



Bhavan's Vivekananda College of Science, Humanities & Commerce

Accredited with 'A' Grade by NAAC
Autonomous College - Affiliated to Osmania University
Sainikpuri, Secunderabad – 500094

Master of Business Administration

Program Outcomes:

PO1 Apply knowledge of management theories and practices to solve business problems.

PO2 Problem Analysis: Foster Analytical and critical thinking abilities for data-based decision making.

PO3: Develop: Ability to design and develop solutions to solve business problems.

PO4 Global Exposure and Cross-Cultural Understanding: Demonstrate a global outlook with the ability to identify aspects of the global business and Cross Cultural Understanding.

PO5 Communication: Communicate effectively on problems, issues and solutions with community and with society at large, such as, being able to comprehend and write effective reports and design documentation, make effective presentations, and give and receive clear instructions.

PO6 Ethics: Apply ethical principles and commit to professional ethics and responsibilities and norms in research and the functional areas.

PO7 Individual and team work: Function effectively as an individual, and as a member or leader in diverse teams, and in multidisciplinary settings.

PO8 Self-directed and Life-long Learning: Acquire the ability to engage in independent and life-long learning in the broadest context of socio, economic and technological changes.

Program Specific Outcomes

PSO1 Able to understand the various functional areas of an organization namely, finance, marketing, human resources, general management and social responsibilities.

PSO2 Able to demonstrate their competencies across business disciplines in analyzing, interpreting and evaluating problems and arrive at solutions both individually and as a team

PSO3 To analyze the impact of global business issues on specific management situations and relate current global events to emerging business opportunities

Course Outcomes:

Name of the Course	Management and Organizational Behaviour
Course Code	MBA101
CO1	Explain the various concepts and theories of management
CO2	Demonstrate the concepts of organisational behaviour and personality types.
CO3	Categorise the various planning types and organisational structures
CO4	Examine the content and process theories of motivation
CO5	Demonstrate different leadership styles and skills required for working in groups and teams

Name of the Course	Accounting For Management
Course Code	MBA102
CO1	Demonstrate accounting concepts and conventions and their implications on accounting system. Create financial statements of sole proprietorship.
CO2	Present financial statements according to the provisions of the Indian Companies Act. Analyse financial statements and apply comparative and common size techniques
CO3	Analyse financial statements and apply various ratios to and interpret company's financial performance.
CO4	Differentiate between funds flow statement and cash flow statements. Analyse funds flow statement and cash flow statement according to accounting standard 3
CO5	Demonstrate various accounting standards and Explain the concept of IFRS

Name of the Course	Marketing Management
Course Code	MBA103
CO1	Develop an understanding of marketing as a function and capable to observe the factors effecting marketing of organization's products or services
CO2	Identify the criteria to segment ,target and positioning of products or services of organizations
CO3	Design and develop marketing programmes and strategies for organizations.
CO4	Analyse the behavior of target market and relate them to organizational marketing strategies
CO5	Summarize the efficiency of marketing function by applying the

	marketing audit and control procedures
--	--

Name of the Course	Statistics for Management
Course Code	MBA104
CO1	Interpret appropriate numerical data used in everyday life in numerical, use measures of location, measures of dispersion for grouped and ungrouped data
CO2	Determining probabilities for various events.
CO3	Summarize discrete and continuous probability distributions to various business problems
CO4	Learn about a variety of sampling methods including random and non-random sampling. Perform Test of Hypothesis as well as calculate confidence interval for a population parameter for single sample and two sample cases.
CO5	Compute and interpret the results of Bivariate Regression and Correlation Analysis, for forecasting.

Name of the Course	Generic Elective I - Managerial Economics
Course Code	MBA105
CO1	Define the basic concepts of Managerial Economics. This course will enable students to describe the situations of certainty, uncertainty and risk and the constraints therein in corporate situations
CO2	Discover the reasons for success or failure of a product in the market by studying the various factors affecting demand for the product. Students will also be able to illustrate when an individual consumer or market attains a state of equilibrium. Students will be able to forecast demand using different methods. The course shall help students illustrate the concept of elasticity for pricing products, and for setting the budget for product promotions.
CO3	Identify the least cost-output relationship and determine the relationship between the output and the cost in the short run and the long run period of operation. Students will be able to determine the level of output beyond which profits will be generated
CO4	1CO4 Estimate and optimizing the performance of the company in different market structures in terms of profits using the concepts of marginal revenue and marginal cost, and equilibrium price and output. The course shall help students in formulating pricing and non-pricing strategies to deter competition..
CO5	Describe the methods for measurement of national income and inflation and to enumerate the policies to counter trade cycles.

	Students will be able to inspect the causes of a trade cycle and suggest remedies.
--	--

Name of the Course	Generic Elective I - Introduction to Information Technology
Course Code	MBA 105.2
CO1	Students are familiar with different business functions and Information Systems
CO2	Familiarize with network topologies and network types.
CO3	Students are experienced with databases, spreadsheet operations and DBMS concepts.
CO4	Students are familiarized with e-commerce, electronic data exchange and e-governance environments.
CO5	Students are familiar with different types of attacks and security methods. How to protect system from unauthorized access

Name of the Course	Generic Elective II - Business Law
Course Code	MBA106
CO1	Identify the different laws used in making a contract
CO2	Define the laws relating to special contracts
CO3	Summarize the law relating to the formation of companies along with the highlights of Companies Act 2012
CO4	Explain the consumer protection law in India
CO5	Outline the concepts of, SEBI, IPR and RTI ACT 2005

Name of the Course	Generic Elective II - Customer Relationship Management
Course Code	MBA106
CO1	To identify CRM as important function of marketing in business organizations and develop an idea about its advantages and benefits.
CO2	To develop an understanding of basic concepts related to CRM function
CO3	To learn how to design and develop CRM programmes and its applications for organizations
CO4	To develop insights of CRM application in organizations

Name of the Course	Business Process Re-engineering
Course Code	MBA 106
CO1	Explain Business Process Re-Engineering and its relationship with the functional areas of business

CO2	: Explain business Process and flows, Cycle time and theory of constraints.
CO3	Explain models, methodologies, tools and functions of Business Process Reengineering..
CO4	Explain parameter analysis, simulated key performance indicators.sequences,
CO5	Explain five stage model of AS-IS/TO-BE analysis, business process maturity model and business process performance measurements.

Name of the Course		Human Resource Management
Course Code		MBA201
CO1	Explain various concepts, theories and issues needing attention in Human Resources Management	
CO2	Demonstrate, interpret, predict and organise the process of procurement of Human Resources	
CO3	Define, outline, and determine key elements of Human Resource Development and Assessment	
CO4	To distinguish method for designing relative worth of job through better reward management.	
CO5	students will be able to determine key elements governing Harmonious industrial relations (model building)	

Name of the Course		Financial Management
Course Code		MBA202
CO1	Demonstrate role of financial management in business corporations, Knowledge of the value of money overtime, its utility and trade off between risk and return.	
CO2	Construct and Compare the various capital budgeting techniques and risk in capital budgeting.	
CO3	Distinguish between equity, debt and preference capital. Determine capital structure using EBIT –EPS analysis. Calculate specific cost of capital and weighted average cost of capital	
CO4	Demonstrate the concept of working capital and sources of working capital finance. Determine working capital estimation and EOQ levels, Plan cash management, inventory management.	
CO5	Differentiate between relevance and irrelevance theory of dividends. Calculate value of the firm using Walter’s Model, Gordon’s Model and MM Hypothesis	

Name of the Course	Research Methodology
---------------------------	----------------------

Course Code	MBA203
CO1	Define the basic concepts of research and research designs and in describing the various steps in the research process.
CO2	Enumerate the various data collection methods and design questionnaires. Through the course students would be able to describe and differentiate between the various sampling and scaling techniques
CO3	Select and apply the relevant parametric and non-parametric tests to test a hypothesis. The tests will be useful in identifying relationships between variables, determining and rating the performance of brands and training methods or for comparing a before-after phenomenon.
CO4	Segment markets. The course shall help students in estimating the performance of the company's products in different market segments, and in evaluating trends in the demand patterns for a company's products.
CO5	Choose the right type of report required in different situations, enumerating the different steps in writing a research report and the mechanics of writing a good research report.

Name of the Course	Operations Research
Course Code	MBA204
CO1	Formulate and solve mathematical model (linear programming problem) for a physical situation like production, distribution of goods and economics by graphical method
CO2	Determining the Optimum solution to the LPP by using simplex method and its extensions to dual LPP.
CO3	Build and solve Transportation Models and Assignment Models.
CO4	Draw network diagrams. And evaluate optimum project duration by using CPM/PERT
CO5	Summarize different queuing situations, simulate different real life probabilistic situations and Solve simple games using various techniques.

Name of the Course	Generic Elective I - Operations Management
Course Code	MBA205
CO1	Explain the role and relationship of operations management with other functional areas of management, PPC and process technologies.
CO2	Solve job sequencing problems and explain facilities location, layout, capacity planning and maintenance management.
CO3	Test concepts of quality control using statistical quality control

	techniques and determine concept of work study.
CO4	Explain the concept of materials management.
CO5	Explain the concept of stores management and estimate inventory control techniques.

Name of the Course	Generic Elective I - Sales Management
Course Code	MBA 205
CO1	Define the basic concepts of sales management and describe the role of sales management in marketing. Students will be able to identify the characteristics of a successful salesperson, describe the various methods of sales forecasting, differentiate between sales organisations and enumerate the functions and responsibilities of sales managers
CO2	Identify the sources for recruitment and determine the methods for selecting candidates for employment, and in identifying the areas for sales training.
CO3	3CO3 Enumerate and describe the steps in the personal selling process. The course shall help students in distinguishing between selling techniques used for individuals and institutions. Students will be able to demonstrate effective selling techniques and enumerate the various ways of building long term relationships with customers.
CO4	Choose the right method of motivation required by different sales people, describe the different methods of compensating the sales force which includes monetary and non-monetary methods of compensation, generate sales reports, and elaborate on the legal and ethical issues in sales management.
CO5	3CO5Elaborate on the role and functions of channels of distribution, elaborate on channel design and channel management decisions, and describe the various methods of motivating and controlling the channel members.

Name of the Course	Generic Elective II - Business Communication
Course Code	Business Communication
CO1	Determine the appropriate communication and listening skills.
CO2	Demonstrate the non-verbal and negotiation skills in various business situations.
CO3	Demonstrative effective presentation skills in various occasions.
CO4	Formulate effective business reports and letters in different scenarios.

CO5	Develop relations with media, investors, government and effective communication in crisis situations

Name of the Course	Generic Elective II - Financial Market & Services
Course Code	MBA206
CO1	Determine Indian Financial System and its Components.
CO2	classify financial services offered in India
CO3	Assess primary and secondary markets in India
CO4	Identify services and role of Merchant Bankers in India
CO5	Infer credit rating agencies in India and express factoring in India.

Name of the Course	Generic Elective II - Decision Support System
Course Code	MBA206
CO1	Students are familiar with Need and purpose of decision support system (DSS) for business and its types
CO2	familiarize with decision support system components and different tools that support in developing new DSS.
CO3	Students are familiar with network based group decision support system in executive information system.
CO4	Students are able to understand the intelligent system and also the role of AI in developing expert systems.
CO5	Students are familiar with architecture elements and functions of data warehouse and data mining

Name of the Course	Total Quality Management
Course Code	MBA301
CO1	Explain concept and evolution of Total quality management
CO2	Identify the various tools of Total quality management.
CO3	Examine the techniques of Total quality management
CO4	Discuss the concept of six-sigma framework and metrics..
CO5	Determine the use of TQM in various service sectors

Name of the Course	International Business
Course Code	MBA302
CO1	To distinguish related concept, perspectives, drivers and environment of International business
CO2	To identify, distinguish and interpret global business

	integration ant national and global level
CO3	To define, outline and analyse global entry strategies
CO4	To identify e-enablers of business
CO5	To identify functional resources useful for international business

Name of the Course		Interdisciplinary Courses: Elements of Marketing
Course Code		MBA 303.1
CO1	Expressing the Marketing as an important function and make students know about the concepts of Marketing in context of Pharmaceutical Marketing	
CO2	Design and develop Marketing programs for Pharmaceutical organizations.	

Name of the Course		Interdisciplinary Courses : Entrepreneurship and New venture
Course Code		MBA 303.2
CO1	Explain the concepts and types of entrepreneurship.	
CO2	Examine the institutional support provided by the various financial institutions to the entrepreneurs and explain different methods of venture capital.	

Name of the Course		Security analysis and portfolio management
Course Code		MBA 304.1
CO1	To present approaches of investment analysis and Measure risk and return of a single security.	
CO2	To Explain type of debentures and validate the value of a bond using Bond Yield measures.	
CO3	To Assess the value of a equity share using DDM and P/E approach.	
CO4	To Estimate risk, return of a portfolio,minimum risk of a portfolio and Detect over pricing and under pricing of a stock using CAPM model.	
CO5	To Measure Portfolio using portfolio performance measures.	

Name of the Course		Compensation Management
Course Code		MBA 305.1
CO1	To identify key concepts and theories of compensation management	

CO2	to explain the influence of compensation on employee behaviour
CO3	to define, outline the process of designing the compensation system
CO4	to identify and analyse different employee benefits and reward and recognition management
CO5	to be able to determine key elements contemporary strategic compensation challenges

Name of the Course		Product and brand management
Course Code		MBA 306.1
CO1	Develop an understanding about Product and brand as Marketing Functions	
CO2	Develop an Idea of Product Market evolution	
CO3	Familiarise students about Brand Management	
CO4	Identify about brand positioning and Brand Equity	
CO5	Develop students to make brand strategies.	

Name of the Course		strategic management accounting
Course Code		MBA 304.2
CO1	Classify the cost and calculate breakeven point.	
CO2	Analyze business decisions using cost-volume- profit analysis.	
CO3	Compare between management control and operational control.	
CO4	Develop and apply standards and budgets for planning and controlling purposes.	
CO5	Analyze the responsibility accounting AND Compare and contrast the traditional costing and ABC costing and they can estimate the cost using ABC analysis.	

Name of the Course		Organizational Change and Development
Course Code		MBA 305.2
CO1	Explain the various concepts and the ways of overcoming resistance to change	
CO2	Identify the models of organizational development in various situations in organizations.	
CO3	Examine the process of organizational development	
CO4	Distinguish the various human process interventions.	
CO5	Discuss the various techno structural and strategic interventions.	

Name of the Course	promotion and distribution management
Course Code	MBA 306.2
CO1	Enumerate the tools of marketing communication and demonstrate the steps in developing an effective marketing communication program
CO2	Develop a creative and media strategy with an IMC perspective and demonstrate how advertisements can be created and published in media
CO3	Illustrate the role of personal selling in the IMC programme, explain the personal selling process, and show how to motivate, evaluate and control the sales force effort.
CO4	Demonstrate the use of consumer and trade oriented sales promotion tools, illustrate the use of Direct Marketing, Publicity and Public Relations tools.
CO5	Design a distribution channel network and demonstrate ways to motivate and control channel members.

Name of the Course	personal finance
Course Code	MBA 304.3
CO1	To Determine Personal financial planning process and interpret personal financial statements
CO2	To Categorize the various types of investment avenues
CO3	To Estimate the return and risk of personal investment
CO4	To infer various pension plans and insurance plans
CO5	To interpret personal tax planning and filing of income tax returns

Name of the Course	organisational Psychology
Course Code	MBA 305.3
CO1	Identify the historical evolution of Organisational Psychology and explain the significance of organisational socialisation process
CO2	Able to illustrate the impact productive and counterproductive behaviours of an employee on organisational effectiveness.
CO3	Apply the learnt concepts in Managing Occupational of stress.
CO4	Identify the different inter group behaviours.
CO5	Explain the impact of Organisational culture on psychology.

Name of the Course	Advertising and sales promotion
Course Code	MBA 306.3
CO1	Describe the marketing communication mix, IMC,

	communication models, elucidate the role of advertising in marketing communication, design an advertising plan and an advertising program using the 5 Ms of advertising, describe the methods for setting the advertising budget, and describe the functions of advertising agencies.
CO2	Develop a creative strategy using the steps in creative strategy development, explain the various styles of advertising executions, creative tactics, appeals, layouts, describe the elements of a media strategy, explain the implementation of media strategy with IMC perspective, and enumerate emerging media options
CO3	Describe the methods for testing advertising effectiveness, explain the methods used in advertising research, explain the Social, Economic, Cultural and Ethical aspects of advertising, enumerate the functions of ASCI and types of advertising awards.
CO4	Define sales promotion and its purpose, explain the major decisions in sales promotions, differentiate between consumer and trade promotion tools, coordinate sales promotion with advertising
CO5	Define digital media and the digital consumer, explain the advantages, disadvantages and challenges of digital marketing, explain digital marketing methods, social media marketing and platforms, and enumerate methods for digital reputation management

Name of the Course	Strategic Management
Course Code	MBA401
CO1	To develop an understanding of strategic management as important concept for business organizations functioning
CO2	To learn how to analyse environment strategic positioning of the organisation
CO3	To Know the basic concepts of strategy formulation
CO4	To learn the alternatives available in strategic functioning of organizations
CO5	To Know the bases for implementation and execution of strategies

Name of the Course	Supply Chain Management and Logistics Management
Course Code	MBA402
CO1	Enumerate the objectives and functions of Supply chain management and design a supply chain strategy.
CO2	Develop an integrated logistics strategy and illustrate the role of Inventory management in customer service.

CO3	Analyze and compare the various modes of transportation and optimize transportation and warehouse operations in supply chain
CO4	Discover current IT trends in SCM and apply them, illustrate problems, prospects and trends in Retail supply chains and explain the role of packaging in SCM.
CO5	Design a distribution channel network and develop a customer service strategy.

Name of the Course	Entrepreneurial Development
Course Code	MBA403
CO1	Explain the concepts and types of entrepreneurship.
CO2	Identify the factors affecting entrepreneurial growth.
CO3	Explain role of small businesses in economic development and development of project
CO4	Examine the institutional support provided by the various financial institutions to the entrepreneurs
CO5	Determine the different methods of venture financing.

Name of the Course	Derivatives(F)
Course Code	MBA404.1
CO1	Discuss the uses of financial derivatives in managing the risk
CO2	Apply their knowledge of derivatives in solving problems involving financial risks including foreign exchange risk, interest rate risk and credit risk.
CO3	Calculate the option pricing using BOPM and BSOPM models
CO4	Differentiate between different derivative instruments (Forwards, Futures, Options and Swaps)
CO5	Evaluate the various option strategies.

Name of the Course	Performance and talent Management(H)
Course Code	MBA405.1
CO1	CO1 Explain the concepts of Performance management system and strategic performance management.
CO2	Demonstrate the components of performance management system.
CO3	Examine the compensation decisions based on performance
CO4	Compare the models and metrics of performance management.
CO5	Explain the concept of managing talent in the organization.

Name of the Course	Consumer behaviour(M)
Course Code	MBA406.1
CO1	Identify Consumer Behaviour as most important concept to learn in marketing.
CO2	To Know about the principles in understanding consumer behaviour
CO3	To know factors effecting Consumer Behaviour
CO4	To identify the steps in consumer decision making process
CO5	To explain various models of Consumer Behaviour

Name of the Course	Banking and Insurance(F)
Course Code	MBA404.2
CO1	To Review banking reforms and various services offered by banks
CO2	To Assess the procedure of lending followed by banks and review the causes of NPA's
CO3	To Attribute various banking
CO4	To Appraise principles, types and intermediaries of insurance
CO	To Distinguish life and non life insurance.

Name of the Course	Labour laws and Employee Relations(H)
Course Code	MBA405.2
CO1	To identify labour administration mechanism In India
CO2	To explain important employee welfare and social security legislation to define, outline the wage legislation in India
CO3	To identify and analyse role of Trade Unions and collective bargaining in Harmonious Employee relations
CO4	To Analyse the process of legislative framework of settlement of Industrial dispute.
CO5	To Distinguish life and non life insurance.

Name of the Course	Services and Retail Marketing(M)
Course Code	MBA406.2
CO1	Define the service concept and the goods-services continuum, elaborate on the 4Is of services and the associated challenges, explain the segmentation, target marketing and positioning of services.

CO2	Describe the tools of the services marketing mix, elaborate on the measurement of service quality through the service gaps model, explain the strategies for dealing with the 4 Is of services.
CO3	Explain the service marketing triangle, explain how customer relationships can be built using segmentation and retention strategies, define CRM, elucidate the factors responsible for CRM growth, describe the types and framework of CRM bargaining in Harmonious Employee relations
CO4	Explain the characteristics of retail marketing, Describe the type of retailers, role and trends in retailing, level of FDI in retailing, describe the current scenario and problems in Indian retailing, and enumerate retail pricing strategies.
CO5	Describe the responsibilities of a store manager, explain the types of store layouts and visual merchandizing techniques, describe the process of planning merchandise assortments, explain buying systems and the retail communication mix.

Name of the Course	Commercial Banking(F)
Course Code	MBA404.3
CO1	To Comment on Indian financial system and banking structure
CO2	To Appraise the financial performance of banks
CO3	To Interpret the various banking regulations and Infer about NPA's
CO4	To Define Financial innovations and opportunities for banks
CO5	To Identify management of banking organizations

Name of the Course	International Human Resource Management(H)
Course Code	MBA405.3
CO1	To identify the concepts of HR in global perspective.
CO2	Apply the knowledge in recruiting an expatriate for international assignments.
CO3	Design an expatriate training programme
CO4	To explain the appraisal and reward system of an expatriate

CO5	Identify the key issues in International Industrial relations.

Name of the Course		Retail Management(M)
Course Code		MBA406.3
CO1	To identify Retail Management as an important function of marketing in business organizations and know the present scenario as industry.	
CO2	To Know the basics of Retailing in detail	
CO3	To Analyse the importance of store management and virtual warehousing developments in organizations in retailing sector.	
CO4	To Know the base theories of Retailing in detail	
CO5	To Summarize the problems and issues in SCM and warehousing in retailing and how to handle them.	

Course Matrix

Name of the Program: MBA											
Name of the Course: Management and Organizational Behavior								Course Code: MBA 101			
Semester: 1								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	2	3	2	3	1	2	2	2	3	3	3
CO2	2	3	1	2	1	2	2	2	3	3	3
CO3	2	3	3	2	2	2	2	2	3	3	3
CO4	2	3	3	2	1	2	3	2	3	3	3

CO5	2	3	3	2	2	2	3	2	3	3	3
	2	3	2.4	2.2	1.4	2	2.4	2	3	3	3

Name of the Program: MBA											
Name of the Course:Accounting For Management								Corse Code: MBA 102			
Semester: 1								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	2	1	1	1	1	1	3	2	2
CO2	3	3	3	1	1	1	1	2	3	2	1
CO3	3	3	3	1	1	1	1	2	3	2	1
CO4	3	3	3	1	1	1	1	1	3	2	1
CO5	3	1	1	3	1	1	1	1	3	3	1
	3	2.6	2.4	1.4	1	1	1	1.4	3	2.2	1.2

Name of the Program: MBA											
Name of the Course: Marketing Management								Corse Code: MBA 103			
Semester: 1								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	2	1	3	1	1	1	2	2	2	1	1
CO2	2	2	2	1	1	1	2	2	2	1	1
CO3	1	2	2	1	1	1	2	2	2	2	1
CO4	1	3	2	1	1	1	1	2	2	1	3
CO5	2	2	2	1	1	1	2	2	2	1	1
	1.6	2	2.2	1	1	1	1.8	2	2	1.2	1.4

Name of the Program: MBA											
Name of the Course: Statistics For Management								Corse Code: MBA 104			
Semester: 1								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	1	1	1	1	1	3	3	1
CO2	3	3	3	1	1	1	1	2	3	3	1
CO3	3	3	3	1	1	1	1	2	3	3	1
CO4	3	3	3	1	2	2	1	2	3	3	1
CO5	3	3	3	1	1	1	1	1	3	3	1
	3	3	3	1	1.2	1.2	1	1.6	3	3	1

Name of the Program: MBA											
Name of the Course: Managerial Economics								Corse Code: MBA 105			
Semester: 1								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	1	3	3	3	3	3	3	1
CO2	3	3	3	1	3	3	3	3	3	3	1
CO3	3	3	3		3	3	3	3	3	3	
CO4	3	3	3	3	3	3	3	3	3	3	3
CO5	3	3	3	3	3	3	3	3	3	3	3
	3	3	3	1.6	3	3	3	3	3	3	1.6

Name of the Program: MBA											
Name of the Course: Business Law								Corse Code: MBA 106			
Semester: 1								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	1	1	1	1	1	1	1	3	1	1
CO2	3	1	1	1	1	1	1	1	3	1	1
CO3	3	2	1	1	1	1	1	1	3	1	1
CO4	3	2	1	1	1	1	1	1	3	2	1
CO5	3	2	1	1	1	1	1	1	3	2	1
	3	1.6	1	1	1	1	1	1	3	1.4	1

Name of the Program: MBA											
Name of the Course: Human Resource Management								Corse Code: MBA 201			
Semester: 2								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	2	1	2	3	2	2	2	2	2	2	2
CO2	3	3	3	2	2	2	3	1	1	2	2
CO3	3	3	3	2	2	2	2	2	1	2	2
CO4	3	3	3	2	2	2	3	1	1	2	2
CO5	3	3	3	2	2	2	3	2	1	2	2
	2.8	2.6	2.8	2.2	2	2	2.6	1.6	1.2	2	2

Name of the Program: MBA											
Name of the Course: Financial Management								Corse Code: MBA 202			
Semester: 2								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	1	1	1	1	1	3	3	1
CO2	3	3	3	1	1	1	2	1	3	2	1
CO3	3	3	3	1	1	1	1	1	3	3	1
CO4	3	3	3	1	1	1	1	1	3	3	1
CO5	3	3	3	1	1	1	2	1	3	2	1
	3	3	3	1	1	1	1.4	1	3	2.6	1

Name of the Program: MBA											
Name of the Course: Research Methodology								Corse Code: MBA 203			
Semester: 2								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3		3		3	3	3	3	3		
CO2	3		3		3	3	3	3	3		
CO3	3	3			3	3	3	3	3		
CO4	3	3	3		3	3	3	3	3	3	
CO5	3	2	3		3	3	3	3	3	2	
	3	2.7	3	0	3	3	3	3	3	2.5	0

Name of the Program: MBA											
Name of the Course: Operations Research								Corse Code: MBA 204			
Semester: 2								Year:1			
Academic Year:2017-18								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	1	1	2	1	1	3	3	1
CO2	3	3	3	1	1	2	1	1	3	3	1
CO3	3	3	3	1	1	2	1	1	3	3	1
CO4	3	3	3	1	1	2	1	1	3	3	1
CO5	3	3	3	1	1	2	1	1	3	3	1
	3	3	3	1	1	2	1	1	3	3	1

Name of the Program: MBA											
Name of the Course: International Business								Corse Code: MBA 302			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	2	1	1	3	2	1	1	1	1	2	2
CO2	3	3	3	2	2	2	3	1	1	2	2
CO3	3	3	3	2	2	2	2	2	1	2	2
CO4	3	3	3	2	2	2	3	1	1	2	2
CO5	3	3	3	2	2	2	3	2	1	2	2
	2.8	2.6	2.6	2.2	2	1.8	2.4	1.4	1	2	2

Name of the Program: MBA											
Name of the Course: Entrepreneurial Development								Corse Code: MBA 303			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	2	1	1	1	2	1	1	3	2	2
CO2	3	1	1	1	1	2	1	2	3	2	1
CO3	3	2	1	1	1	2	1	2	3	2	1
CO4	3	1	1	1	1	2	1	1	3	2	1
CO5	3	2	2	1	1	2	1	1	3	3	1
	3	1.6	1.2	1	1	2	1	1.4	3	2.2	1.2

Name of the Program: MBA											
Name of the Course: Security analysis and portfolio management								Corse Code: MBA 304.1			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	1	1	1	1	1	3	3	2
CO2	3	3	3	1	1	1	2	1	3	2	3
CO3	3	3	3	1	1	1	1	1	3	3	2
CO4	3	3	3	1	1	1	1	1	3	3	2
CO5	3	3	3	1	1	1	2	1	3	2	2

	3	3	3	1	1	1	1.4	1	3	2.6	2.2
--	---	---	---	---	---	---	-----	---	---	-----	-----

Name of the Program: MBA											
Name of the Course: Strategic Management Accounting								Corse Code: MBA 304.2			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	1	1	1	1	1	3	3	1
CO2	3	3	3	1	1	1	1	1	3	2	1
CO3	3	1	1	1	2	1	1	1	3	2	1
CO4	3	2	3	1	1	1	1	1	3	3	1
CO5	3	2	2	1	1	1	1	1	3	2	1
	3	2.2	2.4	1	1.2	1	1	1	3	2.4	1

Name of the Program: MBA											
Name of the Course: Compensation Management								Corse Code: MBA 305.1			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	2	1	1	3	2	2	2	1	1	2	2
CO2	3	3	3	2	2	2	2	1	1	2	2
CO3	2	2	2	2	2	2	2	2	1	2	2
CO4	2	2	2	2	2	2	3	1	1	2	2
CO5	2	2	2	2	2	2	3	2	1	2	2
	2.2	2	2	2.2	2	2	2.4	1.4	1	2	2

Name of the Program: MBA											
Name of the Course: Organizational Change and Development								Corse Code: MBA 305.2			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	2	1	1	1	1	1	1	3	2	1
CO2	3	2	2	1	1	1	1	1	3	2	1
CO3	3	2	1	1	1	1	1	1	3	1	1
CO4	3	1	1	1	1	1	1	1	3	1	1
CO5	3	1	1	1	1	1	1	1	3	1	1
	3	1.6	1.2	1	1	1	1	1	3	1.4	1

Name of the Program: MBA											
Name of the Course: Product and brand management								Corse Code: MBA 306.1			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	2	1	1	1	1	1	1	3	3	2
CO2	3	2	1	1	1	1	1	1	3	3	2
CO3	3	2	1	1	1	1	1	1	3	3	2
CO4	3	2	1	1	1	1	1	1	3	3	2
CO5	3	2	1	1	1	1	1	1	3	3	2
	3	2	1	1	1	1	1	1	3	3	2

Name of the Program: MBA											
Name of the Course: Promotion and distribution management								Corse Code: MBA 306.2			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	3	3	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	3	3	3	3
CO3	3	3	3		3	3	3	3	3	3	
CO4	3	3	3	3	3	3	3	3	3	3	3
CO5	3	3	3	3	3	3	3	3	3	3	3
	3	3	3	3	3	3	3	3	3	3	3

Name of the Program: MBA											
Name of the Course: Personal finance								Corse Code: MBA 304.3			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	2	2	1	1	1	1	3	3	2	1
CO2	3	1	1	2	1	1	1	3	3	2	1
CO3	3	3	1	1	1	1	1	2	3	1	1
CO4	3	2	1	1	1	1	1	2	3	1	1
CO5	3	1	2	1	1	1	1	2	3	2	1
	3	1.8	1.4	1.2	1	1	1	2.4	3	1.6	1

Name of the Program: MBA											
Name of the Course: Organizational Psychology								Corse Code: MBA 305.3			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	1	1	1	1	1	1	1	3	1	1
CO2	3	2	2	1	1	1	1	1	3	2	1
CO3	3	2	2	1	1	1	1	1	3	2	1
CO4	3	1	1	1	1	1	2	1	3	1	1
CO5	3	1	1	1	1	1	1	1	3	1	1
	3	1.4	1.4	1	1	1	1.2	1	3	1.4	1

Name of the Program: MBA											
Name of the Course: Advertising and sales promotion								Corse Code: MBA 306.3			
Semester: III								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	3	3	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	3	3	3	3
CO3	3	3			3	3	3	3	3		
CO4	3		3	2	3	3	3	3	3		2
CO5	3	3	3	3	3	3	3	3	3	3	3
	3	2.4	2.4	2.2	3	3	3	3	3	1.8	2.2

Name of the Program: MBA											
Name of the Course: Strategic Management								Corse Code: MBA 401			
Semester: IV								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	2	2	1	3	2	2	1	2	2	3	3
CO2	3	2	2	3	1	2	2	2	2	3	3
CO3	3	2	3	3	2	2	2	2	2	3	3
CO4	3	2	2	3	1	2	2	1	2	3	3
CO5	3	2	2	3	2	2	2	2	2	3	3
	2.8	2	2	3	1.6	2	1.8	1.8	2	3	3

Name of the Program: MBA											
Name of the Course: Supply Chain Management and Logistics Management									Corse Code: MBA 402		
Semester: IV									Year:2		
Academic Year:2018-19									Batch:2017-2019		
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	3	3	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	3	3	3	3
CO3	3	3	3	3	3	3	3	3	3	3	3
CO4	2	2		2	3	3	3	3	3	2	2
CO5	3	3	3	3	3	3	3	3	3	3	3
	2.8	2.8	3	2.8	3	3	3	3	3	2.8	2.8

Name of the Program: MBA											
Name of the Course: Derivatives									Corse Code: MBA 404.1		
Semester: IV									Year:2		
Academic Year:2018-19									Batch:2017-2019		
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	2	1	1	1	1	1	1	3	2	2
CO2	3	3	3	1	1	1	1	2	3	2	1
CO3	3	3	3	1	1	1	1	2	3	2	1
CO4	3	1	1	1	1	1	1	1	3	2	1
CO5	3	3	3	1	1	1	1	1	3	3	1
	3	2.4	2.2	1	1	1	1	1.4	3	2.2	1.2

Name of the Program: MBA											
Name of the Course: Banking and Insurance									Corse Code: MBA 404.2		
Semester: IV									Year:2		
Academic Year:2018-19									Batch:2017-2019		
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	1	1	1	1	1	1	1	3	3	2
CO2	3	1	1	2	1	2	2	2	3	2	3
CO3	3	1	1	1	1	1	1	2	3	3	2
CO4	3	1	1	1	1	1	1	1	3	3	2
CO5	3	1	1	1	1	1	1	1	3	2	2
	3	1	1	1.2	1	1.2	1.2	1.4	3	2.6	2.2

Name of the Program: MBA											
Name of the Course: Performance and talent Management								Corse Code: MBA 405.1			
Semester: IV								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	1	1	1	1	1	1	1	3	1	1
CO2	3	1	1	1	1	1	1	1	3	1	1
CO3	3	1	1	1	1	1	1	1	3	1	1
CO4	3	1	1	1	1	1	1	1	3	1	1
CO5	3	1	1	1	1	1	1	1	3	1	1
	3	1	1	1	1	1	1	1	3	1	1

Name of the Program: MBA											
Name of the Course: Labour laws and Employee Relations								Corse Code: MBA 405.2			
Semester: IV								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	2	2	2	2	1	2	2	2	2	2	2
CO2	3	3	3	2	2	2	3	2	2	2	2
CO3	3	3	2	2	2	2	2	2	2	2	2
CO4	3	3	2	2	2	2	3	2	2	2	2
CO5	3	3	2	2	2	2	3	2	2	2	2
	2.8	2.8	2.2	2	1.8	2	2.6	2	2	2	2

Name of the Program: MBA											
Name of the Course: Consumer Behavior								Corse Code: MBA 406.1			
Semester: IV								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	1	1	1	1	1	1	2	3	1	1
CO2	3	3	1	1	1	1	1	1	3	1	1
CO3	3	2	1	1	1	1	1	1	3	2	1
CO4	3	2	1	1	1	1	1	2	3	1	1
CO5	3	2	1	1	1	1	1	2	3	2	1
	3	2	1	1	1	1	1	1.6	3	1.4	1

Name of the Program: MBA											
Name of the Course: Services and Retail Marketing									Corse Code: MBA 406.2		
Semester: IV									Year:2		
Academic Year:2018-19									Batch:2017-2019		
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	3	3	3	3	3	3	3	3	3	3
CO2	3	3	3	1	3	3	3	3	3	3	1
CO3	3	3	3	3	3	3	3	3	3	3	3
CO4	3	3		3	3	3	3	3	3	3	3
CO5	3	3	3		3	3	3	3	3	3	
	3	3	2.4	2	3	3	3	3	3	3	2

Name of the Program: MBA											
Name of the Course: Commercial Banking									Corse Code: MBA 404.3		
Semester: IV									Year:2		
Academic Year:2018-19									Batch:2017-2019		
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	1	1	1	1	1	1	2	3	1	1
CO2	3	3	1	1	1	1	1	1	3	1	1
CO3	3	2	1	1	1	1	1	1	3	2	1
CO4	3	2	1	1	1	1	1	2	3	1	1
CO5	3	2	1	1	1	1	1	2	3	2	1
	3	2	1	1	1	1	1	1.6	3	1.4	1

Name of the Program: MBA											
Name of the Course: International Human Resource Management									Corse Code: MBA 405.3		
Semester: IV									Year:2		
Academic Year:2018-19									Batch:2017-2019		
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	1	1	3	1	1	1	1	3	1	3
CO2	3	2	2	3	1	1	1	1	3	2	3
CO3	3	1	2	3	1	1	1	1	3	2	3
CO4	3	1	1	3	1	1	1	1	3	1	3
CO5	3	1	1	3	1	1	1	1	3	1	3
	3	1.2	1.4	3	1	1	1	1	3	1.4	3

Name of the Program: MBA											
Name of the Course: Retail Management								Corse Code: MBA 406.3			
Semester: IV								Year:2			
Academic Year:2018-19								Batch:2017-2019			
	Program Out comes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	2	1	2	3	2	1	1	2	3	3	2
CO2	2	2	2	2	2	1	1	2	3	3	3
CO3	3	3	3	3	2	2	2	2	3	3	3
CO4	3	3	2	1	2	2	2	2	3	3	3
CO5	3	2	2	3	3	3	2	2	3	3	3
	2.6	2.2	2.2	2.4	2.2	1.8	1.6	2	3	3	2.8

Programme Matrix

Name of the Program: MBA												
Batch : 2017-19												
	Program Outcomes								Program Specific Outcomes			
Course/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	
Management and Organizational Behaviour	2	3	2.4	2.2	1.4	2	2.4	2	3	3	3	
Accounting For Management	3	2.6	2.4	1.4	1	1	1	1.4	3	2.2	1.2	
Marketing Management	1.6	2	2.2	1	1	1	1.8	2	2	1.2	1.4	
Statistics for Management	3	3	3	1	1.2	1.2	1	1.6	3	3	1	
Managerial Economics	3	3	3	1.6	3	3	3	3	3	3	1.6	
Business Law	3	1.6	1	1	1	1	1	1	3	1.4	1	
Human Resource Management	2.8	2.6	2.8	2.2	2	2	2.6	1.6	1.2	2	2	

Financial Management	3	3	3	1	1	1	1.4	1	3	2.6	1
Research Methodology	3	2.7	3	0	3	3	3	3	3	2.5	0
Operations Research	3	3	3	1	1	2	1	1	3	3	1
Operations Management	3	2	1	1	1	1	1	1	3	3	2
Business Communication	3	1	1	1	3	1	1	1	3	1	1
Total Quality Management	3	2	1	1	1	1	1	1	3	3	2
International Business	2.8	2.6	2.6	2.2	2	1.8	2.4	1.4	1	2	2
Entrepreneurial Development	3	1.6	1.2	1	1	2	1	1.4	3	2.2	1.2
Security analysis and portfolio management	3	3	3	1	1	1	1.4	1	3	2.6	2.2
Compensation Management	2.2	2	2	2.2	2	2	2.4	1.4	1	2	2
product and brand management	3	2	1	1	1	1	1	1	3	3	2
strategic management accounting	3	2.2	2.4	1	1.2	1	1	1	3	2.4	1
Organizational Change and Development	3	1.6	1.2	1	1	1	1	1	3	1.4	1
promotion and distribution management	3	3	3	3	3	3	3	3	3	3	3
personal finance	3	1.8	1.4	1.2	1	1	1	2.4	3	1.6	1
organisational Psychology	3	1.4	1.4	1	1	1	1.2	1	3	1.4	1
Advertising and sales promotion	3	2.4	2.4	2.2	3	3	3	3	3	1.8	2.2
Strategic Management	2.8	2	2	3	1.6	2	1.8	1.8	2	3	3
Supply Chain Management and Logistics Management	2.8	2.8	3	2.8	3	3	3	3	3	2.8	2.8
Derivatives(F)	3	2.4	2.2	1	1	1	1	1.4	3	2.2	1.2
Performance and talent Management(H)	3	1	1	1	1	1	1	1	3	1	1
Consumer behaviour(M)	3	2	1	1	1	1	1	1.6	3	1.4	1

Banking and Insurance(F)	3	1	1	1.2	1	1.2	1.2	1.4	3	2.6	2.2
Labour laws and Employee Relations(H)	2.8	2.8	2.2	2	1.8	2	2.6	2	2	2	2
Services and Retail Marketing(M)	3	3	2.4	2	3	3	3	3	3	3	2
Commercial Banking(F)	3	2	1	1	1	1	1	1.6	3	1.4	1
International Human Resource Management(H)	3	1.2	1.4	3	1	1	1	1	3	1.4	3
Retail Management(M)	2.6	2.2	2.2	2.4	2.2	1.8	1.6	2	3	3	2.8
Programme Targets	2.9	2.2	2.0	1.5	1.6	1.6	1.7	1.7	2.7	2.2	1.7

Programme Attainments

Name of the Program: MBA											
Batch : 2017-19											
	Program Outcomes								Program Specific Outcomes		
Course/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
Management and Organizational Behaviour	2	3	2.4	2.2	1.4	2	2.4	2	3	3	3
Accounting For Management	3	2.6	2.4	1.4	1	1	1	1.4	3	2.2	1.2
Marketing Management	1.6	2	2.2	1	1	1	1.8	2	2	1.2	1.4

Statistics for Management	3	3	3	1	1.2	1.2	1	1.6	3	3	1
Managerial Economics	3	3	3	1.6	3	3	3	3	3	3	1.6
Business Law	3	1.6	1	1	1	1	1	1	3	1.4	1
Human Resource Management	2.8	2.6	2.8	2.2	2	2	2.6	1.6	1.2	2	2
Financial Management	3	3	3	1	1	1	1.4	1	3	2.6	1
Research Methodology	3	2.7	3	0	3	3	3	3	3	2.5	0
Operations Research	3	3	3	1	1	2	1	1	3	3	1
Operations Management	3	2	1	1	1	1	1	1	3	3	2
Business Communication	3	1	1	1	3	1	1	1	3	1	1
Total Quality Management	3	2	1	1	1	1	1	1	3	3	2
International Business	2.8	2.6	2.6	2.2	2	1.8	2.4	1.4	1	2	2
Entrepreneurial Development	3	1.6	1.2	1	1	2	1	1.4	3	2.2	1.2

Security analysis and portfolio management	3	3	3	1	1	1	1.4	1	3	2.6	2.2
Compensation Management	2.2	2	2	2.2	2	2	2.4	1.4	1	2	2
product and brand management	3	2	1	1	1	1	1	1	3	3	2
strategic management accounting	3	2.2	2.4	1	1.2	1	1	1	3	2.4	1
Organizational Change and Development	3	1.6	1.2	1	1	1	1	1	3	1.4	1
promotion and distribution management	3	3	3	3	3	3	3	3	3	3	3
personal finance	3	1.8	1.4	1.2	1	1	1	2.4	3	1.6	1
organisational Psychology	3	1.4	1.4	1	1	1	1.2	1	3	1.4	1
Advertising and sales promotion	3	2.4	2.4	2.2	3	3	3	3	3	1.8	2.2
Strategic Management	2.8	2	2	3	1.6	2	1.8	1.8	2	3	3
Supply Chain Management and Logistics Management	2.8	2.8	3	2.8	3	3	3	3	3	2.8	2.8
Derivatives(F)	3	2.4	2.2	1	1	1	1	1.4	3	2.2	1.2

