

**TMIMT College of Management  
Teerthanker Mahaveer University**

**BBA (Bachelor of Business Administration)**

**Programme Outcome**

<b>PO-1</b>	:	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.
<b>PO-2</b>	:	Communication Skills: Students are able to conceptualize a complex issue into a coherent written statement and oral presentation.
<b>PO-3</b>	:	Technology Skills: Students are competent in the uses of technology in modern organizational operations.
<b>PO-4</b>	:	Entrepreneurship and Innovation: Students will demonstrate the fundamentals of creating and managing innovation, new business development, and high-growth potential entities.
<b>PO-5</b>	:	Business Knowledge: Students demonstrate technical competence in domestic and global business through the study of major disciplines within the fields of business.
<b>PO-6</b>	:	Social Interaction: Elicit views of others, mediate disagreements and help reach conclusions in group settings.
<b>PO-7</b>	:	Environment and Sustainability: Understand the issues of environmental contexts and sustainable development
<b>PO-8</b>	:	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**

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

**Course Outcomes**

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

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

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

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

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

	<b>CO-4</b>	Applying variety of reading strategies to foster comprehension.
	<b>CO-5</b>	Analyzing literary work and value based text to enhance thought process and ethical conduct.
	<b>CO-6</b>	Demonstrating the ability to write clear sentences , construct paragraphs and essays with the use of details , examples and evidences.
<b>BBAAE301</b>	<b>CO-1</b>	Understanding the core values that shape the ethical behavior of a manager in functional areas of an organization
	<b>CO-2</b>	Understanding the morals & values that ought to guide the management and resolve the moral issues in the profession
	<b>CO-3</b>	Analyzing the role of morals and values in technological development and its challenges.
	<b>CO-4</b>	Developing value based management system and work environment in organization.
	<b>CO-5</b>	Developing framework for management ethics and human Values.
<b>BBAGE301</b>	<b>CO-1</b>	Understanding the various accounting concepts and standards.
	<b>CO-2</b>	Analyzing the working of non-profit organization and their accounting procedures.
	<b>CO-3</b>	Applying the concept of accounting in various other formats of working like, royalty accounting, branch accounting, and hire purchase etc.
	<b>CO-4</b>	Analyzing the profit and loss from working in partnership with the accounting information developed
	<b>CO-5</b>	Developing the accounting procedure to cope up with any format and type of business transaction.
<b>BBAGE302</b>	<b>CO-1</b>	Understanding the various accounting concepts and standards.
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	<b>CO-5</b>	Developing the accounting procedure to cope up with any format and type of business transaction.
<b>BBAGE401</b>	<b>CO-1</b>	Understanding the concepts of production and material management, maintenance methods of manufacturing functions, location and plant layout
	<b>CO-2</b>	Analyzing the facilities and location layout in different organizational contexts
	<b>CO-3</b>	Understanding methods of statistical quality control to solve various problems faced during business operations.
	<b>CO-4</b>	Understanding and analyzing existing store management and purchase policy of and organization
	<b>CO-5</b>	Understanding and analyzing policy of material and store management system so as to get the maximum out of it.
<b>BBACC401</b>	<b>CO-1</b>	Understanding the use of finance and its various tools used in decision making.
	<b>CO-2</b>	Understanding time value of money, preparation and appraisal of projects.

	<b>CO-3</b>	Applying capital requirements for starting a business & management of working capital.
	<b>CO-4</b>	Analyzing a company's performance for making appropriate recommendations on whether and why an investment should be accepted or rejected.
	<b>CO-5</b>	Identifying and analyzing issues related to investment decisions
	<b>CO-6</b>	Analyzing the financial objectives of various types of organizations and the respective requirements of stakeholders
<b>BBACC401</b>	<b>CO-1</b>	Understanding the use of finance and its various tools used in decision making.
	<b>CO-2</b>	Understanding time value of money, preparation and appraisal of projects
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<b>BBACC-402</b>	<b>CO-1</b>	Understanding the strategic issues and policy decisions of a business and how current management concepts address these issues.
	<b>CO-2</b>	Understanding the strategic management process and the difference between strategic analysis, strategy formulation and strategy implementation.
	<b>CO-3</b>	Applying credible business analysis in a team setting.
	<b>CO-4</b>	Developing critical thinking skills needed to perform external analysis of organizations and their competitive environment.
	<b>CO-5</b>	Applying the concepts and analytical tools for conducting a strategic and competitive analysis of a company.
	<b>CO-6</b>	Analyzing the use of various tools (e.g., five forces model, SWOT analysis, Portfolio matrix models) in a variety of industries.
<b>TMUGE401</b>	<b>CO-1</b>	Applying the knowledge of grammar, rules of translation, phrases and idioms
	<b>CO-2</b>	Analyzing the compound and complex sentences for effective speaking and good English writing
	<b>CO-3</b>	Applying the rules of grammar to solve a comprehension problems and professional writing
	<b>CO-4</b>	Applying the rules of grammar for writing small stories.
	<b>CO-5</b>	Participating in mock interview conducting in class and working on communication and writing skills.
<b>BBAGE401</b>	<b>CO-1</b>	Understanding the concepts of production and material management, maintenance methods of manufacturing functions, location and plant layout.
	<b>CO-2</b>	Analyzing the facilities and location layout in different organizational contexts
	<b>CO-3</b>	Understanding methods of statistical quality control to solve various problems faced during business operations.

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



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

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

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

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

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

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