

Teerthanker Mahaveer University
TMIMT College of Management

BBA (Bachelor of Business Administration)

Programme Outcome

PO-1	:	Critical Thinking Skills: Students are able to define, analyze, and devise solutions for structured and unstructured business problems and issues using cohesive and logical reasoning patterns for evaluating information, materials, and data.
PO-2	:	Communication Skills: Students are able to conceptualize a complex issue into a coherent written statement and oral presentation.
PO-3	:	Technology Skills: Students are competent in the uses of technology in modern organizational operations.
PO-4	:	Entrepreneurship and Innovation: Students will demonstrate the fundamentals of creating and managing innovation, new business development, and high-growth potential entities.
PO-5	:	Business Knowledge: Students demonstrate technical competence in domestic and global business through the study of major disciplines within the fields of business.
PO-6	:	Social Interaction: Elicit views of others, mediate disagreements and help reach conclusions in group settings.
PO-7	:	Environment and Sustainability: Understand the issues of environmental contexts and sustainable development
PO-8	:	Self-directed and Life-long Learning: Acquire the ability to engage in independent and life-long learning in the broadest context socio-technological changes

Programme Specific Outcome

PSO-1	:	Understanding of business and management concepts, theories, tools, techniques and principles
PSO-2	:	Analyzing the business problems and situation, applying the cross-functional business knowledge and technologies in solving real-world business problems.
PSO-3	:	Evaluating the techniques and tools to applying in different business.
PSO-4	:	Applying the facts and rules for problem-solving skills to solve real world problems related to business and management.

Course Outcomes

BBACC101	CO-1	Understanding the concepts, theories, processes, functions and techniques of business management
	CO-2	Understanding the levels of management for planning ,organizing directing and controlling human resources
	CO-3	Demonstrating the roles and skills of a good manager.
	CO-4	Applying and demonstrating decision making skills.
	CO-5	Analyzing theories of motivation for motivating employees to perform better and maintain a quality life.

BBACC102	CO-1	Understanding the theories of organizational behavior for better learning of human resources.
	CO-2	Analyzing issues of organizational behavior in organizations
	CO-3	Developing strategies of learning as per the need of organizations.
	CO-4	Analyzing different types of personality traits to manage human resources better
BBACC103	CO-1	Understanding the concept of cost, nature of production and its relationship with business operations.
	CO-2	Understanding the concepts of markets and different market structures in economy
	CO-3	Determining the price and output equilibrium under different market structures.
	CO-4	Analyzing the causes and consequences of different market conditions
	CO-5	Analyzing real-world business problems with a systematic theoretical framework by studying the demand analysis, elasticity of demand and demand forecasting
TMUGE101	CO-1	Identifying their strengths and weakness, reasons of fear and failure that would enable them to improve their communications skills.
	CO-2	Understanding the importance of English Language in business world.
	CO-3	Developing self confidence.
	CO-4	Develop the ability to speak in English and become articulate
	CO-5	Applying the basics of English grammar to enhance the language skills.
	CO-6	Developing both verbal and non verbal communication for enhanced Body Language and communication
BBAAE102	CO-1	Understanding ecology and environment for promoting sustainable development.
	CO-2	Understanding environmental policies, practices and Acts and its application in industries.
	CO-3	Applying the measures to control pollution.
	CO-4	Analyzing the opportunities to make optimum use of natural resources and biodiversity.
	CO-5	Applying the disaster management skills in case of disaster.
BBAGE101	CO-1	Understanding the basics and essentials of having a valid contract
	CO-2	Understanding the difference between valid and void contract and their related consequences
	CO-3	Understanding about the essentials of having contract of agencies, rights and duties of agent etc.
	CO-4	Understanding the concept of negotiable instrument and their utility in normal business operations
	CO-5	Analyzing the contract of Bailment and Pledge.
BBAGE102	CO-1	Understanding the basic characteristics of Indian economy, its potential on natural resources in order to relate them with economic development.
	CO-2	Understanding agricultural foundation, economic growth and development and its contribution to the economy as a whole
	CO-3	Analyzing the progress and nature of agricultural sector and its contribution to the economy as a whole.
	CO-4	Developing plans to promote small scale industries in India and enhance

		overall performance of domestic sector
	CO-5	Developing a perspective on the different problems and approaches to economic planning and development in India
	CO-6	Assessing the planning undertaken by the government of India in order to have knowledge and lay them as foundation of the ongoing planning and economic reforms
	CO-7	Analyzing issues and challenges of Indian Economy and make plans and to curb poverty, inequality, unemployment and inflation.
BBASE101	CO-1	Understanding the basic components of a computer system, its classification and application.
	CO-2	Understanding the concept of Data Communication, its modes, its forms and Data Communication Channels.
	CO-3	Applying word-processing software (MS-Word) to solve basic information system.
	CO-4	Applying the knowledge of Microsoft Office programs to create professional and academic documents
	CO-5	Creating and designing a word document for general office use.
BBASE102	CO-1	Understanding and modifying Excel options.
	CO-2	Developing the skills of working in MS excel.
	CO-3	Applying the data consolidation feature to combine data from several workbooks into one.
	CO-4	Applying a variety of data validation techniques.
	CO-5	Applying the data consolidation feature to combine data from several workbooks into one
BBACC201	CO-1	Understanding the principles and theories of accounting and identifying financial transactions that need to be recorded in accounting.
	CO-2	Developing writing skills for recording financial transactions and preparing reports in accordance with GAAP.
	CO-3	Analyzing the role of accounting information and its limitations.
	CO-4	Analyzing increased exposure to errors and frauds.
	CO-5	Analyzing the differences between cashbooks and passbooks.
BBACC202	CO-1	Understanding the basic concepts and terminologies used in the field of management information systems.
	CO-2	Comparing the processes of developing and implementing information system.
	CO-3	Understanding the various systems, types of MIS and decision making process and its tools.
	CO-4	Analyzing how information technology impacts a firm.
	CO-5	Developing planning and decision making skills with the help of Simon Model.
	CO-6	Applying DBMS to accomplish the information objectives of an organization.
BBACC203	CO-1	Understanding the business concept and theories of the various constituents of environment and their impact on businesses.
	CO-2	Understanding the economic, socio cultural, political and technological environment and its impact on business forecasting.
	CO-3	Applying the environmental analysis techniques in practice.

	CO-4	Analyzing the impact of technology on society and economy both.
	CO-5	Analyzing GATT/ WTO and Global Liberalization for globalization of Indian Business.
TMUGE201	CO-1	Understanding the basics of functional grammar.
	CO-2	Understanding the barriers to communication, importance of listening skills and &effective oral presentations.
	CO-3	Applying the various techniques of verbal and non verbal communication at workplace.
	CO-4	Understanding concepts of written communication and letter writing formats and principles.
	CO-5	Applying variety of reading strategies to foster comprehension
	CO-6	Analyzing literary work using appropriate critical vocabulary.
BBAGE201	CO-1	Understanding the concepts and provisions of company law.
	CO-2	Understanding the concepts of share capital and the difference between a member and shareholder.
	CO-3	Understanding the various concepts and procedures for effective management of a company.
	CO-4	Understanding the legal procedure and provision of winding up a company.
	CO-5	Understanding the various concepts borrowing power and charges on assets.
BBAGE202	CO-1	Understanding the concepts of Macroeconomics and its interrelations with Microeconomics.
	CO-2	Understanding how the economy is regulated through monetary and fiscal policies.
	CO-3	Analyzing the income determination through classical and Keynesian economics
	CO-4	Analyze different phases of trade cycle, demonstrate various trade cycle theories, understand the impact of cyclical fluctuation on the growth of business, and lay policies to control trade cycle
	CO-5	Applying simple models of international trade to study the flow of goods between countries and discuss the costs of protectionism within the context of such models
BBASE201	CO-1	Understanding the role of business Mathematics in the field of business/industry
	CO-2	Understanding the role of business mathematics in the field of e role of business mathematics in the field of business/industry.
	CO-3	Applying matrix operation, minors, cofactors, use cofactor method to find inverse of a matrix, use Cramer's rule to solve systems of equations
	CO-4	Applying statistical knowledge so as to make statistical analysis in business which thereby help them in further studies in management.
	CO-5	Evaluating the underlying assumptions of analysis tools in business.
BBASE202	CO-1	Understanding the barriers to effective communication and ways to overcome them
	CO-2	Utilizing analytical and problem solving skills appropriate to business communication
	CO-3	Applying business communication strategies and principles for effective

		communication in group discussions , presentations and in any domestic and international business situations.
	CO-4	Demonstrating effective oral and writing business presentation skills during mock assumed situation
	CO-5	Applying communication skills in international context by presetting report.
BBASE203	CO-1	Understanding the role of a sales force in marketing strategies
	CO-2	Understanding the role of a salesman in today's market place and the importance of building partnerships.
	CO-3	Designing and demonstrating sales presentation that is tailored to a potential buyer's needs.
	CO-4	Demonstrating personal selling skills to enhance personal and business growth.
	CO-5	Evaluating the success of a sales force, based on sales force objectives.
BBACC-302	CO-1	Understanding the concepts of HRM and HRD
	CO-2	Understanding the human resources and their effective management in organizations.
	CO-3	Assessing the human resources needs of an organization and a department
	CO-4	Evaluating the procedures and practices of recruitment and selection.
	CO-5	Assessing training needs and developing training & development programs.
	CO-6	Developing skills and knowledge required for resolving human resources issues and problems.
BBACC-303	CO-1	Understanding marketing terminology, concepts and individual components of a marketing mix.
	CO-2	Identifying the marketing segments and targets Customers.
	CO-3	Analysing the product mix and product life cycle in Formulating marketing strategy.
	CO-4	Understanding different marketing channels for developing distribution strategies
	CO-5	Applying the strategies of advertising, public relations and sales promotion for marketing of product & service
BBACC304	CO-1	Understanding the basic concepts, role and importance of entrepreneurship for the economic development
	CO-2	Understanding the systematic process of selecting and screening of a business idea.
	CO-3	Developing personal creativity and entrepreneurial initiative
	CO-4	Understanding the concepts and schemes offered by various commercial banks and financial institutions like IDBI, ICICI, SIDBI, SFC. etc.
	CO-5	Analyzing business environment in order to identify business opportunities.
TMUGE301	CO-1	Understanding the grammar and its rules for sentence construction.
	CO-2	Understanding the concepts, strategies & structure for public speaking, extempore speeches and Power point presentation.
	CO-3	Applying professional writing skills while drafting minutes of meeting, agenda and notices.

	CO-4	Applying variety of reading strategies to foster comprehension.
	CO-5	Analyzing literary work and value based text to enhance thought process and ethical conduct.
	CO-6	Demonstrating the ability to write clear sentences , construct paragraphs and essays with the use of details , examples and evidences.
BBAAE301	CO-1	Understanding the core values that shape the ethical behavior of a manager in functional areas of an organization
	CO-2	Understanding the morals & values that ought to guide the management and resolve the moral issues in the profession
	CO-3	Analyzing the role of morals and values in technological development and its challenges.
	CO-4	Developing value based management system and work environment in organization.
	CO-5	Developing framework for management ethics and human Values.
BBAGE301	CO-1	Understanding the various accounting concepts and standards.
	CO-2	Analyzing the working of non-profit organization and their accounting procedures.
	CO-3	Applying the concept of accounting in various other formats of working like, royalty accounting, branch accounting, and hire purchase etc.
	CO-4	Analyzing the profit and loss from working in partnership with the accounting information developed
	CO-5	Developing the accounting procedure to cope up with any format and type of business transaction.
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	CO-2	Analyzing the working of non-profit organization and their accounting procedures.
	CO-3	Applying the concept of accounting in various other formats of working like , royalty accounting, branch accounting, and hire purchase etc
	CO-4	Evaluating the profit and loss from working in partnership with the accounting information developed.
	CO-5	Developing the accounting procedure to cope up with any format and type of business transaction.
BBAGE401	CO-1	Understanding the concepts of production and material management, maintenance methods of manufacturing functions, location and plant layout
	CO-2	Analyzing the facilities and location layout in different organizational contexts
	CO-3	Understanding methods of statistical quality control to solve various problems faced during business operations.
	CO-4	Understanding and analyzing existing store management and purchase policy of and organization
	CO-5	Understanding and analyzing policy of material and store management system so as to get the maximum out of it.
BBACC401	CO-1	Understanding the use of finance and its various tools used in decision making.
	CO-2	Understanding time value of money, preparation and appraisal of projects.

	CO-3	Applying capital requirements for starting a business & management of working capital.
	CO-4	Analyzing a company's performance for making appropriate recommendations on whether and why an investment should be accepted or rejected.
	CO-5	Identifying and analyzing issues related to investment decisions
	CO-6	Analyzing the financial objectives of various types of organizations and the respective requirements of stakeholders
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BBACC-402	CO-1	Understanding the strategic issues and policy decisions of a business and how current management concepts address these issues.
	CO-2	Understanding the strategic management process and the difference between strategic analysis, strategy formulation and strategy implementation.
	CO-3	Applying credible business analysis in a team setting.
	CO-4	Developing critical thinking skills needed to perform external analysis of organizations and their competitive environment.
	CO-5	Applying the concepts and analytical tools for conducting a strategic and competitive analysis of a company.
	CO-6	Analyzing the use of various tools (e.g., five forces model, SWOT analysis, Portfolio matrix models) in a variety of industries.
TMUGE401	CO-1	Applying the knowledge of grammar, rules of translation, phrases and idioms
	CO-2	Analyzing the compound and complex sentences for effective speaking and good English writing
	CO-3	Applying the rules of grammar to solve a comprehension problems and professional writing
	CO-4	Applying the rules of grammar for writing small stories.
	CO-5	Participating in mock interview conducting in class and working on communication and writing skills.
BBAGE401	CO-1	Understanding the concepts of production and material management, maintenance methods of manufacturing functions, location and plant layout.
	CO-2	Analyzing the facilities and location layout in different organizational contexts
	CO-3	Understanding methods of statistical quality control to solve various problems faced during business operations.

	CO-4	Understanding and analyzing existing store management and purchase policy of and organization
	CO-5	Understanding and analyzing policy of material and store management system so as to get the maximum out of it
BBAGE402	CO-1	Understanding the principles and benefits of corporate income tax.
	CO-2	Analyzing the earlier indirect tax system and present indirect tax system
	CO-3	Understanding the structure, types, basic terms, concepts, various provisions, advantages and disadvantages of GST.
	CO-4	Understanding and applying various laws of GST and their implications
	CO-5	Understanding and analyzing the importance and benefits of Input Tax Credit.
BBASE401	CO-1	Understanding on various kinds of research, objectives of doing research, research process, research designs and sampling
	CO-2	Acquiring knowledge on qualitative research techniques.
	CO-3	Developing knowledge on measurement & scaling techniques as well as the quantitative data analysis.
	CO-4	Developing necessary critical thinking skills in order to evaluate different research approaches utilized in the service industries
	CO-5	Apply the understanding of feasibility and practicality of research methodology for a proposed project.
	CO-6	Develop strategies for the operation management in the organization and help management to get optimum results out of limited resource
BBASE402	CO-1	Understanding about the concept of operation research, various techniques and theories
	CO-2	Analyzing the mathematical formulation in solving the various operation related issues.
	CO-3	Applying the linear programming and transportation technique to optimize rather minimize the cost of transportation
	CO-4	Applying the technique of job sequencing to streamline the operation within the organization and get maximum results.
	CO-5	Understanding the significance of game theory and find its role in strategy formulation in the organization
	CO-6	Developing strategies for the operation management in the organization and help management to get optimum results out of limited resources.
BBASE403	CO-1	Understanding the role and significance of E-Commerce / E-Business in present scenario.
	CO-2	Analyzing the suitability of E-Commerce for different variety of business organization and finding out the dynamics of internet in growing them.
	CO-3	Applying the tools to promote business with the help of website etc. and take benefit out of that.
	CO-4	Understanding about the various laws related to E-Commerce business and different payment option available for online trading
	CO-5	Analyzing about the significance and benefits and limitation of E-Commerce in Indian Perspective.
BBACC501	CO-1	Understanding the basic concepts and processes used to determine product costs.
	CO-2	Understanding the concept and importance of ratio analysis and cash

		flow analysis
	CO-3	Applying cost -volume profit analysis techniques to calculate breakeven point.
	CO-4	Applying various techniques of financial analysis to assess financial position of a firm
	CO-5	Analyzing financial information for cost ascertainment, planning ,control and decision making
	CO-6	Developing standards and budgets for planning and controlling cost.
BBAM501	CO-1	Understanding consumer behaviour in an informed and systematic way
	CO-2	Understanding the application of market research in framing effective marketing strategies.
	CO-3	Applying appropriate research approaches including sampling, data collection and questionnaire design for specific marketing situations
	CO-4	Assessing the dynamics of human behaviour and the basic factors that influence the consumers decision process
	CO-5	Developing marketing strategies that are consumer based and create and enhance customer value
	CO-6	Analyzing the factors internally and externally in order to understand consumer behaviour.
BBAM5032	CO-1	Understanding the roles and responsibilities of the sales managers
	CO-2	Understanding the marketing channels, retailing and sales planning process and apply control on sales plans
	CO-3	Applying and enhance the sales force productivity and performance
	CO-4	Developing effective sales strategy for organizations.
	CO-5	Applying distribution channel strategy for sales and distribution of goods and services.
	CO-6	Developing decision making skills of future sales and distribution managers.
BBAM502	CO-1	Understanding the importance of segment and target research to service companies.
	CO-2	Understanding the roles of relationship marketing and customer service in adding value to the customer's perception of a service
	CO-3	Demonstrating knowledge of extended marketing mix for services
	CO-4	Developing marketing plans and control systems specific to service based activities.
	CO-5	Applying relevant services marketing theory research and analysis to relevant case studies
BBAM 601	CO-1	Understanding the theories, concepts and techniques of integrated marketing communications.
	CO-2	Understanding the key principles and tools of media planning.
	CO-3	Applying various research techniques to measure the effectiveness of integrated advertising and marketing communication initiatives.
	CO-4	Developing advertisement plans for achieving advertising objectives
	CO-5	Analyzing brand positioning & customer preferences for developing marketing situation analysis
	CO-6	Developing ethical creative solutions to address advertising and marketing

		communication challenges.
BBAM602	CO-1	Understanding the concepts, theories, and techniques of retail management, store design, merchandising & integrated marketing channel.
	CO-2	Understating the ways that retailers use marketing tools and techniques to influence the customers
	CO-3	Evaluating the effectiveness of merchandising decisions in the retail stores.
	CO-4	Understanding and demonstrating good customer service in a retail environment
	CO-5	Evaluating marketing channels & technology for decision making about choice of a channel & technology to fit the product category(ies)&store format(s)
	CO-6	Analyzing impact of technology on retailing and recognizing the major elements of the retailing process applied to actual retailing situations.
BBAM 603	CO-1	Understanding branding concepts, theories, methodology, processes and models of brand management
	CO-2	Differentiating among brand equity, brand architecture& brand identity.
	CO-3	Differentiating & relating brand positioning ,brand extension & co-branding
	CO-4	Analyzing brand popularity & suggest steps for building brands.
	CO-5	Analyzing contemporary brand related problems and develop appropriate strategies and initiatives for brand promotion.
BBAM501	CO-1	Understanding concepts of Indian financial system, financial markets, banking and insurance sector in India
	CO-2	Understanding the role of banks & applicability of RBI regulations, determination of interest rates, banking sector reforms & concepts of insurance.
	CO-3	Understanding the legal and financial evaluation for concepts of leasing
	CO-4	Analyzing the recent development in the Indian financial system
	CO-5	Understanding the concepts of mutual funds, credit rating & NBFCs.
BBAF502	CO-1	Understanding the concepts of investments, alternative investment & evaluation, stock exchange & SEBI.
	CO-2	Understanding the relationship between risk and return in investment decisions & fundamental analysis.
	CO-3	Understanding the concept of portfolio management, portfolio selection & portfolio evaluation & revision.
	CO-4	Applying the techniques ,theories & principles for security analysis and portfolio management
	CO-5	Analyzing and evaluating investment portfolio management.
BBAF 503	CO-1	Understanding the concepts, techniques and models of project management
	CO-2	Understanding the concepts and techniques of project appraisal
	CO-3	Developing project report and formulating product ,price, HR, finance, technology needs.
	CO-4	Developing execution plan, monitoring and control procedure
	CO-5	Understanding the project control techniques ,cost benefit analysis,

		project implementation & project financing
BBAH501	CO-1	Understanding the concept, theories& techniques of human resource development and its relevance to the organization.
	CO-2	Understanding the concepts of assessing development needs, developing HRD programs& evaluating effectiveness of HRD programs
	CO-3	Analyzing the techniques of HRD &influence of motivation on development activities.
	CO-4	Understanding &differentiating among coaching, mentoring, competency mapping& talent management.
	CO-5	Analyzing technology application in HRD & HRD practices in organization
	CO-6	Understanding & analyzing key HRD issues: Training and Development centres, career management and employee improvement
BBAH502	CO-1	Understanding the concepts, theories and policies of Industrial relations .and labour law
	CO-2	Understanding the various processes of handling employee relations.
	CO-3	Understanding aspects of employment laws to real workplace situations
	CO-4	Analyzing the dynamic legal context in which employment relationships are enacted.
	CO-5	Analyzing strategies for resolving industrial conflicts.
BBAH503	CO-1	Understanding the performance appraisal methods and various other dimensions with respect to employee potential and performance.
	CO-2	Understanding job evaluation and compensation management.
	CO-3	Apply reward techniques for rewards to develop recommendation
	CO-4	Analyzing various organizational performance management programs and best practices for effective performance management systems.
	CO-5	Analyzing career path and resources available to support individual development.
BBAI501 International Business Management	CO-1	Understanding the concepts of international business management for developing a knowhow of how business organizations operate in an international environment.
	CO-2	Developing and presenting international business plan.
	CO-3	Applying current technologies to support an organization's integrative trade initiatives
	CO-4	Evaluating the impact of statutory and regulatory challenges.
	CO-5	Understanding balance of payments and balance of trade
BBAI502	CO-1	Understanding the process of export procedures & documentation
	CO-2	Understanding foreign trade policy.
	CO-3	Applying knowledge and skills for development of marketing plans tied to global business activity and country-specific business conditions
	CO-4	Developing communication skills and effectively using basic international business vocabulary for international trade and import / export operations
	CO-5	Analyzing export opportunities and undertaking export marketing in countries offering export potential for wide ranging products of Indian origin.
	CO-6	Analyzing the various terms and conditions of export and import finance.
BBAI503	CO-1	Understanding the concepts ,nature, growth and major issues related to

		international marketing
	CO-2	Understanding the role of marketing as a fundamental organizational policy process
	CO-3	Developing skills in research and analysis trends in global markets and in modern marketing practice
	CO-4	Assessing an organization's ability to enter and compete in international markets.
	CO-5	Analysing and evaluating data, information, and evidence related to international marketing opportunities and threats relevant in the current world
	CO-6	Developing creative international market entry strategies.
BBAVV551	CO-1	Understanding the departments, sections of an organization, staffing and different levels of an organization
	CO-2	Applying internship site terminology appropriately
	CO-3	Demonstrating effective communication skills ,participate well as a team member and build professional network
	CO-4	Demonstrating the ability to prepare and assess a report.
	CO-5	Developing the values and behaviors necessary for professional and ethical practice.
TMUGS501	CO-1	Understanding time pressures and the need for time management.
	CO-2	Applying effective communication skills in a variety of public and interpersonal settings
	CO-3	Developing interpersonal skills for an effective professional growth
	CO-4	Handling difficult situations with grace, style and professionalism
	CO-5	Developing strategies and procedures for becoming an effective leader.
BBAF601	CO-1	Understanding the theories & concepts of the Working Capital management.
	CO-2	Understanding the importance of financing the working capital management.
	CO-3	Applying corporate cash management, accounts receivable management, bank relations, and inventory management techniques to maximize the share holders' value.
	CO-4	Analyzing the relative merits of alternative working capital sources and the likely short term and long term impact on the firm.
	CO-5	Analyzing comparative working capital management policies and their impact on the firm's profitability, liquidity, and risk and operating flexibility.
	CO-6	Analyzing the choices of short -term funding available to a company and recommend financing options.
BBAF602	CO-1	Understanding the various concepts banking services and risks faced by banks.
	CO-2	Understanding the banking innovations and overview about insurance industry.
	CO-3	Understanding the various principles, provisions that govern the life and general insurance contracts.
	CO-4	Preparing bank reconciliation statement, insurance claims and depreciation accounting.

	CO-5	Understanding the techniques of analyzing banking and insurance risks
BBAF 603	CO-1	Understanding the basic concepts and terminologies of income tax and various provisions of Income Tax Act.
	CO-2	Applying the various tax provisions to resolve income tax issues of gross & taxable incomes and tax liability.
	CO-3	Understanding the filing of returns and the procedures of handling and clarifying tax notices.
	CO-4	Understanding and applying the concepts of set offs and carry forward to calculate current tax liability.
	CO-5	Developing an overview of various provisions of incomes under the head house property, profit and gains of business or profession capital gains and other sources.
BBAH601	CO-1	Understanding the main concept of negotiation & its important in maintaining the peaceful environment at work place..
	CO-2	Applying the techniques of negotiation for achieving favorable outcomes.
	CO-3	Applying negotiation skills to be more effective while managing conflict within an organization.
	CO-4	Demonstrating an understanding of how to manage conflicts and lead to constructive outcomes.
	CO-5	Preparing a negotiation plan by analyzing information about self, other(s), and negotiation situations.
	CO-6	Evaluating the different types of strategies to be employed for effective negotiation and conflict resolution.
BBAH602	CO-1	Understanding the concepts, theories, models & techniques and rationale of training and development.
	CO-2	Assessing training needs at different levels of an organization.
	CO-3	Applying the methodologies & techniques of team building & training to develop a training plan for individuals and teams.
	CO-4	Designing training programs for enhancing organization's effectiveness.
	CO-5	Evaluating training and development programs and various problems of measurement for training effectiveness of individuals and teams.
BBAH603	CO-1	Understanding the concepts, theories, and techniques of organization change, design and development
	CO-2	Analyzing the relationship among organizational change, redesign, and organizational effectiveness.
	CO-3	Analyzing the organization situation & business context and preparing the plan for initiating change interventions for effective functioning.
	CO-4	Applying organizational design techniques to develop the appropriate organizational structure for better results.
	CO-5	Evaluating the impact of changing technology and business environment structures and design.
BBAI601	CO-1	Understanding the forex market and the underlying macroeconomic fundamentals concepts that drive the financial markets.
	CO-2	Understanding the various financial institutions involved in Foreign Exchange Market.
	CO-3	Developing numerical skills to be able to forecast future trends.
	CO-4	Analyzing various management situations in a comparative manner.

	CO-5	Developing knowledge of forex markets and interest rates.
BBAI602	CO-1	Understanding various concepts and strategies of International business, trade theories, trade blocks and international economic institutions.
	CO-2	Applying the environmental analysis techniques to evaluate the global business environment in terms of economic, social and legal aspects.
	CO-3	Analyzing the international business concepts with functioning of global trade.
	CO-4	Understanding the impact of regional trade blocks , foreign exchange & interest rates and International economic institutions & agreements on the operation of a multinational corporation.
	CO-5	Analyzing the international business and strategies adopted by firms to expand globally.
BBAI603	CO-1	Understanding the concept of international business environment and its impact on businesses.
	CO-2	Developing international business plans.
	CO-3	Applying export compliance policies and procedures by way of company-wide training programs.
	CO-4	Understanding logistics engineering and customer service staff on customs export compliance requirements.
	CO-5	Developing techniques for negotiating effectively within various cultural environments to increase market access for exports