



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	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	CO4 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	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	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	Marketing Research
Course Code	MBA203

CO1	Explain the Concept of research, its types and the steps to be followed in amarketing research process
CO2	To Identify different methods of data collection, sampling and measurement scales used for the Data.
CO3	Apply the Parametric and Non-Parametric tests such as ANOVA, Chi square, McNemar, Wilcoxon matched pairs test, Mann Whitney U test and Kruskal Wallis test and their application in testing hypothesis.
CO4	Explain various types of multi-variate analytical tools such as factor analysis, cluster analysis, discriminant analysis, conjoint analysis, multi-dimensional scaling and apply multiple regression analysis for two Independent Variables
CO5	To Identify the types of reports and 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	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	Business Communication
Course Code	MBA 206
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	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	Business Analytics
Course Code	MBA 302
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	Entrepreneurial Development
Course Code	MBA303

CO1	Explain the concepts and types of entrepreneurship.
CO2	Identify the factors affecting entrepreneurial growth.

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
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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	International Business
Course Code	MBA 403
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	Derivatives(F)
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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 Behaviour									Course Code: MBA 101		
Semester: 1									Year: 1		
Academic Year: 2020-21									Batch: 2020-2022		
	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									Course Code: MBA 102		
Semester: 1									Year: 1		
Academic Year: 2020-21									Batch: 2020-2022		
	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									Course Code: MBA 103		
Semester: 1									Year: 1		
Academic Year: 2020-21									Batch: 2020-2022		
	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									Course Code: MBA 104		
Semester: 1									Year: 1		
Academic Year: 2020-21									Batch: 2020-2022		
	Program Outcomes								Program Specific Outcomes		

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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

Course Code: MBA 105

Semester: 1

Year:1

Academic Year:2020-21

Batch:2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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

Course Code: MBA 106

Semester: 1

Year:1

Academic Year:2020-21

Batch:2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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

Course Code: MBA 201

Semester: 2

Year:1

Academic Year:2020-21

Batch:2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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

Course Code: MBA 202

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Semester: 2									Year:1		
Academic Year:2020-21									Batch:2020-2022		
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: Marketing Research									Course Code: MBA 203		
Semester: 2									Year:1		
Academic Year:2020-21									Batch:2020-2022		
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									Course Code: MBA 204		
Semester: 2									Year:1		
Academic Year:2020-21									Batch:2020-2022		
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: Operations Management									Course Code: MBA 205		
Semester: 2									Year:1		
Academic Year:2020-21									Batch:2020-2022		
Program Outcomes									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

Name of the Program: MBA											
Name of the Course: Business Communication									Course Code: MBA 206		
Semester: 2									Year:1		
Academic Year:2020-21									Batch:2020-2022		
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	1	1	1	3	1	1	1	3	1	1
CO2	3	1	1	1	3	1	1	1	3	1	1
CO3	3	1	1	1	3	1	1	1	3	1	1
CO4	3	1	1	1	3	1	1	1	3	1	1
CO5	3	1	1	1	3	1	1	1	3	1	1
	3	1	1	1	3	1	1	1	3	1	1

Name of the Program: MBA											
Name of the Course: Total Quality Management									Course Code: MBA 301		
Semester: III									Year:2		
Academic Year:2021-22									Batch:2020-2022		
	Program Outcomes								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: Business Analytics									Course Code: MBA392		
Semester: 1									Year:1		
Academic Year:2021-22									Batch:2020-2022		
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3
CO1	3	2	2	2	1	2	1	2	3	2	3
CO2	3	3	3	1	1	1	1	2	3	3	3
CO3	3	3	3	1	1	1	1	2	3	2	2
CO4	3	3	3	1	1	1	1	1	3	2	2
CO5	3	3	3	2	1	1	1	1	3	3	2
	3	2.8	2.8	1.4	1	1.2	1	1.6	3	2.4	2.4

Name of the Program: MBA											
Name of the Course: Entrepreneurial Development									Course Code: MBA 303		
Semester: III									Year:2		
Academic Year:2021-22									Batch:2020-2022		
	Program Outcomes								Program Specific Outcomes		
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3

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CO1	3	2	1	1	1	2	1	1	3	2	2
CO2	3	1	1	1	1	2	1	2	3	2	1
	1.2	0.6	0.4	0.4	0.4	0.8	0.4	0.6	1.2	0.8	0.6

Name of the Program: MBA

Name of the Course: Security analysis and portfolio management

Course Code: MBA 304.1

Semester: III

Year: 2

Academic Year: 2021-22

Batch: 2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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

Course Code: MBA 304.2

Semester: III

Year: 2

Academic Year: 2021-22

Batch: 2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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

Course Code: MBA 305.1

Semester: III

Year: 2

Academic Year: 2021-22

Batch: 2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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: Organisational Change and Development

Course Code: MBA 305.2

Semester: III

Year: 2

Academic Year: 2021-22

Batch: 2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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

Course Code: MBA 306.1

Semester: III

Year:2

Academic Year:2021-22

Batch:2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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

Course Code: MBA 306.2

Semester: III

Year:2

Academic Year:2021-22

Batch:2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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	
CO4	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

Name of the Program: MBA

Name of the Course: Personal finance

Course Code: MBA 304.3

Semester: III

Year:2

Academic Year:2021-22

Batch:2020-2022

COs/POs	Program Outcomes								Program Specific Outcomes		
	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

Name of the Program: MBA												
Name of the Course: Organisational Psychology									Course Code: MBA 305.3			
Semester: III									Year:2			
Academic Year:2021-22									Batch:2020-2022			
	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	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									Course Code: MBA 306.3			
Semester: III									Year:2			
Academic Year:2021-22									Batch:2020-2022			
	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			
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									Course Code: MBA 401		
Semester: IV									Year:2		
Academic Year:2021-22									Batch:2020-2022		
	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

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Name of the Program: MBA											
Name of the Course: International Business									Course Code: MBA 302		
Semester: III									Year:2		
Academic Year:2021-22									Batch:2020-2022		
	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: Supply Chain Management and Logistics Management									Course Code: MBA 402		
Semester: IV									Year:2		
Academic Year:2021-22									Batch:2020-2022		
	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	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									Course Code: MBA 404.1		
Semester: IV									Year:2		
Academic Year:2021-22									Batch:2020-2022		
	Program Outcomes								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									Course Code: MBA 404.2		
Semester: IV									Year:2		
Academic Year:2021-22									Batch:2020-2022		
	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	3	2

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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									Course Code: MBA 405.1		
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	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									Course Code: MBA 405.2		
Semester: IV									Year: 2		
Academic Year: 2021-22									Batch: 2020-2022		
	Program Outcomes								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 Behaviour									Course Code: MBA 406.1		
Semester: IV									Year: 2		
Academic Year: 2021-22									Batch: 2020-2022		
	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: Services and Retail Marketing									Course Code: MBA 406.2		
Semester: IV									Year: 2		

Academic Year:2021-22									Batch:2020-2022			
COs/POs	Program Outcomes								Program Specific Outcomes			
	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									Course Code: MBA 404.3		
Semester: IV									Year:2		
Academic Year:2021-22									Batch:2020-2022		
COs/POs	Program Outcomes								Program Specific Outcomes		
	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									Course Code: MBA 405.3		
Semester: IV									Year:2		
Academic Year:2021-22									Batch:2020-2022		
COs/POs	Program Outcomes								Program Specific Outcomes		
	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									Course Code: MBA 406.3		
Semester: IV									Year:2		
Academic Year:2021-22									Batch:2020-2022		
COs/POs	Program Outcomes								Program Specific Outcomes		
	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

Name of the Program: MBA												
Batch : 2020-22												
	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 & Regulations	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	
Marketing Research	3	2.67	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	
Business Analytics	3	2.8	2.8	1.4	1	1.2	1	1.6	3	2.4	2.4	
Entrepreneurial Development	1.2	0.6	0.4	0.4	0.4	0.8	0.4	0.6	1.2	0.8	0.6	
Security analysis and portfolio management	3	3	3	1	1	1	1.4	1	3	2.6	2.2	
Compensation Management	3	2.2	2.4	1	1.2	1	1	1	3	2.4	1	
product and brand management	2.2	2	2	2.2	2	2	2.4	1.4	1	2	2	
strategic management accounting	3	1.6	1.2	1	1	1	1	1	3	1.4	1	
Organizational Change and Development	3	2	1	1	1	1	1	1	3	3	2	
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	

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*Strategic Management	2.8	2	2	3	1.6	2	1.8	1.8	2	3	3
Supply Chain Management	2.8	2.6	2.6	2.2	2	1.8	2.4	1.4	1	2	2
International Business	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	1.2	1	1.2	1.2	1.4	3	2.6	2.2
Consumer behaviour(M)	3	1	1	1	1	1	1	1	3	1	1
Banking and Insurance(F)	2.8	2.8	2.2	2	1.8	2	2.6	2	2	2	2
Labour laws and Employee Relations(H)	3	2	1	1	1	1	1	1.6	3	1.4	1
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	2.82	2.20	1.99	1.48	1.55	1.56	1.62	1.63	2.71	2.20	1.68

Programme attainments

Name of the Program: MBA												
Batch : 2020-22												
	Program Outcomes								Program Specific Outcomes			
Course/POs	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PSO 1	PSO 2	PSO 3	
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 & Regulations	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	
Marketing Research	3	2.6 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	
Business Analytics	3	2.8	2.8	1.4	1	1.2	1	1.6	3	2.4	2.4	
Entrepreneurial Development	1.2	0.6	0.4	0.4	0.4	0.8	0.4	0.6	1.2	0.8	0.6	

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*Security analysis and portfolio management	3	3	3	1	1	1	1.4	1	3	2.6	2.2	
Compensation Management	3	2.2	2.4	1	1.2	1	1	1	3	2.4	1	
product and brand management	2.2	2	2	2.2	2	2	2.4	1.4	1	2	2	
strategic management accounting	3	1.6	1.2	1	1	1	1	1	3	1.4	1	
Organizational Change and Development	3	2	1	1	1	1	1	1	3	3	2	
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	2.8	2.6	2.6	2.2	2	1.8	2.4	1.4	1	2	2	
International Business	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	1.2	1	1.2	1.2	1.4	3	2.6	2.2	
Consumer behaviour(M)	3	1	1	1	1	1	1	1	3	1	1	
Banking and Insurance(F)	2.8	2.8	2.2	2	1.8	2	2.6	2	2	2	2	
Labour laws and Employee Relations(H)	3	2	1	1	1	1	1	1.6	3	1.4	1	
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 attainments	2.8	2.2	1.9	1.4	1.5	1.5	1.6	1.6				
	2	0	9	8	5	6	2	3	2.71	2.20	1.68	

Programme Targets	2.8	2.2	2	1.5	1.6	1.6	1.6	1.6	2.71	2.2	1.68
Programme attainments	2.8	2.2	2	1.5	1.6	1.6	1.6	1.6	2.71	2.2	1.68
Gap	0	0	0	0	0	0	0	0	0	0	0