

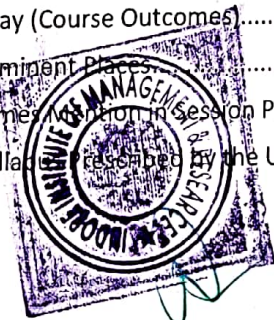


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2.6.1 Teachers and students are aware of the stated Programme and course outcomes of the Programmes offered by the institution.

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Vision of the Institute

To be a nationally recognized institution of excellence in management and commerce education and produce competent professionals capable of making a valuable contribution to society.

Mission of the Institute

- To promote academic growth by incorporating best teaching practices in various undergraduate and postgraduate programs.
- To maintain excellent academic standards through a judicious mix of effective teaching pedagogies, content, and the latest technologies in a learning environment.
- To develop intellectually capable and socially responsible managers and entrepreneurs who are creative, ethical, and gifted leaders.



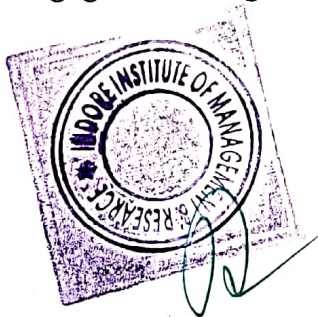


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MBA

Program Educational Objectives (PEOs)

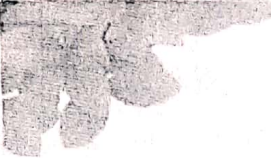
- PEO1: To equip students with excellent academic environment to demonstrate high levels of communication skills, creativity, critical thinking, responsibility, teamwork and leadership in their career.
- PEO2: To enable students to apply management principles and practices for a successful career in the corporate world.
- PEO3: To solve complex business problems and to develop leadership skills to handle business uncertainties and crisis with a rational approach.
- PEO4: To create managers to understand national as well as international business environment and to assimilate updated information.
- PEO5: To engage in citizen social responsibility, to value social commitments and to engage in lifelong learning.

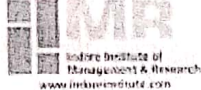




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Programme Outcomes (POs)



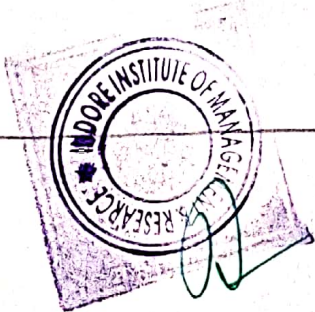


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PROGRAMME OUTCOMES

MBA

- PO1: Demonstrate critical and analytical thinking skills by evaluating and synthesizing information across all functional areas of business in both local and global contexts through projects and case studies.
- PO2: Demonstrate an ability to act as a global citizen through community engagement, incorporating financial, social, and environmental context in organizational and business decisions.
- PO3: Exhibit ethical, mature, and professional values in their behavior in all decisions and contexts through peer- and self-assessments and observation.
- PO4: Integrate technical, digital, and media literacies through applications of current and emerging technologies.
- PO5: Communicate professionally, both orally and in writing, to bridge diverse perspectives, cultures, and disciplines, with appropriate audience awareness (sensitivity).
- PO6: Apply knowledge of all the functional areas of business using integrated problem-solving skills and strategic analysis to be able to accurately assess the feasibility of business propositions, and develop an integrated plan for a business.
- PO7: Apply responsible business practices and ethical principles in analyzing business problems and making informed decisions through case studies, research, and coursework.
- PO8: Integrate quantitative and qualitative research processes and methods by defining, analyzing, and solving business problems through cases and research projects.
- PO9: Generate creative, innovative, and entrepreneurial solutions to business problems.
- PO10: Collaborate effectively as a business leader and team member in various business and cross-cultural contexts using best practices to achieve common goals.
- PO11: Adopt an active self-learning mindset to be capable to address future challenges.
- PO12: Demonstrate abilities in relationship building, teamwork, and application of management subject matter evaluated by self-reflection, assessment, and projects.



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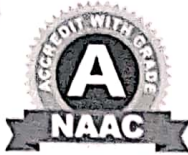


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Program Specific Outcomes (PSOs)

- PSO1: To apply the fundamental knowledge of management sciences to optimally solve the complex business problems.
- PSO2: To inculcate in students the ability to gain multidisciplinary knowledge through simulated problems, case analysis, projects and industrial training.
- PSO3: To demonstrate the practice of professional ethics and standards for societal and environmental well-being.





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Course Outcomes (COs)



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COURSE OUTCOMES

MBA – Semester I

Course: FT101C-Principles and Practices of Management

Course Outcomes (COs):

- CO1: Understanding of various management concepts functions and practices.
- CO2: Understanding of the role of managers.
- CO3: Learn about integrating management practices in the work environment.
- CO4: Enhance their decision- making through the use of analytical skills of management.

Course: FT102C- Quantitative Techniques

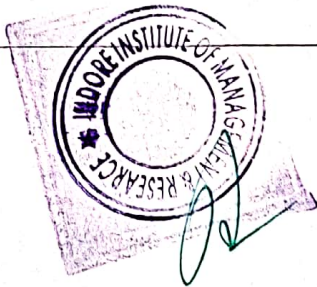
Course Outcomes (COs):

- CO1: To prepare students for lifelong learning and successful careers using their mathematical and statistical skills.
- CO2: To develop decision making skills pertinent to the practice of mathematics and statistic including the students' abilities to formulate problems, to think creatively, and to synthesize information.
- CO3: To train students thoroughly in methods of analysis and algebra, including the computational skills appropriate for mathematicians to use when solving problems.
- CO4: To teach students to use current mathematical and statistical concepts and data analysis techniques for problem solving.

Course: FT103C- Accounting for Managers

Course Outcomes (COs):

- CO1: Get acquainted with the basic concept of Finance, Cost, and Management Accounting.
- CO2: Prepare financial statements in accordance with Generally Accepted Accounting Principles.
- CO3: Develop critical thinking skills to analyze financial data as well as the effects of differing financial accounting methods on the financial statements.





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CO4: Demonstrate the ability to communicate accounting data effectively, as well as the ability to provide knowledgeable recommendations.

Course: FT104C-IT and E-Business Fundamentals

Course Outcomes (COs):

- CO1: To understand basics of Information Technology and E-Business fundamentals.
- CO2: To gain knowledge of Computer fundamentals and applications of MS-Office in business.
- CO3: To have awareness of E-business, Cyber security threats and other related issues.
- CO4: To learn optimum uses of e-resources like websites, search engines, shopping sites, etc.

Course: FT105C-Business Environment

Course Outcomes (COs):

- CO1: Enable the understanding of business and environment as one and separate entities.
- CO2: Learn about different theories, approach style, modes of entry, various government initiatives and International bodies for Practical implication in the Indian context.
- CO3: In depth knowledge of economic policies and changes made to them and reforms since independence.
- CO4: Integrate business environment principles and strategies into business practices (domestic and international) for growth and sustainability of economic environment.

Course: FT106C-Organizational Behavior

Course Outcomes (COs):

- CO1: Demonstrate an understanding of key terms, theories/ concepts and practices within the field of OB.
- CO2: Demonstrate competence in development and problem solving in the area of management.





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- CO3: Analyze the key issues related to administrating the human elements such as Perception, Learning, Motivation, Leadership, Team Building and others.
- CO4: Know the meaning of terminology and tools used in managing employees effectively.

Course: FT107C-Business Communication

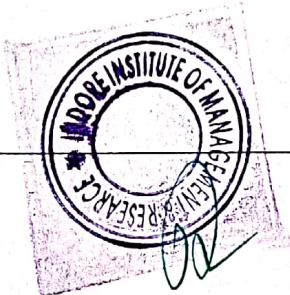
Course Outcomes (COs):

- CO1: To effectively communicate at both interpersonal and at organizational levels, with all the stakeholders of the organization.
- CO2: To converse effectively in the basic formats, and styles of business writing so that he she will be thoroughly prepared to take part in real-world business situations.
- CO3: To respond appropriately in a confident and concise style (oral or written) in a given situation.
- CO4: To identify and apply effective usage of the requisite skill in a given business set-up.

Course: FT108C- Managerial Economics

Course Outcomes (COs):

- CO1: Demonstrate knowledge of fundamental managerial concepts and principles including analysis of difference and interrelation between micro and macro economics
- CO2: Acquaintance with the necessary analytical tools to analyze decision making by individual consumers and firms such as demand, supply, pricing and resource allocation.
- CO3: Understand the economic basis for business characteristics and market imperfections.
- CO4: Demonstrate detailed understanding of macroeconomics for management and also new economic policies.





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MBA – Semester II

Course: FT201C-Operations Research

Course Outcomes (COs):

- CO1: To gain an understanding and appreciation of principles and applications relevant to the planning, design and operations of manufacturing/service firms.
- CO2: To understand the interdependence of the operations function with the other key functional areas of the firm.
- CO3: To apply analytical skills and problem solving tools to the analysis of the operations problems.
- CO4: To increase the knowledge and broaden the prospective of the word in which you will contribute your talents and leadership in business operations.

Course: FT202C-Operations Management

Course Outcomes (COs):

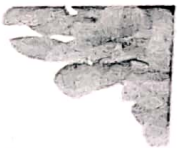
- CO1: To gain an understanding and appreciation of principles and applications relevant to the planning, design and operations of manufacturing/service firms.
- CO2: Understand the interdependence of the operations function with the other key functional areas of the firm.
- CO3: Apply analytical skills and problem solving tools to the analysis of the operations problems.
- CO4: Increase the knowledge and broaden the prospective of the word in which you will contribute your talents and leadership in business operations.

Course: FT203C-Entrepreneurship

Course Outcomes (COs):

- CO1: Understanding the basics of entrepreneurship and real life issues therein.
- CO2: Apply theoretical concepts into practice while facing business problems.
- CO3: Contribute in developing reasoning and analytical ability to foster decision making.
- CO4: Nurture Entrepreneurship skills and leadership abilities.





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Course: FT204C-Financial Management

Course Outcomes (COs):

- CO1: To understand the financial management, sources of finance and describe basic financial decisions.
- CO2: To analyze the financial statements by using various financial tools and applications of FFS and CFS.
- CO3: To describe Leverage, budgeting, cost of capital. Capital structure theories and analysis of the same by applying various techniques.
- CO4: To analyze the investment decisions by using various financial tools and understanding of working capital, dividend decision.

Course: FT205C- Marketing Management

Course Outcomes (COs):

- CO1: Understand the dynamics of marketing in Business.
- CO2: Relate marketing theories to practical situation.
- CO3: Develop unique marketing mix.
- CO4: Construct sales plan and professional interactive presentation.

Course: FT206C-Human Resource Management

Course Outcomes (COs):

- CO1: Demonstrate an understanding of key terms, theories/concepts and practices within the field of HRM.
- CO2: Demonstrate competence in development and problem solving in the area of HR Management.
- CO3: Analyze the key issues related the administrating the human elements such as Acquisition, Compensation, Appraisal, Career planning, Training, Global challenges.
- CO4: Describe the meaning of terminology and tools used in managing employees effectively.





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Course: FT207C-Business Ethics and Indian Ethos in Management

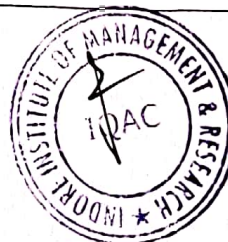
Course Outcomes (COs):

- CO1: Understand the relevance of Indian Ethos for further enrichment of holistic leadership principle and Practices.
- CO2: Understand application of several important concepts and framework for moral reasoning to complex business issues.
- CO3: Apply Ethics to Business, Management and decision making.
- CO4: Provide insights to participants for developing that is socially, environmentally and culturally responsible.

Course: FT208C- Business Research Methods

Course Outcomes (COs):

- CO1: To provide deeper knowledge and experience in applying commonly used qualitative and quantitative research methods to the research process.
- CO2: To refine research questions to meet higher level research objectives/questions.
- CO3: To develop data collection instrument according to the underlying theoretical framework.
- CO4: To understand the steps of conducting the business research and writing the research report.





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MBA – Semester III

Course: FT301C-Supply Chain Management

Course Outcomes (COs):

- CO1: To understand the distribution of goods and services by logistics management
- CO2: To demonstrate the complexity of inter-firm and intra-firm coordination.
- CO3: To understand decisions involving the investment in productive resources, configuration of processes, product designs, and development of partnerships with suppliers and channels of distribution.
- CO4: To use analytical tools and conceptual frameworks to make decisions in supply chain contexts as well as a better understanding of the major strategic issues and trade-offs that arise in supply chain management.

Course: FT302C- Project Management

Course Outcomes (COs):

- CO1: Understand the Concepts of Project management at the individual, team and organizational level and also Analyze the Team-building skills required to support successful performance.
- CO2: Apply practical applications of project management to formulate strategies allowing organizations to achieve strategic goals and give a perspective of leadership effectiveness in organizations.
- CO3: Learn to develop a project scope while considering factors such as customer requirements and internal/external goals.
- CO4: Develop Critical-thinking and analytical decision-making capabilities to investigate complex business problems to propose project-based solutions.

Course: FT303M- Product and Brand Management

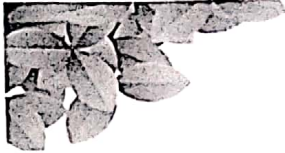
Course Outcomes (COs):

- CO1. Understand and respond to clients about product management and related strategies.
- CO2. Figure out the essential elements of a successful product and manage new product development to meet market needs.





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- CO3. Develop unique promotional and branding strategies
- CO4. Understand Brand Mechanism, Elements of Brands and branding plans.

Course: FT304M- Advertising and Digital Marketing

Course Outcomes (COs):

- CO1: Identify and respond to clients' advertising and marketing communications objectives by applying principles of communications.
- CO2: Relate theoretical aspects of advertising and digital marketing on practical situation.
- CO3: Develop unique promotional and branding strategies.
- CO4: Understand digital marketing, emerging trends in digital marketing and ethical issues in adopting globalized digital markets.

Course: FT305M- Sales and Distribution Management

Course Outcomes (COs):

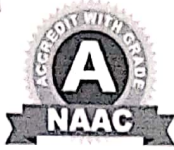
- CO1: Identify and respond to clients' selling and distribution needs.
- CO2: Relate theoretical aspects of sale and distribution theories to practical aspects.
- CO3: Develop unique sales and distribution strategies.
- CO4: Design effective distribution channels.

Course: FT303F- Tax Planning and Management

Course Outcomes (COs):

- CO1: To understand the basic principles & provisions of Direct Tax laws & definitions of Previous Year, Assessment Year, Residential Status of Individual with determination.
- CO2: To understand the rules to determine the Income from Five heads covered under Income tax act 1961 & Application of such rules.
- CO3: To apply the rules of deduction covered u/s 80 c to 80 U to determine the Total Taxable Income.
- CO4: To understand the Provisions of Tax Planning for Non Resident Individual.





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Course: FT304F- Indian Financial System

Course Outcomes (COs):

- CO1: Describe the role and structure of the Indian financial system and financial markets.
- CO2: Understand concepts of financial institutions such as banking & non-banking financial institutions.
- CO3: Discuss the role, functions of Regulatory institutions and commercial banks
- CO4: Explain the core concept of various financial services.

Course: FT305C-Bank and Insurance Management

Course Outcomes (COs):

- CO1: Critically understand the core concept and overview of regulatory institutions implications related to banking industry.
- CO2: Understand the various banking operations and core concepts of ALM by banks.
- CO3: Explain the recent trends in economic through digital banking and discuss various banking frauds. .
- CO4: Understand the importance of life and non-life insurance in risk management through LIC, GIC and IRDA.

Course: FT303H-Industrial Relations and Legislations

Course Outcomes (COs):

- CO1: Acquaint with industrial relations framework in our country.
- CO2: Know the importance of the maintenance of industrial peace and efforts to reduce the incidence of strike and lockout.
- CO3: Critically examine the provisions in the various industrial Disputes Act, for the prevention and settlement of industrial disputes.
- CO4: Learn underlying the disciplinary enquiry for misconduct are to understood in view of acquaint misconduct and procedure to be followed before imposing punishment for misconduct alleged and established.





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Course: FT304H-Human Resource Development and Audit

Course Outcomes (COs):

- CO1: To make the students aware of the various concepts, process and practices of HRD in the present Corporate world.
- CO2: To enable the students to work as a catalyst who can enhance cordial work relations in an organization.
- CO3: To understand the concept of work-life balance along with their career advancement.
- CO4: To develop a holistic approach towards culturally diverse employees.

Course: FT305H-Social Psychology

Course Outcomes (COs):

- CO1: Initiate understanding of Human Behavior Concepts at work place.
- CO2: Enhance creative application of Social Psyche Fundamentals to analyze work efficiency of employees.
- CO3: Helps realize significance of Non Verbal Communication in organization.
- CO4: Educates and make young minds realize the significance of safety management in organization.

Course: FT303I-Web Design and Technology

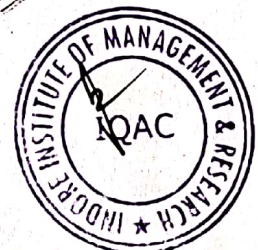
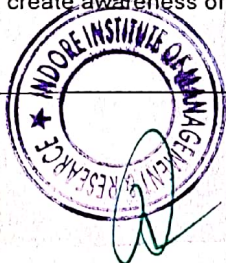
Course Outcomes (COs):

- CO1: Basic knowledge of front end tools used for web designing.
- CO2: Understanding web designing concepts.
- CO3: Understanding CSS (Cascading Style Sheet) and different style techniques.
- CO4: To understand basic of content management systems.

Course: FT304I- Management Information System

Course Outcomes (COs):

- CO1: To understand the use of information system in Business operations.
- CO2: To learn the process and development of Management Information System.
- CO3: To create awareness of computer operation of Manual Information System.





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CO4: To help in Managerial Decision Making, with the support of Information System.

Course: FT305I- Relational Database Management System using ORACLE

Course Outcomes (COs):

CO1: To understand the basics of Relational Database Management System.

CO2: To manage the data into well-organized manner.

CO3: To learn the concepts of SQL.

CO4: To learn the concept of centralize database using data mining and data warehousing.

Course: FT303P- Technology Management

Course Outcomes (COs):

CO1: To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.

CO2: To understand the interdependence of the operations function with other key functional areas of a firm.

CO3: To apply analytical skills and problem-solving tools to the analysis of the operations problems.

CO4: To increase the knowledge and broaden the perspective of the world in which you will contribute your talents and leadership in business operations.

Course: FT304P- Production Innovation and Operations Planning

Course Outcomes (COs):

CO1: To provide students an in-depth understanding of innovation and new product development using a management framework.

CO2: It focuses on how to create value and growth through innovation in new and existing markets.

CO3: Students will explore the concepts, methods and tools on how to organize and manage innovation process with the objective to better control cost and risk, examine the process of developing new products and many of the new product management issues faced by companies.





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CO4: Students will learn to understand how firms can improve the way they manage their innovation processes to develop new products and services and keep abreast of the most recent developments in the innovation field.

Course: FT305P- Purchase and Material Management

Course Outcomes (COs):

- CO1: To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.
- CO2: To understand the interdependence of the operations function with other key functional areas of a firm.
- CO3: To apply analytical skills and problem-solving tools to the analysis of the operations problems.
- CO4: To increase the knowledge and broaden the perspective of the world in which you will contribute your talents and leadership in business operations.

Course: FT303B- Introduction to Business Analytics

Course Outcomes (COs):

- CO1: To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and application of analytics in various business domain.
- CO2: To understand the interdependence of the analytics function with the other key functional areas of a firm.
- CO3: To apply analytical skills and problem-solving tools to the analysis of the business decision problems.
- CO4: To increase the knowledge, and broaden the perspective of the world in which you will contribute your talents and leadership in business analytics.

Course: FT304B- Predictive Modeling

Course Outcomes (COs):

- CO1: To apply the knowledge and tools of predictive analytics to real-life applications.
- CO2: To understand the practical applications of predictive modeling from science to Business.





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CO3: To understand the theory behind predictive modeling, types of predictive models, key steps of model creation and evaluation.

CO4: To know how to implement different types of models in the R/Python programming language.

Course: FT305B- Statistical Programming in R

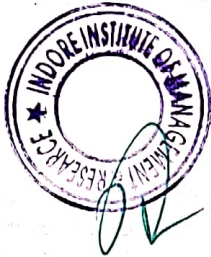
Course Outcomes (COs):

CO1: To Install, Code and Use R Programming Language in R Studio IDE to perform basic tasks on Vectors, Matrices and Data frames key terminologies and describe the key concepts and techniques employed in Statistical Analysis.

CO2: To learn and implement the concept of data visualization in R.

CO3: To define, calculate, Implement Probability and Probability Distributions to solve a wide variety of problems

CO4: To conduct and interpret a variety of Hypothesis Tests to aid Decision Making.





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MBA- Semester IV

Course: FT401C- Business Legislation

Course Outcomes (COs):

- CO1: Understand the legal system, in which a business functions.
- CO2: Develop an understanding of relationship of various laws and economic activities, application of business laws in business activities.
- CO3: Develop an understanding of application of business laws in business activities.
- CO4: Develop a sense of ethical viewpoint towards business laws and legislation in conduct of economic activities.

Course: FT402C- Strategic Management

Course Outcomes (COs):

- CO1: Gain knowledge of various functional areas and other aspects of management.
- CO2: Understand the concepts and tools that support strategic management in organizations is developed.
- CO3: Apply the concepts to analyze strategies issues in organizations and to develop strategies.
- CO4: Develop knowledge of framework and concepts related to strategy, formation strategic changes and strategic innovations.

Course: FT403M- International Marketing

Course Outcomes (COs):

- CO1: Apply basic international marketing theories and concepts to understand the environment.
- CO2: Understand International environment in order to develop appropriate international marketing objectives and strategies.
- CO3: Develop unique international marketing plans.
- CO4: Design and implement effective market access strategies.





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Course: FT404M- Service and Retail Marketing

Course Outcomes (COs):

- CO1: Apply basic service and retail marketing theories and concepts to understand the market.
- CO2: Understand service and retail environment in order to develop appropriate objectives and strategies.
- CO3: Analyze the marketing mix and design unique service and retail marketing plan.
- CO4: Manage service and retail marketing, quality and productivity.

Course: FT405M- Consumer Behavior and Rural Marketing

Course Outcomes (COs):

- CO1: Apply basic rural marketing theories and concepts of consumer behavior to understand the market.
- CO2: Understand rural environment and consumer behavior in order to develop appropriate objectives and strategies.
- CO3: Develop unique rural marketing plans.
- CO4: Design and implement effective rural marketing strategies after understanding consumer behavior.

Course: FT403F- International Finance

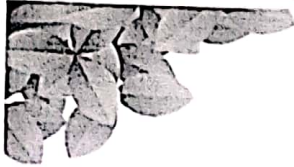
Course Outcomes (COs):

- CO1: Understand structure of international Foreign Exchange market.
- CO2: Describe the various currency arrangements a country may adopt.
- CO3: Identify opportunities for arbitrage and discuss methods to exploit these opportunities.
- CO4: Evaluate cross-border investment opportunities, and describe a multinational firm's decision-making process for long-term capital budgeting, short-term cash-flow management, and the management of foreign operations.





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Course: FT404F- Financial Derivatives and Risk Management

Course Outcomes (COs):

- CO1: Describe the basic characteristics of derivatives market.
- CO2: Describe the uses of derivatives by hedgers, speculators and arbitrageurs.
- CO3: Define and describe the traded and over-the-counter derivative contracts on different underlying assets.
- CO4: Describe and use the different models used for pricing derivatives and used of various strategies.

Course: FT405F- Investment Analysis and Portfolio Management

Course Outcomes (COs):

- CO1: Describe the basic characteristics investment and its types.
- CO2: Understand the risk and return concept and valuation of securities.
- CO3: Analyze securities by using various tools and technique.
- CO4: Apply theories and practices of portfolio management and create optimal portfolios using various portfolio optimization techniques.

Course: FT403H- Compensation Management

Course Outcomes (COs):

- CO1: To help them analyze current trends in compensation management.
- CO2: To acquire an understanding of theoretical concepts and its practical applicability.
- CO3: To create a successful link between organizational goals, performance and compensation.
- CO4: To have knowledge about laws related to compensation.

Course: FT404H- Training and Development

Course Outcomes (COs):

- CO1: To enable students understand the concepts, principles and process of training and development.
- CO2: To develop an understanding of how to access training needs and design training programs in an organizational setting.





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CO3: To familiarize students with the levels, tools and techniques involved in evaluation of training effectiveness.

CO4: The endeavor is also to provide, as far as possible. Hands on learning experience related to training.

Course: FT405H- Organizational Development

Course Outcomes (COs):

CO1: To learn methods and techniques to improve the organizations and individual capacity to handle its internal and external functioning and relationship.

CO2: To offer insights into organization design, development and delivery of OD programs to improved interpersonal and group processes.

CO3: To acquaint the students learning organizational improvement strategy to have more effective communication and enhanced ability to cope with organizational problems of all kinds.

CO4: To acquaint the students learning integrated framework capable of solving most of the important problems confronting the human side of the organizations.

Course: FT403I- Operating System and their Utilities

Course Outcomes (COs):

CO1: To understand functionality of Operating System.

CO2: To understand the working of UNIX operating system.

CO3: To understand the problems of concurrent processes of operating system.

CO4: To understand basics of File organization in operating systems.

Course: FT404I- PHP Programming and JAVA Script

Course Outcomes (COs):

CO1: Know the basic concepts of PHP programming language.

CO2: Understand the working of various control structures used in PHP programming.

CO3: Understand the concepts of functions in PHP programming.

CO4: Gain basic Knowledge of advance PHP techniques and JavaScript.





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Course: FT405I- Mobile Computing and its Applications

Course Outcomes (COs):

- CO1: Gain basic knowledge of Mobile Computing and its applications.
- CO2: Understanding concept of mobile internet protocols.
- CO3: Gain knowledge of mobile telecommunication system.
- CO4: To understand basics of mobile operating systems.

Course: FT403P- Logistics Management

Course Outcomes (COs):

- CO1: To understand the core concept of Logistics and Integrated Logistics.
- CO2: To demonstrate the Logistical Packaging and transportation services.
- CO3: Developing the conceptual understanding of Logistics Outsourcing, Logistics Information System and Supply Chain Management.
- CO4: To develop the skills to learn the concepts of E- Commerce Logistics.

Course: FT404P- Total Quality Management

Course Outcomes (COs):

- CO1: To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.
- CO2: To understand the interdependence of the operations function with the other key functional areas of a firm.
- CO3: To apply analytical skills and problem-solving tools to the analysis of the operations problems.
- CO4: To increase the knowledge, and broaden the perspective of the world in which you will contribute your talents and leadership in business operations.

Course: FT405P- Enterprise Resource Planning (ERP)

Course Outcomes (COs):

- CO1: To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.
- CO2: To understand the interdependence of the operations function with the other key functional areas of a firm.





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CO3: To apply analytical skills and problem-solving tools to the analysis of the operations problems.

CO4: To increase the knowledge, and broaden the perspective of the world in which you will contribute your talents and leadership in business operations.

Course: FT403B- Data Visualization for Managers

Course Outcomes (COs):

CO1: Describe the importance of data visualization for business intelligence and Decision-making.

CO2: Design effective data visualizations in order to provide new insights into a research question or communicate information to the viewer.

CO3: Find and select appropriate data that can be used in order to create a visualization that answers a particular research question.

CO4: Use data visuals to convey distributions, relationships and trends in data over time.

Course: FT404B- Spreadsheet Modeling

Course Outcomes (COs):

CO1: Acquire basic knowledge of commonly used analytic tools in processing quantitative information and making quantitative business decisions

CO2: Recognize and formulate business problems in Excel spreadsheets

CO3: Use the techniques from other courses – accounting, statistics, management science, economics – to effectively evaluate and solve excel spreadsheet models.

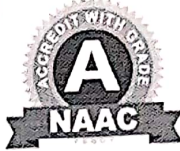
CO4: Demonstrate the principles of a good spreadsheet design and effectively present the analysis and results.

Course: FT405B- Applications of Modeling in Business

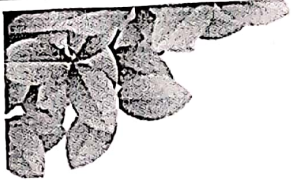
Course Outcomes (COs):

CO1: To gain an understanding and appreciation of the principles and application relevant to the planning, design and applications of analytics in various business domains.



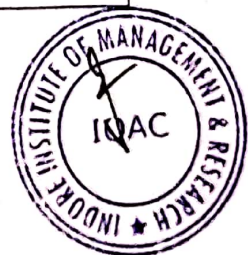


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- CO2: To understand interdependence of the analytical functions with other key functional areas of a firm.
- CO3: To apply analytical skills and problem solving tools to the analysis of the Business decision problems.
- CO4: To increase the knowledge and broaden perspective of the world in which you will contribute your talents and leadership in business analytics.





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BBA (Foreign Trade)

Program Educational Objectives (PEOs)

- PEO1. Graduates will gain knowledge of critical functions of business and demonstrate the application of knowledge in the field of foreign trade across a wide spectrum of industries.
- PEO2. Graduates will be able to identify, analyze, design and create business opportunities in a rapidly changing global business environment.
- PEO3: Graduates will develop the ability to integrate their learning, linking academic knowledge, curricular and co-curricular activities for holistic development.
- PEO4. Graduates will develop Leadership skills, Team work and demonstrate ethical behaviour in Business and Society.





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Programme Outcomes (POs)



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PROGRAMME OUTCOMES

Bachelor of Business Administration (Foreign Trade)

PO1: Acquire the basic knowledge, of International business and management fundamentals in their domain area.

PO2: Integrate all the areas of business activity in a quest to develop the most reliable strategies that successfully achieve the objectives of a company in an international environment.

PO3: Apply the advanced tools and strategies to enhance the export and import operations in the business.

PO4: Ability to create, select and apply appropriate analytical tools, techniques and methods in the modern management activities and use in managerial decision making.

PO5: Communicate effectively in different business contexts and situations so as to be able to receive and give clear instructions, comprehend, write reports, prepare documentation and make effective presentations.

PO6: Design and develop conceptual knowledge by usage of contemporary research tools for effective performance and recognize the need for self-motivation to engage in lifelong learning.

PO7: Demonstrate critical thinking skills in understanding managerial issues and problems related to the global economy.

PO8: Follow the professional, ethical practices by applying contextual knowledge to assess societal and legal issues by creating new ideas, products and services for developing national economy.



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Program Specific Outcomes (PSOs)

- PSO1: Develop an awareness and understanding of the global context in which business operates.
- PSO2: Students will demonstrate competency in the underlying concepts of foreign trade policy, procedure and documentation, Logistics Management, Global Marketing and Research.
- PSO3: Students will apply skills essential to successfully manage and lead businesses across the globe.





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Course Outcomes (COs)



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**COURSE OUTCOMES
 BBA (FT) I YEAR**

*As Per New Education Policy (NEP-2020)

Course: MAJBFT-101 Principles of Business Administration

Course Outcomes (COs):

- CO1: To understand the basic concepts of management and various schools of thought
- CO2: to gain an overview of major issues confronting Managers in the export import business
- CO3: to understand the structuring of an organization suitable for an export import business.
- CO4: to be able to understand optimal utilization of resources to attain organizational objectives.

Course: MAJBFT-102 Global Business Environment & Communication

Course Outcomes (COs):

- CO1: To show how international business is affected by the different types of environments (i.e. economic, political, social, cultural, financial, technological) in which it operates on micro and macro level.
- CO2: To introduce students to the concept of multinational corporations, euro currency, Balance of Payments and Transfer of Technology.
- CO3: To gain an understanding with the terms used in export and import business.
- CO4: To develop competence and expertise in writing global business letters.

Course: MINBFT-103 Basic Mathematics & Statistics

Course Outcomes (COs):

- CO1: Describe and discuss the key terminology, concepts of statistics its scope and limitations.
- CO2: Understand statistical concepts such as statistical collection, species characteristics, statistical series, tabular and graphical representation of data.



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- CO3:** Able to calculate measure of central tendency mean, median, mode, harmonic mean and geometric mean, measure of variation – standard deviation, mean deviation and skewness, time series analysis.
- CO4:** Able to understand statistical concepts to include correlation analysis, Karl Pearson's coefficient of correlation, Spearman's – rank correlation, regression, lines of regression, Index Number.

Course: ELECBAFTR-001 Business Law

Course Outcomes (COs):

- CO1:** Identify the fundamental legal principles behind contractual agreement.
- CO2:** Able to understand basic knowledge of the important business legislation along with relevant case law.
- CO3:** Help to understand the knowledge of the legal environment & principles in which a consumer & business operates.
- CO4:** Help student to bind maintain legally enforceable relations and conduct business and non- business transactions.

Course: VOCBAFTR-001 International Logistics and Supply Chain Management

Course Outcomes (COs):

- CO1:** This course will expose students to the challenges involved in managing logistics and supply chains.
- CO2:** Students will able to know about major International Trade Routes and will able to understand the geographic advantages of countries in international trade.
- CO3:** The subject focuses on relatively long term decisions involving the investment in productive resources, configuration of processes, product designs, and development of partnerships with suppliers and channels of distribution.
- CO4:** This course will enhanced student's ability to use analytical tools and conceptual frameworks to make decisions in supply chain contexts as well as a better understanding of the major strategic issues and trade-offs that arise in supply chain management.



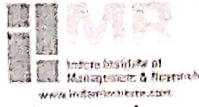
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Course: X1-FCHB1T- English Language and Indian Culture

Course Outcomes (COs):

- CO1: Prepare for various competitive exams by developing their English language competence.
- CO2: Promote their comprehension skills by being exposed to a variety of texts and their interpretations.
- CO3: Build and enhance their vocabulary.
- CO4: Develop their communication skills by strengthening grammar and usages.
- CO5: Inculcate values which make them aware of national heritage and environmental issues, making them responsible citizens.

Course: X1-FCAC1T- Environmental Education

Course Outcomes (COs):

- CO1: To understand various aspects of life forms, ecological processes, and the impacts on them by human during Anthropocene era.
- CO2: To build capabilities to identify relevant environmental issues, analyze various underlying causes, evaluate the practices and policies, and develop framework to make informed decision.
- CO3: To develop empathy for life forms, awareness and responsibility towards environmental protection and nature preservation.
- CO4: To develop critical thinking for shaping strategies such as: scientific, social, economic, administrative and legal environmental protection, conservation of biodiversity, environmental equity and sustainable development.
- CO5: To prepare for the competitive exams.

Course: X1-FCEA1T- Language and Culture

Course Outcomes (COs):

- CO1: उत्कृष्ट साहित्यिक पाठों के अध्ययन से रुचि का विकास करना।
- CO2: सांस्कृतिक चेतना और राष्ट्रीय भावना का विकास करना।



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CO3. भाव ज्ञान।

CO4. नानात्म्य शब्दावली और विशेष शब्दावली के अध्ययन द्वारा भाव एवं संस्कृति बीच का विकसत करना।

CO5. विशिष्ट शब्दावली (बीज शब्द/की बर्त) से परिचित करवाते हुए बीच क स्टार को विकसित करना।

CO6. प्रतियोगी परीक्षाओं हेतु तैयार करना।

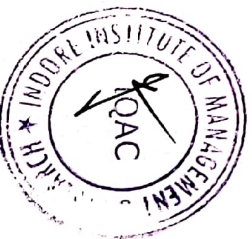
Course: A1-YOSC1-F- Yoga and Meditation

Course Outcomes (COs):

CO1. After studying this course, students will be able to take care of their own physical, mental, emotional, social and spiritual health.



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COURSE OUTCOMES

BBA (FT) II YEAR

*As Per New Education Policy (NEP-2020)

Course: MAJBFT-201 Export Import Procedure & Documentation

Course Outcomes (COs):

- CO1: To know the basics of Export and Import Procedures.
- CO2: To learn the export and import documentation formalities in India
- CO3: To understand the main features of foreign trade policy and the schemes there in for promoting exports from the country.
- CO4: To understand the various institutional support provided by the government for simplifying and promoting exports.

Course: MAJBFT-202 Export & Import Finance

Course Outcomes (COs):

- CO1: Define key terminology related to export finance
- CO2: Illustrate the applicability of financing for specific business or transactions.
- CO3: Identify and understand all the key elements of a pre-shipment and post-shipment finance.
- CO4: Identify the problems related to export finance.

Course: MINBFT-203 Financial Accounting

Course Outcomes (COs):

- CO1: To record the basic journal entries.
- CO2: Memorize how to calculate depreciation by applying various methods.
- CO3: Maintain the financial statements of the business entity.
- CO4: Rectify errors in accounts.

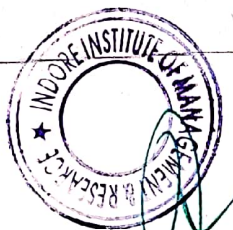
Course: ELCBBAFTR-003 Foreign Language (French)

Course Outcomes (COs):

- CO1: Know about in-depth grammar for foreign language and place the accents and signs correctly.

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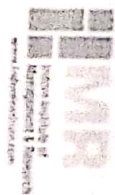
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CO2: Able to speak basic Hindi with any Fradecophone and be able to write some Informal letters as well.

CO3: Able to pronounce the letters, vowels and consonants correctly.

CO4: Able to learn foreign language by following Listening, Speaking Reading Writing Pattern

Course: VOCBBAFTR-006 E-Business & E-Commerce
Course Outcomes (COs):

CO1: Demonstrate an understanding of the foundations and importance of E-Commerce

CO2: Analyze the impact of E-commerce on business models and strategy.

CO3: Use the knowledge of the major e-commerce revenue models to evaluate existing websites

CO4: Identify the key security threats in the E-commerce environment

Course: X2-FCHB1T- English Language and Indian Culture
Course Outcomes (COs):

CO1: Strengthen their grammar and vocabulary.

CO2: Acquire and develop Listening, Speaking, Reading and Writing skills

CO3: Learn to think creatively and critically.

Course: X2-FCAC1T- Entrepreneurship Development
Course Outcomes (COs):

CO1: Understand basics of entrepreneurship and small business management

CO2: Helps in building the skills, framework and knowledge of entrepreneurship and new venture creation.

CO3: Helps students in understanding the importance of the planning process and learn how to develop, write and present an effective business plans for a new venture.

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WOMEN EMPOWERMENT COURSE

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Course: X2-FCEAIT- Language and Culture
Course Outcomes (COs):

- CO1: भारतीय ज्ञान परंपरा से विद्यार्थियों को अवगत एवं तथान्वित करना।
- CO2: उत्कृष्ट साहित्यिक भाषाओं के अध्ययन से रसि का विकास करना।
- CO3: सांस्कृतिक चेतना और राष्ट्रीय भावना का विकास करना।
- CO4: क्षया ज्ञान।
- CO5: सामाज्य शब्दावली और विशेष शब्दावली के अध्ययन द्वारा भाषा एवं संस्कृति दोष का विकास करना।
- CO6: विशिष्ट शब्दावली (श्रीज शब्दावली वर्ड) से परिचित करवाने हुए बोध क स्तर को विकसित करना।

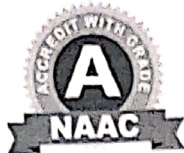
Course: Women Empowerment
Course Outcomes (COs):

- CO1: Understand the history, concept and various dimensions of women empowerment in India.
- CO2: Understand the constitutional provisions, laws and policies related to women empowerment.
- CO3: Get knowledge of various issues, challenges and agencies supporting women empowerment. With this, student will be able to get acquainted with the glory story of the powerful women leadership of India.
- CO4: Present study related to women empowerment will provide employment opportunities to the students in government, private and non-government organizations.



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BBA FT III YEAR (NEP)

Course: MINBFT-303 Foreign Exchange & Risk Management
Course Outcomes (COs):

- CO1: To explain the role of foreign exchange in setting international transactions.
- CO2: To make students aware of the changes in exchange rate and regulation of risks involved.
- CO3: Develop an understanding of exchange control system in management of foreign operations.
- CO4: Develop an understanding of cross-border disputes and its settlement.

Course: MAJBFT-302 New Techniques in Multinational Marketing & Foreign Collaborations
Course Outcomes (COs):

- CO1: Development of new techniques of foreign trade.
- CO2: Identify and understand various cultural and regional variables and how they impact multinational business
- CO3: Anticipate changes in the operating environment of a business on a global level
- CO4: Evaluate the key analytical frameworks and tools used in foreign collaboration.

Course: MAJBFT-301 Packaging & Distribution Channels & Material Handling
Course Outcomes (COs):

- CO1: Students will be able to understand the packaging marking and labelling requirements with respect to exports.
- CO2: Students will be able to understand different export distribution channels and criteria for selection.
- CO3: Students will be able to evaluate different modes of transportation.
- CO4: Students will understand significance of various transport documents be able to prepare it
- CO5: Students will understand the principles of material handling and need of insurance.
- CO6: Students will understand the need and cost of warehousing.

Course: VOCBBAFTR-008 International Advertising & Brand Management
Course Outcomes (COs):

- CO1: Students will understand the fundamentals of advertising by developing foundational knowledge of its need, importance, and alignment with marketing strategies. They will explore communication models such as AIDA and the innovation adoption model to comprehend their application in promotional planning.

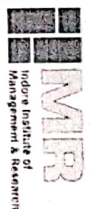


the social and economic aspects of advertising by examining various types of advertisements. They will evaluate advertising's impact on society through discussions and analytical activities.





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CO3: Students will apply theoretical models in advertising, including theories like DAGMAR, AIDA, and Maslow's hierarchy, to create effective marketing strategies. They will also assess the relevance of advertising models in different product lifecycle stages through practical examples.

CO4: Students will gain expertise in managing brand development and relationships by understanding the fundamentals of branding, including identity, positioning, and equity. They will analyze brand management processes and decisions, such as brand extensions and portfolio management, to enhance their strategic insights.

Course: ELCHBAFTR-006 Computer Application to Foreign Trade

Course Outcomes (COs):

- CO1: To understand different types of computers and its applications in the field of Foreign Trade
- CO2: Gain a comprehensive understanding of the role of office automation and its tools in streamlining documentation, communication, and workflow management in foreign trade.
- CO3: To familiarize students with the ways E-Commerce and IT can be applied in foreign trade.
- CO4: To Understand the use of information systems in foreign trade and supply chain

Course: X3-FCIBBT English Language and Communication Skills

Course Outcomes (COs):

- CO1: Prepare for various competitive exams by developing their competence in English Language.
- CO2: Promote their comprehension and communicative skills by being exposed to a variety of texts and their interpretations.
- CO3: Build and enhance their language competence through regular practice.
- CO4: Develop their knowledge of English Grammar and usages in a practical manner.
- CO5: Compete in national and state level examinations for various competitions after the completion of the course.
- CO6: Seek a good job and to settle down in self-employment or their own business or profession.

Course: X3-FCEAIT Hindi Language and Culture

Course Outcomes (COs):

- CO1: इस पाठ्यक्रम के अध्ययन से विद्यार्थी हिंदी के प्रसिद्ध रचनाकार एवं उनकी रचनाओं से परिचित हो सकेंगे।
- CO2: पठित रचनाओं के माध्यम से विद्यार्थी देश की सभ्यता एवं संस्कृति से परिचित हो सकेंगे।
- CO3: पाठ्यक्रम के अध्ययन से विद्यार्थियों के व्यक्तित्व का बहुमुखी विकास होगा एवं रोजगार के अवसर प्राप्त होंगे।





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Course: X3-FCACIT Personality Development and Character Building

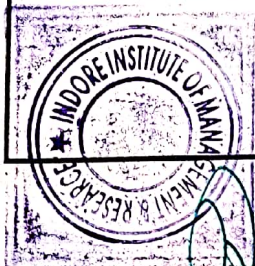
Course Outcomes (COs):

- CO1: Students will acquire the conceptual knowledge of Personality Development.
- CO2: Students will develop insight into character building.
- CO3: Students will be able to become global visionary citizens.
- CO4: Students will be able to understand Indian knowledge tradition.
- CO5: Students will be able to understand the difference between nature, culture and distortion.
- CO6: This course will help in character building and overall development of personality of the students.

Course: X3-FCBDIT Digital Awareness - Cyber Security

Course Outcomes (COs):

- CO1: Make optimum use of web browsers, search engines and Chatbots
- CO2: Creating e-mail account, sending, receiving and managing emails.
- CO3: Describe reporting procedure of phishing emails.
- CO4: Identify email phishing attack and preventive measures.
- CO5: Configure security settings in Mobile Wallets and UPIs.
- CO6: Practice safe, legal and ethical means of using Information Technology.
- CO7: Practice and use the various online financial and government services of day-to-day use.
- CO8: Understand the basic concepts related to E-Commerce and digital payments.
- CO9: Discuss cyber security aspects, RBI guidelines and preventive measures against digital payment frauds.
- CO10: Explore and learn the online available courses of his/her interest.
- CO11: Use the Digi locker and Academic Bank of Credit.
- CO12: Describe the concept of Cyber security and issues and challenges associated with it.
- CO13: Explain the process of reporting cybercrime at Cybercrime Police Station/ at online platform.
- CO14: Appreciate various privacy and security concerns on online Social media.
- CO15: Guide through the reporting procedure of inappropriate content.
- CO16: Perform privacy and security settings for popular Social media platforms.





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BBA

Programme Educational Objectives (PEOs)

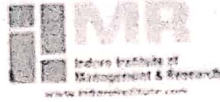
- PEO1: To develop themselves as successful management professionals with a sound business and entrepreneurial acumen facilitating a promising career in the various management domains.
- PEO 2: To develop the professional aptitude for wise decision making, organization skills, planning and its efficient implementation, research, and problem solve approach.
- PEO 3: To develop the students to work in multicultural and multidisciplinary teams and understand the principles of group dynamics, Team work and growth of Management profession.
- PEO 4: To be responsible citizens with flawless ethical conduct that will empower the business organizations with their high integrity, moral values, social effectiveness and legal business intelligence.





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Programme Outcomes (POs)



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PROGRAMME OUTCOMES
Bachelor of Business Administration (BBA)

- PO1:** Analyze the theoretical knowledge with the practical aspects of Organizational setting and techniques of management.
- PO2:** Business Knowledge: Determine the functional areas of management and analytical abilities required for effective decision making
- PO3:** Project management and finance: Demonstrate knowledge and understanding of the management principles and apply these to one's own work, as a member and leader in a team, to manage projects and in multidisciplinary environments.
- PO4:** Research Skills: Analyze the various aspects of business research in the area of marketing, human resource and finance.
- PO5:** Communication Skills: Communicate effectively in different business contexts and situations so as to be able to receive and give clear instruction, comprehend, write reports, prepare documentation and make effective presentations.
- PO6:** Technology Skills: Exhibit IT knowledge and skills for effective business processes and its application in the real world.
- PO7:** Critical Thinking Skills: Understand the dynamic and complex working environment of Business.
- PO8:** Entrepreneurship: Able to identify, assess and shape entrepreneurial opportunities and to evaluate their potential for business success.
- PO9:** Life-long learning: Recognize the need for, and have the preparation and ability to engage in independent and life-long learning in the broadest context of technological change.
- PO10:** Individual and team work: Students can function effectively as an individual, and as a member or leader in diverse teams, and in multidisciplinary settings.
- PO11:** Ethics: Apply ethical principles and commit to professional ethics and responsibilities and norms of the Management practice.
- PO12:** Environment and sustainability: Students can understand the impact of the professional solutions in societal and environmental contexts, and demonstrate the knowledge of, and need for sustainable development.



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Program Specific Outcomes (PSOs)

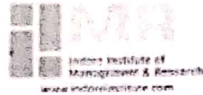
- PSO 1: To Demonstrate analytical and problem-solving skills through core elective area of specialization in Finance, Human Recourse, and Marketing to solve the business issues.
- PSO 2: Developing skills among graduates through hands-on learning methods essential to successfully manage and lead businesses across the globe.
- PSO 3: Providing opportunities to students for competing in corporate world characterized by diversity, rapid technological development, and a fiercely competitive marketplace.





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Course Outcomes (COs)



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COURSE OUTCOMES

BBA I YEAR

*As Per New Education Policy (NEP-2020)

Course: M1-BBAA1T – Business Management

Course Outcomes:

- CO1: Student will be able to assess the global context for planning, coordinating and monitoring managerial behavior.
- CO2: Through various planning and decision making techniques, students can learn about how businesses ensure to remain in a competitive market.
- CO3: Students will understand various forms of organizational structures and their importance.
- CO4: Students can learn about various strategies used by businesses to maintain and improve employee efficiency.
- CO5: Students will be able to understand how organizations use different leadership styles to stay competitive. Understand visual merchandising.

Course: M1-BBAA2T – Communication Skills

Course Outcomes:

- CO1: Imagination, Ethical Theory and skills to interact, students can learn how to do this ethically and effectively.
- CO2: Students can learn and practice group communication skills. They will learn how to respond in discussions, interviews and conferences.
- CO3: Students can learn non-verbal communication, listening and organizational culture.
- CO4: Students can be equipped with knowledge of professional communication through the basic principles of writing professional papers and other documents.

Course: M1-BBAB2T – Business Statistics

Course Outcomes:

- CO1: Statistical research tools will increase student's ability to understand how to perform social researches.
- CO2: Students will be equipped with knowledge about analyzing professional reports and will be able to make decisions based on the reports analyzed.

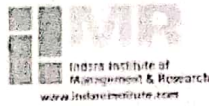
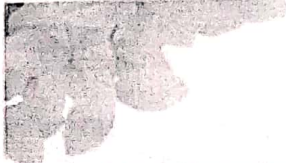


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CO3: Students will learn about Quantization, analysis of performance relationship.

Course: C1-COMB2G- Fundamental of Accounting

Course Outcomes:

- CO1: To record the basic journal entries.
- CO2: Memorize how to calculate depreciation by applying various methods.
- CO3: Maintain the financial statements of the business entity.
- CO4: Rectify errors in accounts.

Course: V1-COM-RENT Retail Management

Course Outcomes:

- CO1: Understand the fundamental concept of retail management.
- CO2: Understand the shopper's behavior.
- CO3: Understand the consumer's behavior.
- CO4: Understand merchandise management.
- CO5: Understand visual merchandising.
- CO6: Understand E-Retailing System.
- CO7: Understand E-Payment System.

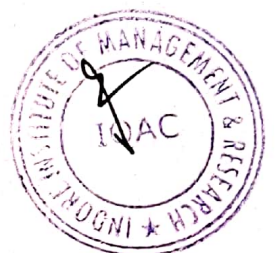
Course: X1-FCHB1T- English Language and Indian Culture

Course Outcomes:

- CO1: Prepare for various competitive exams by developing their English language competence.
- CO2: Promote their comprehension skills by being exposed to a variety of texts and their interpretations.
- CO3: Build and enhance their vocabulary.
- CO4: Develop their communication skills by strengthening grammar and usages.
- CO5: Inculcate values which make them aware of national heritage and environmental issues, making them responsible citizens.



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Course: X1-FCAC1T- Environmental Education

Course Outcomes:

- CO1: To understand various aspects of life forms, ecological processes, and the impacts on them by human during Anthropocene era.
- CO2: To build capabilities to identify relevant environmental issues, analyze various underlying causes, evaluate the practices and policies, and develop framework to make informed decision.
- CO3: To develop empathy for life forms, awareness and responsibility towards environmental protection and nature preservation
- CO4: To develop critical thinking for shaping strategies such as: scientific, social, economic, administrative and legal environmental protection, conservation of biodiversity, environmental equity and sustainable development.
- CO5: To prepare for the competitive exams.

Course: X1-FCEA1T- Language and Culture

Course Outcomes:

- CO1: उत्कृष्ट साहित्यिक पाठों के अध्ययन से रुचि का विकास करना।
- CO2: सांस्कृतिक चेतना और राष्ट्रीय भावना का विकास करना।
- CO3: भाषा जान।
- CO4: सामान्य शब्दावली और विशेष शब्दावली के अध्ययन द्वारा भाषा एवं संस्कृति बोध का विकास करना।
- CO5: विशिष्ट शब्दावली (बीज शब्द/की छंद) से परिचित करवाते हुए बोध क स्तर को विकसित करना।
- CLO6: प्रतियोगी परिक्षाओं हेतु तैयार करना।

Course: A1-YOSC1F- Yoga and Meditation

Course Outcomes:

- CO1: After studying this course, students will be able to take care of their own physical, mental, emotional, social and spiritual health.



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COURSE OUTCOMES

BBA II YEAR

*As Per New Education Policy (NEP-2020)

Course: M2-BBAB1T- Marketing Management

Course Outcomes:

- CO1: Student will be able to identify the marketing process and its applicability in business operations. They will be able to communicate marketing information persuasively and accurately in oral, written and graphic formats.
- CO2: Differentiate between categories of consumer criteria for determining value.
- CO3: Recognize how to identify target markets and environments by analyzing demographics and customer behavior.
- CO4: List best practices for responsible marketing and how to manage marketing efforts synthesize ideas into a business plan for entrepreneurial start-up venture.
- CO5: The student will be able to emphasize on various aspects of service marketing which make it different from goods marketing.

Course: M2-BBAB2T- Marketing Research

Course Outcomes:

- CO1: Discuss the scope and managerial importance of market research and its role in the development of marketing strategy.
- CO2: provide a detailed overview of the stages in the market research process.
- CO3: Develop research questions and objectives that can be addressed in a research design.
- CO4: Develop an appropriate market research design for the clients.
- CO5: Manage the data collection process. Use contemporary statistical packages to calculate and report descriptive statistics from qualitative data. Interpret data analysis in the context of the identified business problem.
- CO6: Communicate research results in written report and oral presentation formats.

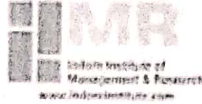


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Course: M2-BBAA2T- Organizational Behaviour

Course Outcomes:

- CO1: Students will be able to know the organizational behaviour, its importance and comparison of various theories of organizational behaviour. This outcome of organizational behaviour will introduce to several theories on management framework, role of managers, skills of managers, and manager's jobs.
- CO2: Examine the components and theories behind leadership, power, and politics. They can analyze real situations where leadership, power, and politics are illustrated positively and negatively.
- CO3: Analyze various stress management and coping strategies.
- CO4: Compare different organizational cultures, examine characteristics of cultures, explore global implications, and examine creating and sustaining a positive culture, and assessing the impact of culture on organizational behaviour.

Course: M2-BBAC2T- Financial Markets and Financial Services

Course Outcomes:

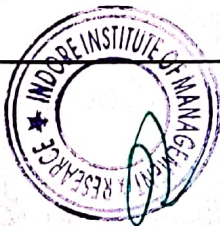
- CO1: To provide the student a basic knowledge of financial markets and institutions and to familiarize them with major financial services in India.
- CO2: Students will be able to know various money market and capital market instruments.
- CO3: Students will be able to understand the functions and organization of capital market and money market in India.
- CO4: Students will be able to know various financial services provided in the financial market.
- CO5: Students will understand various financial institutions and their role in financing of the business.

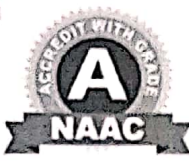
Course: X2-FCHB1T- English Language and Indian Culture

Course Outcomes:

- CO1: Strengthen their grammar and vocabulary.
- CO2: Acquire and develop Listening, Speaking, Reading and Writing skills.
- CO3: Learn to think creatively and critically.

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Course: X2-FCAC1T- Entrepreneurship Development

Course Outcomes:

- CO1: Understand basics of entrepreneurship and small business management
- CO2: Helps in building the skills, framework and knowledge of entrepreneurship and new venture creation.
- CO3: Helps students in understanding the importance of the planning process and learn how to develop, write and present an effective business plans for a new venture.

Course: X2-FCEA1T- Language and Culture

Course Outcomes:

- CO1: भारतीय ज्ञान परंपरा से विद्यार्थियों को अवगत एवं लाभान्वित करना।
- CO2: उत्कृष्ट साहित्यिक पाठों के अध्ययन से रुचि का विकास करना।
- CO3: सांस्कृतिक चेतना और राष्ट्रीय भावना का विकास करना।
- CO4: भाषा ज्ञान।
- CO5: सामान्य शब्दावली और विशेष शब्दावली के अध्ययन द्वारा भाषा एवं संस्कृति बोध का विकास करना।
- CO6: विशिष्ट शब्दावली (बीज शब्द/की वृद्ध) से परिचित करवाते हुए बोध क स्तर को विकसित करना।

Course: Women Empowerment

Course Outcomes:

- CO1: Understand the history, concept and various dimensions of women empowerment in India.
- CO2: Understand the constitutional provisions, laws and policies related to women empowerment.
- CO3: Get knowledge of various issues, challenges and agencies supporting women empowerment. With this, student will be able to get acquainted with the glory story of the powerful women leadership of India.
- CO4: Present study related to women empowerment will provide employment opportunities to the students in government, private and non-government organizations.



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BBA III YEAR (NEP)

Course: M3-BBAB1D Advertising and Sales Management
Course Outcomes (COs):

- CO1: With the rigorous curriculum, students will involve as highly innovative and committed professional with strategic marketing and communication skills required for effective selling.
- CO2: Student will be aware of developing and managing dynamic customers and business relationships.
- CO3: Students will be groomed with customer centric creative thinking and strong communication to be effective in the area of marketing and sales.
- CO4: Open up to the numerous future possibilities of higher education as well as of getting placed with reputed corporate in the country.

Course: M3-BBAB2D Consumer Behavior
Course Outcomes (COs):

- CO1: To create understanding about consumer behavior.
- CO2: To impart knowledge regarding process of decision making motivation and cultural influence.
- CO3: To familiarize students influence with opinion leadership and consumer protection.

Course: M3-BBAB2T Retail Management
Course Outcomes (COs):

- CO1: Understand the fundamental concept of Retail Management.
- CO2: Understand the shopper's behavior.
- CO3: Understand the consumer's behavior.
- CO4: Understand merchandise management.
- CO5: Understand visual merchandising.
- CO6: Understand E-Retailing System.
- CO7: Understand E-Payment System.

Course: M3-BBAC1D Security Analysis and Portfolio Management
Course Outcomes (COs):

- CO1: Understand the concept of security and various kinds of investments.
- CO2: Develop understanding regarding Indian Capital market, saving patterns and Indian stock market.
- CO3: Understand the role of various market intermediaries.
- CO4: Learn the concepts of fundamental analysis and efficient market theory.
- CO5: Understand the fundamental concepts of derivative markets.





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Course: M3-BBAC2D Merchant Banking and Financial Services
Course Outcomes (COs):

- CO1: Acquire conceptual knowledge about the management of the customer's securities with special reference to India.
- CO2: Able to understand the management of the portfolio.
- CO3: Learn about the complex nature and management of projects and counseling as well as appraisal
- CO4: Understand the management of underwriting of shares and debentures.
- CO5: Learn about the circumvention of the syndication of loans.
- CO6: Sharpen information about Management of the interest and dividend etc.

Course: M3-BBAC2T Working Capital Management
Course Outcomes (COs):

- CO1: Equip students with the conceptual knowledge of management of working capital.
- CO2: Understand the importance of cash management.
- CO3: Acquaint students with the concept of credit policy and credit management.
- CO4: Learn to apply sound techniques for managing inventory.
- CO5: Acquaint students with various tools of short term financing, debt financing and bank financing.

Course: M3-BBAC2T Functional Management
Course Outcomes (COs):

- CO1: Understand the concept of Financial Management.
- CO2: Understand the concept of Personnel Management.
- CO3: Understand the concept of Production Management.
- CO4: Understand the concept of Marketing Management.
- CO5: Understand the concept of Digital Marketing.
- CO6: Understand the concept of Business Ethics in Management.

Course: V3-COM-GSTT Personal Tax Planning
Course Outcomes (COs):

- CO1: Examine how tax planning is useful and essential for every tax payer.
- CO2: Understand the concept of tax evasion and tax planning from direct taxes point of view.
- CO3: Determine residential status and its relationship with tax planning.
- CO4: Examine how tax planning is permitted under different provisions of the Income Tax Act.
- CO5: Assess the tax liability of individuals and HUFs having income under different heads, by considering tax planning measures providing for optimal tax relief.





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CO6: Choose the avenues of investment with an intent to reduce tax liabilities and identify merits and limitations of different means of investments and examine various provisions relating to deduction and collection of tax at source and advance tax obligations.

Course: X3-FCHBIT English Language and Communication Skills
Course Outcomes (COs):

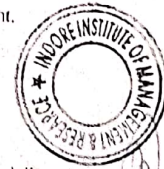
- CO1: Prepare for various competitive exams by developing their competence in English Language.
CO2: Promote their comprehension and communicative skills by being exposed to a variety of texts and their interpretations.
CO3: Build and enhance their language competence through regular practice.
CO4: Develop their knowledge of English Grammar and usages in a practical manner.
CO5: Compete in national and state level examinations for various competitions after the completion of the course.
CO6: Seek a good job and to settle down in self-employment or their own business or profession.

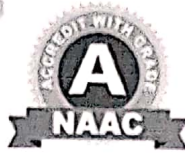
Course: X3-FCEAIT Hindi Language and Culture
Course Outcomes (COs):

- CO1: इस पाठ्यक्रम के अध्ययन से विद्यार्थी हिंदी के प्रसिद्ध रचनाकार एवं उनकी रचनाओं से परिचित हो सकेंगे।
CO2: पठित रचनाओं के माध्यम से विद्यार्थी देश की सभ्यता एवं संस्कृति से परिचित हो सकेंगे।
CO3: पाठ्यक्रम के अध्ययन से विद्यार्थियों के व्यक्तित्व का बहुमुखी विकास होगा एवं रोजगार के अवसर उपलब्ध होंगे।
CO4: विशिष्ट शब्दावली (बीज शब्द/कीवर्ड) से परिचित करवाते हुए बोध के स्तर को विकसित करना।

Course: X3-FCACIT Personality Development and Character Building
Course Outcomes (COs):

- CO1: Students will acquire the conceptual knowledge of Personality Development.
CO2: Students will develop insight into character building.
CO3: Students will be able to become global visionary citizens.
CO4: Students will be able to understand Indian knowledge tradition.
CO5: Students will be able to understand the difference between nature, culture and distortion.
CO6: This course will help in character building and overall development of personality of the students.





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Course: X3-FCBDDIT Digital Awareness - Cyber Security

Course Outcomes (COs):

- CO1: Make optimum use of web browsers, search engines and Chatbots
- CO2: Creating e-mail account, sending, receiving and managing emails.
- CO3: Describe reporting procedure of phishing emails.
- CO4: Identify email phishing attack and preventive measures.
- CO5: Configure security settings in Mobile Wallets and UPIs.
- CO6: Practice safe, legal and ethical means of using Information Technology.
- CO7: Practice and use the various online financial and government services of day-to-day use.
- CO8: Understand the basic concepts related to E-Commerce and digital payments.
- CO9: Discuss cyber security aspects, RBI guidelines and preventive measures against digital payment frauds.
- CO10: Explore and learn the online available courses of his/her interest.
- CO11: Use the Digi locker and Academic Bank of Credit.
- CO12: Describe the concept of Cyber security and issues and challenges associated with it.
- CO13: Explain the process of reporting cybercrime at Cybercrime Police Station at online platform.
- CO14: Appreciate various privacy and security concerns on online Social media.
- CO15: Guide through the reporting procedure of inappropriate content.
- CO16: Perform privacy and security settings for popular Social media platforms.





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B. Com

Program Educational Objectives (PEOs)

- PEO1: Develop within our graduates the knowledge proficiency needed for the professional accounting practices of business.
- PEO2: Develop within our graduates the ability to communicate effectively and decision making
- PEO3: Instil within our graduates a commitment towards lifelong accounting skills, inquiry, learning and creativity.
- PEO4: Foster within our graduates a commitment to protect the public interest, financial supporting services and environment in the practice of the commerce sector.
- PEO5: Foster within our graduates an understanding of the need to maintain the highest ethical and professional standards in the field of management & finance.





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Programme Outcomes (POs)



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PROGRAMME OUTCOMES

Bachelor of Commerce (Hons)

- PO1: Develop progressive affective domain, development of values, the role of accounting in society and business.
- PO2: Understand the conceptual knowledge of accounting and acquire skills of maintaining accounts acquire entrepreneurial, legal and managerial skills.
- PO3: Program will develop the ability to think critically and independently translating into a well-developed personal value system.
- PO4: Skilled in the use of computer systems and software used in commerce and business through practical assignments, exercises and demonstrations.
- PO5: Enables learners to get theoretical and practical exposure in the commerce sector which includes Accounts, Commerce, Marketing, Management, Economics, Environment etc.
- PO6: Develop ability to communicate effectively both in terms of business as well as social interaction.
- PO7: Apply basic mathematical and statistical skills necessary for analysis of a range of problems in economics, actuarial studies, accounting, marketing, management and finance.
- PO8: Acquire the skills of effective communication, decision making, and problem solving in day-to-day business affairs.
- PO9: Acquire practical skills to work as tax consultant, cost accountant, audit assistant and other financial supporting services.
- PO10: Strengthens their capacities in varied areas of commerce and industry aiming towards holistic development of learners.
- PO11: Encourage the students to advance a range of generic skills helpful in employment, internships, and social activities.
- PO12: Appreciate importance of working independently and in a team.

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Program Specific Outcomes (PSOs)



- PSO1: The ability to understand, analyse and apply the knowledge of accounting practices in terms of society and business problems to meet the challenges of the future.
- PSO2: The ability to develop conceptual knowledge and practical skills using innovative tools and techniques to solve problems in the areas related to commerce, management & finance.
- PSO3: Equipped them with a blend of skills of technical, analytical, effective communication, decision making and problem resolving.





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Course Outcomes (COs)

COURSE OUTCOMES
B.COM I YEAR
 *As Per New Education Policy (NEP-2020)

Course: C1-COMA1T- Financial Accounting
Course Outcomes (COs):
 CO1: Acquire conceptual knowledge of basics of accounting
 CO2: Identify events that need to be recorded in the accounting records
 CO3: Develop the skill of recording financial transactions and preparation of reports in accordance with GAAP.
 CO4: Describe the role of accounting information and its limitations.
 CO5: Equip with the knowledge of accounting process and preparation off in a accounts of sole trade.
 CO6: Identify and analyze the reasons for the difference between cashbook and pass book balances.
 CO7: Recognize circumstances providing for increased exposure to errors and frauds.

Course: C1-COMA2T- Business Regulatory Framework
Course Outcomes (COs):
 CO1: To provide the students with practical legal knowledge of general business laws issues.
 CO2: To understand the essentials of a valid contract, the laws of the act, consideration and the various modes of discharge of a contract.
 CO3: To explain the various laws with regard to the Sale of Goods and Performance of a Sale Contract and remedial measures.
 CO4: To familiarize the students with the various law with regard to Consumer protection in India and the functions of various Consumer forums.
 CO5: To understand the meaning and various legislations with regard to the Cyber Laws.

Course: C1-COMA2T- Business Organization and Communication
Course Outcomes (COs):
 CO1: Understand the basics of the business and student will be able to imbibe now

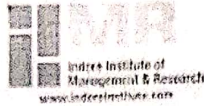
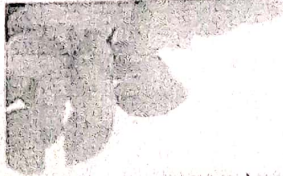


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any business can be organized successfully.

CO2: Students shall be able to elucidate how communication plays an important role in the modern business scenario.

Course: C1-COMB1T- Business Mathematics

Course Outcomes (COs):

- CO1: To apply basic terms of integration in solving practical problems field of as of business. To explain basic methods of business calculus, types and methods of interest account and their basic applications in practice.
- CO2: To solve problems in the areas of business calculus and simple and compound interest account, use of compound interest account, loan and consumer credit.
- CO3: To discuss effects of various types and methods of interest account.
- CO4: Connect acquired knowledge and skills with practical problems in economic practice.

Course: V1-COM-FINT – Financial Services and Insurance

Course Outcomes (COs):

- CO1: Understand the functions of Banking and Insurance Services.
- CO2: Know about and able to perform various financial services such as Banking, Investment Advisory, Wealth Management, Mutual Funds, Insurance Consultancy, Stock market, capital Restructuring, Portfolio management etc.
- CO3: Enhances knowledge about the legal and regulatory aspects of banking and Insurance.
- CO4: Aware about the financial derivatives.
- CO5: Develop skills to work in financial and insurance services.

Course: X1-FCHB1T- English Language and Indian Culture

Course Outcomes (COs):

- CO1: Prepare for various competitive exams by developing their English language competence.

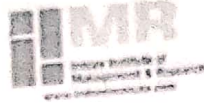


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- CO2: Promote their comprehension skills by being exposed to a variety of texts and their interpretations.
- CO3: Build and enhance their vocabulary
- CO4: Develop their communication skills by strengthening grammar and usages.
- CO5: Inculcate values which make them aware of national heritage and environmental issues, making them responsible citizens.

Course: X1-FCAC1T- Environmental Education

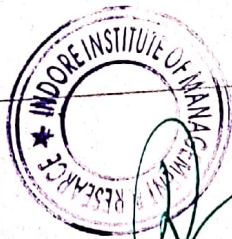
Course Outcomes (COs):

- CO1: To understand various aspects of life forms, ecological processes, and the impacts on them by human during Anthropocene era
- CO2: To build capabilities to identify relevant environmental issues, analyze various underlying causes, evaluate the practices and policies, and develop framework to make informed decision.
- CO3: To develop empathy for life forms, awareness and responsibility towards environmental protection and nature preservation.
- CO4: To develop critical thinking for shaping strategies such as: scientific, social, economic, administrative and legal environmental protection, conservation of biodiversity, environmental equity and sustainable development.
- CO5: To prepare for the competitive exams.

Course: X1-FCEA1T- Language and Culture

Course Outcomes (COs):

- CO1: उत्कृष्ट साहित्यिक पाठों के अध्ययन से रूचि का विकास करना।
- CO2: सांस्कृतिक चेतना और राष्ट्रीय भावना का विकास करना।
- CO3: भाषा ज्ञान।
- CO4: सामान्य शब्दावली और विशेष शब्दावली के अध्ययन द्वारा भाषा एवं संस्कृति बोध का विकास करना।



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CO5: विशिष्ट शब्दावली (बीज शब्द/की वर्ड) से परिचित करवाते हुए बोध क स्टार को विकसित करना।

CO8: प्रतियोगी परिक्षाओं हेतु तैयार करना।

Course: A1-YOSC1F- Yoga and Meditation

Course Outcomes (COs):

CO1: After studying this course, students will be able to take care of their own physical, mental, emotional, social and spiritual health.

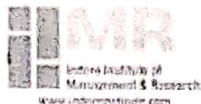
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COURSE OUTCOMES
B.COM II YEAR (NEP)

*As Per New Education Policy (NEP-2020)

Course: C2-COMA1T- Corporate Accounting

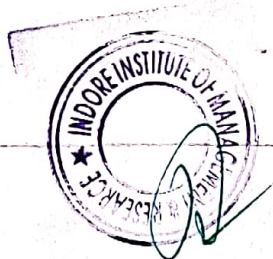
Course Outcomes (COs):

- CO1: An understanding of the regulatory environment in which companies are formed and operate.
- CO2: A solid foundation in accounting and reporting requirements of Corporations Act and Accounting Standards.
- CO3: Describe the rationale, merits, and demerits of issuing bonus share for a company.
- CO4: Prepare financial statements (Profit & Loss Account, Balance Sheet etc. using online software.
- CO5: Prepare balance sheet after internal reconstruction of companies.
- CO6: Analyze the case study of major amalgamations of companies in India.
- CO7: Describe the process of e-filing of annual reports of companies.

Course: C2-COMA2T- Cost Accounting

Course Outcomes (COs):

- CO1: Know the principles, concepts, benefits, utility of cost accounting.
- CO2: In the vent of setting up of your own company, being self-sufficient in cost accounting, student will be able to acquire knowledge of the methods of material issue, control and labour payment.
- CO3: Will be expert in finding out unit cost, finding tender price, finding contract cost and finding profit.
- CO4: Develop decision making ability through marginal cost analysis, standard cost analysis.
- CO5: Will be able to get employment as a cost analyst in small, big business houses.



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Course: C2-COMB2T- Business Statistics

Course Outcomes (COs):

- CO1: Apply a basic knowledge of statistics to business disciplines.
- CO2: Develop the ability to analyze and interpret data to provide meaningful information to assist in management decision making activities.
- CO3: Apply appropriate graphical and numerical descriptive statistics for different types of data.
- CO4: Apply probability rules and concepts relating to discrete and continuous random variables to answer questions within a business context.
- CO5: Explain and interpret a variety of hypothesis tests to aid decision making in a business context.
- CO6: Use simple/multiple regression models to analyze the underlying relationships between the variables.

Course: C2-COME2T – Financial Market Operations

Course Outcomes (COs):

- CO1: Understand the role and importance of the Indian financial market. Strengthen their grammar and vocabulary.
- CO2: Apply and analyze the concepts relevant to the Indian Financial Markets and financial institutions.
- CO3: Understand and analyze the mechanics and regulation of financial instruments and determine how the value of stocks, bonds, and securities are calculated.
- CO4: Evaluate empirical evidence of the market performance and according the role of regulatory authorities to develop the financial market.
- CO5: Research and analyze specific problems or issues related to financial markets and institutions.
- CO6: To gain comprehensive knowledge of investors' protection.
- CO7: To evaluate the challenges faced by the regulators in financial service industry.



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Course: X2-FCHB1T- English Language and Indian Culture

Course Outcomes (COs):

- CO1: Strengthen their grammar and vocabulary.
- CO2: Acquire and develop Listening, Speaking, Reading and Writing skills.
- CO3: Learn to think creatively and critically.

Course: X2-FCAC1T- Entrepreneurship Development

Course Outcomes (COs):

- CO1: Understand basics of entrepreneurship and small business management.
- CO2: Helps in building the skills, framework and knowledge of entrepreneurship and new venture creation.
- CO3: Helps students in understanding the importance of the planning process and learn how to develop, write and present an effective business plans for a new venture.

Course: X2-FCEA1T- Language and Culture

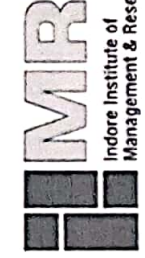
Course Outcomes (COs):

- CO1: भारतीय ज्ञान परंपरा से विद्यार्थियों को अवगत एवं लाभान्वित करना।
- CO2: उत्कृष्ट साहित्यिक पाठों के अध्ययन से रुचि का विकास करना।
- CO3: सांस्कृतिक चेतना और राष्ट्रीय भावना का विकास करना।
- CO4: भाषा ज्ञान।
- CO5: सामान्य शब्दावली और विशेष शब्दावली के अध्ययन द्वारा भाषा एवं संस्कृति बोध का विकास करना।
- CO6: विशिष्ट शब्दावली (बीज शब्द/की वर्ड) से परिचित करवाते हुए बोध क स्तर को विकसित करना।



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Course: Women Empowerment

Course Outcomes (COs):

- CO1: Understand the history, concept and various dimensions of women empowerment in India
- CO2: Understand the constitutional provisions, laws and policies related to women empowerment.
- CO3: Get knowledge of various issues, challenges and agencies supporting women empowerment. With this, student will be able to get acquainted with the glory story of the powerful women leadership of India
- CO4: Present study related to women empowerment will provide employment opportunities to the students in government, private and non-government organizations.

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COURSE OUTCOMES

B.COM III YEAR (NEP)

Course: C3-COM1A1D Income Tax Law and Practices

Course Outcomes (COs):

- CO1: Understand the basic concepts in the law of Income tax and determine the Residential status of different persons.
- CO2: Identify the five heads in which income is categorized and compute income under the provisions of various heads
- CO3: Understand clubbing procedures, aggregate income after set-off and carry forward of losses and deduction allowed under the Income Tax Act and further to compute taxable income and tax liability of individuals
- CO4: Develop the ability to file online return

Course: C3-COMAZD Goods and Service Tax and Custom Duty

Course Outcomes (COs):

- CO1: Connect with the genesis of goods and service tax (GST), decipher the constitutional amendment carried out to install in Indian and comprehend the composition and working of GST Council.
- CO2: Understand the meaning of supply under GST Law.
- CO3: Comprehend the utilization of input tax credit.
- CO4: Understand the provisions for registration under GST Law.
- CO5: Know the basic concepts of Customs Act and to compute the assessable value for charging customs duty.

Course: C3-COMB2T Management Accounting

Course Outcomes (COs):

- CO1: Be well versed in a thorough analysis of any company's financial statements such as profit and loss account and position statement, and be able to make accurate estimates of the financial position, solvency and profitability of that company.
- CO2: By studying the cash flow statement, you will get the knowledge of proper use of cash in the organization and adequate availability of cash in the organization.
- CO3: After getting the knowledge of marginal cost, will be able to make very important decisions for the company such as whether to make or buy the item, fix the price, stop production etc.
- CO4: Learn to control costs by creating different types of budgets from budgetary control.
- CO5: Prepare the managerial report of the company.





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Course: C3-COME21 Business Ethics and Human Values

Course Outcomes (COs):

- CO1: To define, explain and illustrate the theoretical foundations of business ethics.
- CO2: To gain skills and techniques related to the successful implementation of business ethics into practice.
- CO3: To recognize and resolve ethical issues in business.
- CO4: To reflect and critically examine their own values and the importance of the ethical dimension in the business.
- CO5: To understand sources of organizational ethical culture and deviant behavior.
- CO6: To develop ethical leadership skills.
- CO7: To learn about morals, values and work ethics.
- CO8: To learn and respect others and develop civic virtue.
- CO9: To learn the values and implement in their careers.

Course: V3-COM-GSTT Personal Tax Planning

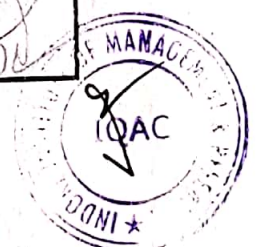
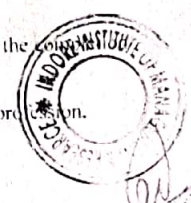
Course Outcomes (COs):

- CO1: Examine how tax planning is useful and essential for every tax payer.
- CO2: Understand the concept of tax evasion and tax planning from direct taxes point of view.
- CO3: Determine residential status and its relationship with tax planning.
- CO4: Examine how tax planning is permitted under different provisions of the Income Tax Act.
- CO5: Assess the tax liability of individuals and HUFs having income under different heads, by considering tax planning measures providing for optimal tax relief.
- CO6: Choose the avenues of investment with an intent to reduce tax liabilities and identify merits and limitations of different means of investments and examine various provisions relating to deduction and collection of tax at source and advance tax obligations.

Course: X3-FCHBIT English Language and Communication Skills

Course Outcomes (COs):

- CO1: Prepare for various competitive exams by developing their competence in English Language.
- CO2: Promote their comprehension and communicative skills by being exposed to a variety of texts and their interpretations.
- CO3: Build and enhance their language competence through regular practice.
- CO4: Develop their knowledge of English Grammar and usages in a practical manner.
- CO5: Compete in national and state level examinations for various competitions after the completion of the course.
- CO6: Secure a good job and to settle down in self-employment or their own business or profession.





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Course: X3-FCEAIT Hindi Language and Culture

Course Outcomes (COs):

- CO1: इस पाठ्यक्रम के अध्ययन से विद्यार्थी हिंदी के प्रसिद्ध रचनाकार एवं उनकी रचनाओं से परिचित हो सकेंगे।
- CO2: पठित रचनाओं के माध्यम से विद्यार्थी देश की सभ्यता एवं संस्कृति से परिचित हो सकेंगे।
- CO3: पाठ्यक्रम के अध्ययन से विद्यार्थियों के व्यक्तित्व का बहुमुखी विकास होगा एवं रोजगार के अवसर उपलब्ध होंगे।
- CO4: विशिष्ट शब्दावली (बीज शब्द/ की वर्ड) से परिचित करवाते हुए बोध के स्तर को विकसित करना।

Course: X3-FCACIT Personality Development and Character Building

Course Outcomes (COs):

- CO1: Students will acquire the conceptual knowledge of Personality Development.
- CO2: Students will develop insight into character building.
- CO3: Students will be able to become global visionary citizens.
- CO4: Students will be able to understand Indian knowledge tradition.
- CO5: Students will be able to understand the difference between nature, culture and distortion.
- CO6: This course will help in character building and overall development of personality of the students.

Course: X3-FCBBIT Digital Awareness - Cyber Security

Course Outcomes (COs):

- CO1: Make optimum use of web browsers, search engines and Chatbots
- CO2: Creating e-mail account, sending, receiving and managing emails.
- CO3: Describe reporting procedure of phishing emails.
- CO4: Identify email phishing attack and preventive measures.
- CO5: Configure security settings in Mobile Wallets and UPIs.
- CO6: Practice safe, legal and ethical means of using Information Technology.
- CO7: Practice and use the various online financial and government services of day-to-day use.
- CO8: Understand the basic concepts related to E-Commerce and digital payments.
- CO9: Discuss cyber security aspects, RBI guidelines and preventive measures against digital payment frauds.
- CO10: Explore and learn the online available courses of his/her interest.
- CO11: Use the Digi locker and Academic Bank of Credit.





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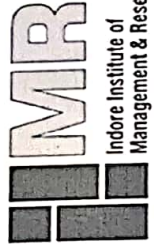


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- CO12: Describe the concept of Cyber security and issues and challenges associated with it.
- CO13: Explain the process of reporting cybercrime at Cybercrime Police Station/ at online platform.
- CO14: Appreciate various privacy and security concerns on online Social media.
- CO15: Guide through the reporting procedure of inappropriate content.
- CO16: Perform privacy and security settings for popular Social media platforms

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Website Display (Vision & Mission)

The screenshot displays the website for Indore Institute of Management & Research. The page features a navigation menu with links for 'ABOUT IIMR', 'COURSES', 'FACILITIES', 'ECOSYSTEM', 'I.I.D.', 'STUDENT LIFE', 'IMR', and 'IIMR'. The main content area is titled 'VISION AND MISSION' and includes the following text:

THE VISION OF THE INSTITUTE:
 "To be a nationally recognized institution of excellence in management and commerce education and produce competent professional capable of making a valuable contribution to society."

THE MISSION OF THE INSTITUTE:

- To promote academic growth by employing best teaching practices in various disciplines and activities.
- To maintain excellent academic standards through a judicious mix of effective learning strategies, content, and the latest technologies in the teaching environment.
- To develop intellectually capable and socially responsible managers and entrepreneurs who are creative, ethical, and global citizens.

The footer of the page contains several sections: 'VARIOUS POLICES IIMR' (listing Gender Equity Policy, Green Campus Policy, Environmental Policy, and Disaster Recovery Policy), 'VARIOUS COMMITTEES IIMR' (listing Student Welfare, Education, and Research Committees), 'USEFUL LINKS' (listing AICTE, DAVV, IIMR, and IIMR), and 'RESEARCH' (listing Green Tech, Energy Tech, and Environment Tech). There is also a 'CONTACT US' button and a 'Pay Fee' button.





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Website Display (Programme Educational Objectives)

MBA

POs	COs	PEOs	PSOs
<p>PE01: To equip students with excellent academic environment to demonstrate high levels of communication skills, creativity, critical thinking, responsibility, teamwork and leadership in their career.</p> <p>PE02: To enable students to apply management principles and practices for a successful career in the corporate world.</p> <p>PE03: To solve complex business problems and to develop leadership skills to handle business uncertainties and crisis with a rational approach.</p> <p>PE04: To create managers to understand national as well as international business environment and to assimilate updated information.</p> <p>PE05: To engage in citizen social responsibility, to value social commitments and to engage in lifelong learning.</p>			

BBA

PEOs	PSOs	POs	COs Batch: 2020-23	COs Batch: 2021-24 (NEP)
<p>PE01: To prepare students under strong academic environment to demonstrate effective communication skills, creativity, critical thinking, responsibility, teamwork and leadership in their career.</p> <p>PE02: To develop the professional aptitude for wise decision making, organization skills, planning and its efficient implementation, research, and problem solve approach.</p> <p>PE03: To facilitate the entrepreneurial journey of students by providing them with the breadth and depth of knowledge required to start a business.</p> <p>PE04: To continuously strive for justice, ethics, equality, honesty, and integrity both in personal and professional pursuits.</p>				





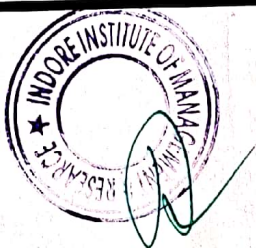
Indore Institute of Management & Research
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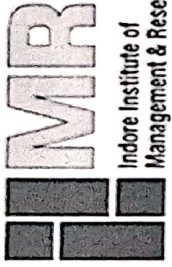
BBA FT

PEOs	PSOs	POs	COs Batch: 2020-23	COs Batch: 2021-24 (NEP)
<p>PE01: Graduates will gain knowledge of critical functions of business and demonstrate application of knowledge in the field of foreign trade across a wide spectrum of industries.</p> <p>PE02: Graduates will be able to identify, analyze, design and create business opportunities in a rapidly changing global business environment.</p> <p>PE03: Graduates will develop the ability to integrate their learning, linking academic knowledge, curricular and co-curricular activities for holistic development.</p> <p>PE04: Graduates will develop Leadership skills, Team work and demonstrate ethical behaviour in Business and Society.</p>				

B.COM

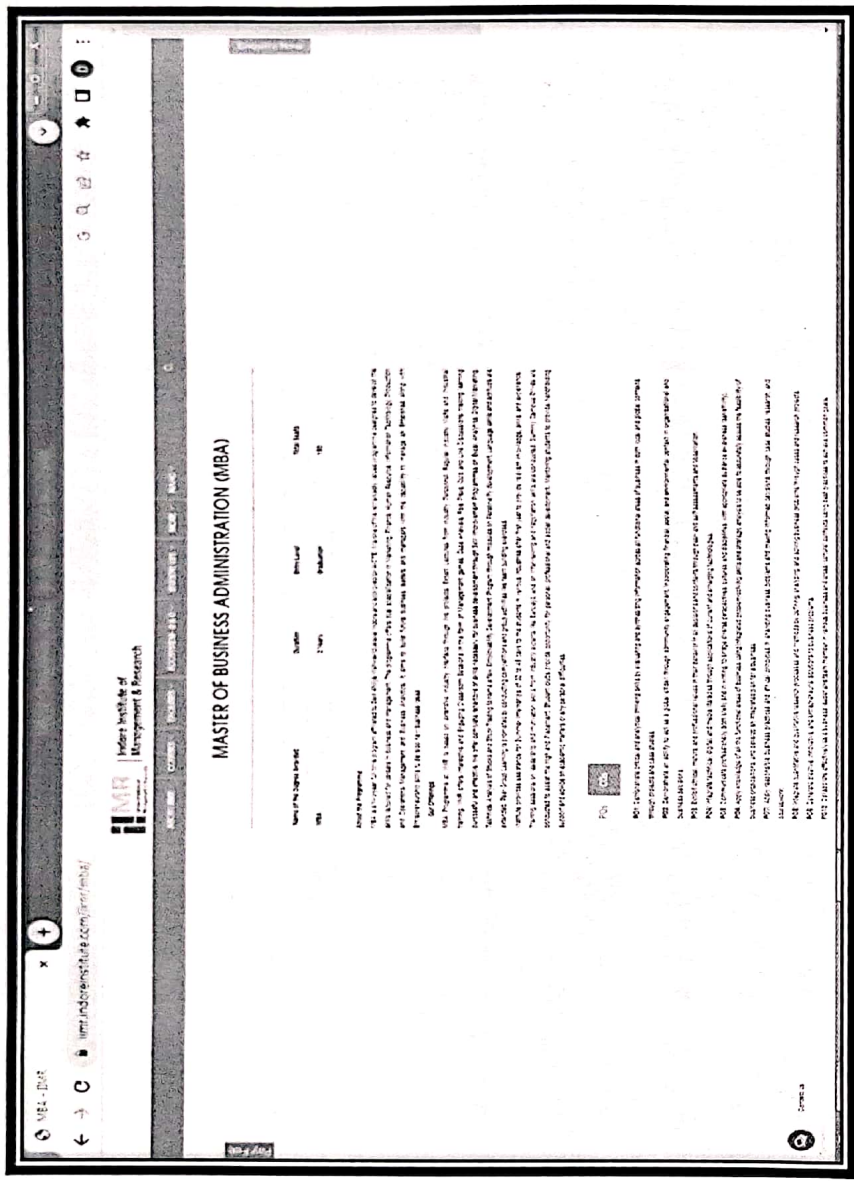
PEOs	PSOs	POs	COs Batch: 2020-23	COs Batch: 2021-24 (NEP)
<p>PE01: Develop within our graduates the knowledge proficiency needed for the professional accounting practices of business.</p> <p>PE02: Develop within our graduates the ability to communicate effectively and decision making.</p> <p>PE03: Instil within our graduates a commitment towards lifelong accounting skills, inquiry, learning and creativity.</p> <p>PE04: Foster within our graduates a commitment to protect the public interest, financial supporting services and environment in the practice of the commerce sector.</p> <p>PE05: Foster within our graduates an understanding of the need to maintain the highest ethical and professional standards in the filed of management & finance.</p>				





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Website Display (Programme Outcomes)



IMA Degree Page 2/6

IMA Institute of Management & Research

HOME ABOUT US COURSES FACILITIES EDUCATIONAL SERVICES STUDENT LIFE NEWS BBAAC

BACHELOR OF BUSINESS ADMINISTRATION IN FOREIGN TRADE (BBA-FT)

Name of Degree awarded	Duration	Eligibility Criteria	Total Seats
BBA Foreign Trade	3 Years	10+2 in any stream from a Recognized Board	48

About the Programme

BBA - FT programme aims at equipping students with the fundamental knowledge and skills required to manage international trade and commerce. The programme covers the following areas:

- International trade theory and practice
- Export and import procedures
- International law and arbitration
- International finance and banking
- International marketing and distribution
- International business communication
- International business law and ethics
- International business strategy and management
- International business environment and culture
- International business research and analysis
- International business negotiation and conflict resolution
- International business ethics and corporate social responsibility
- International business law and arbitration
- International business finance and banking
- International business marketing and distribution
- International business communication
- International business strategy and management
- International business environment and culture
- International business research and analysis
- International business negotiation and conflict resolution
- International business ethics and corporate social responsibility

PROFESSIONAL SKILLS

800. The student should have a sound knowledge of international business and management fundamentals in their discipline.

801. The student should have a sound knowledge of business law and its application in international trade and commerce.

802. The student should have a sound knowledge of international trade theory and practice.

803. The student should have a sound knowledge of international finance and banking.

804. The student should have a sound knowledge of international marketing and distribution.

805. The student should have a sound knowledge of international business communication.

806. The student should have a sound knowledge of international business law and arbitration.

807. The student should have a sound knowledge of international business finance and banking.

808. The student should have a sound knowledge of international business marketing and distribution.

809. The student should have a sound knowledge of international business communication.

810. The student should have a sound knowledge of international business strategy and management.

811. The student should have a sound knowledge of international business environment and culture.

812. The student should have a sound knowledge of international business research and analysis.

813. The student should have a sound knowledge of international business negotiation and conflict resolution.

814. The student should have a sound knowledge of international business ethics and corporate social responsibility.

BBA - BBA

IMA Institute of Management & Research

HOME ABOUT US COURSES FACILITIES EDUCATIONAL SERVICES STUDENT LIFE NEWS BBAAC

BACHELOR OF BUSINESS ADMINISTRATION (BBA)

Name of Degree awarded	Duration	Eligibility Criteria	Total Seats
BBA General	3 Years	10+2 in any stream from a Recognized Board	48

About the Programme

BBA - General programme aims at equipping students with the fundamental knowledge and skills required to manage business operations. The programme covers the following areas:

- Business theory and practice
- Business law and ethics
- Business finance and banking
- Business marketing and distribution
- Business communication
- Business strategy and management
- Business environment and culture
- Business research and analysis
- Business negotiation and conflict resolution
- Business ethics and corporate social responsibility

PROFESSIONAL SKILLS

800. The student should have a sound knowledge of business theory and practice.

801. The student should have a sound knowledge of business law and ethics.

802. The student should have a sound knowledge of business finance and banking.

803. The student should have a sound knowledge of business marketing and distribution.

804. The student should have a sound knowledge of business communication.

805. The student should have a sound knowledge of business strategy and management.

806. The student should have a sound knowledge of business environment and culture.

807. The student should have a sound knowledge of business research and analysis.

808. The student should have a sound knowledge of business negotiation and conflict resolution.

809. The student should have a sound knowledge of business ethics and corporate social responsibility.





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BACHELOR OF COMMERCE (B.COM (HONS))

Name of Degree Awarded	Duration	Eligibility Criteria	Total Seats
Bachelor of Commerce	3 Years Programme	10+2 or any stream from a Recognized Board	60

About the Programme
 After completing 12th students enroll for B.Com for improvement in knowledge & skill in the area of accounting and finance. It is an undergraduate degree in commerce and related subjects. This course is designed to provide students with a wide range of managerial skills and understanding in streams like finance, accounting, taxation and management. The academic framework of this course includes various industry projects, industry internship, industry certifications and practical experience in the world of commerce.

Our Offerings
 Institute organizes seminars and workshops related to Capital Markets, Banking and Insurance industry by the experts of industry to train the students on practical knowledge. As the requirement of the industry and Higher Studies we provide language skills aptitude and personality development classes so that it can help the students in cracking the interviews. We provide various skill development courses and certification in MS Office, Tally, IPSS and accounting Software etc. to give the students an edge over the others.

PO1: **COM Bachel: 2020-23** COM Bachel: 2021-24 (NEP)

PROGRAMME OUTCOMES

- PO1: Develop progressive & flexible domain development of roles the role of accounting in society and business.
- PO2: Understand the conceptual knowledge of accounting and accurate skills of maintaining accounts acquire environmental, legal and managerial skills.
- PO3: Program will develop the ability to think critically and independently translating into a value-added operational value system.
- PO4: Skilled in the use of computer systems and software used in commerce and business through practical assignments, exercises and demonstrations.
- PO5: Enables learners to get theoretical and practical exposure in the commerce sector which includes Accounts, Taxation, Marketing, Management, Economics, Entrepreneurship.





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Website Display (Programme Specific Objectives)

MBA

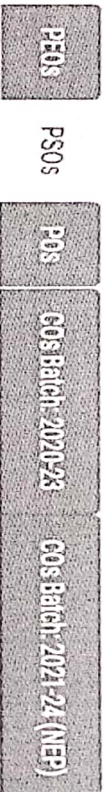


PSO1: To apply the fundamental knowledge of management sciences to optimally solve the complex business problems.

PSO2: To inculcate in students the ability to gain multidisciplinary knowledge through simulated problems, case analysis, projects and industrial training.

PSO3: To demonstrate the practice of professional ethics and standards for societal and environmental well-being.

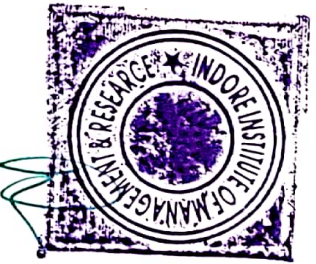
BBA

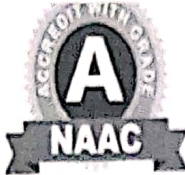


PSO1: Graduates of this degree will be able to demonstrate analytical and problem-solving skills required for effective decision making through integrating and applying insights of Finance, Human Resource, and Marketing specialization.

PSO2: Graduates of this degree will be able to successfully manage and lead businesses across the globe through hands-on learning methods essential to dynamic and complex working environment of Business.

PSO3: Graduates of this degree will be able to illustrate networking abilities, negotiation skills and for competing in corporate world keeping in pace with diversity, competitive marketplaces and rapid technological development.





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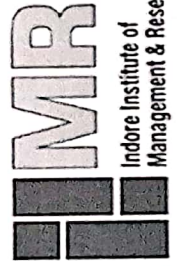
BBAFT

PEOs	PSOs	POs	COs Batch: 2020-23	COs Batch: 2021-24 (NEP)
<p>PS01: Develop an awareness and understanding of the global context in which business operates.</p> <p>PS02: Students will demonstrate competency in the underlying concepts of Foreign trade policy, procedure and documentation, Logistics Management, Global Marketing & Research.</p> <p>PS03: Students will apply skills essential to successfully manage and lead businesses across the globe.</p>				

B.COM

PEOs	PSOs	POs	COs Batch: 2020-23	COs Batch: 2021-24 (NEP)
<p>PS01: The ability to understand, analyse and apply the knowledge of accounting practices in terms of society and business problems to meet the challenges of the future.</p> <p>PS02: The ability to develop conceptual knowledge and practical skills using innovative tools and techniques to solve problems in the areas related to commerce, management & finance.</p> <p>PS03: Equipped them with a blend of skills of technical, analytical, effective communication, decision making & problem resolving.</p>				





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Website Display (Course Outcomes)

URL: www.iimrindoreinstitute.com/indore/indore/1672668872882-96165948-0306

UGA - Semester I
Course: FT11C Principles and Practices of Management
Course Outcomes (COs)

- CO1: Understand of various management concepts, functions and practices.
- CO2: Understanding of the role of managers.
- CO3: Learn about managing manager get operations in the field environment.
- CO4: Explain the decision making through the use of analytical skills of management.

Course: FT11C Quantitative Techniques
Course Outcomes (COs)

- CO1: To provide students for lifelong learning and successful careers using their mathematical and statistical skills.
- CO2: To enhance decision making skills pertinent to the practice of management and statistics including the students' abilities to formulate problems to think critically and to enhance performance.
- CO3: To train students through a methods of analysis and algebra including the computational skills, appropriate for higher learners to use when solving problems.
- CO4: To teach students to use current mathematical and statistical concepts and data analysis techniques for problem solving.

Course: FT11C Accounting for Managers
Course Outcomes (COs)

- CO1: Get acquainted with the basic concept of Finance, Cost, and Management Accounting.
- CO2: Basic financial statements in accordance with generally Accepted Accounting Principles.
- CO3: Develop critical thinking skills to analyze financial data in the context of offering financial accounting methods for the financial statements.
- CO4: Demonstrate the ability to communicate accounting data effectively, as well as the ability to provide knowledgeable recommendations.

Course: FT11C IT and E-Business Fundamentals
Course Outcomes (COs)

- CO1: To understand basics of Information Technology, and E-Business Fundamentals.
- CO2: To gain knowledge of Computer Fundamentals, and applications of MS-Office in business.

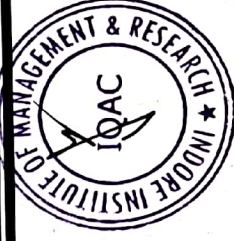
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BACHELOR OF BUSINESS ADMINISTRATION IN FOREIGN TRADE (BBA-FT)

Name of Elective Subject	Duration	Report Marks	The Marks
Elective I	3 Years	100 per semester / 400 marks	40

Electives:

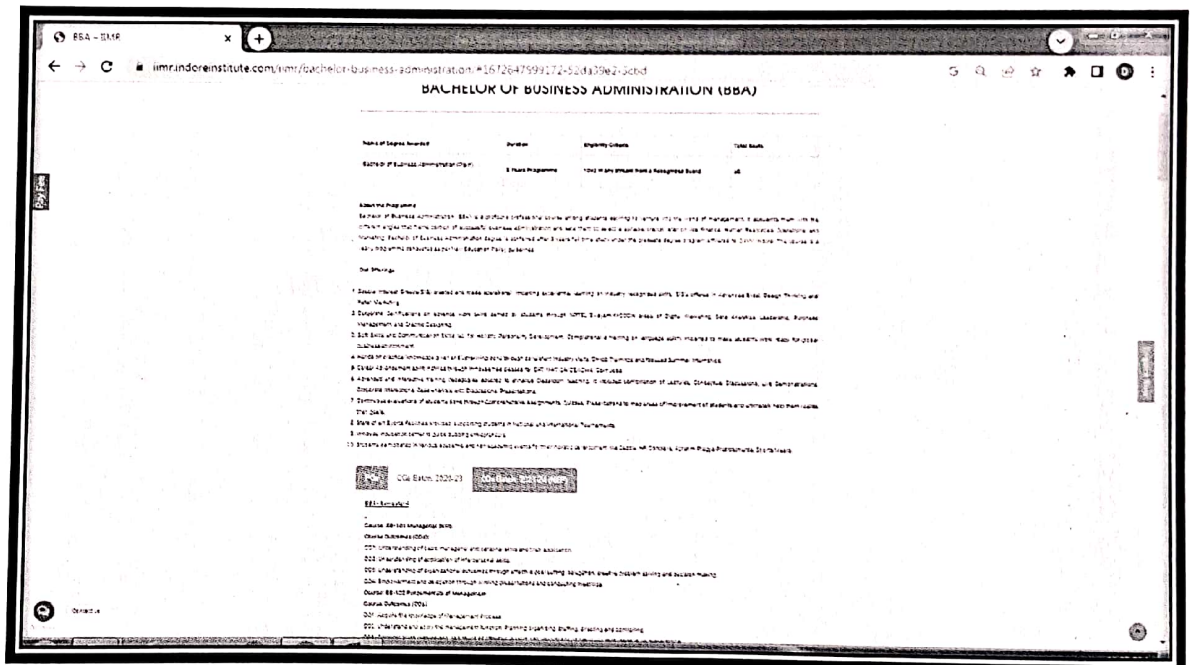
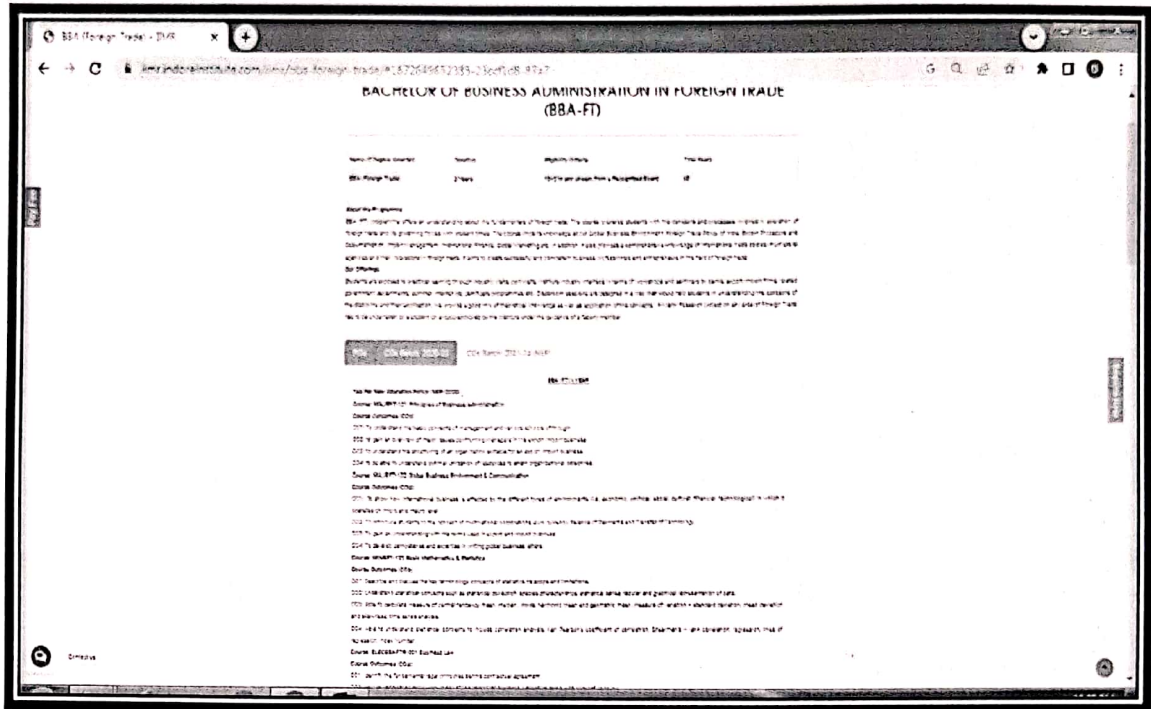
- Elective I (Group A)
- Elective I (Group B)
- Elective I (Group C)
- Elective I (Group D)
- Elective I (Group E)
- Elective I (Group F)
- Elective I (Group G)
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- Elective I (Group M)
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- Elective I (Group Q)
- Elective I (Group R)
- Elective I (Group S)
- Elective I (Group T)
- Elective I (Group U)
- Elective I (Group V)
- Elective I (Group W)
- Elective I (Group X)
- Elective I (Group Y)
- Elective I (Group Z)





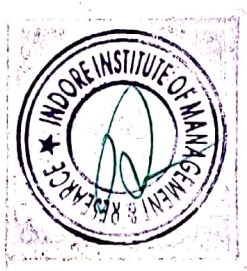
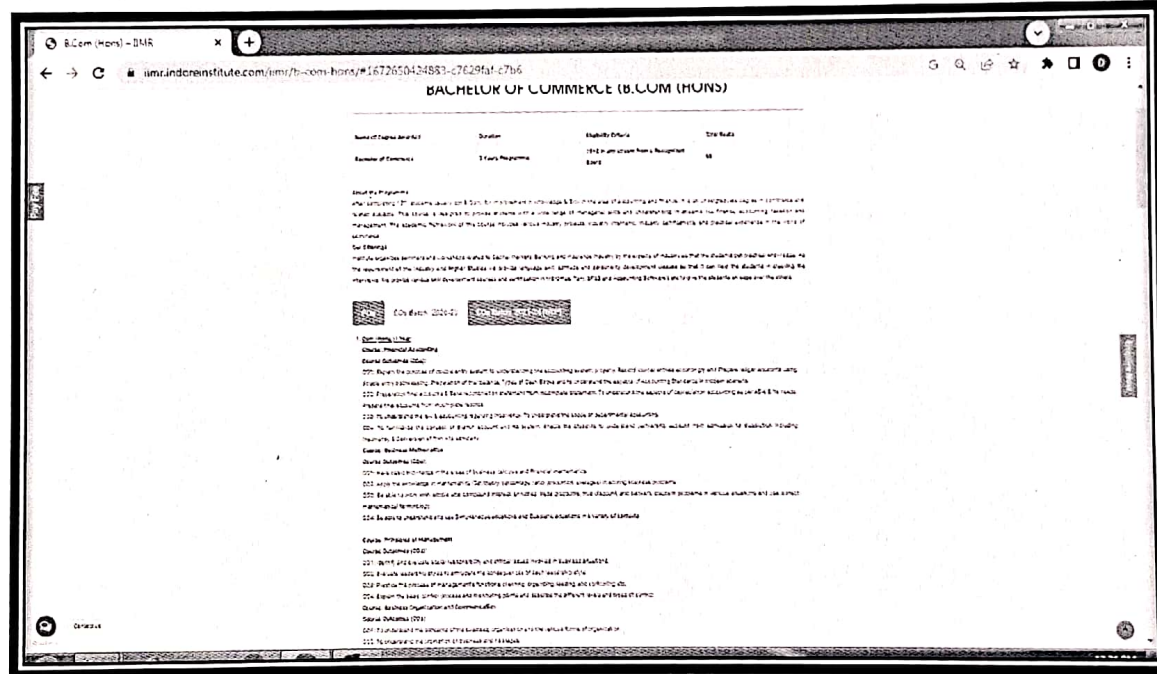
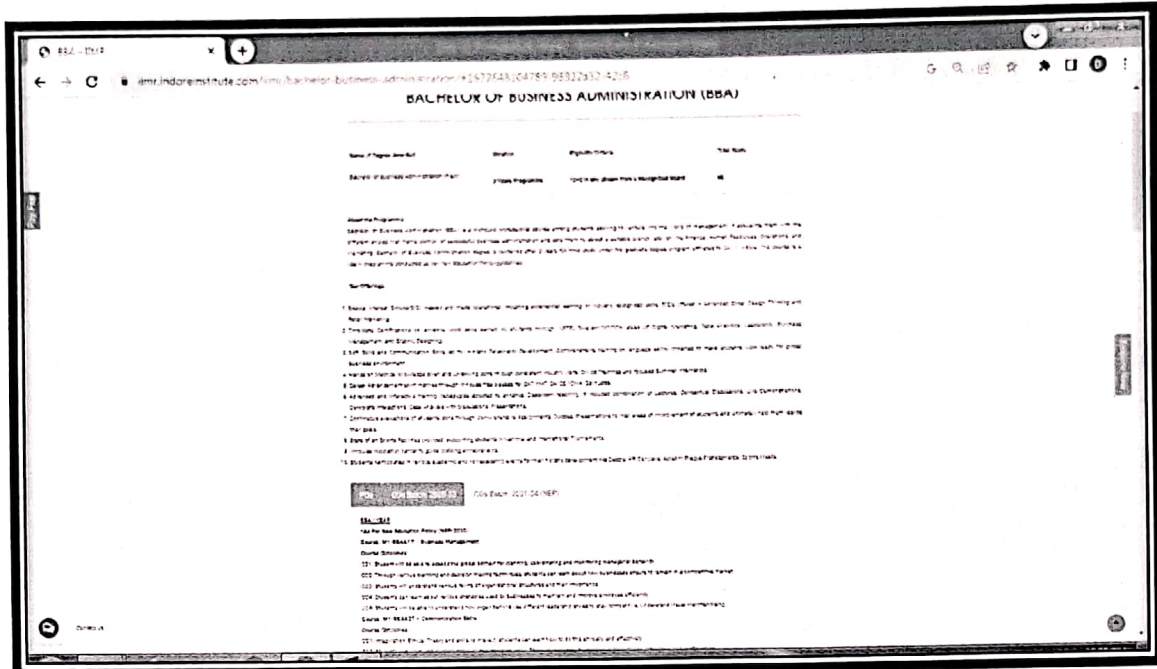
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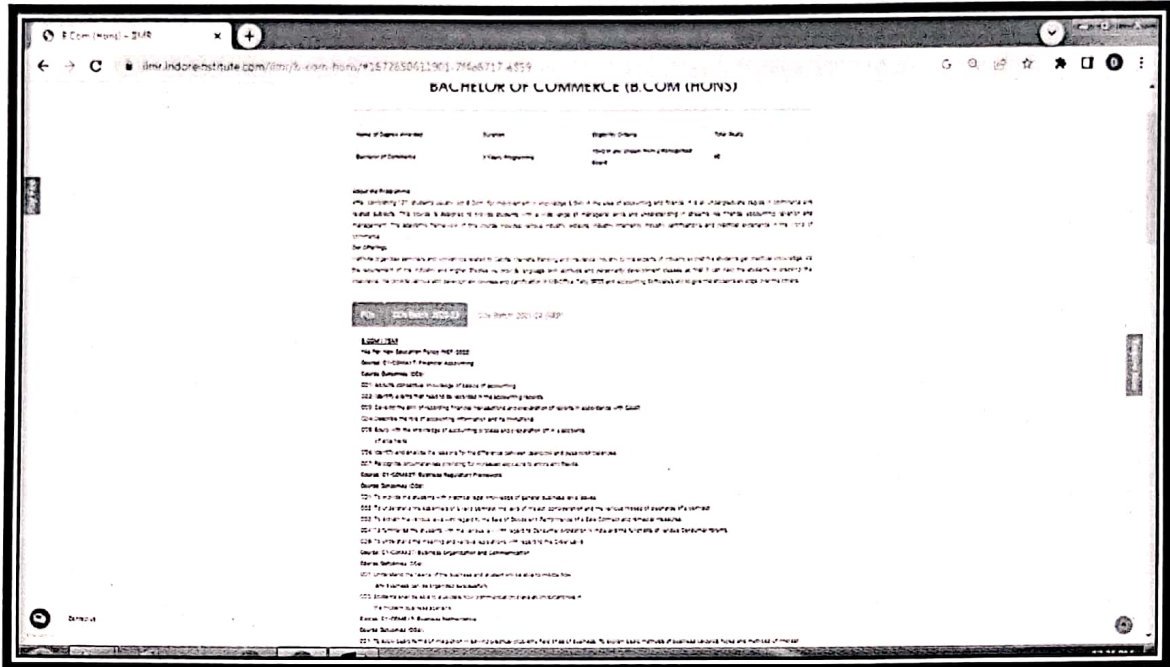


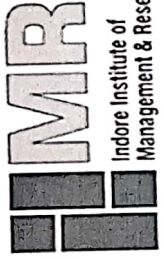
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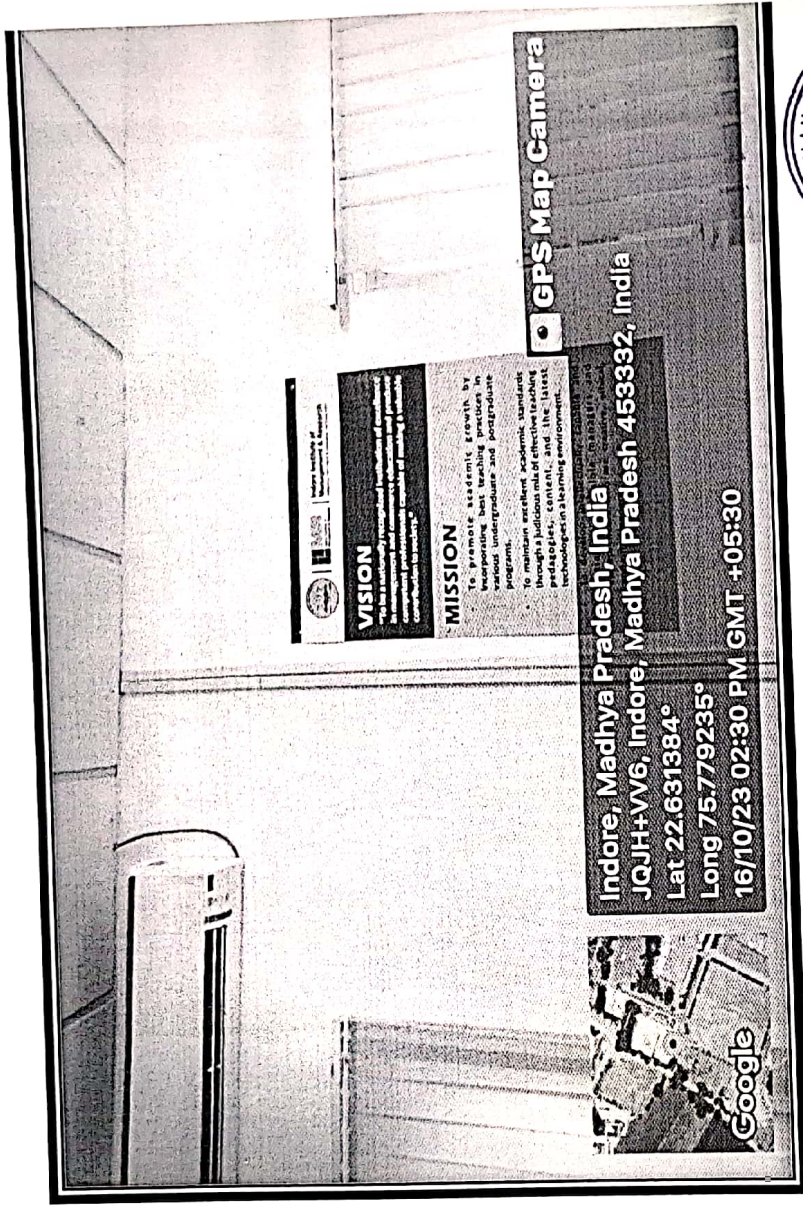


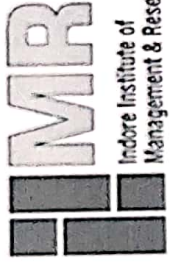


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Display at Prominent Places

Principal Office





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IQAC Coordinator Office

VISION
 "To be a nationally recognized institution of excellence in management and commerce education and produce competent professionals capable of making a valuable contribution to society."

MISSION

- To promote academic growth by incorporating best teaching practices in various undergraduate and postgraduate programs.
- To maintain excellent academic standards through a judicious mix of effective teaching pedagogies, content, and the latest technologies in a learning environment.
- To develop intellectually capable and socially responsible managers and entrepreneurs who are creative, ethical, and gifted leaders.

GPS Map Camera

Indore, Madhya Pradesh, India
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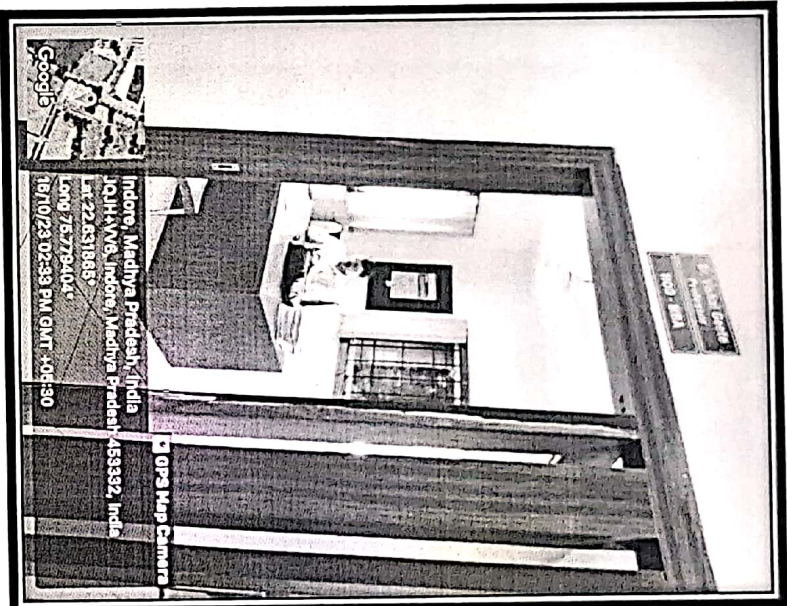
IIMR

Indore Institute of
Management & Research

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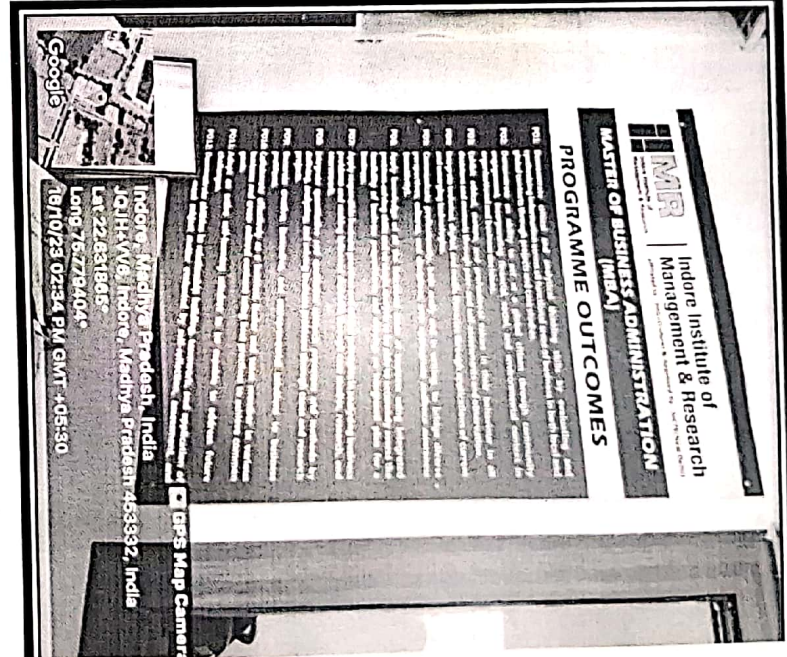
HOD Cabins



Google

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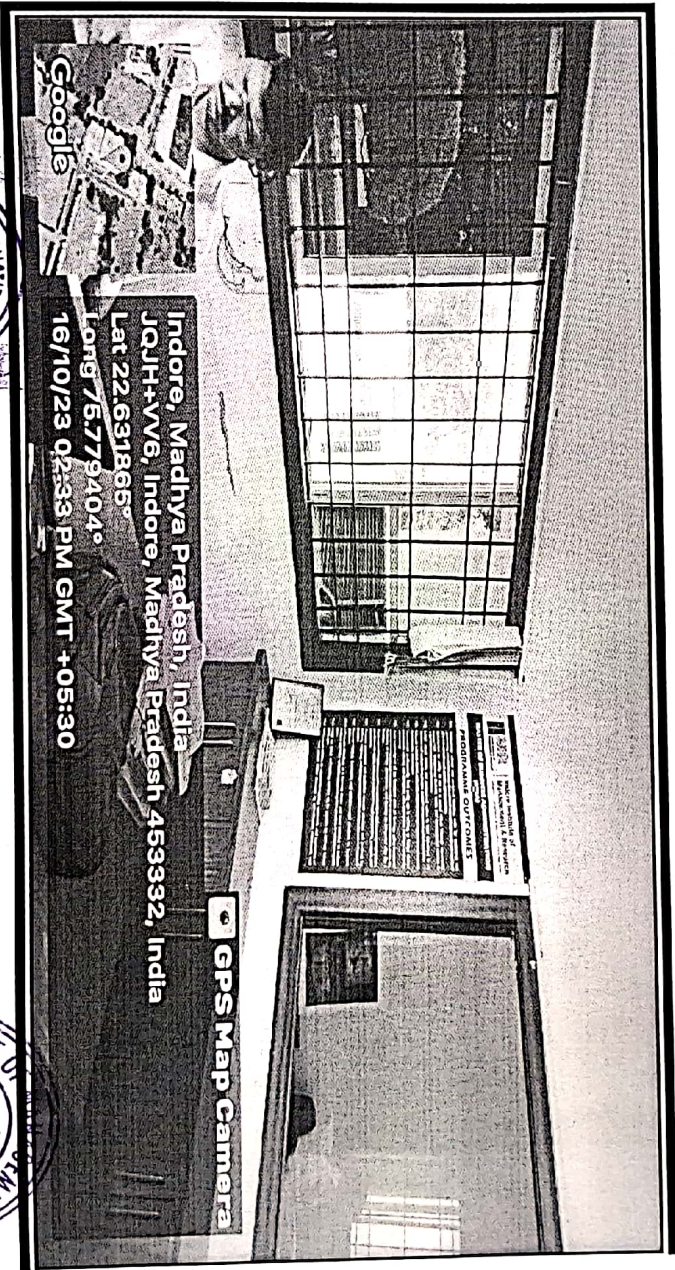
GPS Map Camera



Google

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GPS Map Camera



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GPS Map Camera





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IIMR Indore Institute of Management & Research
 BACHELOR OF BUSINESS ADMINISTRATION (FOREIGN TRADE) (BBA-FT)
PROGRAMME OUTCOMES

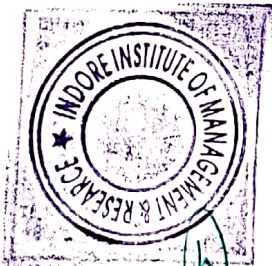
- PO1: Acquire the basic knowledge of international business and management fundamentals in their domains.
- PO2: Integrate all the facets of business activity in a quest to develop the most viable solutions that ultimately address the objectives of a company in a global market.
- PO3: Apply the business (soft) and technical (hard) skills to address the current and future requirements in the business.
- PO4: Ability to create, select and apply a suitable analytical tools, techniques and methods in their own or various activities and (soft) technological applications.
- PO5: Communicate effectively in different business contexts and professionally in reports, proposals and presentation, and business (social) media, project presentations and make effective presentations.
- PO6: Create and develop corporate strategy by using of stakeholder, strategic, marketing and financial analysis and evaluate the need for adaptation in change in living learning.
- PO7: Demonstrate critical thinking skills in understanding managerial issues and problems related to the global economy.
- PO8: Follow the business laws, ethical practices by creating commercial, regulatory, products and legal issues, creating new products and services for developing national economy.

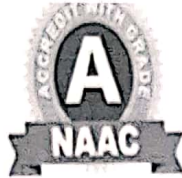
VISION

GPS Map Camera

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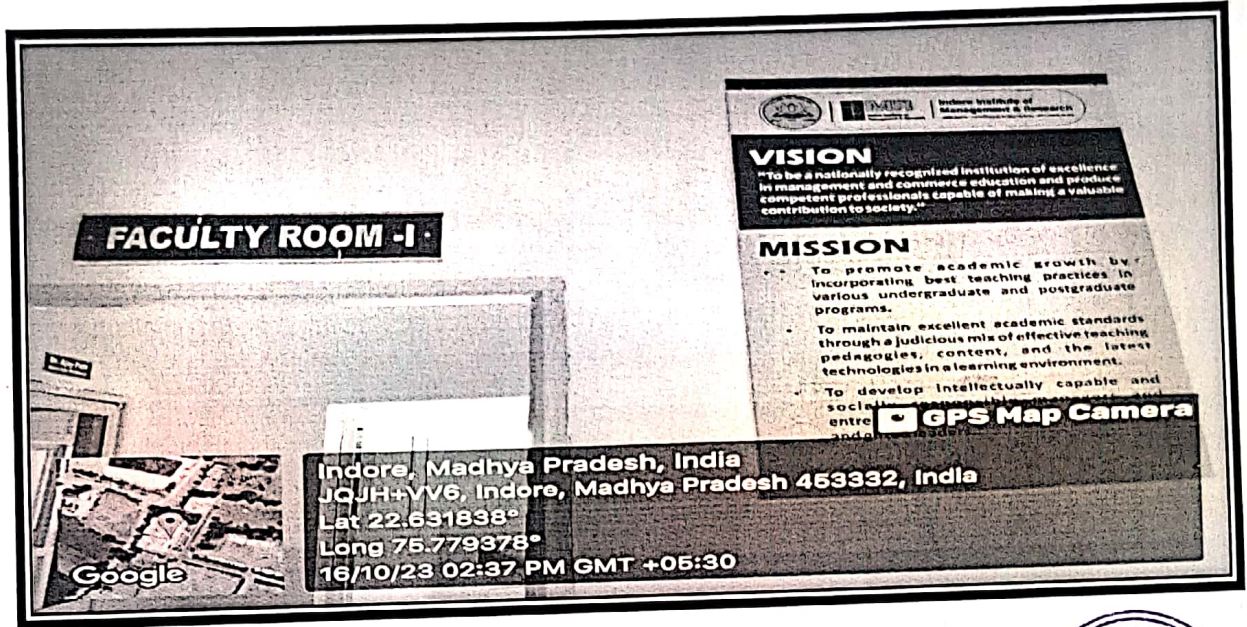
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Faculty Rooms





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VISION
To be a nationally recognized institution of excellence in management and commerce education and produce competent professionals capable of making a valuable contribution to society.

MISSION

- To promote academic growth by incorporating best teaching practices in various undergraduate and postgraduate programs.
- To maintain excellent academic standards through a judicious mix of effective teaching pedagogies, content, and the latest technologies in a learning environment.
- To develop intellectually capable and socially responsible managers and entrepreneurs who are creative, ethical, and gifted leaders.

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FACULTY ROOM

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VISION
 "To be a nationally recognized institution of excellence in management and commerce education and produce competent professionals capable of making a valuable contribution to society."

MISSION

- To provide quality education in management and commerce programs in various undergraduate and postgraduate programs.
- To meet the national academic standards through a rigorous and innovative teaching pedagogy, content, and the latest technology in a learning environment.
- To provide professional development and leadership training to students and faculty.

GPS Map Camera

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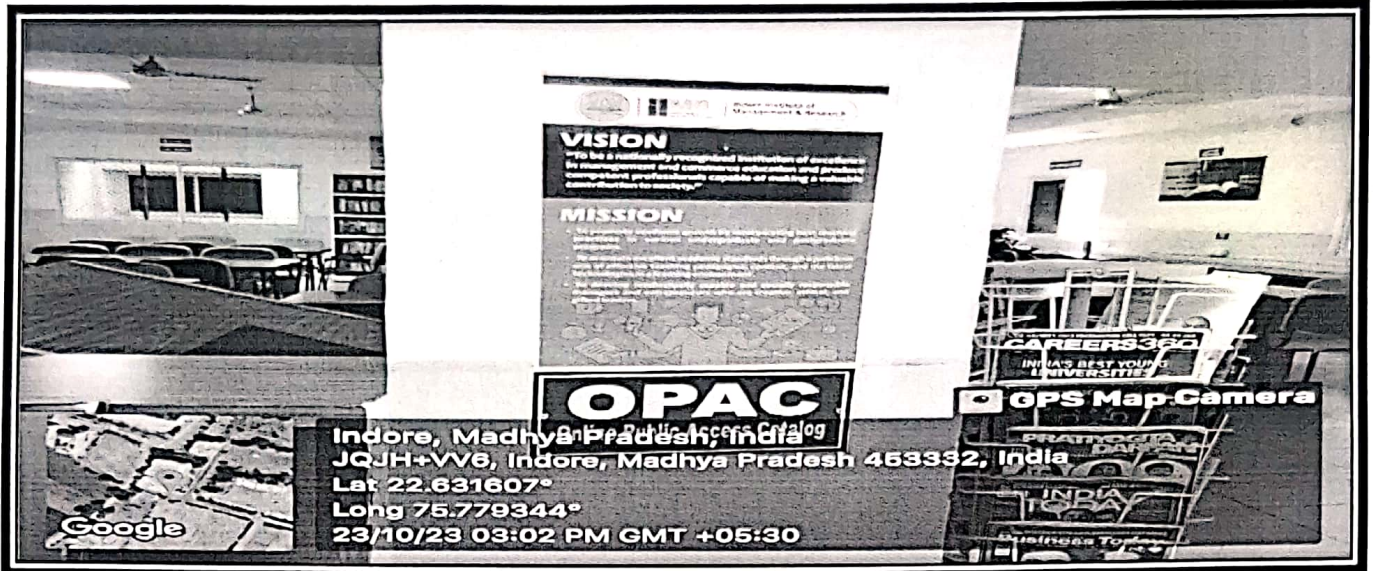
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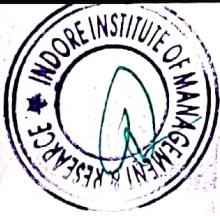
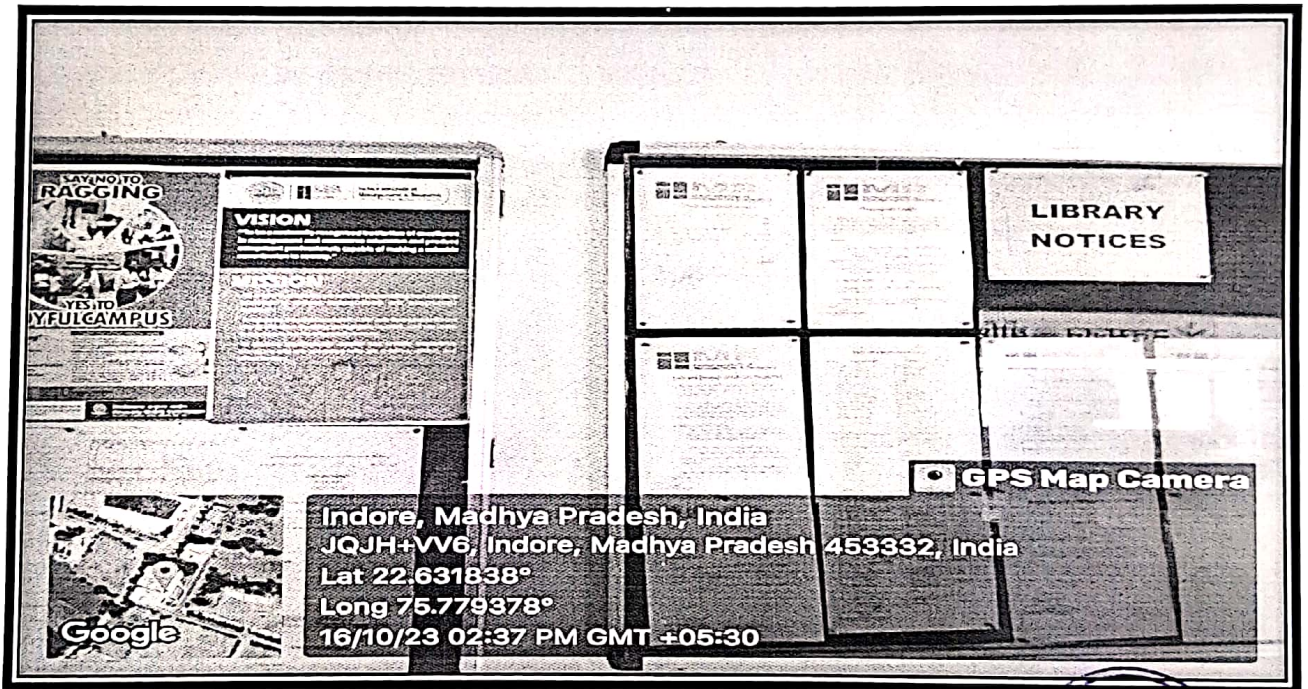


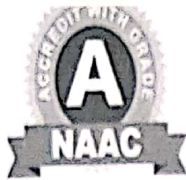
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Library




Display Board





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For Students (PG Building)



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MASTER OF BUSINESS ADMINISTRATION (MBA)

PROGRAMME OUTCOMES

PO1: Demonstrate critical and analytical thinking skills by evaluating and synthesizing information across all functional areas of business in both local and global contexts through projects and case studies.

PO2: Assessments in ability to act on a global platform through increasingly regional, international, financial, social, and environmental context in organizational and business operations.

PO3: Identify ethical, business, and professional values in their behavior in all decisions and conduct through projects and case studies.

PO4: Integrate business, culture, and society through applications of current and emerging technologies, both locally and globally, to bridge diverse communities, business, and education, with appropriate business practices and processes.

PO5: Apply knowledge of all the functional areas of business with integrated work experience (internship) and projects to be able to successfully assess the viability of business propositions, and develop an integrated plan for a business.

PO6: Apply responsible business practices and ethical principles in analyzing business problems and making informed decisions through case studies, research, and coursework.

PO7: Integrate quantitative and qualitative research processes and methods by defining, analyzing, and solving business problems through case and research projects.


PO8: Generate creative, innovative, and entrepreneurial solutions to business problems.

PO9: Collaborate effectively as a business leader and team member in various projects using best practices to achieve common goals.

VISION
 "To be a nationally recognized institution of excellence in management and commerce education and produce competent professionals capable of making a valuable contribution to society."

MISSION

- To promote academic growth by incorporating best teaching practices in various undergraduate and postgraduate programs.
- To maintain excellent academic standards through a judicious mix of effective teaching pedagogies, content, and the latest technologies in a learning environment.
- To develop intellectually capable and socially responsible managers and entrepreneurs who are creative, ethical, and socially responsible.

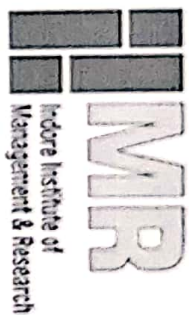


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 19.17000° N 75.68611° E

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 19° 10' 10" N, 75° 41' 10" E
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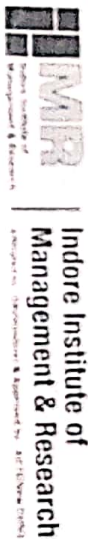
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For Students (UG Building)



BACHELOR OF BUSINESS ADMINISTRATION (BBA)

PROGRAMME OUTCOMES

- PO1: Analyze the theoretical knowledge with the practical aspects of Organizational working and professional environment.
- PO2: Business Knowledge: Examine the functional areas of management and analytical framework for decision-making.
- PO3: Practical management and Personal Development: Analyze and understanding of the management principles and apply them to solve a case study, as a manager and leader by using the various concepts and framework to solve the problems.
- PO4: Research Skills: Analyze the various aspects of business research in the area of marketing, financial resources and finance.
- PO5: Communication Skills: Communicate effectively in general business context and situations so as to be able to handle the problem, negotiation, competition, with group, present, demonstration and other effective presentation.
- PO6: Technology Skills: Apply IT knowledge and skills for effective business processes and its practices in the workplace.
- PO7: Critical Thinking Skills: Understand the demand and complex working environment of business.
- PO8: Entrepreneurship: Able to identify, assess and design entrepreneurial opportunities and to evaluate their potential for business success.
- PO9: Life-long learning: Recognize the need for, and show the preparation and ability to engage in, independent and lifelong learning in the broader context of technological change.
- PO10: Individual and team work: Students can function effectively as an individual and as a member of team in diverse systems and interdisciplinary settings.
- PO11: Ethics: Apply ethical reasoning and commit to professional ethics and responsible and honest in the business context.
- PO12: Environment and sustainability: Students can understand the impact of the professional activities in societal and environmental context and demonstrate the knowledge of and need for sustainable development.



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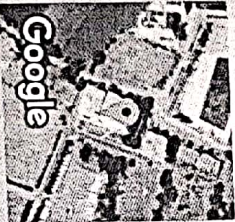
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BACHELOR OF BUSINESS ADMINISTRATION (FOREIGN TRADE) (BBA-FT)

PROGRAMME OUTCOMES

- PO1: Acquire the basic knowledge of international business and management fundamentals in their domain area.
- PO2: Integrate all the areas of business activity in a quest to develop the most reliable strategies that successfully achieve the objectives of a company in an international environment.
- PO3: Apply the advanced tools and strategies to enhance the export and import operations in the business.
- PO4: Ability to create, select and apply appropriate analytical tools, techniques and methods in the modern management activities and use in managerial decision making.
- PO5: Communicate effectively in different business contexts and situations so as to be able to receive and give clear instructions, comprehend, write reports, prepare documentation and make effective presentations.
- PO6: Design and develop conceptual knowledge by usage of contemporary research tools for effective performance and recognize the need for self-motivation to engage in lifelong learning.
- PO7: Demonstrate critical thinking skills in understanding managerial issues and problems related to the global economy.
- PO8: Follow the professional, ethical practices by applying contextual knowledge to assess societal and legal issues by creating new ideas, products and services for developing national economy.



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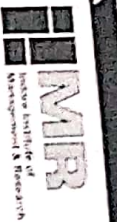
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B.COM (HONOURS)

PROGRAMME OUTCOMES

- PO1: Develop progressive effective domain, development of values, the role of accounting in society and business.
- PO2: Undertaken the conceptual knowledge of accounting and acquire skills of maintaining accounts require entrepreneurial, legal and managerial skills.
- PO3: Program will develop the ability to think critically and independently, understanding into a well-developed personal value system.
- PO4: Skilled in the use of computer systems and software used in commerce and business through practical assignments, exercises and demonstrations.
- PO5: Enable learners to get theoretical and practical exposure in the commerce sector which includes Accounts, Commerce, Marketing, Management, Economics, Environment etc.
- PO6: Develop ability to communicate effectively both in terms of business as well as social interaction.
- PO7: Apply basic mathematical and statistical skills necessary for analysis of a range of problems in economics, actuarial studies, accounting, marketing, management and finance.
- PO8: Acquire the skills of effective communication, decision making, and problem solving in day-to-day business affairs.
- PO9: Acquire practical skills to work as tax consultant, cost accountant, audit assistant and other financial supporting services.
- PO10: Strengthen their capacities in varied areas of commerce and industry aiming towards holistic development of learners.
- PO11: Encourage the students to advance a range of generic skills helpful in employment, internships, and social activities.
- PO12: Appreciate importance of working independently and in a team.

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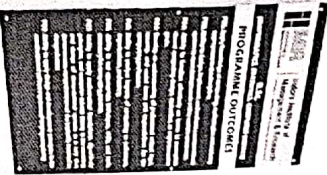
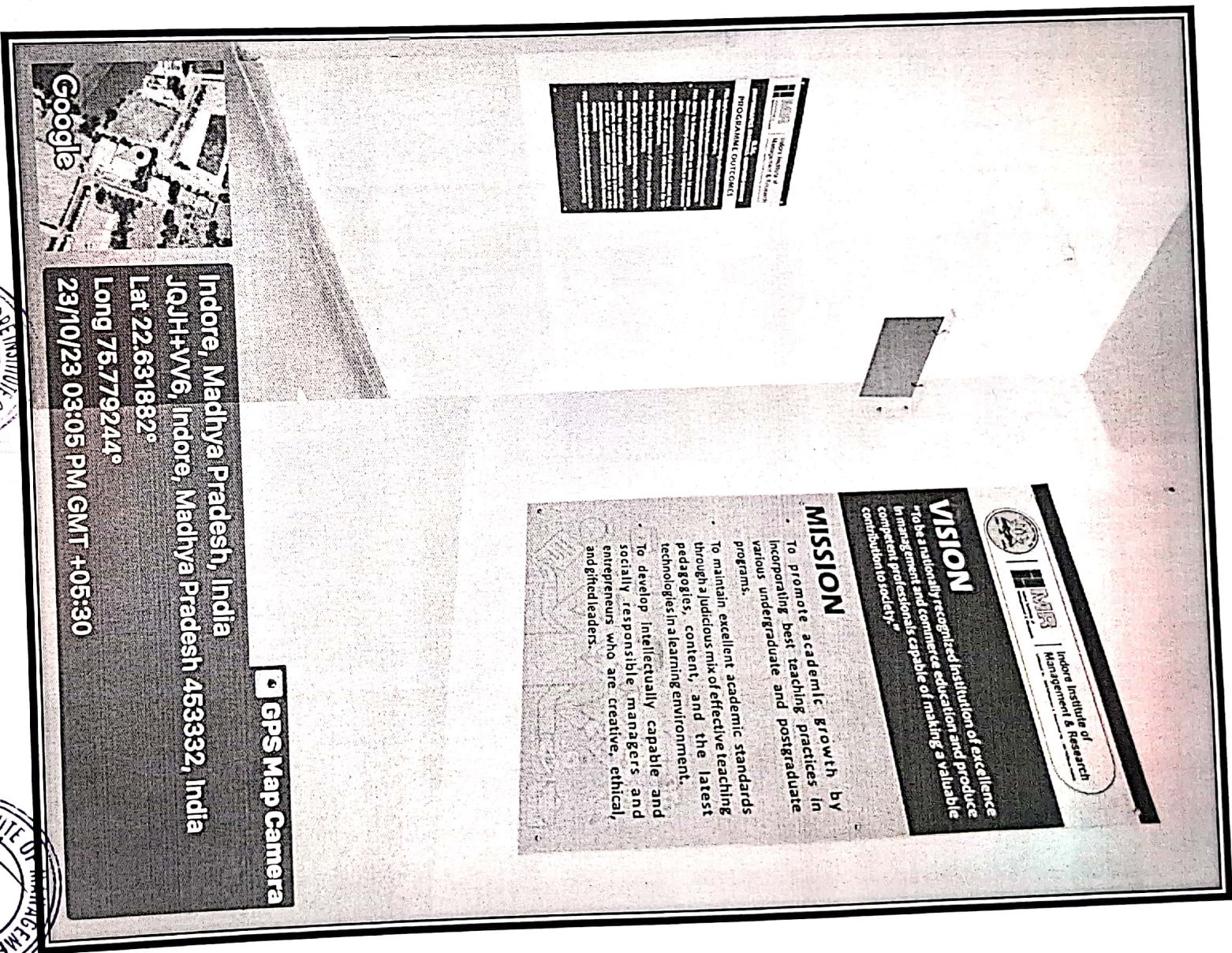




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VISION
To be a nationally recognized institution of excellence in management and commerce education and produce competent professionals capable of making a valuable contribution to society."

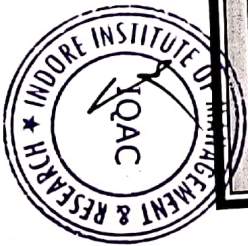
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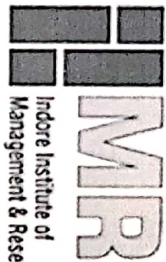
- To promote academic growth by incorporating best teaching practices in various undergraduate and postgraduate programs.
- To maintain excellent academic standards through a judicious mix of effective teaching pedagogies, content, and the latest technologies in a learning environment.
- To develop intellectually capable and socially responsible managers and entrepreneurs who are creative, ethical, and gifted leaders.



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VISION
To be a premier educational institution in the region, providing quality education and research in the field of management and technology. To be a center of excellence in the field of management and technology.

MISSION

- To promote academic excellence by incorporating best teaching practices in various undergraduate and postgraduate programs.
- To maintain excellent academic standards through judicious selection of faculty, pedagogies, content, and the best technologies in a learning environment.
- To develop intellectually capable and socially responsible managers and entrepreneurs who are creative, ethical, and gifted leaders.

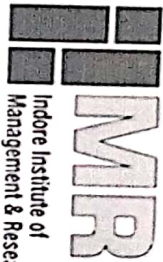
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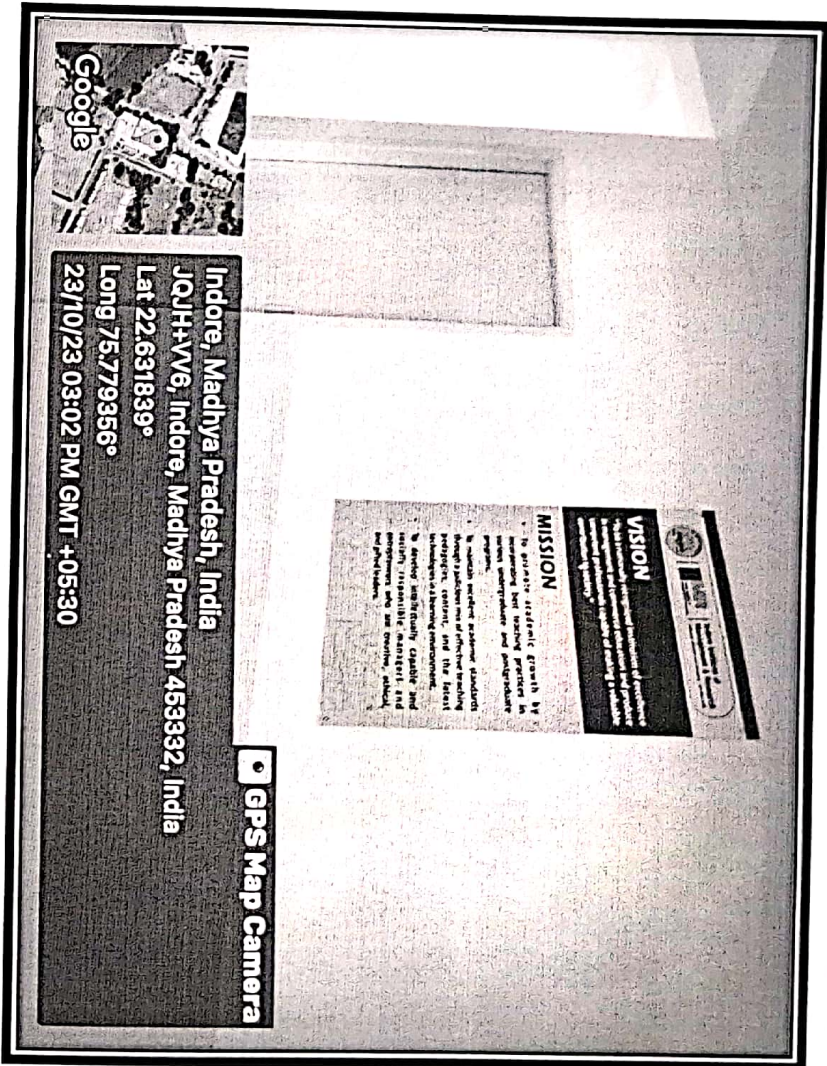
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Course Outcomes Mention in Session Plans

Lesson Plan

Subject: Business Environment

Class: M.B.A. I Sem

I: Objectives of course: To familiarize the students with the business environment prevailing in India and in the world to help them understand its implications to business.

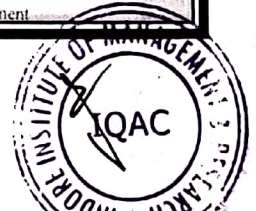
II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO 1: Enable the understanding of business and environment as one and separate entities.
- CO 2: Learn about different theories, approach style, modes of entry, various government initiatives and international bodies for practical implication in the Indian context.
- CO 3: In depth knowledge of economic policies and changes made to them and reforms since independence.
- CO 4: Integrate business environment principles and strategies into business practices for growth and sustainability of economic environment.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO 10	PO 11	PO 12
CO 1	2	2	3	1	2	1	1					
CO 2	3	1	1		1	2	1	3	1		1	
CO 3	2	2	2		1	3	1	2	3	2	1	2
CO 4	1	3		1	2	3	3	3	2	3	2	2





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No.	Unit No.	Date	Unit of Delivery	Tools	Book	Remark
01	Salaries	01				

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Lesson Plan

Subject: Tax Planning & Management **Session:** Jul-Dec
Class: MBA - III Sem

I: Objective of course: The objective of this course is to enable students to develop an understanding of direct and indirect taxes and to enable them to calculate and plan taxes.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 20 marks will have 4 theory questions out of which students will be required to attempt any two questions. Section B carrying 60 marks will contain five numerical out of which students will be required to attempt any three questions.

III: Course Outcomes (CO):

- C101 To Understand the basic principles & provisions of Direct Tax laws & definitions of Previous Year, Assessment Year, Residential Status of Individual with determination.
- C202 To Understand the rules to determine the Income from Five heads covered under Income tax act 1961 & Application of such rules.
- C303 To Apply the rules of deduction covered u/s 80 c to 80 U to determine the Total Taxable Income
- C404 To Understand the Provisions of Tax Planning for Non Resident Individual.

IV: PO-CO Mapping :HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO 10	PO 11	PO 12
C O 1	1		1	1	2		1	1		2		
C O 2	1		1				2		3		3	2
C O 3			2							1		
C O 4	2		3		3	1	3		2		1	





COURSE CONTENTS

Lesson Plan

Subject: IT and E-Business Fundamentals

Class: MBA - I Sem

Objective of course:

The objective of this subject is to help students to understand the basics of Information Technology and e-Business Fundamentals. The students use the e-business applications in day to day life and should know its practicality in business processes.

Examination:

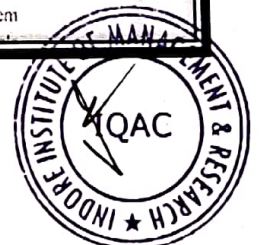
The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. An External viva-voce will be of 30 marks. The end semester examination will be worth 50 marks having theory and cases/practical problems. There will be 7/8 questions out of which a student will be required to attempt any 5 questions.

Course Outcomes (CO):

- CO1. Basic understanding of Information Technology and E-Business fundamentals
- CO2. Knowledge of Computer fundamentals and applications of MS-Office in business
- CO3. Awareness of E-business, Cyber security threats & other related issues
- CO4. Learning optimum uses of e-resources like websites, search engines, shopping sites, etc.

PO-COMapping :HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO 10	PO 11	PO 12
CO 1		1				2		1				
CO 2		2	1	1					1	2		2
CO 3	1				3			2	2		2	1
CO 4		1			3	1		2		3	3	





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Mention in Syllabus Prescribed by the University

Format for Syllabus of Theory Paper

Part A Introduction			
Program: Certificate		Class: BBA I Year	Year: 2021
Session: 2021-2022			
Subject: COMMUNICATION SKILLS			
1	Course Code	MI-BBAA2T (Group-I)	
2	Course Title	BBA	
3	Course Type (Core Course/Elective/Generic Elective/Vocational/.....)	(Core Course)	
4	Pre-requisite (if any)	Not Required (Open for All)	
5	Course Learning outcomes (CLO)	1. Imagination, Ethical Theory and Skills to Interact, Students can learn how to do this ethically and effectively. 2. Students can learn and practice group communication skills They will learn how to respond in discussions, interviews, conferences. 3. Students can learn nonverbal communication, listening and organizational culture. 4. Students can be equipped with knowledge of professional communication through the basic principles of writing professional papers and other documents.	
6	Credit Value	(Credit) 6	
7	Total Marks	Max. Marks: 25+75	Min. Passing Marks: 33
Part B- Content of the Course			
Total No. of Lectures-Tutorials-Practical (in hours per week): 3 Hours			
L-T-P: 90			
Unit / Topics	No. of Lectures		
1	Historical background of Communication, Definition and Process of Communication, Essentials of Effective Communication, Barriers to Communication, Role of Communication in Organizational Effectiveness.		
2	Public Speech - Composition Principles, Speech Delivering Skills, Group Discussion: Do's and Don'ts of Group Discussion, Communication in Committees, Seminars and Conference.		
3	Non-Verbal Communication: Meaning, types and Importance, Listening, Difference between Listening and Hearing.		
4	Business Correspondence, Essentials of Effective Business Correspondence, Structure of Business Letter, Types of Business Letter: Enquiry, Reply, Orders, Complaints and Circular Letter.		
5	Drafting of Notices, Agendas, Minutes, Job Application Letters, Preparation of Curriculum Vitae.		
Keywords/Tags:			
Part C-Learning Resources			
Text Books, Reference Books, Other resources			
Suggested Readings:			
<ul style="list-style-type: none"> • Ace of Soft Skills Attitude Communication and Etiquette for Success by Gopalaswamy Ramesh, Pearson India • Rao N. and Das R. P., Communication Skills, Himalaya Publishing House, Mumbai. • Mehta D. & Mehta N. K., A Handbook of Communication Skills Practices, Radha Pub. 			

S. K. Khatik
 28.5.2021
 Prof. Dr. S. K. Khatik,
 Chairman, Central Board of Studies
 Professional Mgt. BBA Course.





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Format for Syllabus of Theory Paper

Part A Introduction			
Program: Degree	Class: B.COM	Year: I Year	Session: 2021-2022
Subject: Commerce			
1	Course Code	CI-COMA 2T	
2	Course Title	BUSINESS ORGANIZATION AND COMMUNICATION	
3	Course Type (Core Course, Elective, Generic Elective/Vocational, ...)	Minor	
4	Pre-requisite (if any)	Not required) open for all	
5	Course Learning outcomes (CLO)	After completion of this course it is expected that the student shall understand the basics of the business and will able to imitate how any business can be organized successfully. The chapters related communication shall be able to elucidate how communication plays an important role in modern business scenario.	
6	Credit Value	6	
7	Total Marks	Max. Marks: 25*75	Min. Passing Marks: 33

Part B- Content of the Course

Total No. of Lectures-Tutorials-Practical (in hours per week):

L-T-P:

Unit	Topics	No. of Lectures
1	INTRODUCTION: Indian traditional businesses and their organizational structures. Concepts of Business, Trade, Industry and Commerce - Classification - Relationship between Trade, Industry and Commerce - Business- Organization- Concept, Characteristics, Importance and Objectives, Functions of Business and Social Responsibility of a business - Steps to Start an Enterprise.	15
2	FORMS OF BUSINESS ORGANIZATION: Business Organization - Classification - Factors Influencing the Choice of Suitable Form of Organization - Sole Proprietorship and Partnership - Meaning, Definition - Characteristics - Advantages. Co-Operative Organization - Meaning, Functions and Limitations of Co-operatives Societies.	15
3	ORGANIZATION OF COMPANIES: Concepts, Meaning, Formation, Characteristics and Significance of Private Company and Public Company. Multinational Companies (MNC'S) and the Challenges of their organization in India.	15
4	COMMUNICATION: Definition, Nature, Importance, Objectives of Communication. Communication theories and process- Information theory, Interaction theory, Transaction theory, Elements of communication process. Barriers to Communication: Linguistic Barriers, Psychological Barriers, Interpersonal Barriers, Cultural Barriers, Physical Barriers, Organizational Barriers.	15
5	Written Communication: Writing techniques and Guidelines. Letter writing - Basic Principles, Purpose, Types of business letters, Report writing, types of reports, Drafting of report. Oral Communication: Speeches for different occasions, Guidelines for effective listening, Job Interviews, Type of information.	15
6	Modern forms of communication E-mail, Video Conferencing, International Communication for Global Business. Information Technology: Form of technology, uses in modern communication system. Role of Social Media in modern business.	15

Keywords/Tags:

Pavan Mishra
(DR. PAVAN MISHRA)





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MBA Full Time Revised Syllabus for Affiliated Institutions of Devi Ahilya Vishwavidyalaya, Indore

FT-102 C QUANTITATIVE TECHNIQUES

COURSE OBJECTIVES

The objectives of the course are to equip the students with the mathematical and statistical techniques and their application to business problems. The emphasis will be on the concepts and application rather than derivations.

EXAMINATION SCHEME

Student shall be evaluated on two components: 20 internal and 80 end semester examination. There will be 20 marks for internal evaluation, three internal evaluations will be conducted out of which two will be written test and third will be assignment/ presentation/quiz/ class participation. Best two out of 3 evaluations will be considered as internal marks.

The Semester Examination will be worth 80 marks. It will have two Section, A and B. Section A will contain four questions from Part I Business Mathematics. Similarly, Section B will contain four questions from Part II Business Statistics. A student will be required to attempt any five questions with a minimum of two questions from each section. The questions will contain theoretical as well as numerical and/or cases/ practical problems. All questions will carry equal marks.

COURSE OUTCOMES

After completion of the course the students should be able

- CO1 To prepare students for lifelong learning and successful careers using their mathematical and statistical skills.
- CO2 To develop decision making skills pertinent to the practice of mathematics and statistics including the students' abilities to formulate problems, to think creatively, and to synthesize information.
- CO3 To train students thoroughly in methods of analysis and algebra, including the computational skills appropriate for mathematicians to use when solving problems.
- CO4 To teach students to use current mathematical and statistical concepts and data analysis techniques for problem solving.

COURSE CONTENTS

PART I - BUSINESS MATHEMATICS

UNIT I

Sets and Functions: Venn diagram and its applications, Operations on sets, Cartesian product of sets, Functions - Algebraic functions (polynomial - linear, quadratic and rational), transcendental functions (exponential), Business Applications of Sets and Functions.

S. S. Jha
Ramesh

Sangeeta
Anant
Dr

W.E.F. Academic year 2019-20

