

**TMIMT College of Management
Teerthanker Mahaveer University**

MBA (Master of Business Administration)

Programme Specific Outcome

PSO-1	:	Understanding management concepts, techniques & tools related to the business operations/functions
PSO-2	:	Understanding and developing strategic orientation to organization & functional areas and formulating & applying strategy in competitive environment
PSO-3	:	Understanding the issues pertaining to leadership in a given context of an enterprise & able to lead the team
PSO-4	:	Understanding the international context of business environment & its implications for the organizations.
PSO-5	:	Applying managerial tools & techniques for solutions to a specific problem faced by an enterprise and demonstrating the application of specific concept (s) in that context.
PSO-6	:	Demonstrating effective communication & soft skills to deal with corporate environment.
PSO-7	:	Demonstrating abilities to understand and analyze interrelatedness of various functional aspects of the enterprises in given business environment.
PSO-8	:	Demonstrating problem-solving skills & decision-making ability at enterprise and functional level.
PSO-9	:	Articulating business context in terms of functional aspects and develop functional competency & skills.
PSO-10	:	Formulating & executing strategy at functional (Marketing, Human resource, Finance and International Business) & business level.

Course Outcomes

MBACC101	CO-1	Understanding the role of a manager and its relations to the organization's mission
	CO-2	Understanding key 'management' concepts, theories, philosophies, its evolution, basic functions and managerial skills.
	CO-3	Applying various management concepts, theories, philosophies functions for an effective management of business organization
	CO-4	Analyzing the influence of historical management thoughts on the current practice of management.
	CO-5	Assessing social responsibility and ethical issues involved in business situations and logically articulate company's position on such issues.
MBACC102	CO-1	Understanding Double entry system and GAAP principles
	CO-2	Understanding the elements of the financial statements, and the related key accounting assumptions and principles
	CO-3	Applying financial tools to analyze and interpret the financial statements of a company
	CO-4	Assessing and Evaluating the business position through analysis of

		financial statement.
	CO-5	Creating and Preparing the journal, ledger, trial balance, cash flow and fund flow financial statements, and company's final accounts.
MBACC103	CO-1	Understanding relationship between environment and business; various techniques and tools used for environment analysis and forecasting of the domestic and global environment
	CO-2	Understanding internal and external environment and Responsibility of business at the domestic and global level
	CO-3	Applying the environmental analysis techniques to understand and adapt to business dynamics.
	CO-4	Applying and implementing the concepts of Social Responsibility in an organization.
	CO-5	Analyzing the external and internal business environment for better management of an organization.
MBACC104	CO-1	Understanding and describing the concepts anchored to OB and its evolution
	CO-2	Understanding and analyzing the behavioural concepts related to Individuals like Perception, Attitude, Personality, and Learning.
	CO-3	Understanding and applying the theories of Motivation, Leadership, Group Dynamics for effective - team and organizational management
	CO-4	Assessing and analyzing Group Dynamics and develop sound Interpersonal Relationships for effective group behaviour.
	CO-5	Analyzing and evaluating Stress and Conflict situations and developing strategies for their resolution.
MBACC201	CO-1	Understanding the role and functions of marketing in an organization.
	CO-2	Understanding 'marketing' concepts, theories and techniques of marketing.
	CO-3	Analyzing the dynamic marketing environment & about marketing strategy decisions are taken for overcoming competition.
	CO-4	Applying various marketing conceptual frameworks, theories and techniques to various marketing contexts.
	CO-5	Developing a comprehensive marketing plan for an organization and taking operational decisions for marketing plan implementation.
MBACC202	CO-1	Understanding the objectives, role, functions and process of financial management; structure and functions of financial markets; various financial instruments and financial intermediaries.
	CO-2	Understanding the Indian Financial System and recognizing the need of financial planning.
	CO-3	Understanding and analyzing the structure and functions of financial markets, various financial instruments and financial intermediaries.
	CO-4	Analyzing and estimating the requirement of fund and cost of capital for various sources of funds.
	CO-5	Analyzing the impact of short term and long term financial decisions of an organization and the various tools used for such decisions.
	CO-6	Making various capital budgeting decisions through various techniques of project appraisal.
MBACC203	CO-1	Understanding concepts related to manpower need, acquisition,

		compensation, assessing performance, training & developing, discipline and separation.
	CO-2	Understanding various concepts of job analysis and use those in developing a job design.
	CO-3	Analyzing and assessing manpower requirement, training needs, performance of people and compensation systems
	CO-4	Developing and executing plans and systems for recruitment, training, performance appraisal and compensation.
	CO-5	Analyzing and developing grievance handling systems, promotions, transfers and separation plans.
MBACC204	CO-1	Understanding the concepts & techniques of operation & quality management productivity
	CO-2	Understanding and applying various models of inventory control in production process
	CO-3	Applying concepts and tools of quality management for enhancing customer satisfaction.
	CO-4	Applying the various techniques of quality management in production process.
	CO-5	Analyzing production requirement and applying various tools and techniques to enhance customer satisfaction.
MBACC301	CO-1	Understanding the various perspectives, concepts and process in the field of Strategic Management
	CO-2	Understanding tools and techniques used in strategic management, and levels, strategic alternatives and types of strategies.
	CO-3	Implementing/executing strategy and applying evaluation and control techniques.
	CO-4	Analyzing the competitive situation, business environment and strategic dilemma to adapt to the dynamic global and local business environment.
	CO-5	Formulating corporate and business strategies based on strategic analysis.
MBACC302	CO-1	Understanding the concepts, scope and future of international business management.
	CO-2	Analyzing international business environment.
	CO-3	Establishing linkages between international institutions and organizations
	CO-4	Recommending strategies to support business ethics, corporate sustainability and social responsibility initiatives
	CO-5	Developing international strategies and preparing framework for implementation and evaluation
MBACC303	CO-1	Understanding the concepts of Project management, complex issues in project management, tools, techniques and their implications.
	CO-2	Understanding the concept and methods for project feasibility analysis and process involved in project planning to get the desired result out of proposed projects.
	CO-3	Applying the tools and techniques of resource allocation and cost estimation in a project execution.
	CO-4	Applying various methods for identifying the associated risks with the project and project control.
	CO-5	Applying computer related tools and techniques for project evaluation

		and review of projec
	CO-6	Develop strategies to identify, formulate, appraise, execute, monitor and control a project suitable to business environment.
MBAAE101	CO-1	Understanding the basics of business communication process, types and networks of communication.
	CO-2	Understanding the barriers of communication, importance of listening skills and effective presentation skills.
	CO-3	Applying techniques of effective communication- both verbal and non-verbal at the workplace.
	CO-4	Creating an effective presentation using slides and other visual aids.
	CO-5	Analyzing the various types of interview and Group Discussion techniques and applying them during real life situations.
MBAAE102	CO-1	Understanding concepts of human values and professional ethics.
	CO-2	Applying Sanyam & Swasthya practices in life.
	CO-3	Applying human values and developing harmony among self, family and society.
	CO-4	Evaluating self and professional requirements to become good citizen and ethical person.
	CO-5	Developing self into a professional individual and an ethical personality.
MBAAE201	CO-1	Understanding the basics of oral & written communication to be used in a business organization.
	CO-2	Understanding fundamentals of business letter writing and written communication within organization and develop skills for effective business letters.
	CO-3	Understanding the importance of assertive communication and develop skills to communicate in real life.
	CO-4	Developing skills to demonstrate effective oral (face to face groups) communication at workplace & in different cultural situations.
	CO-5	Preparing a written report in different formats, employment letters and resume.
MBASE101	CO-1	Understanding and describing the various Input and output devices and components of a computer system.
	CO-2	Understanding the functions of MS Word, MS Excel, MS Power point and their application.
	CO-3	Understanding concepts and requirements of MIS in business organizations.
	CO-4	Applying MS Office tools at workplace for effective functioning.
	CO-5	Analyzing MIS requirements in business organization.
	CO-6	Evaluating various tools, techniques and systems of MIS to suit the organizational requirement
	CO-7	Developing MIS architecture for the organization.
MBASE201	CO-1	Understanding terms, concept, research process (methodology) & Methods related to hypothesis, research design, sampling tools, data collecting and data analysis.
	CO-2	Understanding and applying SPSS tools for data analysis.
	CO-3	Analyzing research questions, literature, research situation and data using statistical tools.

	CO-4	Writing a research report and research paper
	CO-5	Deciding research objective, hypothesis, sample size & type of data collection and analysis techniques
	CO-6	Developing a research plan based on scientific methods & logic.
MBAGE101	CO-1	Understanding the fundamental concepts and theories of economics relevant to business organizations.
	CO-2	Understanding the concepts and theories of cost, production and revenue in relationship to Business operations.
	CO-3	Applying the demand and supply laws and assessing the economic position of a company.
	CO-4	Applying the marginal analysis to assess different market conditions.
	CO-5	Evaluating price and output decisions for different market structures.
MBAGE102	CO-1	Understanding the concepts & techniques of business decision optimization.
	CO-2	Analyzing various optimization techniques used in making business decisions.
	CO-3	Applying various optimization and statistical tools and techniques for optimized decision making.
	CO-4	Evaluating various optimization tools and techniques to solve business problems.
	CO-5	Developing the model based on analytics decision making of business problems.
MBAGE103	CO-1	Identifying and developing operational research models from the verbal description of the real system.
	CO-2	Understanding the mathematical tools that are needed to solve optimization problems.
	CO-3	Understating the usage of mathematical software to solve the proposed models.
	CO-4	Analyzing the results and proposing recommendations in language understandable to the decision-making processes in Management Engineering
	CO-5	Developing a report that describes the model and the solving technique.
MBAGE201	CO-1	Understanding and describing important provisions and elements of Indian Contract act 1872 and their practical applicability in business
	CO-2	Understanding and analyzing different types of agreements and contracts in business life.
	CO-3	Understanding and analyzing special contracts like Indemnity and Guarantee, Bailment and Pledge.
	CO-4	Understanding key provisions of Sale of Goods Act1930, Indian Contract Act 1872 and negotiable instrument act
	CO-5	Developing a hypothetical contract between two parties and sale agreement making.
MBAGE202	CO-1	Understanding the concepts, theories, tools & techniques & methods related to entrepreneurship.
	CO-2	Analyzing business situations including enabling & restricting issues & available resources for setting up an entrepreneurial organization.
	CO-3	Applying concept, techniques & methods for success of enterprise

	CO-4	Evaluate business opportunities and making decision about product, finance and function of business.
	CO-5	Developing a business plan and executing the business plan
MBAGE203	CO-1	Understanding the basics of patent and copyright and other acts of IPR.
	CO-2	Understanding the information in patent documents which provide useful insights on novelty of their idea from state-of-the-art search.
	CO-3	Understanding the documentation process of applying the patent.
	CO-4	Analyzing the information in patent document which provide useful insights on the novelty of their idea from state-of-the-art search.
	CO-5	Developing new ideas or innovations which can be registered for patent.
TMUPS-101	CO-1	Utilizing effective verbal and non-verbal communication techniques in formal and informal settings
	CO-2	Understanding and analyzing self and devising a strategy for self growth and development.
	CO-3	Adapting a positive mindset conducive for growth through optimism and constructive thinking.
	CO-4	Utilizing time in the most effective manner and avoiding procrastination.
	CO-5	Making appropriate and responsible decisions through various techniques like SWOT, Simulation and Decision Tree.
	CO-6	Formulating strategies of avoiding time wasters and preparing todo list to manage priorities and achieve SMART goals.
TMUPS-201	CO-1	Communicating effectively in a variety of public and interpersonal settings.
	CO-2	Applying concepts of change management for growth and development by understanding inertia of change and mastering the Laws of Change.
	CO-3	Analyzing scenarios, synthesizing alternatives and thinking critically to negotiate, resolve conflicts and develop cordial interpersonal relationships.
	CO-4	Functioning in a team and enabling other people to act while encouraging growth and creating mutual respect and trust.
	CO-5	Handling difficult situations with grace, style, and professionalism.
TMUPA-202	CO-1	Operationalizing the inter-related concept of Percentage in Profit Loss and Discount, Si/CI and Mixture/Allegation.
	CO-2	Employing the techniques of Percentage; Ratios and Average in inter related concepts of Time and Work.
	CO-3	Applying the arithmetical concepts of Average, Mixture and Allegation.
	CO-4	Evaluating the different possibilities of various reasoning based problems in series, Blood relation, Direction and Puzzle Problems.
	CO-5	Correlating the various arithmetic concepts to check sufficiency of data.
TMUPA-302	CO-1	Applying the concepts of modern mathematics Divisibility rule, Remainder Theorem, HCF /LCM in Number System
	CO-2	Relating the rules of permutation and combination, Fundamental Principle of Counting to find the probability.
	CO-3	Applying calculative and arithmetical concepts of ratio, Average and Percentage to analyze and interpret data.
	CO-4	Identifying different possibilities of reasoning based problems of Syllogisms and Coding-Decoding.

	CO-5	Employing the techniques of Percentage, Ratios and Average in inter related concepts of Time Speed and Distance.
MBAVV451	CO-1	Understanding the working of various departments and associated problems.
	CO-2	Understanding the importance of process and methods of research, and their applicability.
	CO-3	Understanding the working on the designing tools to collect data for research and evaluation.
	CO-4	Applying statistical tools for data processing to get information.
	CO-5	Demonstrating the results to prove their findings.
	CO-6	Writing a report with effectiveness.
	CO-7	Assessing the probable solution to a given research problem.
MBASF301	CO-1	Understanding the concept of supply chain management, its type and strategy.
	CO-2	Analyzing the flow of supply chain so as to apply various combination of supply chain.
	CO-3	Applying the appropriate type of supply chain for different business verticals.
	CO-4	Evaluating the appropriateness of supply chain type applied in various business verticals
	CO-5	Analyzing and evaluating decision making ability in supply chain management.
	CO-6	Develop strategies relating to supply chain and logistics efficiently
MBASF302	CO-1	Understanding the significance and importance of information system in supply chain and logistics
	CO-2	Analyzing the inter-relation between supply chain and logistics and various deliverables of logistics
	CO-3	Understanding the concept of reverse logistics and its significance in successful logistic planning.
	CO-4	Applying various methods of inbound and outbound warehouse operations for appropriate logistics.
	CO-5	Analyzing the complex network of logistics network so that and optimum strategy can be developed.
	CO-6	Developing an appropriate and economic supply chain and logistics strategy
MBASF303	CO-1	Understanding the concepts warehousing its operations and knowing about the centralized and decentralized storage systems of warehousing.
	CO-2	CO-2 Analyzing the methods of storing and process involved in warehousing operations.
	CO-3	CO-3 Applying various methods of warehousing operations to for a optimal and appropriate warehousing strategy.
	CO-4	CO-4 Evaluating the warehouse design and factors responsible for good warehousing decision
	CO-5	CO-5 Developing a good blend of warehousing strategy using centralized and decentralized storage system of warehousing.
MBASF304	CO-1	Understanding about various documents required for maintaining during the process of logistics and supply chain management

	CO-2	Understanding about the indirect tax regime with respect to SCM and logistics operations and export and import of services
	CO-3	Analyzing the process and various formalities required to complete the required documents.
	CO-4	Applying the methods and tools for computing the tax applicable as per the rate applicable accordingly.
	CO-5	Develop system through which proper documentation is done keeping in view all the tax related rules application accordingly
MBASF305	CO-1	Understanding the concepts and relevance of international business in present scenario, various trade barriers, regulations and service providers in the process of being International.
	CO-2	Analyzing the various barriers and support from department of commerce and finance ministry in the process of being international
	CO-3	Understanding about the process in export and import and methods of payment and risk involved in that.
	CO-4	Analyzing the service provided by the different service providers in the process of export and import of good and services
	CO-5	Developing a policy for global trade keeping in mind the barriers and benefits provided by various facilitating agencies
MBASF306	CO-1	Understanding the various modes of transportation, major trade routes, and ports.
	CO-2	Analyzing the cost benefits of each and every available mode of transportation.
	CO-3	Analyzing the various load line and Major trade routes and also an analysis of various tradable commodities.
	CO-4	Evaluating the various modes of transport decided to be opted for.
	CO-5	Develop an appropriate strategy keeping in mind the commercial geography along with all the parameters.
MBASF307	CO-1	Understanding the concepts of vendor managed inventory its benefits and challenges in present competitive environment.
	CO-2	Analyzing the impact of augmented reality on logistics and supply chain and contribution of artificial intelligence in this regard.
	CO-3	Evaluating the benefits and role of hyper local logistics with regards to various countries under cross border trade.
	CO-4	Understanding the significance and importance of digitization in supply chain and its autonomous delivery vehicles.
	CO-5	Analyzing the role of information technology in logistics in the global environment
MBAM301	CO-1	Understanding the concepts and theories of consumer behavior, consumer behaviour models and their significance in business, and consumer decision-making processes.
	CO-2	Understanding the individual and group influences on consumer behavior and consumer decision making process.
	CO-3	Relating consumer behaviour theories, models and concepts to marketing decisions and understanding their implications.
	CO-4	Analyzing the environmental influences on consumer behavior and differentiating individual buying from industrial buying.

	CO-5	Applying most appropriate consumer behavior models and techniques for appropriate market solutions
MBAM302	CO-1	Understanding the diverse variables affecting the sales & distribution function of an organization.
	CO-2	Understanding the concepts of Sales Management, Sales Planning and Budgeting, sales force management, distribution channels and its management.
	CO-3	Understanding how to lead a sales organization with effectiveness.
	CO-4	Developing and evaluating sales and distribution plans
	CO-5	Analyzing and managing the marketing channels effectively
	CO-6	Creating a linkage sales and distribution with other marketing variables.
MBAM303	CO-1	Understanding the basic principles and concepts of branding
	CO-2	Understanding the key issues in crafting and evaluating brand strategies.
	CO-3	Developing an understanding of brand equity and measure range of brand performance related outcomes.
	CO-4	Developing specific skills in delivering persuasive brand presentations
	CO-5	Analyzing and engaging in and contributing to brand building projects and developments.
	CO-6	Evaluating brand extension and its contribution to parent brand.
MBAM304	CO-1	Understanding the rural environment and the opportunities and emerging challenges in the upcoming rural markets and the rural retail sector
	CO-2	Understanding the concepts, tools and techniques in the area of rural marketing.
	CO-3	Understanding the concept and methodology for conducting the research in rural market.
	CO-4	Developing insights to plan a rural marketing campaign for an organization
	CO-5	Developing linkage between rural market environment and the emerging challenges in the globalized economy in Indian context.
MBAM305	CO-1	Understanding the concept of advertising and its role in the marketing process
	CO-2	Identifying key players in advertising industry and understand the basics of running an advertising programme of an ad agency.
	CO-3	Understanding media planning and selection criteria and making decisions regarding the most feasible advertising appeal and media mix.
	CO-4	Conducting pre-testing, post testing and concurrent testing of ads to determine their effectiveness.
	CO-5	Analyzing and Linking advertising and sales promotion to achieve brand-standing.
MBM306	CO-1	Understanding the concept of whole selling and retailing and the contribution of retailers to the product value chain.
	CO-2	Understanding various types of retail formats and store designs and their functioning in India.
	CO-3	Understanding consumer motivations, shopping behaviors, and decision processes for evaluating retail offering and purchasing merchandise and services.

	CO-4	Analyzing how retailers communicate with their customers.
	CO-5	Formulating tactics (pricing, merchandise assortment, store management, visual merchandising, customer service) for extracting profit from a retail offering of an organization.
MBAF301	CO-1	Understanding the concepts of stock exchanges, SEBI, investment and speculation
	CO-2	Understanding the concept of security valuation and tools for estimating the valuation and applying various models to estimate the correct valuation of securities for investment decision.
	CO-3	Understanding and analyzing the expected outcome of various investments in uncertainty with the help of various analytical tools.
	CO-4	Applying the expected outcome and information in selecting an optimum portfolio keeping in mind the risk and return concern of the investor.
	CO-5	Evaluating the performance of selected portfolio and revising it for optimum returns.
MBAF302	CO-1	Understanding the concepts of Indian Financial system, its structure and various financial products.
	CO-2	Understanding the concept of financial services, banking and non-banking financial corporations.
	CO-3	Analyzing the risk associated with various sources of finance/financial products
	CO-4	Applying the tools for selecting the optimum for raising fund.
	CO-5	Evaluating regulatory and legal framework of banking in India for financial requirement of the concern.
	CO-6	Developing a sound fund strategy for the financial needs of the organization
MBAF303	CO-1	Understanding the Indian tax environment, basic terminologies, tax implication and rate of tax applied and tax rules.
	CO-2	Understanding the various income head, deduction, and procedure for computing taxable income.
	CO-3	Applying the rules for computing the income under various heads and Gross total income
	CO-4	Applying tax and rules concepts for computing the taxable income of individuals as per Income tax Act (current rules).
	CO-5	Assessing the actual tax liability after considering set off and carry forwarding of losses under various heads
MBAF304	CO-1	Understanding the basic and advance features of excel; its implication in preparing financial statements and analyzing them.
	CO-2	Analyzing the various tools available in preparation of various models.
	CO-3	Applying excel in preparation of common size statement, analyzing financial statements project appraisal and risk analysis.
	CO-4	Applying the excel tools for capital budgeting and portfolio management.
	CO-5	Carrying out valuation of business and Evaluating the associated risk involved in various proposal and portfolio with the help of excel to aid investment decision.
	CO-6	Developing a mega model using advanced financial models like VBA etc.
	CO-7	Applying excel tools for Sensitivity Analysis for building models in finance.

MBAF305	CO-1	Understanding the concepts of financial Derivatives, speculations and tools to analyze the associated risk.
	CO-2	Understanding the currency derivatives and interest rate in details and various techniques to evaluate them
	CO-3	Analyzing the concept of hedging and arbitrage using techniques/tools and estimating the expected returns from forward and futures contracts.
	CO-4	Applying various models to calculate the expected returns from options.
	CO-5	Evaluating the returns and associated risk with various financial and interest derivatives.
	CO-6	Developing an appropriate financial portfolio using hedging and arbitrage techniques.
MBAF306	CO-1	Understanding the concepts and issues related to international financial Management.
	CO-2	Understanding the concepts of foreign currency translation, transfer pricing and international accounting standards and practices and their implications as a foreign firm
	CO-3	Applying the various capital budgeting techniques in assessing the international projects and managing working capital.
	CO-4	Evaluating the currency and interest rate risk involved in international exposure.
	CO-5	Developing an optimum strategy for international financing with minimum risk.
MBAH301	CO-1	Understanding the basic concepts, tools and techniques of human resource planning in an organization.
	CO-2	Understanding the tools and techniques of qualitative measurement of human resources requirement.
	CO-3	Understanding concepts of work study and work measurement and analyzing jobs using these concepts for quantitative performance determination.
	CO-4	Developing profiling techniques like Job descriptions & Job Specifications for recruitment and selection processes.
	CO-5	Applying forecasting models for human resources' needs of an organization.
	CO-6	Developing different methods of Manpower career planning like separation, retention, training, redeployment & relocation.
MBAH-302	CO-1	Understanding concept, techniques and tools of organizational change and organizational development.
	CO-2	Understanding factors of resistance to change and approaches to managing them.
	CO-3	Analyzing organization and Evaluating emerging OD approaches and techniques for their application in organizations.
	CO-4	Analyzing effectiveness of change programs, redesigning them in the socio technical systems.
	CO-5	Developing OD interventions for managing change and organizational development.
MBAH303	CO-1	Understanding the nature and concepts of Industrial Relations System and its machinery in India.

	CO-2	Understanding the concept and theories of Trade Union, its formation, structure, functions and legal framework.
	CO-3	Understanding Industrial Relations Legislation in relation to industrial disputes, its causes, exhibition and effects.
	CO-4	Understanding the concepts of Protective Legislation for workers.
	CO-5	Interpreting and analyzing these laws for maintaining IR and congenial work environment and developing a framework for applying these laws.
MBAH304	CO-1	Understanding concepts, technologies and tools to manage human resource globally and the investment perspective of human resources.
	CO-2	Understanding global HR environment and developing Strategic HR policies for creating competitive advantage.
	CO-3	Analyzing and evaluating HR environment.
	CO-4	Evaluating HR functions in international context to formulate HR strategies to attract and retain Human resource.
	CO-5	Developing HR Systems to integrate HR function with business strategies.
MBAH305	CO-1	Understanding the concept of cross culture & its dimensions for a business context.
	CO-2	Understanding cross culture global business scenario and its influence on business decision making.
	CO-3	Developing strategies for cross cultural leadership and decision making
	CO-4	Forming high performance winning teams across cultures.
	CO-5	Formulating strategies for cross cultural manpower & its effective implementation.
	CO-6	Developing a framework for the values and behaviors necessary to build high-performance organization
	CO-7	Suggesting implementation framework for strategies of cultural change process for continuous improvement in organizations performance
MBAH306	CO-1	Understanding the conceptual framework of employee relations management.
	CO-2	Understanding organizational and behavioral aspects in employee relations management.
	CO-3	Understanding the Industrial relations and trade unions for deeper understanding of employee relations management.
	CO-4	Analyzing and Applying collective bargaining and negotiation skills for productive employee relations.
	CO-5	Developing rewards and recognition programs for cordial employee relations
	CO-6	Analyzing the organizational implications of legal or statutory regulation for employer relationship.
	CO-7	Analyzing the methods and framework of employee participation and empowerment in India
MBAI301	CO-1	Understanding the concept of the various constituents of environment and their impact on international businesses.
	CO-2	Understanding and analyzing the Framework for international business environment –Domestic, foreign and global environments and their impact on international business decisions.
	CO-3	Understanding and analyzing the role of International Economic

		Institutions and Agreements like WTO, IMF, World Bank, UNCTAD, etc. in economic welfare.
	CO-4	Applying theories of International business and regional trading bloc theories and their impact on economic viability of an organization.
	CO-5	Analyzing global trading and investment environment and Applying and recommending strategies as per the foreign investment patterns for an organization.
MBAI302	CO-1	Understanding the marketing principles that are applicable in the context of international businesses
	CO-2	Understanding the steps and processes involved in planning market entry strategy of a firm into a foreign market.
	CO-3	Understanding and analyzing the role of International Economic Institutions and Agreements like WTO, IMF, World Bank, UNCTAD, etc. in economic welfare.
	CO-4	Applying theories of International business and regional trading bloc theories and their impact on economic viability of an organization.
	CO-5	Analyzing global trading and investment environment and Applying and recommending strategies for an organization as per the foreign investment patterns.
MBAI303	CO-1	Understanding the concepts in trade documentation in international business with respect to foreign trade (export and import).
	CO-2	Understanding the documentation procedures and its sanctity in International Business
	CO-3	Understanding the payment methods, risks and various financing strategies and applying them in a export-import business.
	CO-4	Analyzing export marketing, contracts and the role of promotion councils in international trade and apply them in international business.
	CO-5	Analyzing different agencies involved in EXIM process and their role in the international trade and apply them in practice
MBAI304	CO-1	Understanding the business ethics and practices followed in international organizational perspective.
	CO-2	Understanding ethical issues and their implications in financial world.
	CO-3	Analyzing the various issues encountered during international ethical practices
	CO-4	Suggesting the appropriate ethical practices to be followed by international organizations to create positive impact on business.
	CO-5	Evaluating the various ethical practices followed globally
MBAI305	CO-1	Understanding the regulatory framework and procedures of international trade.
	CO-2	Understanding the working of various Indian organizations to facilitate the export and import in India.
	CO-3	Analyzing various rules, procedures and regulations laid down by Indian authorities to initiate the international trade. (Export and Import)
	CO-4	Evaluating various financial benefits available to business for operating at international level.
	CO-5	Developing the compliance report required by regulatory authority.
MBAI306	CO-1	Understanding the concepts of international financial management,

		international monetary system and other international financial institutions
	CO-2	Understanding the concept of foreign exchange markets and Analyzing the various exchange rate determinants for measuring the exchange rate risk associated with the business
	CO-3	Applying the various exchange rate risk tools and techniques, to determine right blend of international financial exposure.
	CO-4	Analyzing the international financial markets and various implications related to purchasing power parity.
	CO-5	Evaluating various causes and factors for international financial crisis.
	CO-6	Developing an optimum international financial exposure to get maximum benefits
MBACC301	CO-1	Understanding the various perspectives, concepts and process in the field of Strategic Management.
	CO-2	Understanding tools and techniques used in strategic management, and levels, strategic alternatives and types of strategies.
	CO-3	Formulating corporate and business strategies based on strategic analysis.
	CO-4	Implementing/executing strategy and applying evaluation and control techniques.
	CO-5	Analyzing the competitive situation, business environment and strategic dilemma to adapt to the dynamic global and local business environment.
MBACC304	CO-1	Understanding traditional and new communication approaches to create competitive advantage in the Digital world, impact of emergence of the technology on marketing, value creation, and consumer perceptions.
	CO-2	Understanding the concepts of digital marketing tools, web analytics, search engine, social media and marketing metrics for promotional marketing.
	CO-3	Analyzing and using the digital tools and developing digital marketing strategy for better marketing results.
	CO-4	Implementing digital marketing and social media marketing strategy
	CO-5	Evaluating the performance of digital marketing program/campaign of an organization.
MBASE302	CO-1	Understanding the key skills and behaviors required to facilitate a group discussion.
	CO-2	Understanding and applying the basic skills required for facing an interview.
	CO-3	Developing probing and answering skills for effectively dealing with pressure times during work.
	CO-4	Understanding some of the difficult behaviors that can occur in meetings.
	CO-5	Analyzing and thinking possible solutions and strategies for overcoming from unusual situations during interviews, etc.
TMUPA-302	CO-1	Applying the concepts of modern mathematics Divisibility rule, Remainder Theorem, HCF /LCM in Number System.
	CO-2	Relating the rules of permutation and combination, Fundamental Principle of Counting to find the probability.
	CO-3	Applying calculative and arithmetical concepts of ratio, Average and Percentage to analyze and interpret data.

	CO-4	Identifying different possibilities of reasoning based problems of Syllogisms and Coding-Decoding.
	CO-5	Employing the techniques of Percentage, Ratios and Average in inter related concepts of Time Speed and Distance.
MBABF301	CO-1	Understanding the basics of mutual funds, their role and structure, different kinds of mutual fund schemes and their features.
	CO-2	Understanding how mutual funds are distributed in the market place, how schemes are to be evaluated and how suitable products and services can be recommended to investors and prospective investors in the market.
	CO-3	Understanding and analyzing the legalities, accounting, valuation and taxation aspects underlying mutual funds and their distribution.
	CO-4	Developing a financial plan as an approach to investing in mutual funds, and an aid for advisors to develop long-term relationships with their clients.
	CO-5	Applying the Right Investment products for Investors based on appropriate analysis of risks, returns and performance of mutual funds.
MBABF302	CO-1	Understanding the basics of wealth management and the wealth management process.
	CO-2	Understanding the valuation and selection criteria of major investment products and financial securities in order to implement a financial plan.
	CO-3	Developing a financial plan and asset allocation for the clients and their satisfaction for growth.
	CO-4	Evaluating the investment value and select finance for better performance of various investment products.
	CO-5	Applying the Right Investment products for Investors based on appropriate analysis of risks, returns and performance measurements of portfolio.
MBABF303	CO-1	Understanding the basics of banking operations; Front Office Operations, Back Office Operations, etc.
	CO-2	Understanding customer needs, best options for financial means, crediting, remote payment settlements and the process and format banking payments.
	CO-3	Understanding the payment mechanisms and using various latest payment technologies used for making banking customer payments (both individual and corporate).
	CO-4	Analyzing about Banking operations, specially Collecting Banker, paying Banker and lending operations.
	CO-5	Writing the banking compliance report as per law.
MBAF303	CO-1	Understanding the Indian tax environment, basic terminologies, tax implication and rate of tax applied and tax rules.
	CO-2	Understanding the various income head, deduction, and procedure for computing taxable income.
	CO-3	Applying the rules for computing the income under various heads and Gross total income
	CO-4	Applying tax and rules concepts for computing the taxable income of

		individuals as per Income tax Act (current rules).
	CO-5	Assessing the actual tax liability after considering set off and carry forwarding of losses under various heads.
MBABF304	CO-1	Understanding the trading and settlement mechanisms for exchange-traded index futures.
	CO-2	Understanding how fair future prices can be theoretically derived, and the impact of dividend yields on forward pricing
	CO-3	Understanding the key features of option contracts and the importance of volatility to the options market and Applying various option trading strategies.
	CO-4	Recognizing the needs and perspectives of investors who want to obtain performance-driven solutions and determining the right hedge strategies for managing interest rate, equity, currency and commodity
	CO-5	Developing pro-active and innovative strategies using equity derivative products that add real value.
	CO-6	Obtaining hands-on experience of equity derivatives and their use in practical situations.
MBAF301	CO-1	Understanding the concepts of stock exchanges, SEBI, investment and speculation.
	CO-2	Understanding the concept of security valuation and tools for estimating the valuation and applying various models to estimate the correct valuation of securities for investment decision.
	CO-3	Understanding and analyzing the expected outcome of various investments in uncertainty with the help of various analytical tools.
	CO-4	Applying the expected outcome and information in selecting an optimum portfolio keeping in mind the risk and return concern of the investor
	CO-5	Evaluating the performance of selected portfolio and revising it for optimum returns.
MBAM301	CO-1	Understanding the concepts and theories of consumer behavior, consumer behaviour models and their significance in business, and consumer decision making processes.
	CO-2	Understanding the individual and group influences on consumer behavior and consumer decision making process.
	CO-3	Relating consumer behaviour theories, models and concepts to marketing decisions and understanding their implications.
	CO-4	Analyzing the environmental influences on consumer behavior and differentiating individual buying from industrial buying.
	CO-5	Applying most appropriate consumer behavior models and techniques for appropriate market solutions.
MBM306	CO-1	Understanding the concept of whole selling and retailing and the contribution of retailers to the product value chain.
	CO-2	Understanding various types of retail formats and store designs and their functioning in India.
	CO-3	Understanding consumer motivations, shopping behaviors, and decision processes for evaluating retail offering and purchasing merchandise and services.
	CO-4	Analyzing how retailers communicate with their customers.

	CO-5	Formulating tactics (pricing, merchandise assortment, store management, visual merchandising, customer service) for extracting profit from a retail offering of an organization.
MBARM302	CO-1	Understanding the basics of retail operations; the process of credit applications for purchases, Retail Store safety and security.
	CO-2	Understanding various techniques of product demonstration and store sales promotion and applying them to cater to the needs of customers and induce sales to match up with the organization's expectations.
	CO-3	Building rapport with the clients/customers to maximize sales
	CO-4	Evaluating the store operations in achieving the sales targets.
	CO-5	Helping customers choose right products.
MBARM301	CO-1	Understanding the diverse variables affecting the sales & distribution function of an organization.
	CO-2	Understanding the concepts of Sales Management, Sales Planning and Budgeting, sales force management, distribution channels and its management.
	CO-3	Understanding how to lead a sales organization with effectiveness.
	CO-4	Developing and evaluating sales and distribution plans.
	CO-5	Linking sales and distribution with other marketing variables.
MBARM303	CO-1	Understanding the basics of Retail Maths.
	CO-2	Analysing outcomes with intermediate level calculations
	CO-3	Working out effective solutions to retail operations problems with advanced Retail mathematical analysis.
	CO-4	Applying the various retail models to satisfy the consumer.
	CO-5	Creating the business strategies for retail outlets.
MBAM305	CO-1	Understanding the concept of advertising and its role in the marketing process.
	CO-2	Identifying key players in advertising industry and understand the basics of running an advertising programme of an ad agency.
	CO-3	Understanding media planning and selection criteria and making decisions regarding the most feasible advertising appeal and media mix.
	CO-4	Conducting pre-testing, post testing and concurrent testing of ads to determine their effectiveness.
	CO-5	Analyzing and Linking advertising and sales promotion to achieve brand standing.
MBABF401	CO-1	Understanding the basics of currency markets and specifically Exchange Traded Currency Derivatives markets.
	CO-2	Understanding trading, clearing and settlement mechanisms related to Currency Derivatives markets and basic investment strategies that use currency futures and options products
	CO-3	Understanding the Clearing, Settlement and Risk Management in Currency Futures and making strategies using currency futures.
	CO-4	Analyzing the regulatory environment in which the Currency Derivatives markets operate in India.
	CO-5	Developing hedging strategies to maximize the wealth.
MBABF402	CO-1	Knowing the basics of the Indian securities market and the depository system, the need for depository and the key features of the depository

		system in India.
	CO-2	Understanding the institutional structure of the depository system in India and the business partners of a depository.
	CO-3	Applying the regulatory framework in which the depositories and its DPs function, their eligibility criteria, registration procedure, rights and obligations, etc.
	CO-4	Evaluating the various functions of the Depository and its Depository Participants (DPs) such as dematerialisation, trading and settlement, pledging and hypothecation.
	CO-5	Analysing how a demat account is opened, documents required to open an account and significance of Power of Attorney (POA).
MBAF401	CO-1	Understanding the basic concepts of mergers and acquisitions, takeovers, demergers for amalgamation.
	CO-2	Identifying target firms for Mergers and amalgamation and evaluating the target firms for merger decision.
	CO-3	Applying the accounting standards related to merger and acquisition, and computation of purchase consideration as per AS-14.
	CO-4	Evaluating the position of firm before and after merger and acquisitions and need for demerger and reverse merger
	CO-5	Developing a proposal for merger keeping mind the various prerequisites of merger and acquisitions.
MBAF402	CO-1	Understanding the concept of indirect tax regime in India, pre and post GST.
	CO-2	Analyzing the procedure of registration under GST and computation of GST along with the Applicable rates.
	CO-3	Applying the rules of GST in computing the total tax liabilities under GST.
	CO-4	Evaluating the input tax credit available to a firm and calculating the net GST payable to Government.
	CO-5	Analyzing the need for revising the return and claiming refund under GST
MBM403	CO-1	Understanding concepts, principles, techniques and processes of CRM.
	CO-2	Understanding the importance and impact of CRM in marketing, sales force automation, SCM, SRM, PRM and e business.
	CO-3	Understanding and applying of digital marketing tools, web analytics and marketing metrics for promotional marketing.
	CO-4	Analyzing organizational context and developing CRM strategy for the business.
	CO-5	Managing and implementing Customer relationship activities in an organization.
	CO-6	Evaluating the impact of CRM program/campaign of an organization.
MBARM302	CO-1	Understanding the key drivers of Supply chain management based on the participants.
	CO-2	Understanding the importance of IT and the role Relationship Management in SCM.
	CO-3	Implementing the Supply chain based on the drivers.
	CO-4	Analyzing and evaluating techniques of forecasting and planning in local/national/global supply chain management.
	CO-5	Developing and designing a supply chain distribution network.

MBAM401	CO-1	Understanding concepts of services marketing, service marketing mix, service development, design, delivery and quality improvement in services
	CO-2	Understanding the characteristics of services, customer perception and customer satisfaction in the context of services marketing.
	CO-3	Understanding and applying service blueprinting, the integration of new technologies, and other key issues facing today's customer service providers and service managers.
	CO-4	Analyzing critical issues in service design including the nature of service products & markets, building the service model, and creating customer value.
	CO-5	Analyzing critical issues in service delivery including identifying and managing customer service experiences, expectations, perceptions and outcomes.
	CO-6	Evaluating the Marketing Mix applied in the services marketing context and designing service delivery model.
MBM404	CO-1	Understanding the concepts and theories of Personal selling & Salesmanship, Personal Selling Processes, Sales force management and Personal Selling Skills required for effective selling.
	CO-2	Applying techniques of Sales force management for implementing Sales force strategy.
	CO-3	Analyzing sales situations and developing sales strategy for company's product categories
	CO-4	Developing training, compensation and reward system for effective management of sales force
	CO-5	Evaluating the success of a salesperson and sales strategy against objectives.
	CO-6	Identifying and evaluating factors that influence selling of consumer goods, industrial goods and specialty goods and govt. departments and international selling.
MBAHM301	CO-1	Understanding the various types and health care systems of India.
	CO-2	Applying concept of control and prevention at different levels of healthcare.
	CO-3	Developing, implementing and managing various public health care programs
	CO-4	Applying various principles of planning and management in implementing health projects and programmes
	CO-5	Applying health care statistics to support government in implementing their various health care policies
MBAHM302	CO-1	Understanding the classification of hospitals and factors influencing hospital utilization.
	CO-2	Understand master facility plan of a hospital and developing engineering plans for thinfm.
	CO-3	Analyzing the working of different departments of hospitals in order to improve them
	CO-4	Analyzing the administration of hospitals and enhance their working.
	CO-5	Applying the knowledge of hospital management in the hospital

		operations. CO6. Understanding the classification of hospitals and factors influencing hospital utilization
	CO-6	Understanding the classification of hospitals and factors influencing hospital utilization
MBAHM303	CO-1	Understanding the fundamentals of medical terminologies.
	CO-2	Understanding the Medical terminologies to communicate with all medical professionals beings
	CO-3	Understanding common diseases associated with human being
	CO-4	Developing conceptual Understanding common diseases associated with human being understanding of procedures required for treatment of diseases associated with human
	CO-5	Developing understanding of equipment and machines used for procedures.
	CO-6	Understanding the fundamentals of medical terminologies
MBAHM304	CO-1	Understanding the functioning of hospitals.
	CO-2	Understanding the dietary services and ensuring hygiene and cleanliness in its delivery.
	CO-3	Developing plans for hazardous and biomedical waste management.
	CO-4	Assessing the working of hospital during emergency services.
	CO-5	Implementing and monitoring plans for controlling hospital related infections.
	CO-6	Understanding the functioning of hospitals.
MBAHM305	CO-1	Understanding the concepts of logistics management.
	CO-2	Applying various purchasing methods and inventory controlling techniques into practice and minimize inventory management costs.
	CO-3	Analyzing recent practices in store management and developing new plans and policies for store management.
	CO-4	Analyzing the materials in storage, handling, packaging, shipping distributing and standardizing.
	CO-5	Understanding the concepts of logistics management.
	CO-6	Applying various purchasing methods and inventory controlling techniques into practice and minimize inventory management costs.
MBAHM306	CO-1	Understanding the fundamental concepts of health economics.
	CO-2	Applying the management tools and techniques used to design and manage successful organization.
	CO-3	Applying the laws of healthcare in maintaining market equilibrium.
	CO-4	Developing plans for risk, uncertainty and insurance in health care management.
	CO-5	Developing decision making skills for different healthcare markets
	CO-6	Understanding the fundamental concepts of health economics.
MBAHM307	CO-1	Understanding the concept of PR in health care.
	CO-2	Understanding recent trends in Public relations in relation to health care services.
	CO-3	Developing new 'PR' programmes.
	CO-4	Developing strategies and activities to promote hospital management and its services.
	CO-5	Implementing plans for maintaining better media relations.

	CO-6	Understanding the concept of PR in health care.
MBAHM308	CO-1	Understanding the conceptual framework of Cost Accounting in hospitals.
	CO-2	Understanding the processes in determination of cost of products and services.
	CO-3	Applying the marginal costing in decision making.
	CO-4	Applying the concepts of responsibility accounting in a hospital.
	CO-5	Understanding the conceptual framework of Cost Accounting in hospitals.
MBAHM309	CO-1	Understanding the concept of operations management in hospitals.
	CO-2	Understanding the role of operations manager in hospitals.
	CO-3	Applying the techniques and policies of maintenance management for smooth maintenance of hospitals.
	CO-4	Assessing the operational issues between a customer and supplier.
	CO-5	Evaluating existing frameworks in the design and delivery of products and services in hospitals.
MBAHM401	CO-1	Understanding the dimensions of hospital services
	CO-2	Understanding the administrative structure of a hospital.
	CO-3	Apply learning to manage medical record department.
	CO-4	Developing the medical audit procedures.
	CO-5	Assessing and conduction medical audit.
MBAHM402	CO-1	Understanding the fundamentals of laws related with Hospital.
	CO-2	Understanding the Hospital Laws to deal with such situations and circumstances.
	CO-3	Understanding working of a Hospital according to the Laws governing it.
	CO-4	Understanding legal problems in relation to health administration.
	CO-5	Understanding the medical insurance.
	CO-6	Understanding the liabilities of hospital as well as staff
MBAHM403	CO-1	Understanding the concept, techniques and models of Health Care Quality Management.
	CO-2	Understanding the fundamentals of quality improvement and assurance.
	CO-3	Analyzing the procedures and standards of assessing quality health care and formulating explicit criteria and standards in health care.
	CO-4	Applying total quality management concepts to different processes of health care services so as to get the accreditation of bodies like NABH, NABL, JCI, Australian System etc.
	CO-5	Understanding, analyzing and applying the world wide quality organisation in Healthcare to be updated with the world wide standards
MBAHM404	CO-1	Understanding the basic concepts of human health and disease, research, ethical considerations grounded in the history, philosophy, and practice of public health.
	CO-2	Applying principles of social justice, through the lens of cultural humility, to achieve and sustain health equity.
	CO-3	Understanding national health programmes related to communicable diseases.
	CO-4	Analyzing the effects of multiple levels of policy and health systems on population and individual health outcomes and employ strategies to participate in the policy practice.
	CO-5	Understanding the inter section of environmental, social, economic,

		behavioural, biological and political factors influencing human health and identify opportunities for change to prevent hazards related to them.
MBAHM405	CO-1	Understanding the concept, origin, evolution, models and importance of health insurance, market failure and risks.
	CO-2	Analyzing and comparing theories and practices of ethics and professionalism in the healthcare setting.
	CO-3	Understanding and applying contemporary developments in healthcare to assess alternative management solutions in healthcare related problems and challenges.
	CO-4	Understanding of healthcare financial management for designing and developing benefit packages for multiple applications.
	CO-5	Understanding health care origin, growth and policies of managed care system.
MBAHM406	CO-1	Understanding the concept, types, strategic roles of management information systems.
	CO-2	Analyzing and designing and developing information systems that enhance operational efficiencies and strategic goals of organisation.
	CO-3	Analysing and understanding the applications of world wide web and making use of it to improve the overall informatics systems of hospitals.
	CO-4	Analyzing the current information systems and software's for upgrading the existing policies and procedures in hospitals thereby improving the efficiencies..
	CO-5	Developing the management information systems for better decision making while considering professional and ethical challenges.