

## UG - COURSE OUTCOMES

### Bachelor of Business Administration

#### **1<sup>st</sup> Year**

#### **BBA Regular – 1<sup>st</sup> Semester**

Course Code: M1 21 DC 10

Course Name: PERSPECTIVES IN MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the forms of organization and evolution of management thought
CO 2	Integrate the planning, forecasting with decision making process of a given organization.
CO 3	Relate the function of organizing with staffing in consideration of their effort on individual actions.
CO 4	Identify the range of leadership theories, Directing and controlling tools available in the management.
CO 5	Compare and contrast the range of motivation theories and methods of coordination available for the management practices
CO 6	Illustrate the recent trends in management and factors affecting ethical practices in Business and social responsibilities of management towards all the stake holders.

Course Code: M1 22 DC 102

Course Name: BUSINESS MATHEMATICS AND STATISTICS

After completion of the course the students will be able to:

Course	Course Outcome
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Outcome No.	
CO 1	Use the basic principles of arithmetic and theories of equation in business decision making
CO 2	Apply the concept of interests, annuities and time value of money in financial decisions
CO 3	Describe statistical data, construct and comprehend diagrammatic and graphic representation of data.
CO 4	Choose and interpret measures of central tendencies and dispersion.
CO 5	Analyze the underlying trend of time series data and predict future.
CO 6	Examine the relationship between two variables by using Correlation and Regression Analysis.

Course Code: M1 21 DC 103

Course Name: MANAGERIAL ECONOMICS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the role of Managerial Economics in Business decisions making
CO 2	Evaluate the laws relating to consumer behavior and law of demand in the context of using the appropriate demand forecasting technique
CO 3	Examine the factors influencing pricing decision in order to arrive at appropriate pricing
CO 4	Compare and contrast the implication of law of production and short run and long run curves on average cost and marginal cost.
CO 5	Determine the equilibrium pricing and output under perfect and imperfect market

	competitions
CO 6	Relate dynamics of Business cycles, changes in monetary and fiscal policies and other macro-economic variables with the corresponding impact on managerial decisions and operations.

Course Code: M1 22 SB 101

Course Name: DIGITAL FLUENCY

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the type of emerging technologies and potential cyberattacks in the world of digital
CO 2	Evaluate the relevance and applicability of Artificial Intelligence, Big Data Analytics, Internet of Things and Cloud Computing on specific operations citing a example for the same
CO 3	Justify the building of Essential Skills beyond Technology that goes well with adoption the Technology

Course Code: M1 22 DC 102

Course Name: ORGANIZATIONAL BEHAVIOUR

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Relate the implications of organizational behavior study and its application in Management
CO 2	Examine the influence of organizational behavior by individual's personality, values, perceptions, and motivations in the workplace
CO 3	Evaluate the implications of attitude formation and learning process of individual on organizational behavior.

CO 4	Relate the implications of Group behavior towards leadership in the context of organizational behaviour.
CO 5	Examine implications of the organization climate and culture on organizational Behaviour and its effectiveness.
CO 6	Illustrate the role of stress and conflict on organizational change and culture that affects working relationships

Course Code: UG 21 FC 101

Course Name: PSYCHOLOGICAL WELL-BEING

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	The student is more self-aware and able to develop more meaningful relationships
CO 2	The emotional quotient of the student is increased
CO 3	An improvement in the inter-personal skills is seen along with a better understanding of self.

## **BBA Regular – 2<sup>nd</sup> Semester**

Course Code: M1 21 DC 201

Course Name: FUNDAMENTALS OF ACCOUNTING

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the objectives of Financial Accounting and Reporting from the perspective of the Stakeholders
CO 2	Describe the concepts, assumptions and conventions of Accounting
CO 3	Show the necessary Subsidiary books Examine the factors influencing pricing decision in order

	to arrive at appropriate pricing
CO 4	Construct the financial statements of a Sole proprietor.
CO 5	Develop Financial Statements by using Tally.
CO 6	Compare and contrast the Accounting Standard of IFRS and Ind AS.

Course Code: M1 21 DC 203

Course Name: BUSINESS ENVIRONMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Conduct the Environmental analysis that influences Business decisions.
CO 2	Examine the implications of Economic variables in selective business decision making
CO 3	Evaluate the implication of Global Environment variables in the context of Indian Economy
CO 4	Illustrate the factors of the political environment that influence Business decision making
CO 5	Examine the impact of Technological, Socio-cultural and Natural environmental factors affecting Business decision making
CO 6	Outline the Legal framework regulating to Competition, Information and Cyber Offences.

Course Code: UG 21 CC 201

Course Name: ENVIRONMENTAL STUDIES

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Identify the environmental Factors that determine public health and its contribution towards Human Development Indices for

	public health
CO 2	Describe the change of Agricultural activities, Industrial activities and life style, and influence on climate change and its implication on Public health.
CO 3	Identify the Factors that determine Good health and type of diseases that affect health due to lack of management of hygiene in public places and Sanitation, Poverty and change of Life style
CO 4	Analyze the role of alternative systems of Medicine and intervening Programme of Government of India in providing Public health
CO 5	Analyze the role of local bodies and its policies, practices with respect to solid waste management as per Environmental Protection Act, Forest Conservation Act, Wild Life Protection Act, Water and Air Act and Industrial, Bio Medical and E waste disposal rules.

### **BBA Regular – 3<sup>rd</sup> Semester**

Course Code: M1 20 MC 301

Course Name: CORPORATE ACCOUNTING

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Construct the financial statements of company within the frame work of Ind AS
CO 2	Design the procedure involved in Amalgamation of companies as per IndAS
CO 3	Devise plan for the procedure involved in Absorption of Companies
CO 4	Construct the Balance sheet in observing the procedure involved in External reconstruction of Companies

CO 5	Reconstruct the capital structure of an organization in observing procedure involved in Internal Reconstruction of companies
CO 6	Prepare Liquidator Final Statement of Accounts as per the procedure of Liquidation of companies

Course Code: M1 15 MC 302

Course Name: FINANCIAL MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe both theoretical and practical role of financial management in business corporations.
CO 2	Compute the cost of capital of specific sources of capital
CO 3	Compute the problems in capital structure
CO 4	Estimate the required return on projects of differing risk and evaluate different investment decision.
CO 5	Explain the various types of policies in dividend.
CO 6	Evaluate the importance of working capital management and its role in meeting firm's strategic objectives and its impact in value creation.

Course Code: M1 21 MC 303

Course Name: HUMAN RESOURCE MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the role of Human Resource Manager

	with special reference to attrition.
CO 2	Illustrate the process of Human Resource planning, Recruitment, selection and Induction of a hypothetical organization.
CO 3	Compare and contrast the Training methods and techniques adopted by any two organizations and evaluation of training programme.
CO 4	Distinguish between Traditional and modern method of Performance appraisal system in the context of Career Planning and Development and succession planning.
CO 5	Justify the Design of Compensation and rewards in alignment with Job Evaluation.
CO 6	Develop a process of Human Resource Audit and generate Audit Report of a hypothetical organization.

Course Code: M1 15 MC 304

**Course Name:** PRODUCTION AND OPERATIONS MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the different types of Production and responsibilities of production manager.
CO 2	Evaluate the principles and techniques of plant location and lay out and its implications.
CO 3	Select appropriate technique of material control, method of purchase and selection of supplier
CO 4	Apply the process of production planning and control and statistical process control in the organization
CO 5	Use the concept of standard time and the technique of motion study
CO 6	Illustrate the types of maintenance and importance of waste management



Course Code: M1 15 AR 305

Course Name: FUNDAMENTALS AND APPLICATIONS OF E-COMMERCE

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the functionality of e-commerce and its benefits to the society
CO 2	Design e commerce system for service industries
CO 3	Evaluate the e tailing environment and its impact on retailing business.
CO 4	Evaluate recent trends of E-commerce in the context of customization of Services
CO 5	Assess the role of supply chain management in E commerce industry
CO 6	Adopt Electronic Data Interchange for Trading.

### **BBA Regular – 4<sup>th</sup> Semester**

Course Code M1 15 MC 401

Course Name: COST ACCOUNTING

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the concepts, Methods and techniques of Cost accounting.
CO 2	Prepare a Cost statement/Cost sheet on the basis of cost behavior
CO 3	Prepare store ledger using FIFO, LIFO, Simple and weighted average method as tool of material control.
CO 4	Compute cost of labour using Time and Piece rate system – Halsey and Rowan premium system – Taylor and Merricks

	differential piece rate system as tool of Labour control.
CO 5	Compute statement showing Allocation and Apportionment of over heads
CO 6	Compute statement showing the reconciliation of cost and financial accounts

Course Code: M1 15 MC 402

Course Name: BUSINESS LAW

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	After completion of the course the students will be able to Explain the different legislations pertaining to the Company, Business and Individual.
CO 2	Design a Contract in Compliance with the Indian Contract Act 1872.
CO 3	Use the provisions of Consumer Protection Act of 1986 for Redressal of Consumer disputes
CO 4	Illustrate the procedure in applying for Copy Rights /Patent Rights under Intellectual Property Legislation
CO 5	Compare and contrast the Provisions of Partnership Firm from Limited Liability Partnership
CO 6	Apply the Provisions relating to commencement of business, conduct of meetings and winding up of company under the Company's Act 2013

Course Code: M1 20 MC 403

Course Name: ENTREPRENEURSHIP DEVELOPMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
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CO 1	Illustrate the evolution of the concept of entrepreneur and entrepreneurship and competencies of a successful Entrepreneur
CO 2	Evaluate the Changing Role of the Entrepreneur in the context of New Business Opportunities and guidelines of start up.
CO 3	Plan for the procedure involved in entrepreneurial process right from identification of opportunities to development of new venture.
CO 4	Compare and contrast the applicability and implications on each type of ownership structure and corresponding legal issues
CO 5	Develop a viable Business Plan incorporating Finance, Marketing, HR, Legal, Social and Technical Aspects of new business venture
CO 6	Evaluate the Financial and Non- Financial Assistance by State and Central Government available for Entrepreneurs and global Business opportunities.

Course Code: M1 15 MC 404

Course Name: PROJECT MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the nature and content of Project Management in order to choose an appropriate Project Management Structure.
CO 2	Justify the use of project feasibility studies and its implications in the selection of best available project.
CO 3	Examine the projects of both Commercial and National profitability by using appropriate capital budgeting Technique both under certainty and uncertainty

	situations.
CO 4	Design a project Plan and schedule by using Project Networking technique
CO 5	Choose a Project financing option of Venture Capital and/ or Private Equity and Investment Banking on considering associated risks.
CO 6	Explain the desirable characteristics of effective project managers and issues pertaining to managing and leading a Project and its team and stakeholders

Course Code: M1 15 AR 405

Course Name: RESEARCH METHODOLOGY

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the scope and stages involved in research process.
CO 2	Select appropriate Sampling Technique for a proposed title of research
CO 3	Use appropriate method of collecting primary data and sources of secondary data
CO 4	Arrange data for analysis by editing, coding, classifying and tabulating both primary and secondary data
CO 5	Choose the appropriate Test of Hypothesis and Tool of Analysis in accordance with the merit of the case by using SPSS and Excel
CO 6	Draft a format of Report writing of a research article

## OPEN ELECTIVES

Course Code: UG 17 AO 001

Course Name: ACCOUNTING AND FINANCE FOR NON-PROFIT ORGANISATIONS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe pros and cons of Non-Profit Organisation and commercial entities and their objectives of accounting of the same.
CO 2	Illustrate the procedure involved in establishment of Non-Profit Organisation and raising fund for NPO.
CO 3	Evaluate the statutory and legal compliances of Non-Profit Organisation under Income tax act 1961 and FCRA 2010.
CO 4	Plan for books of accounts within the accounting framework and accounting standards of NPOs
CO 5	Construct the financial statements for Non – governmental NPOs as per the guidelines of ICAI.
CO 6	Explain the objectives of Government accounting and its methods of maintenance of books of accounts under Government accounting framework.

Course Code: UG 15 AO 002

Course Name: CORPORATE GOVERNANCE AND ETHICS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
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CO 1	Describe the role of code of conduct and ethical behavior of Managers at personal, Professional, Business and corporate governance level.
CO 2	Evaluate the role of ethical theories in decision making in the context of corporate governance ethics.
CO 3	Select the ethical model(s) that forms the basis of ethical corporate governance
CO 4	Examine the contributions of major religions to ethical theory and practice of the ethics and CSR in different functional areas of a corporate
CO 5	Describe the evolution and benefits of corporate Governance in India and guidelines of world Bank on corporate Governance ethics
CO 6	Illustrate the risk management process in the context of corporate Governance ethics.

Course Code: UG 15 AO 003

Course Name: ESSENTIALS OF PUBLIC RELATIONS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Compare and contrast between the concepts and practices of: publicity, public relations, advertising, salesmanship and propaganda.
CO 2	Illustrate the role of Public relations in governmental and non- governmental, commercial and non-commercial organizations in the context of changing Indian Environment
CO 3	Elucidate the role and responsibilities of public relations officer during pre-departmental approach era.
CO 4	Examine the challenges and growth of Public relations in various specializations

CO 5	Design Public relation planning from the perspectives different stakeholders relations and the use of various tools in PR planning
CO 6	Illustrate the role of PR and multimedia in developing countries and its recent trends.

Course Code: UG 15 AO 004

Course Name: EVENT MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the key elements involved in event management and event marketing.
CO 2	Evaluate the application of marketing mix while designing the Event management activities of event of diverse nature.
CO 3	Plan for the procedure in getting certifications and other related government regulations to be observed for a hypothetical event management process.
CO 4	Identify the event management pre, during and post event activities on the basis of nature of event.
CO 5	Formulate the strategic market planning to plan, assess, analyse, implement, control and evaluate the activities of different events
CO 6	Illustrate the role of Event Manager in managing successful events in the wake of recent trends in event management industry.

Course Code: UG 15 AO 005

Course Name: FINANCIAL MARKETS AND SERVICES

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
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CO 1	Describe the evolution, structure and components of Indian financial system
CO 2	Illustrate the concepts and various stages in venture capital financing as a financial service.
CO 3	Examine the pros and cons of discounting, forfaiting and factoring financial service
CO 4	Evaluate the role of mutual funds as financial institution and service
CO 5	Examine the credit rating process and services offered by agencies at national and international level.
CO 6	Use leasing as a financing option of a given organization.

Course Code: UG 15 AO 006

Course Name: GENDER AND LEADERSHIP

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the leadership in the context of gender, race and cultural dynamics of in an organizational set up.
CO 2	Relate the gender in leadership with gender theories, gender identity and related behavior in the historical and contemporary context.
CO 3	Illustrate the challenges and new initiatives for empowering the discriminated genders for leadership.
CO 4	Work for the ways and means of navigating the challenges and limitations of gender identity in business, corporate and politics
CO 5	Design the strategies to establish work life balance and obliterate gender differences
CO 6	Develop the strategies adopted by women to advance herself to leadership position



Course Code: UG 17 AO 007

Course Name: INTERNATIONAL FINANCIAL REPORTING STANDARDS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Justify the need for definition of concepts under IFRS framework and its relevance for presentation of all sorts of financial statements.
CO 2	Differentiate the recognition and measurement of Assets and Liabilities between IAS and Ind AS standard and to cover the same.
CO 3	Differentiate the recognition and measurement of Revenue, Leases and financial instruments between IAS and Ind AS standard and to cover the same.
CO 4	Differentiate the Accounting policies, estimates & error, effect of changes after B/S dates and foreign exchange rate between IAS and Ind AS standard and to cover the same.
CO 5	Construct all sort of financial statements, taking into account all standards mentioned in the above modules.

Course Code: UG 15 AO 008

Course Name: MERGERS, ACQUISITIONS AND RESTRUCTURING

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Choose the particular form of business Alliances on the basis available strategic choices
CO 2	Compare and contrast the types of mergers and hypothesis behind each type of merger.
CO 3	Illustrate various stages involved in mergers and acquisition process.
CO 4	Design strategic plan for pricing and financing of merger

CO 5	Solve the issues arising during and post the implementation of merger
CO 6	Plan for corporate restructuring considering one or more strategic options

Course Code: UG 15 AO 009

Course Name: OPERATIONS RESEARCH

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the nature and scope of OR models and its applications for Business decision making.
CO 2	Solve linear programming problems for business decision making and interpret such solutions
CO 3	Solve Transportation problems for business decision making and interpret such solutions
CO 4	Solve assignment problems for business decision making and interpret such solutions
CO 5	Differentiate between PERT and CPM network analysis of a Project for optimum solutions

Course Code: UG 15 AO 010

Course Name: PERSPECTIVES OF MICRO FINANCE

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe micro finance as a tool of State and central Government in poverty alleviation
CO 2	Examine the role of RBI and NABARD in Financial inclusion and recent trends
CO 3	Examine the role and developments of Micro finance Institutions in India in the context of

	micro finance institutions across the globe
CO 4	Compare and contrast the types of MFI and SHG, models and delivery systems of MFI
CO 5	Explain the code of conduct of MFI in India within the framework of Micro finance institutions (Regulation and Development) Bill, 2012 and self-regulated bodies

Course Code: UG 15 AO 011

Course Name: PRODUCTION AND OPERATIONS MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the different types of production system and responsibilities of production manager
CO 2	Evaluate the principles and techniques of plant location and lay out and its implications
CO 3	Choose appropriate technique of material control, method of purchase and selection of supplier
CO 4	Calibrate the process of production planning and control and statistical process control in the organization
CO 5	Use the concept of standard time and the technique of motion study.
CO 6	Illustrate the types of maintenance and importance of waste management

Course Code: UG 15 AO 012

Course Name: REAL ESTATE MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Define the meaning and scope of Real Estate Management
CO 2	Practice professional ethics and code of

	conduct in Brokerage services and documentation procedure in Real estate Management
CO 3	List out the compliance under real estate laws and acts and RBI guidelines for property investment
CO 4	Raise real estate finance in observing procedure and documentation laid down by the concerned financial institution and Bank
CO 5	Develop a planning, Zoning, sub division of Land and construction practices in accordance with norms of Housing and construction Industries
CO 6	Plan for marketing of Real Estate properties incorporating 7 Ps approach

Course Code: UG 15 AO 013

Course Name: RESEARCH METHODOLOGY

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the scope and stages involved in research process
CO 2	Choose appropriate sampling technique for a proposed title of research.
CO 3	Use appropriate method of collecting primary data and sources of secondary data
CO 4	Arrange data for analysis by editing, coding, classifying and tabulating both primary and secondary data
CO 5	Choose the appropriate test of hypothesis in accordance with case

Course Code: UG 15 AO 014

Course Name: SERVICE MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Compare and contrast between goods and services and its implication on classification of Service industry
CO 2	Apply the concept of marketing mix while designing marketing activities of Service Industry
CO 3	Analyze the consumer behavior in accordance with Segmentation, targeting and positioning in service industry that focus on competitive advantage
CO 4	Evaluate the customer relationship and loyalty and its relevance with measurement of productivity of service
CO 5	Illustrate the application of the marketing mix on components of hotel management system of the hospitality industry
CO 6	Evaluate the demand and supply of service in the wake of recent changes of environment, tourism and fitness industry

Course Code: UG 15AO 015

Course Name: STRATEGIC BRAND MANAGEMENT

After completion of the course the students will be able to

Course Outcome No.	Course Outcome
CO 1	Define branding concepts and process involved in brand management.
CO 2	Explain the key issues and steps involved in brand management, including how to establish

	brand identity and build brand equity.
CO 3	Identify the brand elements that help build brand equity.
CO 4	Develop a Technique to measure brand equity and a range of performance related outcomes.
CO 5	Design and implement brand strategies that consider brand naming, brand extension, brand stretching, brand architecture and so forth.
CO 6	Identify the challenges of managing a global luxury brand over time and geographical boundaries in the international Luxury Markets.

Course Code: UG 15AO 016

Course Name: TRAVEL AGENCY AND TOUR OPERATIONS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the role and functions of travel agencies and tour operators.
CO 2	Compare and contrast non commission system and commission system of travel agents and its recent trends.
CO 3	Describe the terminologies connected with Travel and rules and regulations applicable to Travel Agencies and tour operators.
CO 4	Choose a minimum of two major tourism destinations for each country studied.
CO 5	Develop a tour itinerary plan taking all essential components of tour itinerary.
CO 6	Estimate cost of tour itinerary taking all the components of package tour.

Course Code: UG 17 AO 018

Course Name: MONEY BANKING AND PUBLIC FINANCE

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the functions and determinants of money and its classification as per Keynesian Approach.
CO 2	Illustrate the functions of commercial Bank in Indian the context of credit creation, Deposit and Term structure of Interest rates.
CO 3	Illustrate the functions of Central Bank of India and its role in formulating Monetary Policy and instruments used in controlling monetary affairs.

Course Code: UG 17AO 019

Course Name: HUMAN RIGHTS AND SOCIAL JUSTICE

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the importance of human rights, life - based education and social justice.
CO 2	Illustrate holistic understanding of need based growth and development in various community of rural/tribal/urban population in India.
CO 3	List the challenges to human rights and social justice from LPG perspective.
CO 4	Evaluate the government schemes and policies for the upliftment of rural people and tribes that build a more socially just, equitable multicultural

	society and to establish human rights.
CO 5	Examine the roles, functions and responsibilities of various bodies of the governing systems and directive principles of state policy in promoting human rights and social justice both in rural and urban.

Course Code: UG 17AO 020

Course Name: INNOVATION IN MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Define the concept of Innovation, Process view of Innovation and its type
CO 2	Examine the differences from one Model of Innovation to another Model of Innovation and develop firm specific competencies and Network.
CO 3	Develop an Innovative organization considering essential components of Innovative organization.
CO 4	Design an Innovative business plan and estimation of adoption of innovation considering the resource, collaborating strategy, risk and uncertainty.
CO 5	Create an additional value for the existing Product /service through Innovation in order to take advantage of social and economic benefits of Innovation.



Course Code:UG19AO23

Course Name: HUMANITARIAN ASSISTANCE AND DISASTER MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the need for and objectives of disaster management process and humanitarian assistance.
CO 2	Justify the inevitability of disaster and coping up with threat of disaster and the disaster.
CO 3	Plan for risk management of disaster and national development after the disaster.
CO 4	Develop the leadership of disaster and facilitate international disaster assistance.
CO 5	Examine the long term measures in facing the managing disaster and preparedness for the same.
CO 6	Illustrate the role and need for national disaster management,policy and guidelines, NGO and civil society.

Course Code:UG19AO24

Course Name: INTRODUCTION TO PSYCHOLOGY

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the role of psychology in understanding, predicting and controlling behavior of an individual and group
CO 2	Examine the relevance and implications of theories of Emotion, motivation and personality in understanding ones personality

CO 3	Compare and contrast the contributions of each theory of personality Analyze the Anxiety and Stress related issues that affect mental health or create illness
CO 4	Relate the psychological aspects of well-being that leads to Health and wellness with different forms of therapies.

## **SEMESTER – III**

Course Code:UG 19AO25

Course Name: INTERNATIONAL TAX AND TECHNOLOGY -I

After the completion of course, the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the role Accounting Professionals in the context of US Legal and Tax systems and tax life cycle.
CO 2	Show the usual sources of Income of Individual Assessee for the computation of Gross Income and Taxable income permissible under the US Tax laws.
CO 3	Show the adjustments to Income, deductions and credits with respect to an Individual Assessee for the computation of Taxable income and Net tax Payable permissible under the US Tax laws.
CO 4	Devise tax treatments for Foreign Nationals, Expats and Inpats.
CO 5	Use digital tools for filing Individual returns with Power Business Intelligence.

## SEMESTER – IV

Course Code: UG 19AO26

Course Name: INTERNATIONAL TAX AND TECHNOLOGY-II

After completion of the course, the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Compute Taxable income of Partnership within framework of US Partnership Tax Act.
CO 2	Plan for filing Tax return of individual partner after incorporating the requisite information shown in K-1.
CO 3	Use the digital tools for filing partnership returns with Power Business Intelligence.
CO 4	Design the procedure for filing requirements of Controlled foreign corporations and US Shareholders within the framework of US Tax System.
CO 5	Calculate a corporation's taxable income and tax liability taking into account all necessary/ required adjustments.
CO 6	Use the digital tools for filing corporate returns with Power Business Intelligence.

Course Code:UG20AO29

Course Name: MEDIA, TECHNOLOGY AND SOCIETY

At the end of the course the students must be able to:

Course Outcome No.	Course Outcome
CO 1	Evaluate the experience of various media and its impact on our understanding of society and the self.
CO 2	Examine the business model at work behind the emergence of modern advertising and its impact on our

	everyday life.
CO 3	Interrogate on the nature and impact of ‘AI’, automation and machine learning on the society in the context of capability of altering human thinking
CO 4	Justify our engagement with the online spaces and its impact on our identity and self-expression
CO 5	Examine the implications of data surveillance and its possible impact on freedom of expression.

Course Code: UG20AO30

Course Name: CRICKET AND MEDIA

On completion of the course, the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Examines the cultural changes instigated due to the recent developments in cricket, specifically in Indian cricket especially in the context of the general overview of the bond between sport and media.
CO 2	Analyze the current developments in the society in the wake of the causal relationship between sport–predominantly cricket, and media.
CO 3	Evaluates the impact of advertisement industry in the evolution of the game and on the cricket addicted Indian psyche and in meeting the challenges offered by the consumer driven world which transforms everything into a commodity.
CO 4	Evaluate the way the game is represented in cinema and the way this portrayal has impacted the popularity of the game.
CO 5	Investigate into the role of sports and media in the breaking and making of new cultures in the backdrop

	of equal blending of cricket, glamour, and media the present version of cricket a commodity to be produced and consumed.
CO 6	Examine the confluence of cricket, Bollywood and media in the context of the politics of existing and emerging culture/ multidisciplinary perspective towards social discourses

Course Code: UG21AO033

Course Name: INTRODUCTION TO BEHAVIORAL ECONOMICS

After completion of the course the students will be able to

Course Outcome No.	Course Outcome
CO 1	Examine critically the evolution of Behavioural Economics and its implications on from Neuro economics, Cognitive and emotional biases and Mental Accounting.
CO 2	Examine the implications of Bounded rationality, Certainty/possibility effects, Dunning-Kruger effect, and Dual-system theory to mental accounting in the context of behavioural Economics.
CO 3	Evaluate the role of Heuristics, emotion, beliefs and institution in investment decision making.
CO 4	Compare and contrast role of the Intertemporal Choice models and its relationship with alternative intertemporal choice available for decision making in future.
CO 5	Illustrate the role of Behavioral Game Theory, Nudge vs. boost that shape the Consumer decision making in the context of Strategic interaction.

CO 6	Relate the implications of standard economic model on factors affecting fairness and social preferences in the context of decision making.
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Course Code: UG21AO034

Course Name: WORLD HISTORY & POLITICS

After completion of the course, the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Evaluate the source of historical facts and facets of historical developments in the context of value judgement
CO 2	Examine the facets of political developments in the context of Law, political obligation and resistance, basic political value and rights
CO 3	Illustrate the facets of political developments behind rise and fall of empires right from Persian empire, Ancient Greece, Roman Empire China to Expansion of Europe.
CO 4	Analyse the social causes that led to revolutions and decolonization right from the American war of Independence, French Revolution to Decolonization.
CO 5	Examine critically the evolution of Modern western political thought and philosophy right from Aristotle to Marx on Dialectical Materialism.
CO 6	Evaluate critically the evolution of Indian Political thought right from Manu to Nehru

Course Code: UG 21AO 035

Course Name: WEB DESIGNING

On completion of the course, the student should be able to

Course Outcome No.	Course Outcome
CO 1	Define the principles of Web page design
CO 2	Examine the determinants of web site in the context of its utility
CO 3	Apply HTML for developing websites
CO 4	Design style sheets of CSS technology by using HTML.
CO 5	Develop the website for publishing on line content and updating the same on periodically
CO 6	Use website to promote digital marketing by embedding necessary features and functions

Course Code: UG 21AO 036

Course Name: DANCE COURSE

On completion of the course, the student should be able to

Course Outcome No.	Course Outcome
CO 1	Examine the relationship between human anatomy and its implications on movements.
CO 2	Relates the idea of overall physical development and the impact it has on their personality development.
CO 3	Explain the basic philosophy of Yoga and its contribution to the human mind and body.
CO 4	Display patterns and combinations of the fundamentals of Bharatanatyam and its implications on harmony of Body, Mind and intellect.



CO 5	Adapt techniques of contemporary dance at a basic level.
CO 6	Display patterns and combinations of the Brazilian martial art form Capoeira at a basic level.
CO 7	Combines application of basic choreographic concepts.

1.

Course Code: UG21AO037

Course Name: RURAL MARKETING

After completion of the course the students will be able to

Course Outcome No.	Course Outcome
CO 1	Illustrate the role of Rural marketing manager in the backdrop of distinct characteristics of rural market and challenges of the rural marketing
CO 2	Use appropriate the segmentation, targeting and positioning of a hypothetical rural product/ service in alignment with the factors that influence rural consumers buying behaviour.
CO 3	Design Pricing Strategy that suits characteristics of Rural Product and its phase in the product life cycle.
CO 4	Relate the appropriateness of Communication Strategy with chosen Rural Distribution channel of rural product and Pricing strategy
CO 5	Examine the opportunities of Agri Business in rural and its viability in the context of corporate form of FMCG, Financial services Fertilizers and handicraft and artisan sector.
CO 6	Identify the recent trends in Rural marketing space in

	the wake of digital technology explosion
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Course Code: UG21AO038

Course Name: SUSTAINABLE MARKETING

After completion of the course the students will be able to

Course Outcome No.	Course Outcome
CO 1	Illustrate the role of sustainable marketing manager in the backdrop of sustainability challenges and opportunities of global context of sustainable marketing.
CO 2	Plan for sustainable marketing strategy with special reference to segmentation, targeting and positioning of a hypothetical sustainable product/ service in alignment with consumers buying behaviour of sustainable consumption.
CO 3	Design sustainable Pricing Strategy that takes into account sustainable branding, eco cost, environmental Pricing characteristics of sustainable Product and its phase in the product life cycle.
CO 4	Examine the factors relating to sustainable channel network, logistic, chain that determine a viable Sustainable Logistics and supply chain in the context of sustainable retailing.
CO 5	Relate the appropriateness of sustainable promotion Strategy in the context of digital marketing sustainable age.
CO 6	Develop a sustainable marketing plan in line with principle of triple bottom line for a sustainable future

## SEMESTER IV

Course Code: FSD 15 401

Course Name: ENVIRONMENT AND PUBLIC HEALTH

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Identify the environmental Factors that determine public health and its contribution towards Human Development Indices for public health.
CO 2	Describe the change of Agricultural activities, Industrial activities and life style, and influence on climate change and its implication on Public health.
CO 3	Identify the Factors that determine Good health and type of diseases that affect health due to lack of management of hygiene in public places and Sanitation, Poverty and change of Life style.
CO 4	Analyze the role of alternative systems of Medicine and intervening Programme of Government of India in providing Public health.
CO 5	Analyze the role of local bodies and its policies, practices with respect to solid waste management as per Environmental Protection Act, Forest Conservation Act, Wild Life Protection Act, Water and Air Act and Industrial ,Bio Medical and E waste disposal rules.

## Semester V

Course Code: M1 15 MC 501

Course Name: COSTING FOR BUSINESS DECISIONS

After completion of the course the students will be able to

Course Outcome	Course Outcome
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No.	
CO 1	Employ the process of budgetary control by using Cash and Flexible Budgets
CO 2	Generate decisions on Cost, Volume and Profit by using Marginal Costing Technique.
CO 3	Utilize the tactical decision making parameters in the context of Make or Buy, Utilizing spare capacity, Product mix, Adding or Dropping a product and Plant shut down decisions
CO 4	Use the Standard costing technique to analyze and control variance.
CO 5	Apply Relevant costing in accordance with the merit of the Case
CO 6	Justify usage of appropriate costing for decision making such as Activity based costing, Life Cycle costing, Target costing, Kaizen costing and Balance Score card in the present context.

### SEMESTER – V

Course Code: M1 15 MC 502

Course Name: INCOME TAX – I

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the functions of Income tax authorities, officers and commissioner and CTDT and types of assessment of individual

CO 2	Define the terms connected with assessment year, previous year, exempted income from agricultural income and total income.
CO 3	Compare and contrast the Receipts, Expenditure and Losses of Revenue and Capital nature.
CO 4	Identify the Residential Status and Incidence of Tax for the computation taxable income from the perspective of Individual, HUF and Company of residential status only.
CO 5	Show the computation of Income from Salary of an Individual assessee after taking into consideration of U/S 89(1) and 88.
CO 6	Show the computation of Income from House Property of an Individual assessee after taking into consideration deduction U/S 24.

## SEMESTER – V

Course Code: M1 15 MC 503

Course Name: QUANTITATIVE TECHNIQUES

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the nature and scope of Operation Research Models and its applications for Business Decision Making

CO 2	Develop a Linear Programming model and maximization or minimization of objective function by using graphical method.
CO 3	Solve a Linear Programming problem by using simplex method
CO 4	Solve a Transportation problem for business decision making using various methods
CO 5	Solve an assignment problem for business decision making by using Hungarian method
CO 6	Develop a project network diagram and analysis by Pert or CPM method for project management.

## **SEMESTER – V**

### **ELECTIVE-1ACCOUNTS**

#### **PAPER-I**

Course Code: EL 15 AC 504

Course Name: ADVANCED CORPORATE REPORTING I

After completion of the course the students will be able to

Course Outcome No.	Course Outcome
CO 1	Describe the process of consolidation of group accounting such as Subsidiaries, Associates, Joint operations and Joint ventures within the framework of financial reporting of IFRS.

CO 2	Show the Computation of the valuation of goodwill and minority interest by using Proportion Method and Fair value method for consolidating the group accounting as per IFRS.
CO 3	Show the treatment of Intra group transactions such as purchases and sales, transfer of non-current assets, bills receivable and payable, Dividend declaration and payment and Loans and interest as per IFRS.
CO 4	Construct consolidated Balance Sheet for simple group consisting of one/two subsidiary/Associates as per IFRS framework.
CO 5	Construct consolidated Statement of Profit or Loss for simple group consisting of one/two subsidiary/Associates as per IFRS framework.
CO 6	Construct consolidated changes in equity for simple group consisting of one/two subsidiary/Associates as frame

**SEMESTER – V**  
**ELECTIVE–I:**  
**ACCOUNTS PAPER –**  
**II**

Course Code: EL 15 AC 505

Course Name: ADVANCED CORPORATE REPORTING II

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the concepts and treatment for special transactions such as financial instruments, leases, employee benefits and share based payments in the context of financial reporting as per IFRS.
CO 2	Show the accounting treatment for Lease under IAS, Ind AS and IFRS framework.
CO 3	Show the accounting treatment for financial instruments under IAS, Ind AS and IFRS framework.
CO 4	Show the treatment for recognition and measurement of planned assets and (Employee Benefits) benefit obligation in Balance Sheet and Profit or loss account under IFRS and Ind AS framework.
CO 5	Show the accounting treatment for Share based payments under IAS, Ind AS and IFRS framework.
CO 6	Show the accounting treatment for Revenue recognition in the context of contract and sale of goods and services under IAS, Ind AS and IFRS framework.



**SEMESTER V**  
**SKILLED BASED PAPER (ELECTIVE)**  
**ELECTIVE–I: ACCOUNTS**  
**PAPER V**

Course Code: SB 15 AC 506

Course Name: ACCOUNTING INFORMATION SYSTEM

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the purpose of accounting information systems and the links between business structure, processes, performance, and information systems.
CO 2	Distinguish between information audit and System audit in internal environment.
CO 3	Identify the role of EFT – EDI in the context of E - commerce frame work.
CO 4	Identify the role of SET in the context of security and control issues in Information system
CO 5	Use Tally software to carry out right from journal to financial statements of financial information system

**SEMESTER- V**  
**ELECTIVE II–**  
**FINANCE PAPER-**  
**I**

Course Code: EL 15 FN 504

Course Name: ADVANCED FINANCIAL MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the role of financial manager and time value of money in maximization of shareholders' wealth.
CO 2	Develop an optimum capital structure by using EBIT – EPS analysis and implications of theories of capital structure
CO 3	Select an investment option by using capital budgeting techniques
CO 4	Select an investment option under risk and uncertainty by using right from probability approach to Decision tree approach.
CO 5	Examine the range of dividend theories and models and their implications on dividend decisions of a firm.
CO 6	Describe the concept of working capital and financing options in the short run and its tradeoff between profitability and liquidity.

**SEMESTER- V**  
**ELECTIVE II–**  
**FINANCE PAPER**  
**II**

Course Code: EL 15 FN 505

Course Name: FINANCIAL INSTITUTIONS AND  
MARKETS

After completion of the course the students will be able to

Course Outcome No.	Course Outcome
CO 1	Compute Gross Total Income of an Individual assessee after taking into account deduction u/s 80
CO 2	Compute total taxable income and tax liability of an Individual assessee who is involved in Business and Profession
CO 3	Illustrate the mechanism of carry forward and set off of losses of an Individual assessee who is involved in Business and Profession
CO 4	Compute total taxable income and tax liability of an Individual assessee who is involved in Business and Profession
CO 5	Illustrate the mechanism of carry forward and set off of losses of an Individual assessee who is involved in Business and Profession

## SEMESTER – VI

Course Code: M1 15 MC 601

Course Name: MANAGEMENT ACCOUNTING

After completion of the course the students will be able to

Course Outcome No.	Course Outcome
CO 1	Describe the role of a Management Accountant in the present scenario
CO 2	Evaluate the Financial Statement Analysis for strategic decision making of a firm with live financials
CO 3	Examine the solvency, turnover/performance and Liquidity of a business by using Benchmark Ratios
CO 4	Analyze the magnitude and pattern of Inflow and Outflow of cash within the IND AS 7
CO 5	Compare and contrast the different types of management reporting that arises on the respective situations

1.

## SEMESTER – VI

Course Code: M1 15 MC 602

Course Name: INCOME TAX – II

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the evolution, function and sub system of Indian financial System as influenced by regulatory regimes and

	degrees of international openness.
CO 2	Outline the structure of financial institutions system, RBI and SEBI and its functions in the wake of globalized economic era.
CO 3	Illustrate the structure of financial Markets system in India and its functions and integration with global financial system.
CO 4	Examine the operational Mechanism of Primary Market and its methods of issue as warranted by differing needs of issuing companies, regulatory regimes and degrees of international openness.
CO 5	Evaluate the operational Mechanism of Secondary Market as influenced by regulatory regimes and degrees of international openness
CO 6	Evaluate the operational Mechanism of Money Market and the Illustrate the concepts and features of assessment of profits and gains of Individual proprietorship, Doctor, Advocate and Chartered Accountant as individual assessee.
CO 7	Compute Short term and Long term capital gains of an Individual assessee who is involved in Business and Profession

**SEMESTER V**  
**SKILLED BASED PAPER**  
**(ELECTIVE) ELECTIVE II–**  
**FINANCE**  
**PAPER V**

Course Code :SB 21 FN 506

Course Name : FINANCIAL MODELING

After completion of the course the students will be able to

Course Outcome No.	Course Outcome
CO 1	Explain the meaning and purpose for which Financial Modeling is built and the use of basic and advanced features of excel in the context of financial modeling applications
CO 2	Apply Advanced Excel functions to present behaviour of sensitivities to the projected financial metrics of a firm
CO 3	Develop a Financial Modeling for forecasting of Financial Statements with Analysis and interpretation of Financial statements by using excel
CO 4	Construct a Financial Modeling for Project and franchise after identifying the Revenue Drivers and Cost Drivers of those Business models
CO 5	Develop a Financial Modeling for equity valuation by using discounted cash Flow (DCF) Model.
CO 6	Apply advanced Financial Modeling technique forecasting of three financial Statements with linking necessary schedules.

## SEMESTER - V

### **ELECTIVE-III: HUMAN RESOURCE MANAGEMENT PAPER – I**

Course Code :EL 15 HR 504

Course Name : EMPLOYEE RELATION LAWS IN INDIA

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the concept of social welfare, Labour welfare and social security and implications of Indian constitution on labour welfare and social security.
CO 2	Illustrate the implications of major laws in India ranging from Trade union Act 1926 to Whistleblowers Protection Acton 2014 on labour welfare activities.
CO 3	Examine trends of industrial disputes and trade unions and ways of settling disputes.
CO 4	Describe the participative management from the perspectives of personal, sociological, classical, human resources and human relations and ways of empowerment.
CO 5	Adopt the procedure to maintain the Safety and Health of employees prescribed by Government of India and management strategies and corrective actions in the context of Accidents and occupational diseases.
CO 6	Describe the meaning of counselling, types of problems for counselling and the role of manager as counselor

**SEMESTER - V**  
**ELECTIVE-III: HUMAN RESOURCE**  
**MANAGEMENT PAPER - II**

Course Code: EL 15 HR 505

Course Name: HUMAN RESOURCE DEVELOPMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the role and competencies of HRD in the context of changing view of global HRD and internet usage.
CO 2	Develop HRD process and activities for the management development and ethical practice of employees of chosen organization.
CO 3	Compare and contrast the techniques of OD at individual level and group level in accordance with attitude formation and change of mindset of consumers.
CO 4	Integrate the productivity with combined effect of Team development, quality circle and Quality of work life balance among the employees of an organization
CO 5	Illustrate the managerial practice of transaction analysis as a tool for HRD.
CO 6	Identify the challenges of HR and Application of recent trends ranging from Competency mapping to HR Audit.



**SEMESTER V**  
**SKILLED**  
**BASED PAPER (ELECTIVE) ELECTIVE-III:**  
**HUMAN RESOURCE MANAGEMENT**

**PAPER V**

Course Code: SB 15 HR 506:

Course Name: SAP (HCM)

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate how the functionality of ERP and SAP work and assigning a code to company and personnel area to the company code.
CO 2	Show how to define employee group, employee sub group and payroll area to create personnel structure in ERP – SAP.
CO 3	Show how to maintain number ranges in organizational management in creating organizational unit in ERP – SAP.
CO 4	Illustrate how to maintain number ranges of personal numbers and personal actions under ERP –SAP personnel
CO 5	Show how to run a recruitment process through ERP – SAP recruitment structure.
CO 6	Show how to integrate with work schedule by defining daily work schedule and rules in ERP – SAP time management structure.

**SEMESTER – V**  
**ELECTIVE–IV: MARKETING**  
**MANAGEMENT PAPER- I**

Course Code :EL 15 MK 504

Course Name: CONSUMER BEHAVIOUR

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the need for study of consumer behavior by big data analysis and its application in marketing.
CO 2	Identify the external factors that influence consumer behavior.
CO 3	Justify study of the theories of consumer behavior in predicting the behavior of consumer.
CO 4	Describe the components and process of consumer learning, its implication attitude formation and change of consumer behavior.
CO 5	Illustrate the stages in consumer decision making process and post purchase behavior of consumer.
CO 6	Describe how to enhance consumer satisfaction and implication of consumer protection act in the enhancement of consumer satisfaction.

**SEMESTER – V**  
**ELECTIVE–IV:**  
**MARKETING**  
**MANAGEMENT**  
**PAPER – II**

Course Code: EL 15 MK 505

Course Name: RETAIL AND LOGISTICS MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the Retail management decision process and functions of retailer in satisfying customer needs in a rapidly changing and competitive environment.
CO 2	Illustrate the theories of retailing and its relevance in analyzing the retailing environment.
CO 3	Design retail location strategy and store loyalty strategy in accordance with type of customers and profiling.
CO 4	Differentiate the role and responsibilities of merchandiser from that of Buyer in the context of merchandise management.
CO 5	Develop a category management process for a retail store of your choice.
CO 6	Justify the indispensable role of logistics management and supply chain management in retail management.

**SKILLED BASED PAPER (ELECTIVE) ELECTIVE–IV:  
MARKETING MANAGEMENT  
PAPER V**

Course Code: SB 15 MK 506

Course Name: CUSTOMER RELATIONSHIP  
MANAGEMENT (SAP)

After completion of the course the students will be able  
to:

Course Outcome No.	Course Outcome
CO 1	Illustrate how the functionality of ERP and SAP CRM architecture works and customization of screens and managing partnering relationships with customers and suppliers.
CO 2	Show how to maintain organizational management right from business partner to claim management in ERP – SAP CRM.
CO 3	Describe the key capabilities or processes and scenarios of SAP CRM Sales and service.
CO 4	Show how to integrate the internet customer self- service for B2B and B2C channels.
CO 5	Show how to run CRM analytics through embedded competitors' analysis in opportunity management

## **SEMESTER - V**

### **ELECTIVE–V:INTERNATIONAL BUSINESS PAPER - I**

Course Code: EL 15 IB 504

Course Name: FUNDAMENTALS IN  
INTERNATIONAL RELATIONS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the evolution of international relations from Westphalian sovereignty to recent changes in international monetary and economic environment and its influence of Government and non-government players (International economic institutions).
CO 2	Illustrate the cultural and social pattern of ancient India and its transition to the present state of affairs in the context of globalization.
CO 3	Relate the implications of theories of international relations on India and its global relations.
CO 4	Relate the implications of theories of international relations on India and its global relations.
CO 5	Integrate the evolution of India's foreign policy into development of institutional framework of Exports and Imports since 1947.
CO 6	Identify the implications of dynamics of

	world trade and international negotiations on Eco politics, Migration and Refuge, Technology transfer and India's stand at UN/WTO on climate change and Agriculture.
CO 7	Examine the EXIM policy and India's export performances in the context of key drivers and challenges in the past 5 years.

## **SEMESTER - V**

### **ELECTIVE-V: INTERNATIONAL BUSINESS PAPER – II**

Course Code: EL 15 IB 505

Course Name: INTERNATIONAL BUSINESS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the concept of International Business and steps involved in going international from the perspectives of global manufacturing concept and international demand and supply trade scenario.
CO 2	Describe the development and implementation of partnership in

	the supply chain and manage the supply chain at Global level.
CO 3	Describe the logistics task, logistics planning and integrating all means of transportation in the Logistics management at global level.
CO 4	Adopt the procedure of Export and Import and documentation of the same.
CO 5	Relate the implication of changes in E banking and payments mode of international in nature of ERP and related technologies, information system Audit methodology in International Business perspectives.
CO 6	Illustrate the recruitment, selection and issues in staff selection of expatriates in the process of international human resource development.

**SEMESTER - V**  
**ELECTIVE – VII: BANKING AND INSURANCE**  
**PAPER I**

Course Code :EL 15 BK 504

Course Name: BANK MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the functions commercial Bank and central Bank of India and core banking concept of DRAT and DRT.
CO 2	Illustrate the types of borrower and loans and Advances.
CO 3	Develop a process of credit appraisal proposal and documentation at the time of renewal and death of borrower.
CO 4	Design a follow up of loan at branch regional, head office and RBI level, recovery process and implications of Loan recovery tribunal and revenue recovery act.
CO 5	Identify the recovery of Non-performing assets strategies and its recovery process as per guidelines of RBI.



**SEMESTER - V**  
**ELECTIVE – VII: BANKING AND**  
**INSURANCE PAPER-II**

Course Code :EL 15 BK 505

Course Name: PRINCIPLES AND PRACTICE OF INSURANCE.

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the functions commercial Bank and central Bank of India and core banking concept of DRAT and DRT.
CO 2	Illustrate the nature, design and development of life insurance contracts/products and health insurance policies.
CO 3	Show design and development of traditional and non-traditional policies, non - life insurance contracts/products ranging from marine, Fire to Agriculture insurance policies
CO 4	Outline the prospects of insurance company business in the wake of privatization, innovation in insurance, long term care insurance, reinsurance and international scene.
CO 5	Summarize the implications of insurance act in India from the Insurance act 1938 to IRDA act 1999 on growth and

	development of private and public insurance companies.
CO 6	Describe the appointment, functions, duties, remuneration and Liabilities of Insurance Agent and Actuary in India.

**SEMESTER V**  
**SKILLED BASED PAPER (ELECTIVE)**  
**ELECTIVE – VII: BANKING AND**  
**INSURANCE PAPER V**

Course code: SB 15 BK 506

Course Name: BANK BRANCH MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the role, functions and services offered by Banking, financial services and NBFC in India
CO 2	Construct and interpret the financial statements and financial
CO 3	List the products and services offered by SBI, Non – SBI, private and public sector Banks in India in the context of retail Banking.

CO 4	Examine the process of conversion of unscheduled bank into scheduled bank and guidelines of RBI for licensing new banks.
CO 5	Examine the audit of Bank, preparation of LFAR, NPA classification as per the guidelines of RBI.
CO 6	Identify the professional and behavioural skill sets to sell and provide bank products and customer services respectively

**SEMESTER V**  
**ELECTIVE- VII: INTERNATIONAL PUBLIC**  
**ACCOUNTING PAPER – I**

Course Code:EL 20 IPA 504

Course Name: ADVANCED FINANCIAL REPORTING I

After completion of the course, the students should be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the conceptual framework defining rules and principles of financial reporting as per US GAAP and IFRS.

CO 2	Construct the financial statements of private as well as public companies as per US GAAP and IFRS.
CO 3	Design a financial accounting treatment for current assets and current liabilities as per US GAAP and IFRS.
CO 4	Plan for financial accounting and reporting for investments in equity and debt securities as well as derivatives and hedging arrangements as per US GAAP and IFRS.
CO 5	Design a financial accounting treatment and reporting for tangible fixed assets, and their depreciation and impairment as per US GAAP and IFRS.
CO 6	Devise a financial accounting treatment and reporting for intangible assets, and their amortization and impairment as per USGAAP and IFRS.

**SEMESTER V**  
**ELECTIVE- VII: INTERNATIONAL PUBLIC**  
**ACCOUNTING PAPER – II**

COURSE CODE:EL 20 IPA 505

Course Name: INTERNATIONAL TAX AND REGULATION

After completion of the course, the students should be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the federal income tax provisions applicable to individuals including gross income, deductions, tax calculations, alternative minimum tax, other taxes and tax credits.
CO 2	Evaluate capital gains & losses, gains & losses from sale of long- term business property, and depreciation and amortization methods as per federal income tax provisions.
CO 3	Examine the federal income tax provisions applicable to C- Corporations including income, deductions, earnings & distributions, liquidation and reorganizations.
CO 4	Relate the federal income tax provisions with applicability to S- Corporations including eligibility criteria, income tax return, shareholder basis, earnings & distribution and termination of election.
CO 5	Justify the applicability of federal income tax provisions relating to partnerships, estates & trusts, and tax-exempt organizations.

CO 6	Illustrate the provisions of key federal security regulations including Securities Act of 1933 and Securities Exchange Act of 1934, and accountant's professional responsibilities.
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## **SEMESTER V**

### **SKILLED BASED PAPER**

#### **ELECTIVE- VIII: INTERNATIONAL PUBLIC ACCOUNTING PAPER – V**

Course Code:SB 20 IPA 506

Course Name: INTERNATIONAL AUDITING AND  
ATTESTATION

After completion of the course, the students should be able to:

Course Outcome No.	Course Outcome
CO 1	Apply Generally Accepted Auditing Standards (US GAAS), International Standards of Auditing (ISA) and Public Company Accounting Oversight Board Auditing Standards (PCAOB) when performing audits of issuer and non-issuer entities
CO 2	Develop an audit plan as an overall audit strategy that commensurate with all type of audit risks.

CO 3	Relate the Internal Control Integrated framework of an entity and its environment (including its internal controls), and assess the risks of material misstatement when performing an audit engagement.
CO 4	Arrange the sufficient appropriate audit evidence by performing audit procedures to afford a reasonable basis for an opinion regarding the financial statements under audit
CO 5	Design an Audit report on financial statements in line with formed audit opinion.
CO 6	Apply the Statements on Standards for Accounting & Review Services (SSARS) and (SSAE) when performing compilation

**SEMESTER V**  
**ELECTIVE- VIII: BUSINESS ANALYTICS**  
**PAPER – I**

Course Code:EL 20 BA 504

Course Name: FUNDAMENTALS OF BUSINESS  
ANALYTICS

After completion of the course, the students should be able to:

Course Outcome No.	Course Outcome
CO 1	Justify the need for data-driven decision making and solving business problems

	using data analytics.
CO 2	Use the MS excel tools to analyse data by Data Analysis with Excel
CO 3	Perform actions necessary to organize and present data in a meaningful format in MS Excel.
CO 4	Perform simple computations and aggregations in MS Excel
CO 5	Apply the appropriate finance function for calculations in MS Excel.
CO 6	Perform basic data analytics and visualization through Pivot Tables and Pivot Charts.

**SEMESTER V**  
**ELECTIVE- VIII: BUSINESS ANALYTICS**  
**PAPER – II**

Couse Code:EL 20 BA 505

Course Name: ESSENTIAL STATISTICS FOR BUSINESS ANALYTICS

After completion of the course, the students should be able to:

Course Outcome No.	Course Outcome
CO 1	Apply the statistical concepts required for Business analytics by using MS Excel.
CO 2	Perform descriptive statistical analytics by using MS Excel.
CO 3	Create simple graphs and analyse the distribution of data by using MS Excel.



CO 4	Select an appropriate probability distribution in accordance with demand of a given set of data.
CO 5	Choose an appropriate sampling technique in accordance with demand of a given study.
CO 6	Use an appropriate hypothesis testing in accordance with demand of the case.

**SEMESTER V**  
**SKILLED BASED PAPER**  
**(ELECTIVE) ELECTIVE- VIII:**  
**BUSINESS ANALYTICS PAPER –**  
**V**

Course Code:SB 20 BA 506

Course Name: BUSINESS INTELLIGENCE AND DATA  
VISUALIZATION

After completion of the course, the students should be able to:

Course Outcome No.	Course Outcome
CO 1	Use the Excel based tools for visualising data for storytelling with data
CO 2	Construct the text-based and tables-based

	dashboards and reports in the context of data visualization
CO 3	Create miniature charts and tables, and sparklines in MS Excel for the sake of data visualization
CO 4	Create interactive charts, graphs, maps, and other visuals using Power View in MS Excel
CO 5	Arrange data into actionable insights using the Tableau data visualization tool
CO 6	Create smart dashboards for advanced visual analytics using Tableau

## SEMESTER – VI

Course Code:M1 15 MC 601

Course Name: MANAGEMENT ACCOUNTING

After completion of the course the students will be able to

Course Outcome No.	Course Outcome
CO 1	Describe the role of a Management Accountant in the present scenario
CO 2	Evaluate the Financial Statement Analysis for strategic decision making of a firm with live financials
CO 3	Examine the solvency, turnover/performance and Liquidity of a business by using Benchmark Ratios

CO 4	Application of fund under different head of account.
CO 5	Analyze the magnitude and pattern of Inflow and Outflow of cash within the IND AS 7
CO 6	Compare and contrast the different types of management

## SEMESTER – VI

Couse Code:M1 15 MC 602

Course Name: INCOME TAX – II

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the concepts and features of assessment of profits and gains of Individual proprietorship, Doctor, Advocate and Chartered Accountant as individual assessee
CO 2	Compute Short term and Long term capital gains of an Individual assessee who is involved in Business and Profession
CO 3	Compute Taxable Income from other sources

	of an Individual taking into account deduction u/s 57 and amounts disallowed
CO 4	Compute Gross Total Income of an Individual assessee after taking into account deduction u/s 80
CO 5	Illustrate the mechanism of carry forward and set off of losses of an Individual assessee who is involved in Business and Profession
CO 6	Compute total taxable income and tax liability of an Individual assessee who is involved in Business and Profession

## **SEMESTER – VI**

Course Code:M1 15 MC 603

Course Name: BUSINESS ETHICS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the role of code of conduct and consequences on ethical
CO 2	Enumerate the role of ethical theories in building Business ethics
CO 3	Illustrate the ethical decision making models and its application in the functional areas of business.
CO 4	Identify the Contributions of major literary and cinematic work in analyzing the ethical and unethical practices in public and personal lives.

CO 5	Evaluate the evolution and benefits of corporate Social responsibilities in India and its compliances as per provisions of Indian companies Act.
CO 6	Examine the Corporate Governance practices in India and its influence as per guidelines of World Bank on corporate Governance ethics.
CO7	Business and corporate governance level

## SEMESTER VI

Course Code:M1 15 MC 604

Couse Name: STRATEGIC MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate a design of a policy that operationalize the Vision and performance
CO 2	Conduct and draw conclusions from external and internal analyzes of an organization's environment and assess their significance for strategic planning
CO 3	Choose an appropriate corporate level and Business level strategy that takes into account all the environmental factors of Business firm
CO 4	Generate the Strategic analysis and

	strategic choices after the conducting strategic Gap Analysis
CO 5	Develop implementation of strategic plans in setting Performance standards and using Evaluation techniques for strategic control to execute those strategies.
CO 6	Relate Strategic evaluation of plan with control function such as operational control, overview of management control and Corporate Social responsibilities in Triple bottom Line perceptive.

**SEMESTER –VI**  
**PAPER-III**

Couse Code: EL 15 AC 605

Course Name: AUDIT AND ASSURANCE

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the provisions, legislations and regulatory bodies that govern audit practices in India.
CO 2	Illustrate the statutory audit and internal audit process within the frame work of professional standards.
CO 3	Design a quality control of audit keeping in view of audit quality standards and monitoring control procedures.

CO 4	Generate an audit report incorporating key matters in accordance with the nature of purpose.
CO 5	Develop a computerized audit programme for an organization in accordance with internal control under CIS reality.
CO 6	Illustrate the purpose and process of different types of special audit assignments under different statutes including income tax and indirect tax laws.

## **PAPER -IV**

Course Code:EL 15 AC 606

Course Name: CONTEMPORARY ACCOUNTING AND REPORTING DEVELOPMENTS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Construct financial statements as per Ind AS compliance for the first adopted entities.
CO 2	Evaluate the harmonization efforts between IASB and FASB and emerging developments of IFRS.
CO 3	Construct financial statements as per the initiatives adopted in comprehensive integrated reporting at global level.
CO 4	Adopt new financial reporting practices incorporating different aspects of Business

	including Environmental accounting, HR accounting and EVA.
CO 5	Justify an appropriate conclusion to an ethical dilemma in practicing the global code of ethical adopted by Professional accounting bodies.

## SEMESTER-VI

### II: FINANCE PAPER – III

Course Code:EL 15 FN 605

Course Name: INTERNATIONAL FINANCE

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the mechanism of Foreign exchange flow and its implications on current account deficit.
CO 2	Evaluate the characteristics of International money market instruments and International Bond Market instruments.
CO 3	Analyze characteristics of different avenues of foreign equity finance and Foreign Trade finance.
CO 4	Design a strategy in currency derivatives to minimize foreign exchange risk.
CO 5	Evaluate the different types of risk and its



	strategies to minimize the risks.
CO 6	Evaluate the profitability of International investment and cost of capital of optimum international capital structure especially cross border acquisitions.

### **Paper-1**

Course Code:EL 15 FN 606:

Course Name: SECURITY ANALYSIS& PORTFOLIO MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the meaning of Investment and steps involved in investment management process.
CO 2	Evaluate the characteristics of various avenues of investment.
CO 3	Decide whether to buy or sell or hold by using Fundamental Analysis.
CO 4	Predict price movement of individual stock and market by using appropriate tool of Technical Analysis.
CO 5	Construct optimum portfolio by using Markowitz's and Sharpe Model
CO 6	Evaluate the portfolios by using Sharpe's, treynor's and Jensen performance indices.

## **SEMESTER –VI**

### **ELECTIVE–III: HUMAN RESOURCE MANAGEMENT PAPER-III**

Course Code:EL 15 HR 605

Course Name: PERFORMANCE AND COMPENSATION  
MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the concepts and objectives of performance management and appraisal in achieving the superior performance of Human Resource.
CO 2	Develop the performance Management process of a given Organization.
CO 3	Relate E – Performance management system and Reward system in ethical perspectives.
CO 4	Relate the different methods of job evaluation in the light of compensation policy and its relationship with compensation and competency.
CO 5	Develop incentive plans for production employees and for other professionals taking into account performance and all sorts of benefits.
CO 6	Evaluate the essential components of wage system in India including company policy, regulations of State and central that determines

	wages.
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## PAPER – IV

Course Code: EL 15 HR 606

Course Name: INTERNATIONAL HUMAN RESOURCE  
MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the nature of Human Resource Management and International Human Resource Management and its approaches to them.
CO 2	Develop a plan for Human Resource requirements of organizations of International in Nature.
CO 3	Develop the performance Management process in adopting suitable approach to International compensation and reward strategies.
CO 4	Examine the key issues and strategic choices in building labour relations as a part of development and management of HRM of International nature.
CO 5	Illustrate the concepts of International Human Resource Management of MNEs and its influence on pattern of behavior and labour relations.
CO 6	Evaluate the role of institutional theory and

	concepts of culture in the development and management of HRM of International nature.
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**. SEMESTER – VI**  
**ELECTIVE – IV: MARKETING MANAGEMENT**  
**PAPER III**

Couse Code:EL 15 MK 605

Course Name: INTEGRATED MARKETING  
COMMUNICATION & MEDIA MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the pros and cons of various components of promotional mix that form a part of Integrated Marketing communication.
CO 2	Design the role of Advertising tools and its effectiveness in realizing the full potentiality of Integrated Marketing communication process
CO 3	Devise the role of Media tools and its effectiveness in realizing the full potentiality of Integrated Marketing communication process.
CO 4	Develop the role of tools and its effectiveness in realizing the full potentiality of Integrated

	Marketing communication process
CO 5	Devise the role of Public relations promotional and publicity tools and its effectiveness in realizing the full potentiality of Integrated Marketing communication process.

Course Code: EL 15 MK 606

Course Name: DIGITAL MARKETING

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Compare and contrast the different Digital marketing channels, media options and marketing process of Digital Marketing and Traditional Marketing. Use a Digital marketing Research to evaluate the buying behavior of consumers online.
CO 2	Plan for search engines optimization techniques in digital marketing for a wide accessibility of vast consumers
CO 3	Utilize a set tools of Digital Media Advertising for digital marketing of different platforms of both online and offline Business.
CO 4	Use the different types of electronic platforms to build relationship with stakeholders of hypothetical organization online.

**SEMESTER - VI**  
**ELECTIVE–V: INTERNATIONAL BUSINESS**  
**PAPER - III**

Course Code: EL 15 IB 605

Course Name: GLOBAL FINANCIAL MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the various theories and components of International trade and Monetary system.
CO 2	Evaluate the characteristics of the various avenues of International investment and Methods of International financing in the context of Global economic crisis.
CO 3	Differentiate the procedure involved in Export and Import in the context of various treaties and its implication on frame work of global taxation. Illustrate the issues and challenges of options of cross border Mergers and Acquisitions.
CO 4	Describe the needs and benefits of IFRS as global accounting standard for MNCs.
CO 5	Justify the implications of International court of Justice and International Law including the SEBI code 2011 for takeover.

**SEMESTER - VI**  
**ELECTIVE – VI: BANKING AND INSURANCE**  
**PAPER III**

Course Code: EL 15 BK 605

Course Name: RISK MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Compare and contrast the types of risk in the context of Risk management, Opportunity management and uncertainty management of Insurance and Banking.
CO 2	Evaluate critically Bank risk from the perspective of shareholder, regulators and Debt providers in the wake of Subprime crisis and other recent risk management failures.
CO 3	Compare and contrast the credit risk management process in the context of Basel 1, Basel 2 and Basel 3.
CO 4	Select a Method and an Approach for the mitigation of Interest rate Risk by using derivatives and Liquidity Risk.
CO 5	Use active Bank investment portfolio strategies in minimization of Interest rate Risk and Credit Risks.
CO 6	Develop a model of Risk management process in order to overcome personal risk and Risk financing.

**SEMESTER - VI**  
**ELECTIVE- VII: INTERNATIONAL PUBLIC**  
**ACCOUNTING**  
**PAPER - III**

Course Code: EL 20 IPA 605

Course Name: ADVANCED FINANCIAL REPORTING- II

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Relate the revenue recognition principles and its application as per US GAAP and IFRS.
CO 2	Justify financial accounting and reporting for bonds as well as debt restructuring as per US GAAP and IFRS.
CO 3	Combine the financial accounting and reporting for pensions and post-retirement benefits as per US GAAP and IFRS.
CO 4	Develop the financial accounting and reporting with respect to deferred taxes as per US GAAP and IFRS.
CO 5	Integrate financial accounting for stockholder's equity as per US GAAP and IFRS.
CO 6	Illustrate the financial accounting and reporting requirements for-for-profit entities as per US GAAP.



**SEMESTER - VI**  
**ELECTIVE- VII: INTERNATIONAL PUBLIC ACCOUNTING**  
**PAPER - IV**

Course Code: EL 20 IPA 606

Course Name: ACCOUNTING FOR SPECIAL TRANSACTIONS  
AND GOVERNMENTAL ENTITIES

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate financial accounting and reporting for accounting changes and error corrections as per US GAAP and IFRS.
CO 2	Develop the financial accounting and reporting for derivatives and hedging arrangements as per US GAAP and IFRS.
CO 3	Design the financial accounting and reporting for operating and finance leases as per US GAAP and IFRS.
CO 4	Determine the requirements for reporting consolidated financial statements as per US GAAP and IFRS.
CO 5	Integrate financial accounting and reporting for fair value measurements, contingencies, non-monetary exchanges and foreign currency as per US GAAP and IFRS.
CO 6	Illustrate the financial accounting and reporting requirements for state and local

	governmental entities as per US GAAP.
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**SEMESTER - VI**  
**ELECTIVE- VIII: BUSINESS**  
**ANALYTICS**  
**PAPER – III**

Course Code: EL 20 BA 605

Course Name: APPLICATION OF BUSINESS ANALYTICS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Perform data analytics in MS Excel using tools such as power query and power pivot.
CO 2	Use the key data analysis functions in MS Excel.
CO 3	Connect and combine data sources for data analytics using Power Query in MS Excel.
CO 4	Arrange the data for data analytics using Power Query in MS Excel. 5.Perform descriptive statistics in R and basic data analytics.
CO 5	Use the data visualization through two variable plots, histograms and hypothesis testing in R.

## **PAPER - IV**

Course Code: EL 20 BA 606

Course Name: BUSINESS TRANSFORMATION USING AI AND ANALYTICS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Evaluate how Artificial Intelligence (AI) and Analytics are transforming businesses.
CO 2	Evaluate how AI and Analytics are being adopted by various business functions including marketing, finance, HR and IT.
CO 3	Examine the applicability and implications of AI and Analytics in the field of Financial services, banking and insurance as a transforming and disrupting technology.
CO 4	Justify the applicability and implications of AI and Analytics in the field of health care and life sciences as a transforming and disrupting technology.
CO 5	Relate the applicability and implications of AI and Analytics in the field of retail and consumer packaged goods.

Course Code: M1 21 DC 101

Course Name: PERSPECTIVES IN MANAGEMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the forms of organisation and evolution of management thought.
CO 2	Integrate the planning, forecasting with decision making process of a given organization.
CO 3	Relate the function of organizing with staffing in consideration of their effort on individual actions.
CO 4	Identify the range of leadership theories, Directing and controlling tools available in the management.
CO 5	Compare and contrast the range of motivation theories and methods of coordination available for the management practices.
CO 6	Illustrate the recent trends in management and factors affecting ethical practices in Business and social responsibilities of management towards all the stake holders.

## SEMESTER - 1

Course Code: M1 22 DC 102

**Course Name: BUSINESS MATHEMATICS AND STATISTICS**

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Use the basic principles of arithmetic and theories of equation in business decision making.
CO 2	Apply the concept of interests, annuities and time value of money in financial decisions.
CO 3	Describe statistical data, construct and comprehend diagrammatic and graphic representation of data.
CO 4	Choose and interpret measures of central tendencies and dispersion.
CO 5	Analyze the underlying trend of time series data and predict future.
CO 6	Examine the relationship between two variables by using Correlation and Regression Analysis.

**SEMESTER - 1**

Course Code: M1 21 DC 103

Course Name: MANAGERIAL ECONOMICS

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Describe the role of Managerial Economics in Business decisions making.
CO 2	Evaluate the laws relating to consumer behaviour and law of demand in the

	context of using the appropriate demand forecasting technique.
CO 3	Examine the factors influencing pricing decision in order to arrive at appropriate pricing.
CO 4	Compare and contrast the implication of law of production and short run and long run curves on average cost and marginal cost.
CO 5	Determine the equilibrium pricing and output under perfect and imperfect market competitions.
CO 6	Relate dynamics of Business cycles, changes in monetary and fiscal policies and other macro-economic variables with the corresponding impact on managerial decisions and operations.

## SEMESTER - 1

Course Code: M1 22 SB 101

Course Name: DIGITAL FLUENCY

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Explain the type of emerging technologies and potential cyberattacks in the world of digital
CO 2	Evaluate the relevance and applicability

	of Artificial Intelligence, Big Data Analytics, Internet of Things and Cloud Computing on specific operations citing a example for the same
CO 3	Justify the building of Essential Skills beyond Technology that goes well with adoption the Technology

## SEMESTER - I

Course Code: M1 22 DC 102

Course Name: ORGANIZATIONAL BEHAVIOUR

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Relate the implications of organizational behavior study and its application in Management.
CO 2	Examine the influence of organizational behavior by individual's personality, values, perceptions, and motivations in the workplace.
CO 3	Evaluate the implications of attitude formation and learning process of individual on organizational behavior.
CO 4	Relate the implications of Group behavior towards leadership in the context of organizational behaviour.

CO 5	Examine implications of the organization climate and culture on organizational Behaviour and its effectiveness.
CO 6	Illustrate the role of stress and conflict on organizational change and culture that affects working relationships.

## SEMESTER - I

Course Code: UG 21 FC 101

Course Name: PSYCHOLOGICAL WELL-BEING

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	The student is more self-aware and able to develop more meaningful relationships.
CO 2	The emotional quotient of the student is increased.
CO 3	An improvement in the inter-personal skills is seen along with a better understanding of self.



## **SEMESTER - II**

Course Code: M1 21 DC 201

Course Name: FUNDAMENTALS OF ACCOUNTING COURSE  
OUTCOMES

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Illustrate the objectives of Financial Accounting and Reporting from the perspective of the Stakeholders
CO 2	Describe the concepts, assumptions and conventions of Accounting.
CO 3	Show the necessary Subsidiary books
CO 4	Construct the financial statements of a Sole proprietor. 5. Develop Financial Statements by using Tally
CO 5	Compare and contrast the Accounting Standard of IFRS and Ind AS

## **SEMESTER - II**

Course Code: M1 21 DC 203

Course Name: BUSINESS ENVIRONMENT

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Conduct the Environmental analysis that influences Business decisions

CO 2	Examine the implications of Economic variables in selective business decision making
CO 3	Evaluate the implication of Global Environment variables in the context of Indian Economy
CO 4	Illustrate the factors of the political environment that influence Business decision making
CO 5	Examine the impact of Technological, Socio-cultural and Natural environmental factors affecting Business decision making
CO 6	Outline the Legal framework regulating to Competition, Information and Cyber Offences

## SEMESTER – II

Course Code: UG 21 CC 201

Course Name: ENVIRONMENTAL STUDIES

After completion of the course the students will be able to:

Course Outcome No.	Course Outcome
CO 1	Identify the environmental Factors that determine public health and its contribution towards Human Development Indices for public health
CO 2	Describe the change of Agricultural

	activities, Industrial activities and life style, and influence on climate change and its implication on Public health
CO 3	Identify the Factors that determine Good health and type of diseases that affect health due to lack of management of hygiene in public places and Sanitation, Poverty and change of Life style
CO 4	Analyze the role of alternative systems of Medicine and intervening Programme of Government of India in providing Public health
CO 5	Analyze the role of local bodies and its policies, practices with respect to solid waste management as per Environmental Protection Act, Forest Conservation Act, Wild Life Protection Act, Water and Air Act and Industrial, Bio Medical and E waste disposal rules