

101 Management Science

CO1	Define conceptual framework & evolution of management sciences.
CO2	Explain Planning, organizing, directing, controlling as a managerial functions
CO3	Discuss Staffing, coordination and decision making in management
CO4	Apply Indian Management practices
CO5	Relate Global Management practices
CO6	Solve case studies in Management to enhance decision making ability

102 Corporate Communication Skills

CO1	Understand communication process and practices
CO2	Identify barriers of communication and find solutions
CO3	Get proficient in communication skills.
CO4	Apply various communication tools and techniques.
CO5	Practice multiple ways of communication in the corporate world
CO6	Undertake assignments in modern techniques of communication in the Digital era

103 Managerial Economics

CO1	Understand Micro as well Macro part of domain knowledge of economics.
CO2	Classify the market structure and explore entrepreneurial opportunities.
CO3	Identify the relevance of macroeconomics.
CO4	Understand the basic concepts of national income.
CO5	Analyze the importance of economic policies in business decision making.
CO6	Relate knowledge economy with innovations in business process.

104 Human Resource Management

CO1	Know HRM functions and practices to apply at various levels of management.
CO2	Effectively implement Human Resource Procurement process.
CO3	Prepare for Career Development and Succession Planning.
CO4	Comprehend and administer performance Appraisal system.
CO5	Develop, implement, and evaluate employee training, and executive development programs
CO6	Adopt and Implement recent trends in Human Resource Management

105 Business Accounting and Costing

CO1	Possess the knowledge of Accounting Concepts, Conventions and Standards.
CO2	Understand the recording of the economic transactions and prepare Financial Statements
CO3	Preparation of Bank Reconciliation Statement
CO4	Classify the costs under the different heads and prepare Cost Sheet
CO5	Apply various tools to manage the inventory
CO6	Compute Labor and Overhead Costs

106 Organizational Behavior -I

CO1	Apply and predict human behavior at work.
CO2	Focus on improvement of the individual attributes and behavior with respect to culture, design, ethics, learning and structure of an organization.
CO3	Accommodate in the process of group development
CO4	Maintain cordial Interpersonal Relationship at organization
CO5	Apply appropriate techniques of motivation in organization
CO6	Develop analytical and critical thinking skills to tackle various issues in organization.

107 Corporate Social Responsibility

CO 1	Analyse social and corporate Issues.
CO 2	Adopt professional ethics in various functional areas of corporate world.
CO 3	Explore the ethical mind with development solutions
CO 4	Assess and implement corporate social responsibility activities
CO 5	Monitor and rate CSR activities and minimization of unethical Behavior in Organizations.
CO 6	Implement good Corporate Governance practices.

108 Statistics and Quantitative Methods

CO1	Measure Central Tendency and dispersion using statistical data.
CO2	Determine correlation and regression among variables.
CO3	Test hypothesis through chi-square, t-test and one way ANOVA
CO4	Estimate project duration using PERT and CPM techniques.
CO5	Solving LPP and optimization of Transportation cost.
CO6	Use of Decision theory and game theory for data based decision making.

201 Business Research Methods

CO1	Describe Research, its types and Research Process.
CO2	Formulating research design and sampling design
CO3	Collect and interpret data effectively
CO4	Apply Qualitative research
CO5	Use SPSS for hypothesis testing
CO6	Prepare and present research reports

202 Information Technology For Managers

CO1	Understand fundamentals of Information Technology and evaluate Role of Information and Communication Technology in Business
CO2	Initiate for website Development.
CO3	Explore the Business opportunities through emerging trends of information technology
CO4	Manage Database for Business.
CO5	Make use of E-Governance effectively.
CO6	Proficiently use the MS Office for Business operations.

203 Global Economic Scenario

CO1	Understand the concepts of international economics.
CO2	Apply the various strategies of Globalization with respect to business.
CO3	Understand the various dimensions of international economics.
CO4	Identify the balance of payment activities by nations in pursuit of macroeconomic policies.
CO5	Understand the Global Regulatory Environment.
CO6	Relate the Indian Economy with Global Economy.

204 Marketing Management

CO1	Understand basic concepts about marketing management
CO2	Segment market and select target segment
CO3	Link decisions about marketing mix
CO4	Predict about consumer behavior and effectively use market research
CO5	Recognize special attributes of global marketing
CO6	Keep up with latest trends in the market.

205 Financial Management

CO1	Understand concepts in Financial Management
CO2	Prepare various types of business budgets and evaluate the actual performance.
CO3	Judge Profitability, Solvency and Liquidity position of the organisation.
CO4	Prepare the cash flow and fund flow statements.
CO5	Apply the concept of Profit Volume Ratio, Break Even Point, and Margin of Safety in business decisions.
CO6	Analyze and estimate the Working Capital Requirement.

206 Organizational Behavior- II

CO1	Identify and choose appropriate leadership style
CO2	Effectively use Power tactics to deal with organizational politics.
CO3	Manage change successfully
CO4	Implement Organizational interventions for Development of organization.
CO5	Cope-up with work stress to improve task performance
CO6	Develop analytical and critical thinking skills to tackle various issues in organization.

207 Services Management

CO 1	Understand in depth concept of Service Management
CO 2	Effectively apply service operation to meet customer expectation
CO 3	Apply service recovery strategies
CO 4	Create innovative service design and standardize.
CO 5	Determine pricing strategies for service value
CO 6	Explore opportunities in emerging service sectors in India

208 Operations Management

CO1	Understand Operations Management and policy
CO2	Do capacity planning and Scheduling
CO3	Identify appropriate Location & Design Layout of facilities
CO4	Manage Material Planning, Control and Vendor Development
CO5	Control Inventory and value
CO6	Use of advanced concepts for improving quality

301 Strategic Management

CO1	Develop Vision, Mission, Objectives & Goal statement for an organization.
CO2	Apply SWOT and PESTEL analysis and conduct environmental scanning.
CO3	Conduct corporate portfolio analysis, Industrial analysis using Porters principles
CO4	Identify implementation issues in strategic management
CO5	Monitor Strategic evaluation and control
CO6	Identify issues and solve cases related to strategic management

302 Management Information Systems

CO1	Identify challenges in building and using information systems.
CO2	Devise Management Information System for organisation
CO3	Review and modify existing information system
CO4	Identify ethical issues and security aspects in Information system.
CO5	Evaluate appropriate ERP modules.
CO6	Solve cases related to MIS & ERP

303 Legal Aspects Of Business

CO1	Use knowledge of legal aspects of Indian Contract Act, 1872 to business
CO2	Apply legal aspects of Sale of Goods Act, 1930
CO3	Understand Limited Liability Partnership Act 2008
CO4	Observe the requirements of Negotiable Instrument Act, 1881
CO5	Make management aware about Intellectual Property Rights
CO6	Apply legal knowledge to Solve cases pertaining to business.

A - Financial Management

304 Banking and Investment Management

CO1	Understand Indian banking system
CO2	Understand credit planning and NPA management.
CO3	Select appropriate Investment avenues available in India
CO4	Understand role of capital market and commodity markets in India
CO5	Suggest appropriate Insurance and Mutual fund schemes
CO6	Conduct security analysis and manage investment portfolios

305 Tax Management

CO1	Describe the basic concepts, provisions and procedures in Direct Tax Law
CO2	Calculate tax on income of Salaried persons
CO3	Compute taxable income of Business Entities and Professional Concerns
CO4	Calculate Capital Gains
CO5	Calculate income from House Property and Other Sources
CO6	State the provisions of Goods and Services Tax (GST)

306 Strategic Financial Management

CO1	Understand the significance of various sources of finance and compute cost of capital.
CO2	Determine appropriate capital structure considering indifference point and leverages.
CO3	Apply various capital budgeting techniques in business decision making.
CO4	Take dividend decision based on Walter and Gordon Model.
CO5	Apply turnaround strategies in sick corporate units.
CO6	Understand the process of Mergers and Acquisitions.

307 Tally and Advanced Excel

CO1	Familiarise with versions and features of Tally-ERP
CO2	Record accounting transactions in Tally Software.
CO3	Perform various Financial Functions using Microsoft Excel.
CO4	Analyze and present financial data using various tools in Microsoft Excel.
CO5	Understand the process of Audit
CO6	Use Tax Base software for tax computation.

B Marketing Management

304 Product and Brand Management

CO 1	Understand various dimensions of product management.
CO 2	Formulate competitive strategy for products.
CO 3	Identify elements of New Product Development.
CO 4	Evaluate brands and establish brand positioning.
CO 5	Measure consumer's perception and brand performance.
CO 6	Manage brands for brand extension.

305 Consumer Behavior and Service Marketing

CO1	Understand Consumer behavior and Research.
CO2	Identify Cross-cultural issues in International markets.
CO3	Distinguish buyer's behavior pattern.
CO4	Evaluate consumers on the basis of their perception & attitude.
CO5	Apply service marketing mix strategies.
CO6	Integrate and apply the service strategies for growth of the business

306 Sales and Distribution

CO1	Understand basic aspects of sales management and procurement process of sales force
CO2	Manage sales force training
CO3	Apply effective sales force management
CO4	Decide channel related matters for distribution
CO5	Understand roles of marketing intermediary
CO6	Apply appropriate logistic management

307 Global Marketing Management

CO1	Analyze International Mktg & trading scenario, its orientation, and stages
CO2	Handle Product line analysis, new product development, Brands, packaging & labelling.
CO3	Identify approaches to Intl Pricing decisions and the role of foreign currencies
CO4	Develop promotion strategies, and identify appropriate Export promotion organizations'
CO5	Handle issues and channel conflicts in distribution, and logistics management
CO6	Understand Export procedures and its documentation

C Human Resource Management

304 Industrial Relations and Labour Welfare

CO1	Maintain cordial Industrial Relations.
CO2	Prevent and resolve Industrial Disputes.
CO3	Handle Grievances & Collective Bargaining effectively.
CO4	Implement industrial safety and labor welfare measures.
CO5	Empower workers through their participation in management and fostering quality circles .
CO6	Adopt practices in lines with standards of International Labour Organization

305 Human Capital Management and Development

CO1	Explain the rationale of Human Capital Management
CO2	Develop HRD framework
CO3	Prepare Job Analysis
CO4	Design an effective selection procedure
CO5	Design , implement and evaluate training programmes
CO6	Devise strategies to retain High Potential Employees and map competencies.

306 Strategic Human Resource Management

CO1	Identify the strategic challenges before Human Resource Department
CO2	Design & Redesign Jobs and Work System
CO3	Devise and implement Strategies for Person - Job and Organization Fit
CO4	Add economic value to organization with respect to Global Competitiveness
CO5	Adapt Information Technology for effective HRM
CO6	Gain competitive Advantage through HR

307 Labour Laws

CO1	Understand various provisions applicable under Factories Act, 1948
CO2	Fix minimum wages as per Minimum Wages Act, 1948 understand standard deductions as per Payment of wages Act, 1936 Calculate applicable Bonus as per Payment of Bonus Act 1965

CO3	Identify provisions applicable under Equal Remuneration Act 1976 & Payment of Gratuity Act 1972
CO4	Understand payment of compensation and other benefits under Workmen's Compensation Act, 1923 & Employees State Insurance Act, 1948
CO5	Identify Schemes applicable under The Employee Provident Fund & Miscellaneous Provisions Act, 1952
CO6	Implement Maternity Benefit Act, 1961, Child Labour (Prohibition and Regulation) Act, 1986, & The Bonded Labour System (Abolition) Act, 1976

D Production and Operations Management

304 World Class manufacturing and Process Management

CO1	Get acquainted with recent trends in manufacturing.
CO2	Approach World Class Manufacturing Techniques
CO3	Adopt Innovative Manufacturing Practices
CO4	Handle process management with appropriate tools
CO5	Effectively Maintain for enhanced performance
CO6	Handle safety and Welfare in Industries

305 Management of Technology

CO1	Gain insight into technology Management
CO2	Identify new technologies for Competitive advantage
CO3	Forecast & Assess technology
CO4	Forecast and formulate technology strategies
CO5	Integrate human aspects in Technology Management.
CO6	Handle Social Issues in Technology Management

306 Logistics and Supply Chain Management

CO1	Understand the concepts used in supply chain management and its design
CO2	Approach logistics framework to provide solutions
CO3	Offer competitive and value added customer services
CO4	Plan and strategize for logistics
CO5	Gain insight into warehousing and material handling
CO6	Utilize Logistics information system for transportation and packaging

307 Operations Research

CO1	Understand importance of Operations Research
CO2	Use Operations Research for Transportation
CO3	Compare and Formulate Assignment Model
CO4	Understand Game Theory for Decision making
CO5	Give Sequencing solutions
CO6	Choose appropriate investment analysis methods for long term decision making

E International Business Management

304 International Business

CO1	Understand International Business
CO2	Select entry modes in international business.
CO3	Understand Theories of International Trade
CO4	Identify environmental factors related to International business
CO5	Formulate Strategies for International Business
CO6	Handle issues related to Global Trade & Investment

305 International Logistics and Supply Chain Management

CO1	Gain insight into International Logistics and Supply chain management
CO2	Identify the right supply chain design with business strategy
CO3	Handle mode and selection of transportation in international operations
CO4	Outsource Logistics Service Providers
CO5	Utilize IT solutions in Supply Chain Management
CO6	Plan and evaluate global supply chain

306 Export Import Management

CO1	Gain insight into primary requirements in Exports & Imports
CO2	Understand the export procedure
CO3	Handle export documentation
CO4	Understand Import planning and procedures
CO5	Gain insight into EXIM policy and export potential of select commodities
CO6	Get exposure to various Institutional functioning as regards foreign trade

307 International Marketing Management

CO1	Understand Financial Management in a Global Context
CO2	Analyze factors influencing foreign exchange Market.
CO3	Understand role of IMF in international finance.
CO4	Effectively address approaches to Balance of Payment equilibrium
CO5	Manage foreign exchange trading, euro currency market and depository receipts
CO6	Handle practices in International Accounting, Transfer pricing, & Financing foreign trade

F Agro Business Management

304 Agro Business Management

CO1	Understand the concept of ABM.
CO2	Identify opportunities in Food Processing industry
CO3	Utilize the services of various Promotional agencies..
CO4	Establish and run Agro processing unit.
CO5	Identify human resource for Agro processing.
CO6	Analyze emerging trends in ABM

305 Management of Agro Based Industries

CO1	Mange Livestock.
CO2	Add value to animal products.
CO3	Manage Post harvest technology for Horticulture crops.
CO4	Produce Bio-fertilizers and handle Mushroom Production
CO5	Utilize ICT in Agri business.
CO6	Select appropriate Fertilizers.

306 Management in Finance and Agri- Business

CO1	Understand the fundamentals of Agricultural economics.
CO2	Apply Accounting concepts in Agri business.
CO3	Understand Structure and Dynamics of Indian Agriculture.
CO4	Get benefits of various Agricultural Policies
CO5	Identify sources of finance for Agri business
CO6	Seek assistance from various financial institutions

307 Agricultural Marketing

CO1	Understand the fundamentals of Agricultural Marketing
CO2	Understand scope of Agri marketing in economic development.
CO3	Apply marketing strategies in agri retailing.
CO4	Promote agricultural products.
CO5	Handle issues in Standardization, Grading and Warehousing.
CO6	Trade in Agricultural commodities.

G Information Technology and Systems Management

304 HTML and Website Management

C01	Design and create a simple webpage
C02	Select and apply markup languages for processing, identifying, and presenting of information in web pages
C03	Create cascading stylesheets (CSS) for browser integration
C04	Understand characteristics of good website & stages of website development.
C05	Describe and differentiate types of websites and manage email services.
C06	Utilize Search Engines Optimization Techniques and Develop Keyword Generation.

305 Computer Networks

C01	Understand the basic architecture of Computer Network
C02	Design home or small office network
C03	Handle Network Protocols and Network Connection Services
C04	Select ISP and handle client requirements
C05	Ensure network security
C06	Overcome network problems

306 RDBMS

C01	Gain insight into Database Systems & Data Models.
C02	Design conceptual models of a database using ER modeling.
C03	Manage databases using SQL.
C04	Handle database functions.
C05	Formulate complex queries in SQL.

C06	Use PL/SQL for Database Applications.
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307 Software Engineering

C01	Get insight into Software engineering
C02	Conduct feasibility study, test, On-site Implementation using various models.
C03	Design data flow diagram and database models.
C04	Document (pre-post) system requirements using various techniques.
C05	Use golden rules for effective user interface
C06	Test and maintain software

401 Business and Government

C01	Develop understanding about the Business environment and Economic overview
C02	Assimilate Make in India Initiative of GOI
C03	Assimilate Digital India, Startup India and Skill India Initiatives of GOI
C04	Initiate various management certification process for quality control
C05	Identify the challenges and opportunities in Indian rural economy
C06	Understand current business Scenario and review case studies w.r.t. Make in India, startup India, Skill India etc.

402 Innovation Management

CO1	Understand and manage the Creativity and Innovation concepts.
CO2	Access innovation environment and formulate innovation strategies to grab the opportunities
CO3	Foster creativity and innovation in organization
CO4	Develop New Products effectively.
CO5	Manage and enhance creativity in the people.
CO6	Tackle various challenges related to innovation.

403 Indian Commercial Laws

CO1	Understand Consumer Protection Act 1986 & settle disputes
CO2	Understand various provisions of Companies Act 2013
CO3	Understand objectives and schemes of IT Act 2000 w.r.t. Digital signature and e-governance
CO4	Understand and implement Right to Information Act 2005
CO5	Solve Industrial Dispute through Arbitration
CO6	Apply legal knowledge to Solve cases pertaining to business.

404 Entrepreneurship and Project Management

CO1	Identify the opportunities as entrepreneur.
CO2	Use of the various aspects of entrepreneurship in business development.
CO3	Find out the emerging areas in entrepreneurship.
CO4	Conduct market survey and identify business opportunities.
CO5	Prepare a feasible project.
CO6	Monitor and control project.

A - Financial Management

405 Financial Derivatives

CO1	Understand Financial Derivatives and Derivatives Market in India
CO2	Trade and hedge using Forward and Futures contracts
CO3	Trade in Option contracts
CO4	Understand clearing and settlement process of Futures and Options
CO5	Gain knowledge about Swap contracts
CO6	Get acquainted with Credit derivatives in India

406 International Financial Management

CO1	Understand International Financial environment
CO2	Identify underlying factors affecting the foreign exchange rate.
CO3	Understand role of IMF in international finance.
CO4	Adopt the procedures for financing foreign trade.
CO5	Handle the operations in International Banking and Euro currency Market.
CO6	Take business decision considering the effect of BOP on exchange rate and Money Supply.

407 Case Studies in Financial Management

CO1	Evaluate various alternatives in Capital Investment Analysis for long term decisions.
CO2	Conduct Cost-Volume-Profit Analysis for financial decisions.
CO3	Evaluate Profitability, Liquidity and Long Term Solvency of the entity
CO4	Manage various elements of working capital.
CO5	Analyze the reasons for deviation of actual performance against budgets and take remedial action
CO6	Take fund raising decisions considering various factors as Cost of Capital, Leverage, Dividend Policies etc.

B - Marketing Management

405 Marketing Research and Business Analytics

CO1	Understand the importance of Marketing research in business organisations
CO2	Use data collection tools and methods
CO3	Conduct market surveys
CO4	Conduct Field work and use Interview techniques effectively.
CO5	Apply various data analysis tools and techniques.

CO6	Undertake research in various areas of Marketing.
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406 Retail Management and Digital Marketing

CO1	Analyze the retail market, the strategy, and factors influencing retail industry.
CO2	Identify importance of Merchandise planning, category mgt, and retail pricing.
CO3	Apply Store design, space management techniques, and use of planograms.
CO4	Understand importance of technology in retailing, and digital marketing
CO5	Use of digital marketing in changing retail industry
CO6	Devise marketing communication for online retail sector in India

407 Case Studies in Marketing

CO1	Interpret case problems
CO2	Develop decision making ability of students
CO3	Judge the case situations from the viewpoint of case protagonist.
CO4	Identify and analyse problems, develop solutions to various case situations.

C - Human Resource Management

405 Performance and Compensation Management

CO1	Identify performance management parameters in organization
CO2	Conduct Performance Management Process
CO3	Manage and enhance team performance.
CO4	Identify factors of compensation and job evaluation.
CO5	Develop sound wages and salary administration policy
CO6	Handle payroll, incentives and fringe benefits.

406 International HRM

CO1	Understand the role of HRM in international context
CO2	Effectively Manage HR functions across cultures
CO3	Identify role of HRM during International Joint Ventures
CO4	Implement Human Resource Practices w.r.t. International environment
CO5	Maintain cordial Industrial Relations in the global context
CO6	Manage repatriation successfully.

407 Case Studies in HRM

CO1	Interpret case problems
CO2	Develop decision making ability of students
CO3	Judge the case situations from the viewpoint of case protagonist.
CO4	Identify and analyse problems, develop solutions to various case situations.

D - Production and Operations Management

405 Industrial and Productivity Management

CO1	Gain insight into industrial engineering with reference to Indian Industry
CO2	Conduct Work Study
CO3	Utilize tools and techniques in work measurement.
CO4	Handle issues related to Productivity
CO5	Manage salvaging and scrap disposal
CO6	Manage various constraints with respect to production management

406 International Quality Management

CO1	Understand the importance of Quality Management
CO2	Use Fork Model for administration of Quality management
CO3	Gain insight into various ISO series of Quality standards
CO4	Apply various Quality Management tools and techniques.

407 Case Studies in Production and operations Management

CO1	Interpret case problems
CO2	Develop decision making ability of students
CO3	Judge the case situations from the viewpoint of case protagonist.
CO4	Identify and analyse problems, develop solutions to various case situations.

E - International Business Management

405 International HRM and Diversity Management

CO1	Identify specific requirements in HRM in international context
CO2	Create Value through Human Resources in International environment
CO3	Handle issues on International Industrial Relations
CO4	Handle cross cultural issues in International HR functions.
CO5	Use People management techniques across multiple nations
CO6	Manage Global Teams .

406 International Marketing Management

CO1	Analyze International Marketing & trading scenario, its orientation, and stages
CO2	Handle Product line, new product planning for global markets, packaging & labelling.
CO3	Select Approaches to International Pricing Strategy
CO4	Develop promotion strategies, and identify appropriate Export promotion organizations'
CO5	Handle issues and channel conflicts in distribution, and logistics management
CO6	Identify and tackle challenges in International Marketing in the 21 st Century

407 Case Studies in IBM

CO1	Interpret case problems
CO2	Develop decision making ability of students
CO3	Judge the case situations from the viewpoint of case protagonist.
CO4	Identify and analyse problems, develop solutions to various case situations.

F - Agro Business Management

405 Rural Development

CO1	Understand the fundamentals of Rural Development.
CO2	Get benefits of various Rural Development programs
CO3	Evaluate Special schemes for Rural Development.
CO4	Compare various Employment generation schemes.
CO5	Understand the role of Financial institutions in rural development.
CO6	Appreciate contribution of Panchayat Raj system.

406 Agro Entrepreneurship and Project Management

CO1	Identify entrepreneurial opportunities in Rural India.
CO2	Develop confidence to start own enterprise.
CO3	Prepare project proposal.
CO4	Start project independently.
CO5	Generate finance to start the project.
CO6	To provide consultation for preparation of projects report related to agricultural products.

407 Case Studies in Agro-Business Management

CO1	Interpret case problems
CO2	Develop decision making ability of students
CO3	Judge the case situations from the viewpoint of case protagonist.
CO4	Identify and analyse problems, develop solutions to various case situations.

G - Information Technology and Systems Management

405 Information System Audit

CO1	Gain overview of information systems auditing.
CO2	Understand process of information system audit
CO3	Evaluate various functions of Information system audit
CO4	Classify information assets and handle security
CO5	Identify the information security controls in information system
CO6	Handle IT based disaster.

406 ICT and Business Application

CO1	Understand role of ICT in modern business.
CO2	Identify different Business segments.
CO3	Use ICT in business process.
CO4	Manage information system in organization.
CO5	Use various information systems software.
CO6	Solve cases related to Business applications

407 Software Project Management

CO1	Understand the importance of Software Project Management
CO2	Handle software project management .
CO3	Develop software requirement specification.
CO4	Identify tools and models for software projects.
CO5	Ensure quality of Software projects.
CO6	Develop Implementation Plan and Project closure.