



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<b>Course Name:</b>	Financial 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: 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>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<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>	2021-22
<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**





Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Strategic Management</b>	<b>Class / Sem</b>	II/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: Strategic Management</b>	<b>Taxonomy Level</b>
MB1931.1	To understand the concepts in strategic management vision, mission and objectives	Understanding
MB1931.2	To analyze the strength and weakness of environmental scanning & leadership	Analysis
MB1931.3	To know the strategies of formulation functional levels	Remembering
MB1931.4	To implement the strategies for competing in globalizing markets	Applying
MB1931.5	To evaluate the measuring performance of strategy evaluation and control	Applying

**Remember; Understand; Apply; Analysis**

**Faculty Signature**



<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Operations Research</b>	<b>Class / Sem</b>	II/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: Operations Research</b>	<b>Taxonomy Level</b>
MB1932.1	Formulate and obtain the optimal solution for linear programming problems	Understanding
MB1932.2	Determine the optimal solution for transportation problems and determine the best strategy and value of the given game model	Understanding
MB1932.3	Decide an optimal replacement period / policy for a given item / equipment / machine	Applying
MB1932.4	Understand the need of inventory management	Understanding
MB1932.5	Plan, schedule and control the given project	Remembering

**Remember; Understand; Apply**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Leadership and Change Management</b>	<b>Class / Sem</b>	II/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: Leadership and Change Management</b>	<b>Taxonomy Level</b>
MB193A1.1	To acquire knowledge and develop organizational leadership	Understanding
MB193A1.2	To acquire knowledge leadership motivation & culture	Remembering
MB193A1.3	To examine the various leadership developments	Remembering
MB193A1.4	To understand strategic leadership	Understanding
MB193A1.5	To provide an overview of leadership in the cross cultural context	Understanding

**Remember; Understand;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Performance Evaluation and Compensation Management</b>	<b>Class / Sem</b>	II/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: Performance Evaluation and Compensation Management</b>	<b>Taxonomy Level</b>
MB193A2.1	To describe the meaning and concept of compensation management	Understanding
MB193A2.2	To explain the concepts of job evaluation	Analyzing
MB193A2.3	To distinguish the concepts of wage and salary	Remembering
MB193A2.4	To compare and contrast the practical applications of systems for labor costs	Understanding
MB193A2.5	To research the pay structures and tax planning in Indian context	Understanding

**Remember; Understand; Analysis**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Human Capital Management</b>	<b>Class / Sem</b>	II/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: Human Capital Management</b>	<b>Taxonomy Level</b>
MB193A4.1	To understand economic theories of human capital and development of labor economy	Understanding
MB193A4.2	To identify accounting aspects of human capital and comparison of cost incurred on human capital and the contributions made by them in the light of productivity and other aspects	Remembering
MB193A4.3	To understand the value based models and economic value method of group valuation	Understanding
MB193A4.4	To identify the quality of work life in an organization	Remembering
MB193A4.5	To understand the industrial accidents and safety accident – type of industrial accidents and prevention of accidents	Understanding

**Remember; Understand;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Man power planning recruitment and selection</b>	<b>Class / Sem</b>	II/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: Man power planning recruitment and selection</b>	<b>Taxonomy Level</b>
MB193A5.1	To explain the factors affecting HRP and HRP process of an organisation.	Understanding
MB193A5.2	Determine the process of demand and supply forecasting while doing human resource planning.	Apply
MB193A5..3	Advise the manpower plan for an organisation.	Analyze
MB193A5.4	Able to formulate Recruitment and Selection process on the basis of HRP.	Analyze
MB193A5.5	Able to outline the Recent Trends in Manpower Development and Planning	Understanding

**Remember; Understand; Apply; Analysis**

**Faculty Signature**



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

**Course Outcomes**

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Investment Analysis and Portfolio Management</b>	<b>Class / Sem</b>	II/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: Investment Analysis and Portfolio Management</b>	<b>Taxonomy Level</b>
MB193B1.1	To analyze the concept of investment process & SENSEX and NIFTY	Analyzing
MB193B1.2	To know the concept of equity and bond valuation models – preference shares and equity & shares earning valuation – cash flow valuation – asset valuation	Remembering
MB193B1.3	To understand the investment analysis – fundamental analysis – economy, industry and company analysis, technical analysis – Dow theory – Elliot wave theory – trends and trend reversals and efficient market theory.	Understanding
MB193B1.4	To analyze the management portfolio models	Analyzing
MB193B1.5	To analyze portfolio evaluation and revision and portfolio management by MNC,s	Analyzing

**Remember; Understand; Analysis**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Consumer Behaviour</b>	<b>Class / Sem</b>	II/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: Consumer Behaviour</b>	<b>Taxonomy Level</b>
MB193C1.1	Identify the major influences in consumer behaviour.	Remembering
MB193C1.2	Distinguish between different consumer behaviour influences and their relationships	Understanding
MB193C1.3	Establish the relevance of consumer behaviour theories and concepts to marketing decisions	Apply
MB193C1.4	Understand how buyers choose, use and dispose of products and services	Understanding
MB193C1.5	Identify various stages people go through before making a purchase	Remembering

**Remember; Understand; Analysis**

**Faculty Signature**





Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Managing Banks and Financial institutions</b>	<b>Class / Sem</b>	II/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: Managing Banks and Financial institutions</b>	<b>Taxonomy Level</b>
MB193B2.1	To understand banking system and economic development in India	Analyzing
MB193B2.2	To outline bank funds and concepts of NPSs, causes, implications & recovery of NPAs	Remembering
MB193B2.3	To find the knowledge about banking system innovations retail banking – products & services, nature, scope, future and strategies	Understanding
MB193B2.4	To find knowledge about insurance as a risk management tool	Analyzing
MB193B2.5	To understand the knowledge about types of life insurance and general insurance	Analyzing

**Remember; Understand; Analysis**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Financial Markets and Services</b>	<b>Class / Sem</b>	II/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: Financial Markets and Services</b>	<b>Taxonomy Level</b>
MB193B3.1	To understand the Indian financial system and capital markets	Understanding
MB193B3.2	To gain knowledge about under writer services and processes	Remembering
MB193B3.3	To be able to conduct leasing option and borrowing analysis for selection of profitable proposals	Applying
MB193B3.4	To get knowledge about credit rating agencies	Remembering
MB193B3.5	To understand the knowledge about different mutual funds in India	Understanding

**Remember; Understand; Apply**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Tax Management</b>	<b>Class / Sem</b>	II/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: Tax Management</b>	<b>Taxonomy Level</b>
MB193B5.1	To collect the basic concepts Income Tax Act 1961 & computation of income from various sources of assessment	Understanding
MB193B5.2	To know the concept of customs duty and exemption from customs duty.	Remembering
MB193 B5.3	To know the components in levy of tax & tax planning	Understanding
MB193 B5.4	To understand the management decisions tax considerations and filling of tax returns	Understanding
MB193 B5.5	To know the multi – national tax consideration	Understanding

**Remember; Understand;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Retail Management</b>	<b>Class / Sem</b>	II/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: Retail Management</b>	<b>Taxonomy Level</b>
MB193C2.1	To define basic concepts in retail management	Remembering
MB193 C2.2	To understand the various strategies existing in retail management	Understanding
MB193 C2.3	To contrast about the different opportunities available in selecting a location of a market	Understanding
MB193 C2.4	To understand about different store layouts & designs existing in the retail management	Understanding
MB193 C2.5	To explain the various pricing approaches available in the retail marketing	Understanding

**Remember; Understand;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Customer Relationship Management</b>	<b>Class / Sem</b>	II/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: Customer Relationship Management</b>	<b>Taxonomy Level</b>
MB193C3.1	To understand and describe a customer relationship management application	Understanding
MB193 C3.2	To understand knowledge regarding the concept of contents of CRM strategy	Remembering
MB193 C3.3	To explain various aspects of CRM marketing like customer knowledge, distribution and pricing	Understanding
MB193 C3.4	To understand the role of CRM in managing customer database	Understanding
MB193 C3.5	To learn how to use to technology including internet to support corporate CRM strategy	Understanding

**Remember; Understand;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Strategic Marketing Management</b>	<b>Class / Sem</b>	II/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: Strategic Marketing Management</b>	<b>Taxonomy Level</b>
MB193 C4.1	To know the concepts of strategic marketing and the role and approaches in strategic management	Understanding
MB193 C4.2	To understand the ability to formulate and implement marketing strategies	Remembering
MB193 C4.3	To identify and apply strategic marketing techniques	Understanding
MB193 C4.4	To understand the changes in strategic marketing environment on global wise	Understanding
MB193 C4.5	To identify the possibilities of new product development strategies	Understanding

**Remember; Understand;**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Supply Chain Management &amp; Analysis</b>	<b>Class / Sem</b>	II/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: Supply Chain Management &amp; Analysis</b>	<b>Taxonomy Level</b>
MB1941.1	Outline gaining competitive advantage through logistics	Remembering
MB1941.2	Understand the knowledge about total cost analysis and the impact of logistics on shareholder value	Understanding
MB1941.3	Find knowledge about channel structure and logistics performance indicators	Understanding
MB1941.4	Understand the knowledge of lack of coordination and bullwhip effect	Understanding
MB1941.5	Find the knowledge about view of global logistics	Remembering

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Innovation and Entrepreneurship</b>	<b>Class / Sem</b>	II/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: Innovation and Entrepreneurship</b>	<b>Taxonomy Level</b>
MB1942.1	Understand functions and importance of Entrepreneurship	Understanding
MB1942.2	Outline training of entrepreneurship	Remembering
MB1942.3	Find the knowledge about basic concepts of planning and evaluation of projects	Understanding
MB1942.4	Find the knowledge about small and micro enterprises.	Remembering
MB1942.5	Understand institutional support to entrepreneur and MSMEs.	Understanding

**Remember; Understand**

**Faculty Signature**





Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Global Marketing Management</b>	<b>Class / Sem</b>	II/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: Global Marketing Management</b>	<b>Taxonomy Level</b>
MB194C5.1	Understanding the Key characteristics of global marketing and learn how to develop marketing plans for these diverse country markets.	Understanding
MB194C5.2	Evaluate relevant information about strategies of international marketing.	Remembering
MB194C5.3	Analyze the price management at global level.	Understanding
MB194C5.4	To understand the distribution strategies, advertising , and branding at global level.	Understanding
MB194C5.5	To understand the Export procedures and documents for global marketing	Understanding

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Promotion and distribution management</b>	<b>Class / Sem</b>	II/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: Promotion and distribution management</b>	<b>Taxonomy Level</b>
MB194C2.1	Understand the importance of Promotion and distribution	Understanding
MB194C2.2	Understand the concepts of Public relations, sales management, and Physical distribution in business.	Understanding
MB194C2.3	Know the concepts of channel structures and Types of marketing channels	Remembering
MB194C2.4	Understand the knowledge about implementation and integration of channel design	Understanding
MB194C2.5	Know the concepts of ethical and social issues in distribution management	Remembering

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Services marketing</b>	<b>Class / Sem</b>	II/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: Services marketing</b>	<b>Taxonomy Level</b>
MB194C1.1	Describe the meaning and concept of Services marketing	Understanding
MB194C1.2	Know the importance of services marketing	Remembering
MB194C1.3	Know the factors affecting Management of services marketing	Remembering
MB194C1.4	Understand the services marketing Practices	Understanding
MB194C1.5	Find the research on service marketing Practices	Remembering

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Advertising and Brand management</b>	<b>Class / Sem</b>	II/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: Advertising and Brand management</b>	<b>Taxonomy Level</b>
MB194C4.1	Understand the nature, role, and importance of brand management and advertising in marketing strategy	Understanding
MB194C4.2	Understand effective design and implementation of advertising strategies	Apply
MB194C4.3	Present a general understanding of content, structure, and appeal of advertisements	Understanding
MB194C4.4	Understand ethical challenges related to responsible management of advertising and brand strategy	Understanding
MB194C4.5	Understand the nature, role, and importance of brand management and advertising in marketing strategy	Understanding

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Labor Welfare &amp; Employee Laws</b>	<b>Class / Sem</b>	II/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: Labor Welfare &amp; Employee Laws</b>	<b>Taxonomy Level</b>
MB194A1.1	Classification of contracts, essentials of valid contract, free consent, discharge of a contract and breach of contracts.	Understanding
MB194A1.2	Distinction between sales and agreement to sell, conditions and warranties, performance of contract of sale, right of unpaid seller, consumer protection 1986 and information technology act 2000	Analyze
MB194A1.3	Understand the kinds of agents, creation of agency, duties and rights of principal and agents, negotiable instrument	Understanding
MB194A1.4	Meaning and essentials of partnership, tests of partnership, duties and rights of the partners and dissolution of partnership	Analyze
MB194A1.5	Analyze the nature and types of companies, memorandum of association, articles of association, kinds of shares and winding up	Analyze

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>International Human resource management</b>	<b>Class / Sem</b>	II/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: International Human resource management</b>	<b>Taxonomy Level</b>
MB194A2.1	Understand functions and importance of global HRM	Understanding
MB194A2.2	Outline the functions of global HRM	Remembering
MB194A2.3	Find the knowledge about basic concepts of global strategies of hrm	Remembering
MB194A2.4	Find the knowledge about international strategies	Understanding
MB194A2.5	Understand the gap between hr and ghrm	Understanding

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Human resource development</b>	<b>Class / Sem</b>	II/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 development</b>	<b>Taxonomy Level</b>
MB194A4.1	Understand the concepts of HRD and objectives, scope of HRD	Understanding
MB194A4.2	Identify HRD strategies and HRD process model	Remembering
MB194A4.3	Explore the HRD interventions and mentoring for employee development	Apply
MB194A4.4	Understand the employee counseling for HRD: Overview of counseling programmes, employee assistance programme, stress management, employee wellness and health promotion.	Understanding
MB194A4.5	Identify the future of HRD and HRD Ethics for research, practice and education of HRD for innovation and talent development and management	Remembering

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Strategic human resource management</b>	<b>Class / Sem</b>	II/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: Strategic human resource management</b>	<b>Taxonomy Level</b>
MB194A5.1	Know the basic fundamentals and importance of SHRM	Understanding
MB194A5.2	Understand the benefits, objectives and levels of strategic planning	Understanding
MB194A5.3	Knowledge about employment practices, resourcing, retention strategies, reward and performance management strategies	Understanding
MB194A5.4	Understand the SHRD concept and planning	Remembering
MB194A5.5	Understand the human resource evaluation and HR outsourcing strategy	Applying

**Remember; Understand**

**Faculty Signature**





Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Financial derivatives</b>	<b>Class / Sem</b>	II/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: Financial derivatives</b>	<b>Taxonomy Level</b>
MB194B1.1	Understand the growth of financial derivatives in India	Understanding
MB194B1.2	Outline financial futures and currency futures	Remembering
MB194B1.3	Understand option markets in India on NSE and BSE	Understanding
MB194B1.4	Understand factors affecting option pricing – put – call – parity pricing relationship	Understanding
MB194B1.5	Understand the economic functions of swap transactions	Understanding

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Global financial management</b>	<b>Class / Sem</b>	II/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: Global financial management</b>	<b>Taxonomy Level</b>
MB194B2.1	Understand the concepts of Globalization of MNC'S	Understanding
MB194B2.2	Know the process of international trade	Remembering
MB194B2.3	Understand the management of GLOBAL business practices for MNC'S	Understanding
MB194B2.4	Know the foreign direct investment process.	Remembering
MB194B2.5	Understand challenges, short financing and internal financing by MNC'S	Understanding

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Financial risk management</b>	<b>Class / Sem</b>	II/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: Financial risk management</b>	<b>Taxonomy Level</b>
MB194B3.1	Understand the concept of Risk management frame work in organization	Understanding
MB194B3.2	Analyze approaches of Risk measurement	Analyze
MB194B3.3	Understand the approach of risk management through various tools	Understanding
MB194B3.4	Analyze risk assessment through regulatory frame works of RBI,SEBI.	Analyze
MB194B3.5	Understand modern concept of risk management in portfolios and derivatives	Understanding

**Remember; Understand**

**Faculty Signature**



Course Outcomes

<b>Program Name:</b>	PG MANAGEMENT STUDIES (MBA)	<b>AY</b>	2021-22
<b>Course Name:</b>	<b>Strategic financial management</b>	<b>Class / Sem</b>	II/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: Strategic financial management</b>	<b>Taxonomy Level</b>
MB194B4.1	Understand strategic financial planning, characteristics and the firm's strategic exposure.	Understanding
MB194B4.2	Outline corporate financial strategies and the value of the firm	Understanding
MB194B4.3	Apply knowledge of techniques of investment appraisal under risk and uncertainty and risk – adjusted net present value	Applying
MB194B4.4	Apply knowledge of corporate financial engineering, merge, and dilution affect on earnings per share	Applying
MB194B4.5	Understand the knowledge about takeover strategy, leveraged buyouts and buy back shares.	Understanding

**Remember; Understand**

**Faculty Signature**