



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	MANAGEMENT AND ORGANISATIONAL BEHAVIOR	<b>Class / Sem</b>	I/I
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Management and Organizational Behavior</b>	<b>Taxonomy Level</b>
MB1911.1	To understand the fundamental concepts in perspective of management	Understanding
MB1911.2	To get knowledge about organization structure and design	Understanding
MB1911.3	To gain the knowledge on organizational behavior and linkages with other social sciences	Understanding
MB1911.4	To understand content and process theories of motivation	Understanding
MB1911.5	To know the knowledge on organizational conflict – causes and consequences	Remembering

**Remember; Understand**

**Faculty Signature**



**DNR COLLEGE OF ENGINEERING & TECHNOLOGY, Bhimavaram**

**Course Outcomes**

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	MANAGERIAL ECONOMICS	<b>Class / Sem</b>	I/I
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Managerial Economics</b>	<b>Taxonomy Level</b>
MB1912.1	To understand the fundamental concepts in managerial economics	Understanding
MB1912.2	To analyze the concepts of demand & supply effects on products	Applying
MB1912.3	To analyze the cost and production output relationship	Applying
MB1912.4	To understand price determination under various kinds of markets	Understanding
MB1912.5	To know the knowledge on effect of inflation on business	Remembering

**Remember; Understand; Apply**

**Faculty Signature**



**DNR COLLEGE OF ENGINEERING & TECHNOLOGY, Bhimavaram**

**Course Outcomes**

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	ACCOUNTING FOR MANAGERS	<b>Class / Sem</b>	I/I
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Accounting for Managers</b>	<b>Taxonomy Level</b>
MB1913.1	Apply knowledge of generally accepted accounting principles (GAAP) and managerial accounting theories to business organizations	Applying
MB1913.2	To analyze the financial statement analysis with the help of ratio analysis, funds flow analysis and cash flow analysis	Applying
MB1913.3	To get knowledge about basic cost concepts, preparation of cost sheet and inventory valuation methods.	Remembering
MB1913.4	To gain the knowledge about need for preparation of budgets and types of budgets.	Remembering
MB1913.5	To get the knowledge about marginal costing and applying into managerial decision making process and decision making to make or buy decisions.	Remembering

**Remember; Understand**

**Faculty Signature**



## DNR COLLEGE OF ENGINEERING & TECHNOLOGY, Bhimavaram

### Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	QUANTITATIVE ANALYSIS FOR BUSINESS DECISIONS	<b>Class / Sem</b>	I/I
<b>Faculty Name:</b>		<b>Regulation</b>	R19

#### **COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Quantitative Analysis for Business Decisions</b>	<b>Taxonomy Level</b>
MB1914.1	Analyze the concept of permutation and combination matrices and regression analysis and measurement of dispersion.	Applying
MB1914.2	Infer the concept of correlation and regression analysis and the concept of probability distribution.	Analysis
MB1914.3	Infer the concept of decision theory, decision criteria and graphic display of decision	Applying
MB1914.4	Appreciate the concept of statistical inference and quality control, test of hypothesis, Null hypothesis vs. alternative hypothesis, T – Test.	Analysis
MB1914.5	Appreciate the concept of Chi – Square test, Statistical quality control and attribute charts.	Applying

**Remember; Analysis**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	BUSINESS COMMUNICATION AND SOFT SKILLS	<b>Class / Sem</b>	I/I
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Business Communication and Soft Skills</b>	<b>Taxonomy Level</b>
MB1916.1	Effectively communicate through verbal / oral communication and improve the listening skills.	Applying
MB1916.2	Become more effective individual through goal / target setting, team work, leadership traits and interpersonal relationships.	Applying
MB1916.3	To get knowledge about basic body language skills, kinesics proxemics, paralanguage, haptics and business etiquettes	Understand
MB1916.4	To gain knowledge about report writing, business letters, managing meetings and resume writing skills	Understand
MB1916.5	Actively participate in group discussion / meetings / interviews and prepare and deliver presentations.	Applying

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	LEGAL AND BUSINESS ENVIRONMENT	<b>Class / Sem</b>	I/I
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Legal and Business Environment</b>	<b>Taxonomy Level</b>
MB1915.1	To understand business environment characteristics and problems. NITI Aayog role in economic development	Understand
MB1915.2	To outline a business analysis of the local and national environment and structure of the Indian economy.	Understand
MB1915.3	To find the knowledge about basic concepts of business law, Indian contract ACT 1872 and Negotiable Instrument ACT 1881	Remembering
MB1915.4	To find the knowledge about Companies ACT 2013, Partnership ACT 1932 and IT ACT 2000	Remembering
MB1915.5	To understand the knowledge about Foreign Exchange management ACT`	Understand

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	CROSS CULTURAL MANAGEMENT	<b>Class / Sem</b>	I/I
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Cross Cultural Management</b>	<b>Taxonomy Level</b>
MB191A.1	To know the cross cultural concept for a business context	Remembering
MB191A.2	To understand the global business scenario and role of culture	Understanding
MB191A.3	To understand cross cultural negotiation and decision making	Understanding
MB191A.4	To understand the global human resource management practices	Remembering
MB191A.5	To know the nature of organizational cultures and diagnosis	Understanding

**Remember; Understand**

**Faculty Signature**



## DNR COLLEGE OF ENGINEERING & TECHNOLOGY, Bhimavaram

### Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	IT – LAB -1	<b>Class / Sem</b>	I/I
<b>Faculty Name:</b>		<b>Regulation</b>	R19

#### **COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: IT – LAB -1</b>	<b>Taxonomy Level</b>
MB1917.1	To demonstrate the basic knowledge of information technology and file handling utilities by using information technology environment	Analyzing
MB1917.2	Apply date formulas – test formulas, case formulas, fix number fields, trim spaces, substitute text.	Applying
MB1917.3	Apply conditional sorting and filtering sorting with custom lists	Applying
MB1917.4	To analyze the process of principles concepts and conventions	Analyzing
MB1917.5	To define configurations in Tally.	Applying

**Remember; Analysis**

**Faculty Signature**





Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	BUSINESS COMMUNICATION AND SOFT SKILLS LAB	<b>Class / Sem</b>	I/I
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Business Communication and Soft Skills Lab</b>	<b>Taxonomy Level</b>
MB1918.1	To understand the listening and speaking skills	Understanding
MB1918.2	To know the organizational communication	Remembering
MB1918.3	To understand non verbal communication and body language	Understanding
MB1918.4	To understand the written communication skills	Understanding
MB1918.5	To know the effective presentation skills	Remembering

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	Financial Management	<b>Class / Sem</b>	I/II
<b>Faculty Name:</b>	Dr.G.V.JAGAPATHI RAO	<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Financial Management</b>	<b>Taxonomy Level</b>
MB1921.1	To understand the core concepts and techniques in financial management	Understanding
MB1921.2	To able to conduct EBIT – EPS analysis and estimate a company's cost of capital	Applying
MB1921.3	To conduct discounted cash flow analysis and application of various tools to analyze the risk dimension in decision making	Applying
MB1921.4	To find the knowledge about basic concepts of dividend decisions	Remembering
MB1921.5	To understand the working capital needs of the company	Understanding

**Remember; Understand; Apply**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	Human Resource Management	<b>Class / Sem</b>	I/II
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Human Resource Management</b>	<b>Taxonomy Level</b>
MB1922.1	To know the evolution, principles and ethical aspects of HRM and cross cultural problems	Remembering
MB1922.2	To understand the R&S, T&D, Management Development and HRD concepts	Understanding
MB1922.3	To get the knowledge about performance appraisal and compensation methods	Understanding
MB1922.4	To understand wage and salary administration	Understanding
MB1922.5	To acquaint knowledge about industrial relations, safety mechanism and workplace stress	Understanding

**Remember; Understand;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	Marketing Management	<b>Class / Sem</b>	I/II
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Marketing Management</b>	<b>Taxonomy Level</b>
MB1923.1	To understand functions and importance of marketing management	Understanding
MB1923.2	To get the knowledge on market segmentation, targeting and positioning	Understanding
MB1923.3	To know the knowledge about basic concepts of product and pricing	Remembering
MB1923.4	To know the knowledge about marketing communication	Remembering
MB1923.5	To understand distribution, marketing organization and controls	Understanding

**Remember; Understand;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	Operations Management	<b>Class / Sem</b>	I/II
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Operations Management</b>	<b>Taxonomy Level</b>
MB1924.1	Student should be able to define operations and operations management	Remembering
MB1924.2	Identify the roles and responsibilities of operations managers in different organizational contexts	Remembering
MB1924.3	Apply the transformation model to identify the inputs, transformation processes and outputs of an organization	Applying
MB1924.4	Identify operational and administrative processes	Remembering
MB1924.5	Describe the boundaries of an operations system, and recognize its interfaces with other functional areas within the organization and with its external environment	Remembering

**Remember; Apply;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	Business Research Methods	<b>Class / Sem</b>	I/II
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: Business Research Methods</b>	<b>Taxonomy Level</b>
MB1925.1	To identify and discuss the concepts to the research process	Remembering
MB1925.2	To apply and discuss the concepts and procedures of sampling, data collection, analysis and reporting	Applying
MB1925.3	To identify the selection of an appropriate research design, classification of data and presentation of research report	Remembering
MB1925.4	To understand the formulation and testing of hypothesis	Understanding
MB1925.5	To identify and discuss the concepts of multivariate analysis and ANOVA	Remembering

**Remember; Apply; Understanding;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	IT LAB - II	<b>Class / Sem</b>	I/II
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: IT LAB - II</b>	<b>Taxonomy Level</b>
MB1926.1	To demonstrate the basic knowledge of programming and file handling utilities using R environment	Analyzing
MB1926.2	To evaluate the concept of arithmetic and Boolean operators and values – programs using R	Applying
MB1926.3	To create the Math function, cumulative sums and products	Applying
MB1926.4	To analyze the process of the Workhorse of R base graphics	Analyzing
MB1926.5	To define T – Test - ANOVA	Applying

**Analyse; Apply;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2020-21
<b>Course Name:</b>	PROJECT MANAGEMENT	<b>Class / Sem</b>	I/II
<b>Faculty Name:</b>		<b>Regulation</b>	R19

**COURSE OUTCOMES (COs):**

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

<b>Subject Code</b>	<b>Subject: PROJECT MANAGEMENT</b>	<b>Taxonomy Level</b>
MB1926.1	To understand project characteristics and various stages of a project	Analyzing
MB1926.2	To understand the conceptual clarity about project organization and feasibility analysis, market, technical, Financial & economic	Applying
MB1926.3	Analyze the learning and understand techniques for project planning, scheduling and execution control	Applying
MB1926.4	Apply the risk management plan and analyze the role of stakeholders	Analyzing
MB1926.5	Understand the contract management, project procurement, service level agreements and productivity	Applying

**Analyse; Apply;**

**Faculty Signature**