
CO3	Analyze and evaluate various facility alternatives in operation environments
CO4	Evaluate Production/ Operations planning & control process
CO5	Plan and implement suitable quality control measures
CO6	Implement plant maintenance programme.
MBA2C14	**Research Methodology**
CO1	The students will develop understanding on various kinds of research, objectives of doing research, research process, research designs and sampling
CO2	The students will learn different types of research designs and sampling methods
CO3	Have adequate knowledge on measurement & scaling techniques as well as the methods of data collection
CO4	Have basic awareness of data analysis-and hypothesis testing procedures
CO5	The students will learn how to prepare a research report

MBA3Pr01	**Organizational Study**
	understand the organisational stucture
	The students will learn functional organisation
	The students will learn how to prepare organisational study
	understand how to prepare interview schedule
	Analysis of the data
MBA3C15	**Indian Management Ethos & Practices**
CO1	Understand the importance of ethics and values in business
CO2	Identify the basic principles of ancient Indian ethos for quality work life.
CO3	Demonstrate the need of holistic development of employees in an organization
CO4	Understand the role of Indian legislation in enforcing the ethical business behavior
CO5	
MBA3C16	**Business Law**
CO1	Understand the Legal Environment of Business.
CO2	Apply basic legal knowledge on Indian contact Act, Sale of Goods Act, Negotiable Instruments Act, Companies Act and Consumer Protection Act.
CO3	Identify the fundamental legal facets of Factories Act
CO4	Explain the basic elements of Cyber laws
MBA3C18	**Management Information System**
CO1	Describe the role of information technology and information system in business
CO2	Analyze how information system impacts a firm
CO3	Record the current issues of information system and relate those issues to the firm
CO4	Describe strategic role of information system and technology
CO5	Reproduce a working knowledge of concepts and terminology related to information technology
MBA3E18	**Elective-Training & development: systems & practices**
CO1	To understand the concepts of training and learning activities
CO2	To understand the need for training and development and various methods of training and development
CO3	Describe the training design and consideration in designing effective training program
CO4	Analyze program design including training aspects also
CO5	To understand employee development and career development in training and development
MBA3E19	**PERFORMANCE MANAGEMENT**
CO1	Understand the concept & philosophy of PM
CO2	study about the different methods of appraisal & its application in organization

CO3	Develop proficiency in driving a practical view of the performance management, advise improvements and provide means to recognize the next levels of initiatives for improving performance
CO4	Overview of performance managent process & ways for improving KSA
CO5	Summarize concept of auditing and its applicability as performance management tool
CO6	Understand the issues faced by employees through coaching, counselling& mentoring.
MBA3E04	**International Marketing**
CO1	Learn the nature and scope of International Marketing
CO2	Understand the influence of various environmental factors on international business operations
CO3	Understand international market entry strategies, opportunities, and government measures to augment trade
CO4	Gain knowledge on Regional Economic Groups
CO5	Gain in-depth knowledge on Export procedures& documentation, product planning, Pricing, Distribution, Promotion and Financing
MBA3E31	**Elective-Security Analysisand Portfolio Management**
CO1	The students will understand the functioning of the security market, the trading mechanism and regulators in the security market.
CO2	The students will learn how to do fundamental and technical analysis of securities
CO3	Have insight into the relationship between the risk and return and basics of Derivatives market.
CO4	Learn the modern Portfolio theories and efficient portfolio management
CO5	The students will learn Portfolio Evaluation using Sharpe Ratio, Treynor Ratio, Jensen's performance Index
MBA3E20	**Elective-Sales and Distribution Management**
CO1	The students will understand scope of sales management and the roles and responsibilities of the Sales Managers
CO2	The students can plan and implement an effective sales strategy for their organizations
CO3	The students will learn how to motivate the sales force and how to evaluate the sales performance
CO4	The students will understand distribution channel strategy and how to manage the Channels efficiency and effectiveness; wholesaling, and retailing.
CO5	The students will learn- Ethical and Legal Issues in Sales and distribution management in Indian Context
CO6	The students will get better clarity Distribution System and Logistics
MBA3E33	**Insurance & Risk Management**
CO1	Ability to differentiate different types of risk and assess the risk management methods
CO2	Understand the methods of risk management
CO3	Understand the basic principles of Insurance
CO4	Gain a clear understanding about the insurance industry, its practices and its operations
CO5	Ability to assess the role of IRDA in insurance regulation
MBA4C23	**Strategic Management**

CO1	Understand the strategic management model & its application
CO2	Demonstrate effective application of concepts, tools & techniques to practical situations for diagnosing and solving organizational problems
CO3	To demonstrate capability of making their own decisions in dynamic business landscape
CO4	To develop their capacity to think and execute strategically
MBA4C24	**Entrepreneurship Development &project management**
CO1	To develop the views of economists, sociologists, psychologists
CO2	Understand the methods of risk management
CO3	To understand the concept of women entrepreneurship and their problems and remedies
CO4	To study entrepreneurship development programs, role DICs, SFC, commercial banks, SIDBI etc
CO5	To understand and develop various feasibility theories
CO6	To develop the student with the concept of PERT /CPM techniques ,try to develop project control techniques
MBA4E44	**Organisational Development**
CO1	understand definition, nature and characteristics of organizationdevelopment, managing the organization development process, theories of planned change goals,values and assumptions of od, role and competencies of the od practitioner
CO2	to understand the diagnostic process and introduction to od interventions: diagnosis at the organization, group andindividual level,data collection process, diagnostic methods, challenges in diagnosis
CO3	to equip with diagnostic information feedback: characteristics of effective feedback,survey feedback. Characteristicsof effective interventions, designing interventions, the intervention process
CO4	to understand human process and hrm intervention: sensitivity training, Process consultation, third-partyinterventions,team building, organization confrontation meeting, intergroup relations interventions
CO5	To understand large group interventions: grid od; system 4 managementRole playing, employee empowerment,Performance management systemsEmployee wellness interventions, Career planning, goal setting, MBO
CO6	To learn about techno structural and strategic interventions: restructuring organizations, Job enrichment, socioTechnical systems, TQM and quality circles, culture change, Self –designing organizations, learningOrganizations,Challenges and future for the organization, future trends in od,EthicalIssues in organizational development
MBA4E25	**Retail Management**
CO1	Understand the significance of retail industry and its impact in Indian scenario
CO2	Understand the factors influencing Indian retail consumer and thereby enhancing retail performance
CO3	Develop pricing strategy by applying the concepts of pricing
CO4	Design visual merchandising including exterior and interior.
CO5	
MBA4E08	**Services Marketing**

CO1	Understand the concept of service marketing.
CO2	Gain an ability to face the challenges in services marketing
CO3	Understand the aspects of Consumer Behavior in Services marketing.
CO4	Measuring Service Quality and Customer Satisfaction
CO5	Recognize the Marketing Applications of Services in Hospitality, Airlines, Tourism, Health Care, Banking and Insurance Services.
MBA4E36	**Elective-International Financial Management**
CO1	Understand Foreign exchange and its relevance to survival of Companies in international markets
CO2	Gain knowledge on International Monetary system
CO3	Know on International fund flow and about International Financial markets and Instruments
CO4	Describe foreign exchange risk and exposure
MBA4E45	INDUSTRIAL RELATIONS & THE LABOUR LAWS
CO1	Understand the concept, Evolution& changes in employment practices
CO2	Understand the dynamics of a specific industry
CO3	Compare various issues particular to an industry
CO4	Understand rationale behind labour laws
CO5	Develop to utilize labour laws in their corporate life
MBA4E35	**Elective- Financial Derivatives**
CO1	The students will learn about derivatives market-types of derivatives and participants in the derivative market
CO2	The students will learn about financial Forward contracts, its Characteristics and types
CO3	The students will learn about financial Future Contracts, its Characteristics, types and future pricing
CO4	The students will learn about Financial Option and Swap contracts. Characteristics and types of option and Swap
CO5	The students will learn about option Pricing Models, Option trading Strategies, option Greeks and exotic options
CO6	They will be able to understand the regulatory framework for Derivatives market in India.
MBA4Pr29	**Major Project**
	students will understand the primary and secondary data may be used for the study
	students will learn about how to use statistical tools for data analysis
	students will understand how to prepare questioonaires
	Deatiled anlaysis is made for a particular topic