

	Program: Bachelor of Business Administration (BBA)		
	PO Code	Programme Outcomes:	
	PO 1	The program aims to develop professional competence for Organisational roles, successful career across functional areas of management and global employability	
COURSE CODE	SUBJECTS	CO Code	COURSE OUTCOME
B1BMGT	Business Management	CO1	Gains knowledge about the importance and need of business in a competitive edge.
B1BMGT	Business Management	CO2	Able to distinguish between different forms of organization.
B1BMGT	Business Management	CO3	The student will be able to understand and explain the concepts of management and its managerial perspective.
B1BMGT	Business Management	CO4	Gains competence in developing plans in real life business situations
B1BMGT	Business Management	CO5	Understands the process of decision making and able to apply effective decision making skills
B1BMGT	Business Management	CO6	Gains knowledge with regard to delegation of work.
B1BMGT	Business Management	CO7	Creates confidence to face interviews with the knowledge of organisation recruitment and selection.
B1BMGT	Business Management	CO8	Understands the process of communication and will be capable of effectively communicate in the organization.
B1BMGT	Business Management	CO9	Able to measure the results and take corrective actions
B1BMGT	Business Management	CO10	analyzes the impact of CSR implementation on corporate culture, particularly as it relates to social issues.
B1BE	Business Economics	CO1	It helps a student know the importance and scope of Business Economics.
B1BE	Business Economics	CO2	The student gains competence on various economic, social and strategic goals of Business.
B1BE	Business Economics	CO3	The student gains knowledge on the uses of utility analysis of consuming one product

			two products or two or more products.
B1BE	Business Economics	CO4	The student will understand the properties of indifference curve analysis
B1BE	Business Economics	CO5	The student will be able to analyse the various phases of Business Cycle and their implications, prevailing in an economy.
B1BE	Business Economics	CO6	The student will understand the meaning of Demand, Types Of Demand and the Law of Demand for a product and know the differences between increase and decrease in demand and expansion and contraction of demand.
B1BE	Business Economics	CO7	It enables a student to understand the different types of Elasticity of Demand and Demand forecasting and the Law of Supply in theory and Practice.
B1BE	Business Economics	CO8	The student gains knowledge on the production function and its law
B1BE	Business Economics	CO9	The student will be able to analyse Iso – quants and Iso – Cost Curves.
B1BE	Business Economics	CO10	The student will know the objectives and classification of costs and the concepts and types of revenue and understand the difference costs used in production of a product.
B1BE	Business Economics	CO11	The student will know how to prepare the cost schedule of a product.
B1BE	Business Economics	CO12	The student will understand the meaning and features of perfect competition, monopoly, duopoly, oligopoly and Monopolistic Competition
B1BE	Business Economics	CO13	The student gains competence on the meaning of pricing and types of pricing used for a product.
B1BE	Business Economics	CO14	The student will know the meaning, uses and difficulties of measuring national income.
B1BE	Business Economics	CO15	The student will gain knowledge on GNP, GDP, NNP, P. I, D. P. I, PCI, inflation and recession
B1BM	Business Mathematics	CO 1	The students will be able to understand and appreciate the basic concept of mathematics like number system and uses of number system
B1BM	Business Mathematics	Co 2	To gain knowledge of different types of equations and also be able to appreciate the use of equations in various business situations.
B1BM	Business Mathematics	CO 3	To understand the use and application of matrices and determinants in analyzing business problems and help to reach at the right solutions.

B1BM	Business Mathematics	CO 4	To appreciate the working of arithmetic progression and geometric progression and to understand the application part of it on business situation
B1BM	Business Mathematics	CO 5	To gain knowledge on stocks and shares workings with the practical application on day to day business scenario
B1BM	Business Mathematics	CO 6	To gain basic understanding of EMI calculation of different banks on differential interest rates and to have demonstrate working of bill discounting
B1BM	Business Mathematics	CO 7	The students will gain knowledge on permutations and combinations and will be able to appreciate the application on various business problems
B1BM	Business Mathematics	CO 8	To demonstrate the structure and assumption of linear programming and working of linear programming using simplex method and its use on calculation of productions related problem
B1FA	Fundamentals of Accounting	CO1	Students will demonstrate their knowledge of the fundamental and technical concepts of accounting.
B1FA	Fundamentals of Accounting	CO2	Gain an ability to analyze transactions, apply them to the accounting cycle, prepare a trial balance, and compile financial statements
B1FA	Fundamentals of Accounting	CO3	To apply the technique of recording of transactions in various subsidiary books.
B1FA	Fundamentals of Accounting	CO4	Ability to prepare annual financial statements of sole proprietorship business firm.
B1FA	Fundamentals of Accounting	CO5	Understands the concepts of partnership firms and gains competence in preparing final accounts of partnership firms.
B1FA	Fundamentals of Accounting	CO6	Able to identify the capital and revenue items and prepare the statement for the same.
B1FA	Fundamentals of Accounting	CO7	Enables the students to have a deep understanding to the theoretical framework of accounting
B2BE	Business Environment	CO1	The students will identify macro environmental factors affecting business.
B2BE	Business Environment	CO 2	The student gets insight into the need for environmental scanning for the business.
B2BE	Business Environment	CO 3	The student appreciates the manifestations and strategies for globalisation.
B2BE	Business Environment	CO 4	The student visualises the impact of globalisation on Indian Economy.
B2BE	Business Environment	CO 5	The student can interpret the role of technology in business through innovation

			and competitive advantage strategies.
B2BE	Business Environment	CO 6	The student will be able understand various facets of management of technology in the business enterprise.
B2BE	Business Environment	CO 7	The student gain knowledge on the impact of Political Environment on the business.
B2BE	Business Environment	CO 8	The student will be able to analyse changing role of government in business through disinvestment and privatisation.
B2BE	Business Environment	CO 9	The student interprets the influence of Economic environment on various decisions of the business.
B2BE	Business Environment	CO 10	The student analyses the role of New Economic Policy on the strategies of the firm.
B2BE	Business Environment	CO 11	The students will get a comprehensive idea of the impact of Social and Cultural environment on business strategies.
B2BE	Business Environment	CO 12	The student understands the impact of Natural Environment on the various strategies of the firm to make it more environmentally sustainable and viable for the business and its stakeholders.
B2BE	Business Environment	CO 13	The student will evaluate the impact of various government policies on the business.
B2HRM	Human Resource Management	CO1	The Student gains knowledge about the need to plan for human resources to meet organisational goals and objectives.
B2HRM	Human Resource Management	CO2	The student will be in the position to understand the role of a Human Resource Manager and Demonstrate the knowledge and skills needed to effectively manage human resources.
B2HRM	Human Resource Management	CO3	The student will be able to understand fundamental concepts, principles, techniques and judgement in supply – demand forecasting and supply programs in determining HR planning.
B2HRM	Human Resource Management	CO4	The student will be able to analyze the role of recruitment and selection in relation to the organization’s business and HRM objectives. This includes demonstrating the appropriate use of job description, application forms and related staffing tools such as internet recruiting.
B2HRM	Human Resource Management	CO5	It Enables students to understand the importance of training and its essence in career progression
B2HRM	Human Resource Management	CO6	The student realises the importance of training needs and apply the right training method and evaluate the same.

B2HRM	Human Resource Management	CO7	The student gains knowledge on the concept of compensation and design compensation and benefits programs appropriate for various types of organizations.
B2HRM	Human Resource Management	CO8	The student will be able to understand the need to evaluate performance, compare and contrast the concepts of performance management and employee development.
B2HRM	Human Resource Management	CO9	It helps students to assess the importance of promotion, transfer and the cause for demotion. Know the policy and bases of promotion.
B2HRM	Human Resource Management	CO10	The student will be able to develop Understanding on the concept of layoffs, retirements, retrenchments, VRS and Resignation.
B2HRM	Human Resource Management	CO11	The student will understand the impact of various factors of work environment on the productivity of an employee and also finds solutions to employee grievances.
B2HRM	Human Resource Management	CO12	The student will gain knowledge on the concept of employee safety and the committees formulated to ensure a safe work environment which is an essential requirement.
B2HRM	Human Resource Management	CO13	The student will be able to Analyse the fundamental elements of Knowledge Management and the process involved in creating knowledge resources.
B2HRM	Human Resource Management	CO14	The student gains knowledge on concepts such as talent management, human resource accounting, human resource audit.
B2BS	Business Statistics	CO 1	The student gains knowledge about various concepts and functions of statistics.
B2BS	Business Statistics	CO 2	The student acquires detailed understanding of the statistical process.
B2BS	Business Statistics	CO 3	The student learns the importance and the process of classification and tabulation of data to make the data ready for further statistical process.
B2BS	Business Statistics	CO 4	The student gets to know the relevance of measures of central tendencies in statistical analysis and learns to compute the various measures of central tendencies.
B2BS	Business Statistics	CO 5	The student will appreciate the various tools of measuring the dispersion of data and its significance and superiority in interpreting data compared to measures of central tendencies.
B2BS	Business Statistics	CO 6	The student will be able to identify and establish the strength of the relationship between two variables and interpret the results thereto.

B2BS	Business Statistics	CO 7	The student gains an insight into quantification of the influence of one variable on another variable through Regression Equation.
B2BS	Business Statistics	CO 8	The student will also appreciate the ability on Regression Equations in prediction of data.
B2BS	Business Statistics	CO 9	The student learns the concept of probability and various types of probabilities.
B2BS	Business Statistics	CVO 10	The student appreciates the concept of index numbers used for constructing price and quantity index numbers
B2BS	Business Statistics	CO 11	The student will be able to connect to the construction of Consumer Price Index and understand the impact of prices on the consumer spending.
B2FA	Financial Accounting	CO1	The student will be able to Create relevant, complete and accurate financial statements and information reports using the appropriate accounting principles to provide information to measure the entity's performance.
B2FA	Financial Accounting	CO2	The student will be able to Interpret financial statement and organizational results to enhance the entity's decision-making performance
B2FA	Financial Accounting	CO3	Graduates will demonstrate an understanding of and appreciate for the importance of the impact of mergers of partnerships and diversity in modern organizations.
B2FA	Financial Accounting	CO4	The student will gain Knowledge of the role of the accounting profession in society, experience in community service and participation in the accounting society.
B2FA	Financial Accounting	CO5	Analyse, interpret and communicate the information contained in basic financial statements and explain the limitations of such statements.
B3BC	Business Communication	CO1	Apply business communication strategies and principles to prepare effective communication for domestic and international business situations.
B3BC	Business Communication	CO2	The student gains knowledge of Communicating effectively across cultures and to a range of different business audiences . (managers, clients, customers, colleagues)
B3BC	Business Communication	CO4	The student will be able to use the email effectively and efficiently

B3BC	Business Communication	CO5	Students will use the workplace case study to develop knowledge and high level skills in business writing, and will assemble a portfolio of key written business documents to demonstrate capability to prospective employees. This will include short reports, memorandums, business letters, action plans and formal long reports.
B3BC	Business Communication	CO6	To participate effectively in groups with emphasis on listening, critical and reflective thinking, and responding.
B3BC	Business Communication	CO3	The student will acquire the skills and knowledge to deliver effective presentation and speech
B3BC	Business Communication	CO7	The student will be able to Write effective and concise letters and memos.
B3BC	Business Communication	CO8	The student will be able to prepare informal and formal reports.
B3OB	Organisational Behaviour	CO 1	To understand the study of organizational behavior and contribution of other fields to study organizational behavior.
B3OB	Organisational Behaviour	CO 2	Analyze the behaviour of individuals and groups in organisations in terms of the key factors that influence organizational behaviour.
B3OB	Organisational Behaviour	CO 3	To distinguish between sensory input and perceptual experience, and explain the relationship that exists between the two.
B3OB	Organisational Behaviour	CO 4	To illustrate the various motivation theories and techniques to analyze the employee performance problems.
B3OB	Organisational Behaviour	CO 5	To study the components of attitude and formation of attitude in understanding the different types of attitude exhibited by the employee in the organization.
B3OB	Organisational Behaviour	CO 6	To examine the determinants of personality and its influence in understanding the personality of employees
B3OB	Organisational Behaviour	CO 7	To examine the theory of psychoanalytical theory and to evaluate different transactional analysis in understanding different ego states of employer and employee.
B3OB	Organisational Behaviour	CO 8	To gain knowledge on principles of group dynamics including group norms and group performance.
B3OB	Organisational Behaviour	CO 9	To understand different types of groups and formation of informal and formal groups
B3OB	Organisational Behaviour	CO 10	To Identify the range of leadership styles used in their workplaces and the impact on the workforce
B3OB	Organisational Behaviour	CO 11	To critically examine the model of managerial grid and understand the different styles of management behavior.

B3OB	Organisational Behaviour	CO 12	Critically consider the basis of individual and organizational resistance to change and managing resistance to change
B3MM	Marketing Management	CO01	To be to analyze the impact of changing Micro and Macro environment on Marketing Strategies.
B3MM	Marketing Management	CO02	Able to understand the need for market segmentation and factors to be considered for sound market segmentation.
B3MM	Marketing Management	CO03	To understand the Challenges and opportunities of Rural marketing in India.
B3MM	Marketing Management	CO04	To understand the impact of various factors on buyer behavior.
B3MM	Marketing Management	CO05	To understand the role of product strategies in Marketing mix.
B3MM	Marketing Management	CO06	Able to design an ideal promotional mix to place the product in the market.
B3MM	Marketing Management	CO07	Student should be able to construct an effective advertisement copy.
B3MM	Marketing Management	CO08	To be able to design an appropriate marketing channel for effective distribution of the product in the market place.
B3MM	Marketing Management	CO09	Must be able to understand and analyze the importance of digital marketing and other new age marketing concepts for successful marketing.
B3IB	International Business	CO1	Students will develop cognitive knowledge of global issues; stages, advantages, problems and approaches to International Business.
B3IB	International Business	CO2	The students will be able to examine the complexities that arise when the firm moves from domestic to international markets.
B3IB	International Business	CO3	Students would be able to understand different modes of business entry into foreign country
B3IB	International Business	CO4	Students should be able to distinguish between - International Corporation, MNC, Global Corporation and TNC.
B3IB	International Business	CO5	The students will be able understand the implications of economic integration among countries.
B3IB	International Business	CO6	Students should be able to understand the structure of the EU, ASEAN, NAFTA and SAARC etc and its implication for firms.
B3IB	International Business	CO7	The students would be able to understand the forms of international trade policies.
B3IB	International Business	CO8	Students will be able to understand the EXIM policies and export and import procedure.
B3IB	International	CO9	To have fair idea of the role export

	Business		promotion councils in promoting Indian exports.
B3ITM	Information Technology for Managers	CO1	Students will be able to understand the basic concepts of computer and distinguish between different generations of computers.
B3ITM	Information Technology for Managers	CO2	Ability to describe the operating system software including Microsoft Windows
B3ITM	Information Technology for Managers	CO3	Students will be able to work with mail merge on MS-Word.
B3ITM	Information Technology for Managers	CO4	Students able to demonstrate the layout, animation and design of MS-PowerPoint presentation.
B3ITM	Information Technology for Managers	CO5	Students will able to understand components, classification of excel formulas and functions used in MS-Excel.
B3ITM	Information Technology for Managers	CO6	Students will able to apply the excel formulas to prepare various activities by combining MS-Word and Excel.
B3ITM	Information Technology for Managers	CO7	Students will able to explore the components of access and also they can able to design both interface and database for a given activity.
B3ITM	Information Technology for Managers	CO8	Have a fair knowledge of information technology in the modern era and get an insight of search engine optimization.
B3CA	Corporate Accounting	CO1	It enables a student to know the preparation of income statement and Balance Sheet vertically, as per the revised Accounting Standards
B3CA	Corporate Accounting	CO2	The student will know the valuation of equity shares and preference shares of a company is calculated under a given statement.
B3CA	Corporate Accounting	CO3	The student will understand the method to calculate the net worth and capital gains, resulting from the sale of the shares of a company.
B3CA	Corporate Accounting	CO4	The student will learn calculation of valuation of shares under Net Assets Method, yield method and fair value to know the need for valuation of shares.
B3CA	Corporate Accounting	CO5	The student understands the meaning of Goodwill and objectives of calculating the goodwill
B3CA	Corporate Accounting	CO6	The student will know the various methods of calculating goodwill and also the process of calculating adjusted average profits, average capital employed normal profits and

			super profits
B3CA	Corporate Accounting	CO7	The student will know the various methods of calculating the purchase consideration
B3CA	Corporate Accounting	CO8	The student will understand the objectives of Mergers and Acquisitions of Business And the differences between Amalgamation and Absorption of Joint Stock Companies.
B3CA	Corporate Accounting	CO9	The students will learn to prepare Ledger accounts and to pass incorporation journal entries in the books of the amalgamated or Absorbed company.
B3CA	Corporate Accounting	CO9	The students will learn to prepare Ledger accounts and to pass incorporation journal entries in the books of the amalgamated or Absorbed company.
B3CA	Corporate Accounting	CO10	It enables a student understand the objectives of Internal Reconstruction of a company, the preparation of Capital Reduction Account and know the differences between Amalgamation, Absorption and Internal Reconstruction
B3CA	Corporate Accounting	CO11	Student gains competence in understanding Journal Entries and prepare Internally Reconstructed Balance Sheet.
B3CA	Corporate Accounting	CO12	The student understands the objectives of External Reconstruction of companies. And the differences between Internal Reconstruction and External Reconstruction of Joint Stock Companies.
B3CA	Corporate Accounting	CO13	The student will develop the ability to prepare externally reconstructed Balance Sheet And know the method of passing of Accounting Entries.
B4BRM	Business Research Methods	CO1	Students will be able to understand the process of research and types of research methods.
B4BRM	Business Research Methods	CO2	Students would able to articulate and implement the steps of conceptualizing, designing, and implementing business research using both qualitative and quantitative methods
B4BRM	Business Research Methods	CO3	Ability to gain in-depth knowledge in the areas of research design
B4BRM	Business Research Methods	CO4	Students would be able to understand the relationship that exist between variables in research design and the steps for evaluating those relationship
B4BRM	Business Research	CO5	Students will be able to understand exhaustive and comprehensive sources of

	Methods		research problem.
B4BRM	Business Research Methods	CO6	Students will able to explain the process of collecting primary and secondary data.
B4BRM	Business Research Methods	CO7	To provide requisite knowledge about various aspects associated with designing a questionnaire for collection of primary data.
B4BRM	Business Research Methods	CO8	Students would be able to demonstrate effective presentation of data and draw inference conclusion relating to analyze and evaluation for a research report.
B4BRM	Business Research Methods	CO8	Students will be able to simplify the report writing techniques
B4BLP	Banking Law and Practice	CO1	The student will understand the process of nationalisation and the emergence of various banks for the economic development of the country.
B4BLP	Banking Law and Practice	CO2	It builds awareness on the various financial markets for fulfilment of financial requirements, understand and appreciate the role of banks and their regulatory and compliance requirements.
B4BLP	Banking Law and Practice	CO3	Helps the student in gaining knowledge on the different functions of central bank and its role in implementing the monetary policy.
B4BLP	Banking Law and Practice	CO4	It also provides a clear picture on RBI's powers to control and regulate banks in the country.
B4BLP	Banking Law and Practice	CO5	It provides an understanding on the rights and liabilities of a customer and a bank in regard to various situations in their relationship
B4BLP	Banking Law and Practice	CO6	Enhance students understanding on the Precautions which a bank should undertake to avoid legal liability.
B4BLP	Banking Law and Practice	CO7	Helps a student to understand the various types of accounts offered by the banks and the requirements to open a bank account.
B4BLP	Banking Law and Practice	CO8	The student will gain knowledge on various negotiable instruments such as cheque, promissory note and Bill of exchange.
B4BLP	Banking Law and Practice	CO9	The student will gain competence on the parties involved, the characteristics and the legal issues that a banker must be aware of when dealing with negotiable instruments.
B4BLP	Banking Law and Practice	CO10	It provides knowledge on various types of credit facilities granted by banks.
B4BLP	Banking Law and Practice	CO11	It enables a student to know the modes of creating charge on securities and its features.

B4BLP	Banking Law and Practice	CO12	It provides insights on the emerging trends in the banking industry such as NEFT, RTGS, IMPS, mobile banking. Introduces the concept of green banking and showcases its relevant importance.
B4POM	Production and Operations Management	CO1	Identify and articulate importance and scope of Production and operations management .Factors affecting plant location,layout and other facilities of the manufacturing production setup.
B4POM	Production and Operations Management	CO2	Understanding of major functions that include managing purchases,Inventory Control ,Quality Control ,Storage ,Logistics and Evaluation.
B4POM	Production and Operations Management	CO3	Understanding and assimilating the Specific focus and analysis of efficiency and effectiveness of core processes, Qualitative analysis of core process with the application of PPC, PERT and CPM.
B4POM	Production and Operations Management	CO4	Identify and articulate how Quality Control techniques are adapted and used,to attain deeper understanding of Quality Circles ,Benchmarking,Total quality management ,Six Sigma
B4POM	Production and Operations Management	CO5	Maintainence management :To be synthesized from the types of maintainence followed by the organisations
B4POM	Production and Operations Management	CO6	Critically evaluate the waste management :Disposal ,Surplus and Segregation of waste generated
B4POM	Production and Operations Management	CO7	Evaluate approaches to Automation and Mechanisation ,application of automation and mechanisation for enhanced process improvement in production settings
B4FM	Financial Management	CO1	It Provides the learner with an in-depth understanding of the link between company decision-making and the operation of capital markets
B4FM	Financial Management	CO2	Ensure the learner understands and appreciates the strong linkages between finance and globalisation
B4FM	Financial Management	CO3	Demonstrate the importance of working capital management and the tools to manage it
B4FM	Financial Management	CO4	Help the learner to explore the financial environment in which firms and managers must operate.
B4FM	Financial Management	CO5	Understand both the theoretical and practical role of financial management in business corporations.
B4FM	Financial Management	CO6	Analyse the finances of individual corporations both in terms of their

			performance and capital requirements
B4FM	Financial Management	CO8	Have a greater appreciation and understanding of the importance of risk within the context of financial decision making
B4FM	Financial Management	CO9	Access financial information from a wide variety of sources and use this information to research and assess corporations
B4FM	Financial Management	CO7	Evaluate the role and importance of shareholders within modern corporations
B4CA	Cost Accounting	CO1	The student will understand the meaning of cost, costing, cost accounting and cost accountancy and also understand the cost concepts and the differences between financial accounting and cost accounting.
B4CA	Cost Accounting	CO2	The student will be able to understand the different classification of costs and the meaning of cost control and cost reduction.
B4CA	Cost Accounting	CO3	The student will gain knowledge on the breakup and different costs incurred in the manufacture of a product, by preparing the cost sheet.
B4CA	Cost Accounting	CO5	The student will be able to calculate EOQ and different material levels.
B4CA	Cost Accounting	CO6	The student will be in the position to prepare stores ledger for the receipt issue and closing balance of materials under FIFO, LIFO, Simple and Weighted Average Price Methods.
B4CA	Cost Accounting	CO4	The student will know the meaning and classification of materials and steps involved in material control.
B4CA	Cost Accounting	CO7	The student will know the meaning of Labour Cost, Components of Labour Cost, Causes for Labour Turnover and Remedies to Labour Turnover and also understand the essentials of a good wage system.
B4CA	Cost Accounting	CO8	The student will understand the meaning and classification of overhead costs, And the Accounting procedures involved in the allocation of overheads and the basis of apportionment of overheads under primary and secondary distribution methods.
B4CA	Cost Accounting	CO9	Students will understand the Absorption of overheads (MH rate only).
B4CA	Cost Accounting	CO10	The student will understand the meaning and essential characteristics of process costing.
B4CA	Cost Accounting	CO11	The student will understand the preparation of process accounts involving the treatment of normal loss, abnormal loss and abnormal gain.

B4CA	Cost Accounting	CO12	The student will gain knowledge on the important terms and features involved in contract costing.
B4CA	Cost Accounting	CO13	The student will understand the contract costing procedures involved in the preparation of contract accounts and contractee's account, work in progress and B/ sheet.
B4CA	Cost Accounting	CO14	The student will know the meaning, characteristics and the calculation of cost unit and will be able to prepare operating cost statement relating to transportation costing.
B4CA	Cost Accounting	CO15	The student will understand the meaning, need, procedure and reasons for preparing the reconciliation statement relating to cost and financial accounts.
B5BL	Business Law	CO1	The student will develop knowledge on contract and various types of contracts
B5BL	Business Law	CO2	Identify fundamental legal principles behind contractual agreements.
B5BL	Business Law	CO3	The student will be able to understand the legal framework involved in the grant of a patent.
B5BL	Business Law	CO4	The student will have an understanding of the fundamental legal principles relating to confidential information, copyright, patents, designs, trademarks and unfair competition.
B5BL	Business Law	CO5	It Enhances the knowledge of the student on the measures taken by the government for the protection of environment.
B5BL	Business Law	CO6	Brings about awareness regarding hazards caused to environment and the various penalties levied for prohibiting the regulations.
B5BL	Business Law	CO7	It Enables the student to know the main provisions and three tier redressal machinery provided under Consumer Protection Act.
B5BL	Business Law	CO8	Students will be aware of the basic procedures for handling consumer disputes. Learn the rights and remedies available to consumers.
B5BL	Business Law	CO9	It equips the students with knowledge about Foreign exchange and its importance in the economic development.
B5BL	Business Law	CO10	They will also develop potential on the scope of the act and the objective for its implementation.
B5BL	Business Law	CO11	The student will be in the position to analyze the objective for the enactment of the Act and the various remedies provided under the Act

B5BL	Business Law	CO12	It enables a student to understand the role of Cyber Regulations Appellate Tribunal in settlement of disputes.
B5BL	Business Law	CO13	The student will be able to analyse the various practices that would cause adverse effect on competition
B5BL	Business Law	CO14	The student gains competence on the importance of CCI as a nodal agency in creating awareness and imparting training on competition issues.
B5SM	Services Marketing	CO01	The students will be able to differentiate between goods and services and understand the characteristics that distinguish Services from Goods.
B5SM	Services Marketing	CO02	Must be able to understand and analyze the Services Marketing Management Process.
B5SM	Services Marketing	CO03	Must be able to know the different levels of service offering and delivery.
B5SM	Services Marketing	CO04	To be able to understand the peripheral services with the service Life Cycle and importance of Branding in services.
B5SM	Services Marketing	CO05	To be able to understand, analyze and implement the best pricing strategy for services.
B5SM	Services Marketing	CO06	To be able to design an appropriate marketing channel for effective delivery of service product
B5SM	Services Marketing	CO07	Able to design an ideal promotional mix to place the service product in the market.
B5SM	Services Marketing	CO08	Student should be able to construct an ideal sales promotion strategy or Advertisement copy for marketing services.
B5SM	Services Marketing	CO09	To be able to understand the role of service personnel in delivering service quality.
B5SM	Services Marketing	CO10	Should be able to draw service blueprint and flowcharts taking care of the complexity and divergence in service process.
B5SM	Services Marketing	CO11	Must be the able to understand the importance of physical evidence in building brand and corporate image of service
B5IT	Income Tax	CO1	The students would develop an understanding of the basic concepts of Income Tax.
B5IT	Income Tax	CO2	The students get to differentiate between the different residential status and its implications on tax liability of an individual.
B5IT	Income Tax	CO3	They would be able to identify and classify exempted incomes.
B5IT	Income Tax	CO4	The students would be able to understand, interpret and estimate the income earned by applying the tax rules under the five heads of income and calculate Gross Total Income

B5IT	Income Tax	CO5	The students should be able to identify and classify various investments and expenses under the deductions available from Sec 80C to 80 U.
B5IT	Income Tax	CO6	The students would be able to learn the tax rules pertaining to set-off and carry forward of loss and its implications while computing the Total taxable income.
B5IT	Income Tax	CO7	The students would be able to appreciate the structure of income tax administration in our country.
B5IT	Income Tax	CO8	The students will be able to familiarise themselves with the procedure filing income tax returns and PAN card.
B5IT	Income Tax	CO9	The students will develop competency to file the income tax returns of individuals.
B5ED	Entrepreneurial Development	CO1	The student will be able to understand the entrepreneurial process and the differences between an entrepreneurial venture and an ongoing business operation
B5ED	Entrepreneurial Development	CO2	The student will have the ability to discern distinct entrepreneurial traits and Know the parameters to assess opportunities and constraints for new business ideas
B5ED	Entrepreneurial Development	CO3	The student will Understand the issues/problems in starting a new venture.
B5ED	Entrepreneurial Development	CO4	The student will appreciate the role of government in promoting MSME's in order to promote employment
B5ED	Entrepreneurial Development	CO5	The student will be able to Understand the creative process of opportunity identification and screening.
B5ED	Entrepreneurial Development	CO6	The student will Embrace a holistic view of planning that includes acceptance of ambiguity and uncertainty in a new venture.
B5ED	Entrepreneurial Development	CO7	Understand the critical roles of marketing research, competitive analysis, consumer-value proposition, and market-entry strategy in the development of a business plan.
B5ED	Entrepreneurial Development	CO8	The student will be able to Create meaningful financial projections and explain the assumptions behind them.
B5ED	Entrepreneurial Development	CO9	The student will have the ability to evaluate possibilities and opportunities in an ever-changing world within the context of a given organization (strategic management as perspective: development of a strategic perspective on the relationship between the company and the environment).
B5ED	Entrepreneurial Development	CO10	The student will be able to use a number of techniques to test a business model to ensure its viability.

B5ED	Entrepreneurial Development	CO11	The student will be in the position to Analyze new concept/product/service ideas as an entrepreneur and Describe a new business in a well-written venture plan.
B5ED	Entrepreneurial Development	CO12	The student will be able to make a short and compelling presentation that “sells” a new venture.
B5ED	Entrepreneurial Development	CO13	The student will be able to Identify and source the necessary financial and non-financial resources available for a new venture and Understand the importance of building a support network for the new venture.
B5ED	Entrepreneurial Development	CO14	The student will gain knowledge on Developing and re-enforcing attitudes such as initiative, entrepreneurship, leadership, willpower and perseverance, self-control and self-motivation, a sense of reality.
B5ED	Entrepreneurial Development	CO15	The student will gain knowledge on Developing a sustainable startup environment in India and will motivate other states to formulate and implement such policies in their respective territories.
B5ED	Entrepreneurial Development	CO16	The student will Understand the role of government in promoting entrepreneurship
B5EHRD	ELE-HRM-Paper 1: Human Resource Development	CO1	to demonstrate the concepts of quality circle and total quality management to improve the overall development of organization.
B5EHRD	ELE-HRM-Paper 1: Human Resource Development	CO2	The student gain knowledge on and realize the importance of IT in HR department and application of HRIS tools in the business organization.
B5EHRD	ELE-HRM-Paper 1: Human Resource Development	CO3	To demonstrate the working of knowledge management process and its implication on organisation performance
B5EHRD	ELE-HRM-Paper 1: Human Resource Development	CO4	The students will have an idea on different alternative work arrangements used by organisation
B5EHRD	ELE-HRM-Paper 1: Human Resource Development	CO5	the students will be able to learn the change process and managing resistance in the process of change.
B5EHRD	ELE-HRM-Paper 1: Human Resource Development	CO6	the students will be able to realize the importance and benefits of organizational development.
B5EHRD	ELE-HRM-Paper 1: Human Resource Development	CO7	the students will be able to learn the various techniques and methods of implemented organizational development

B5EHRD	ELE-HRM- Paper 1: Human Resource Development	CO8	The students will be able to understand and appreciate the scope and process of HRD.
B5EHRD	ELE-HRM- Paper 1: Human Resource Development	CO9	The students will be able to analyze the career opportunities and the process career management programme.
B5EHRD	ELE-HRM- Paper 1: Human Resource Development	CO10	The students learn the importance and implications of succession planning
B5EHRD	ELE-HRM- Paper 1: Human Resource Development	CO11	The students would be able to appreciate the elements involved in the succession planning programme.
B5EHRD	ELE-HRM- Paper 1: Human Resource Development	CO12	the student will be able to appreciate the purpose of management development programme.
B5EHRD	ELE-HRM- Paper 1: Human Resource Development	CO13	the students will learn the pedagogical approaches and techniques of management development programme.
B5EIHRM	ELE-HRM- Paper 2: International Human Resource Mgmt.	CO1	The students will able to understand the key components of IHRM.
B5EIHRM	ELE-HRM- Paper 2: International Human Resource Mgmt.	CO2	The Students will able to outline the difference between domestic and international human resources management.
B5EIHRM	ELE-HRM- Paper 2: International Human Resource Mgmt.	CO3	The students will be able to comprehend the issues and problems in international human resource planning.
B5EIHRM	ELE-HRM- Paper 2: International Human Resource Mgmt.	CO4	Able to understand the strategic and functional roles of HRM in various international contexts, especially in areas such as recruitment and international selection.
B5EIHRM	ELE-HRM- Paper 2: International Human Resource Mgmt.	CO5	The students will able to understand the components of effective pre-departure training program such as cultural awareness, preliminary visits, language training and global mind-set.
B5EIHRM	ELE-HRM- Paper 2: International Human Resource Mgmt.	CO6	The students would be able to understand the challenges and issues in performance management.

B5EIHRM	ELE-HRM-Paper 2: International Human Resource Mgmt.	CO7	The students would be able to describe the key components of International compensation
B5EIHRM	ELE-HRM-Paper 2: International Human Resource Mgmt.	CO8	The students would be able to understand the new concepts and trends in international human resources management.
B5EPBM	ELE-MM-Paper 1: Product & Brand Management	CO 1	The student will be able to develop Critical Skills to analyzing the product concept and product different product levels
B5EPBM	ELE-MM-Paper 1: Product & Brand Management	CO 2	Examines issues related to product life cycle concept and specifications
B5EPBM	ELE-MM-Paper 1: Product & Brand Management	CO 3	Assimilate and understand the nuances of product planning process. Examines issues related to the New Products Development process in its entirety. Understand new product need and requirement of the sound new product policy
B5EPBM	ELE-MM-Paper 1: Product & Brand Management	CO 5	Understand the role of brands ,concept of Brand vision ,positioning ,identity, personality, image ,equity ,loyalty and architecture
B5EPBM	ELE-MM-Paper 1: Product & Brand Management	CO 6	Developing ,Measuring ,implementing and monitoring branding strategies . Necessary skills to develop,maintain and grow brand equity in competitive market place. Ability to understand branding strategies to devise brand portfolios. Understand the role of corporate brands, family brands, individual brands and modifiers, and how they can be combined into sub-brands.
B5EPBM	ELE-MM-Paper 1: Product & Brand Management	CO 7	Assimilate the latest trends in product and brand marketing with new product launch and B2B branding
B5EPBM	ELE-MM-Paper 1: Product & Brand Management	CO 4	Understanding of basic terminology of Branding and associated core branding concepts : Anatomy of Brands ,Brand levels ,Brand Perspectives, Brand Dimensions
B5ECB	ELE-MM-Paper 2: Consumer Behaviour	CO1	Able to realise the importance of enhancing the value of customer through relationship marketing
B5ECB	ELE-MM-Paper 2: Consumer Behaviour	CO2	Able to understand the need for studying consumer behaviour.
B5ECB	ELE-MM-Paper 2: Consumer	CO3	Gains knowledge on various consumer behaviour models and its application in real

	Behaviour		life marketing situations
B5ECB	ELE-MM-Paper 2: Consumer Behaviour	CO4	Enables students in understanding a range of psychological processes that consumers undergo in buying decisions and apply strategies accordingly.
B5ECB	ELE-MM-Paper 2: Consumer Behaviour	CO5	Develops creative solutions to unsustainable consumption decisions and its ethical implications on society.
B5ECB	ELE-MM-Paper 2: Consumer Behaviour	CO6	Identify and find implications as to how cultural differences influence consumer buying behaviour.
B5ECB	ELE-MM-Paper 2: Consumer Behaviour	CO7	Understands the role of reference groups in group dynamics, and their effect on buyer behaviour.
B5ECB	ELE-MM-Paper 2: Consumer Behaviour	CO7	Able to analyse the consumer decision making process and evaluate its inferences for marketers.
B5EFMS	ELE-FINANCE-Paper 1: Financial Markets and Services	CO 1	The student identifies and conceptualise the various components of financial system and understand the integration and inter-relationships for the smooth working of the financial system.
B5EFMS	ELE-FINANCE-Paper 1: Financial Markets and Services	CO 2	The students will analyse functions of the financial markets and understand the contribution of Economic Development and its problems.
B5EFMS	ELE-FINANCE-Paper 1: Financial Markets and Services	CO 3	The student will be able to connect to the functions of money market and its sub components of the market.
B5EFMS	ELE-FINANCE-Paper 1: Financial Markets and Services	CO 4	The student identifies the importance of money market in the Financial system.
B5EFMS	ELE-FINANCE-Paper 1: Financial Markets and Services	CO 5	The students learns the functioning of primary and secondary market of the Capital market and its impact of the on the economy.
B5EFMS	ELE-FINANCE-Paper 1: Financial Markets and Services	CO 6	The student gains knowledge on the working of the stock market which would help them to develop competencies to invest in stocks and shares in future.
B5EFMS	ELE-FINANCE-Paper 1: Financial Markets and Services	CO 7	The student will be lead to interpret the need and scope for various innovations in the Indian Financial Landscape.

B5EFMS	ELE-FINANCE- Paper 1: Financial Markets and Services	CO 8	The student understands and comprehends the various models of financial services available in the Indian Financial System.
B5EFMS	ELE-FINANCE- Paper 1: Financial Markets and Services	CO 9	The student is given a comprehensive understanding of the merchant banking services and its importance to the corporate world.
B5EFMS	ELE-FINANCE- Paper 1: Financial Markets and Services	CO 10	The student is elaborated on the concept, types and functioning of mutual funds, to evaluate mutual funds as an investment option.
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO1	The student will gain knowledge on the Behaviour of fixed cost, variable cost and semi- variable costs in marginal cost decision making and also know the assumptions and advantages of cost – volume profit analysis.
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO2	Student will understand the method for preparation of Break- Even Chart and Profit – Volume Chart.
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO3	To know the managerial applications of marginal costing in decision making.
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO4	The student will know the marginal cost equation and the calculation of P V ratio, Break – Even point, Angle of Incidence, Margin of Safety.
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO5	It helps a student in understanding the meaning, elements, essentials and techniques of cost control
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO6	Student will be in the position to know the differences between cost control and cost reduction and understand the advantages of cost reduction and cost management.
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO7	It enables a student know the meaning of Budget, Budgeting and Budgetary Control.

B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO8	The student will understand the objectives, essentials, advantages and disadvantages of Budgetary Control and know the different types of Budgets prepared by a Joint Stock Company and to know the preparation of flexible budgets and cash budget.
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO9	The student will understand the meaning, objectives and steps involved in Standard Costing.
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO10	The student will develop an understanding on the classification and calculation of variances (+ ve and - ve) for material and labour of a manufacturing company.
B5ECADM	ELE-FINANCE- Paper 2: Cost Analysis for Decision Making	CO11	The student will gain knowledge on the meaning of marginal cost, marginal costing, and advantages of marginal costing.
B6SM	Strategic Management	CO1	Able to assess the resources and constraints for corporate and business level strategy formulation
B6SM	Strategic Management	CO2	Able to analyze the competitive situation and strategic dilemma in dealing with dynamic global business environment in terms of rapidly changing market trends and technological advancement
B6SM	Strategic Management	CO3	Identify key process elements of Strategic Planning process and strategic implementation.
B6SM	Strategic Management	CO4	Able to demonstrate the knowledge and skills to perform external analysis by looking at the strategic groups ,competitor analysis,competitor forces, analysis with PESTEL and SWOT . Be critically aware of the factors or forces impacting the company and its environment
B6SM	Strategic Management	CO5	To describe the practical and integrative model of strategic management process . To tie strategic alternatives with the company's vision,mission ,oppotunities and threats.Ability to differentiate the four levels of strategy (Global,Corporate,Business and Functional).
B6SM	Strategic Management	CO6	Critically analyse the strategic implementation in terms of functional ,structural and behavioural implementation
B6SM	Strategic Management	CO7	Evaluate challenges faced by managers in implementing and evaluating strategies based on the nature of business, industry, and cultural differences

B6MIS	Management Information System	CO1	Builds conceptual knowledge Identify the major categories of e-commerce and trends in e-commerce applications.
B6MIS	Management Information System	CO2	Students can able to explore the essential process of e-commerce systems.
B6MIS	Management Information System	CO3	Students would be able to understand the concept of MIS, nature, advantages, problems and requirements of MIS.
B6MIS	Management Information System	CO4	Students must be able to understand the classification of information systems including TPS, PCS, and ECS etc.
B6MIS	Management Information System	CO5	Ability to understand the components of 'business systems' in functional area of management.
B6MIS	Management Information System	CO6	Ability to visualize the basic file organization and the problem of managing data resources in traditional file environment.
B6MIS	Management Information System	CO7	Possess a basic understanding of data, information, database and types of database structure.
B6MIS	Management Information System	CO8	To gain conceptual knowledge on system analysis and design.
B6MIS	Management Information System	CO9	Students should be able to understand the dynamic role of a system analyst.
B6MIS	Management Information System	CO10	Understand ERP systems and its advantages over business environment.
B6MIS	Management Information System	CO11	Ability to distinguish between e-business and e-commerce.
B6FSA	Financial Statement Analysis	CO1	The students will identify and classify the transactions, which will create a understanding of the impact of each transaction on the cash position of the concern.
B6FSA	Financial Statement Analysis	CO2	The students learn the process of drafting a Cash Flow Statement and its importance to analyse the short-term financial position (liquidity of a concern).
B6FSA	Financial Statement Analysis	CO3	The students appreciate the process of using various financial ratios to analyse the financial performance of a concern.
B6FSA	Financial Statement Analysis	CO4	The students will establish linkages between ROE and ROC
B6FSA	Financial Statement Analysis	CO5	The student can connect the effect of profitability and value of firm.

B6FSA	Financial Statement Analysis	CO6	The students will gain insights on the need, importance and drafting of management reporting in today's information era.
B6FSA	Financial Statement Analysis	CO7	The students will develop competency in the areas of contemporary areas of accounting
B6FSA	Financial Statement Analysis	CO8	The students will be able to identify the need and types of financial analysis tools to undertake financial analysis.
B6FSA	Financial Statement Analysis	CO9	The students would learn to appreciate and the need to undertake inter-firm and intra-firm comparisons of financial statements to establish industry standards of financial performance.
B6FSA	Financial Statement Analysis	CO10	The student realizes the importance of establishing relationships among various financial parameters in the form of ratios.
B6EIR	ELE-HRM-Paper 3: Industrial Relations	CO1	Demonstrate descriptive knowledge of the field of industrial relations and to students will be able to understand the implications of various approaches to study industrial relations.
B6EIR	ELE-HRM-Paper 3: Industrial Relations	CO2	- The will be able demonstrate the workers participation in management and the working of WPM SCHEMES
B6EIR	ELE-HRM-Paper 3: Industrial Relations	CO3	- The students will gain knowledge on EMERGING PARADIGMS IN INDUSTRIAL RELATIONS
B6EIR	ELE-HRM-Paper 3: Industrial Relations	CO4	- The students will learn and gain insights on the intervention and bases of collaboration and its importance in organization
B6EIR	ELE-HRM-Paper 3: Industrial Relations	CO5	- The students will be able to examine the measures and approaches which are undertaken to resolve the industrial conflict.
B6EIR	ELE-HRM-Paper 3: Industrial Relations	CO6	- The students will analyze the causes of industrial conflicts and types of industrial conflicts
B6EIR	ELE-HRM-Paper 3: Industrial Relations	CO7	Students will be able to appreciate the role played by the trade union organization and examine the functions performed by the trade union organization
B6EIR	ELE-HRM-Paper 3: Industrial Relations	CO8	- The students will be able to realizes the working of grievance mechanism and its cause and effects of grievance on employee performance
B6EIR	ELE-HRM-Paper 3: Industrial Relations	CO9	The students will be to understand the concept of collective bargaining and procedure implemented in the process of collective bargaining

B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO1	It enables a student in understanding the concept of contribution and the rules with regard to the same and also brings awareness about the benefits available to employees and the requirements to make a claim for the benefits.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO2	The student will understand the history behind the enactment of the gratuity act and the instances when gratuity is payable and the quantity of gratuity to be paid.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO3	Helps students to know the legal framework based on which compensation in India is framed. Employer's liability for compensation and amount of compensation.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO4	The student realises the importance on how to regulate the working condition in factories, regulate the working hours, leave, holidays, overtime, and employment of children, women and young persons.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO5	It enhances a student's knowledge on appropriate compensation to workers who are victims of accidents, and the procedure to apply for the same.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO6	Helps in understanding the application, scope of the Act.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO7	The student will build knowledge on the role played by the ESI Corporation and its constitution.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO8	The student will be able to understand the objective of implementation of Maternity Act.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO9	The student will develop an understanding on the conditions for the payment of maternity benefit
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO10	It also provides information on the various leaves a woman is entitled to during the period of maternity.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO11	The student will be able To understand the evolution of labour legislation in India
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO12	The student gains knowledge on the Role of ILO and the objectives for its formation.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO13	The student will develop knowledge on basic minimum requirements for ensuring safety, health and welfare of workers.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO14	It also enlightens on the method of calculation of gratuity and the essential rules for nomination and forfeiture of gratuity.
B6EIL	ELE-HRM- Paper 4 - Industrial Laws	CO15	The student will understand the applicability of the EPF Scheme, employees pension scheme and employees deposit linked insurance scheme and the benefits extended

			to the employees under the Act.
B6EAMM	ELE-MM-Paper 3 : Advertising and Media Management	CO1	To understand and refine the critical thinking on the ethical,moral , socio cultural and economic aspects impacting advertising.To differentiate the forms of advertising
B6EAMM	ELE-MM-Paper 3 : Advertising and Media Management	CO2	To understand and creatively execute the creative elements in advertising campaigns.Develop skills identify the appropriate creative approach for the advertsing campaign. In depth understanding of the purposes and activities of most aspects of media organizations including advertising, production and programming.
B6EAMM	ELE-MM-Paper 3 : Advertising and Media Management	CO3	Understanding of various media planning process and strategies used by the media house. Understand and apply the techniques of designing messages strategy and tactics in advertising management. Illustrates the different types of media decisions in allocating media budget such as media class decisions, media vehicle decision and media option decisions.
B6EAMM	ELE-MM-Paper 3 : Advertising and Media Management	CO4	Development of Appropriate skills to create, execute and assess the advertising plans.
B6EAMM	ELE-MM-Paper 3 : Advertising and Media Management	CO5	To understand and analyse the impact of advertising on society on specific areas of concern : value,lifestyle,profit ,competition and brand stability.
B6EAMM	ELE-MM-Paper 3 : Advertising and Media Management	CO6	Insight into the strategies and tactics of message communication through the latest digital marketing and advertising tools used globally.
B6EAMM	ELE-MM-Paper 3 : Advertising and Media Management	CO7	To understand and assess the different regulations of advertising agencies, role of advertising standards council of India and the competitor lawsuits impacting the industry
B6ESM	ELE-MM-Paper 4: Services Management	CO1	Must be able to build a service mix to meet service competition.
B6ESM	ELE-MM-Paper 4: Services Management	CO2	Will be able to identify the service gaps and design initiatives to enhance service quality through customization.

B6ESM	ELE-MM-Paper 4: Services Management	CO3	The students will be able to comprehend the reasons for growth in services sector in the last two decades.
B6ESM	ELE-MM-Paper 4: Services Management	CO4	Students will be able to know the constraints in planning and managing service delivery.
B6ESM	ELE-MM-Paper 4: Services Management	CO5	Will be able to analyze the general approaches including promoting and delivering services in Cyber Space.
B6ESM	ELE-MM-Paper 4: Services Management	CO6	Must be able to analyze the impact of Customer participation in service delivery process.
B6ESM	ELE-MM-Paper 4: Services Management	CO7	Must be able to appreciate the role of technology and physical aids in increasing service productivity and efficient service delivery.
B6ESM	ELE-MM-Paper 4: Services Management	CO8	Will be able to design and develop strategies to manage disproportionate supply and demand situations.
B6ESM	ELE-MM-Paper 4: Services Management	CO9	Must be able to understand the role of internal marketing in service promotion.
B6EIPM	ELE-FINANCE-Paper 3 : Investment & Portfolio Management	CO1	The student will be able to Understand how risk preference drive optimal asset allocation decisions
B6EIPM	ELE-FINANCE-Paper 3 : Investment & Portfolio Management	CO2	The student will Develop risk and return measures for portfolio of assets and Understand the main insights from modern portfolio theory based on diversification
B6EIPM	ELE-FINANCE-Paper 3 : Investment & Portfolio Management	CO3	The student will be able to Describe and identify efficient portfolios that manage risk effectively
B6EIPM	ELE-FINANCE-Paper 3 : Investment & Portfolio Management	CO4	The student will be able to Solve for portfolio with the best risk-return trade-offs
B6EIPM	ELE-FINANCE-Paper 3 : Investment & Portfolio Management	CO5	The student will be able to List and distinguish the different financial instruments available to an investor
B6EIPM	ELE-FINANCE-Paper 3 : Investment & Portfolio Management	CO6	The student will be in the position to Explain the features of equity, debt, and derivative instruments

B6EIPM	ELE-FINANCE- Paper 3 : Investment & Portfolio Management	CO7	The student will have knowledge on different trading avenues and mechanics of securities trading
B6EIPM	ELE-FINANCE- Paper 3 : Investment & Portfolio Management	CO8	The student will be able to distinguish between equities and fixed income securities
B6EIPM	ELE-FINANCE- Paper 3 : Investment & Portfolio Management	CO9	The student will be able to explain dividend discount model
B6EIPM	ELE-FINANCE- Paper 3 : Investment & Portfolio Management	CO10	The student will be able to distinguish between a forward and futures contract and explain forward and futures payoffs
B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO1	<ul style="list-style-type: none"> • Demonstrate the understanding of international financial theory and applications pertaining to, e.g., exchange rate determinants, foreign exchange exposure, foreign direct investment, interest rate parity, and the balance of payment
B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO2	Analyze the nature and functioning of foreign exchange markets.
B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO3	Explain the foreign exchange risks and to identify risk management strategies
B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO4	<ul style="list-style-type: none"> • Integrate the global changes with the changing business environment in India.
B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO5	<ul style="list-style-type: none"> • Understand the stages of expansion overseas that multinational corporations utilize in order to benefit from globalization.

B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO6	Describe the international monetary system and the forex markets
B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO7	Examine the implications of Balance of Payments (BOP) data Forecast exchange
B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO8	<ul style="list-style-type: none"> • Apply the knowledge of derivatives and risk management in international financial markets.
B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO9	<ul style="list-style-type: none"> • Understand how interest rate risk affects financial decision making in the international business arena
B6EIFFM	ELE-FINANCE - Paper 4 - International Finance and Forex Management	CO10	<ul style="list-style-type: none"> • Understand translation, transaction, and economic exposure to exchange rate changes