

MBA- I Semester

S.No	Course Code	Course Outcome
1.	MBAT101	<ol style="list-style-type: none">1. To make the students understand the concepts of business related activities2. To be able to demonstrate the role, skills and functions of management3. To make the students learn the practical implications of the knowledge of principles and practices of management for identifying and solving issues in effective way.4. To develop the understanding of making optimal managerial decision making in an organization.5. To understand the complexities associated with the management of human resource in the organization.
2.	MBAT102	<ol style="list-style-type: none">1. To learn the various concepts & steps that organization follows in financial accounting so that the organization can deliver the fair position of business to the interested parties and the measures that can be taken for economic development.2. To learn the various accounting equations and their categories, the classifications of revenues and expenses.3. To learn the various steps followed in chronological order in which the accounting entries are recorded in books of accounts & the steps to rectify the errors made while recording using the technology as a tool.4. To understand the performance of the organization and analysing the position in the market using various analysis models.5. To understand the how the organisation adapts itself to the International Financial Standards and the latest trends in corporate reporting.
3.	MBAT103	<ol style="list-style-type: none">1. To make the students learn to collect appropriate data needed, manipulate and draw inferences.2. To understand the concept of statistical averages, their uses and application of different techniques.3. To learn to apply the knowledge of statistical measures for analysis and interpretation of data.4. To make the students understand linear programming method to maximize the profit and

		<p>to minimize the cost and to gain knowledge on correlation, rank correlation and its application.</p> <ol style="list-style-type: none"> 5. To be able to use regression analysis to estimate the relationship between two variables and to use frequency distribution to make decision. 6. To identify the elements of operations management and various transformation processes to enhance productivity and competitiveness. 7. To identify different types of process-product matrix and to solve numerical on the different transportation Models.
4.	MBAT104	<ol style="list-style-type: none"> 1. To understand the basic concepts of managerial economics, its importance, and use of different theories for the optimization of output and maximization of profit 2. To understand different factors of demand and supply, analyze the effect of these factors on market dynamics, to apply concepts of price, cross and income elasticity in business to take correct decisions for future growth of the company 3. To have knowledge of application of various production and cost concepts in business for maximization of output and minimization of cost. 4. To understand different market structures and gain the ability to apply various pricing policies in business. 5. To understand the various theories of factor pricing and learn how to determine the reward.
5.	MBAT105	<ol style="list-style-type: none"> 1. To understand various features constituting the business environment and the approaches helpful to manage both internal and the external business environment. 2. To make the students understand the various types of policies in economic environment, how these policies change the structure of economy and the transition thereof from the past to the present scenario. 3. To make the students understand the importance of corporate social responsibility. 4. To make the students learn how the technological, demographic social and cultural factors can affect the business and to study their recent trends. 5. To make the students learn the basics of foreign investments and the terms that is related with

		trade and its regulation.
6.	MBAT106	<ol style="list-style-type: none"> 1. To provide the students with an understanding of fundamental legal issues pertaining to the business world to enhance their ability to manage businesses effectively. 2. To be able to identify the fundamental legal principles behind contractual agreements and negotiable Instruments. 3. To make the students understand the law relating to the sale of goods. 4. To make the students understand the law relating to consumer protection, and market competition. 5. To make the students understand the various legal matters related to the establishment, running and winding up of a company.
7.	MBAT107	<ol style="list-style-type: none"> 1. To make the students learn the concept of communication, its relevance in business, the communication process 2. To make the students learn the tools of communication, barriers to effective communication and how to overcome the barriers to achieve effective communication. 3. To understand and imbibe the essentials of verbal communication, the significance of speech, the significance of body language, the concept of one to one communication 4. To learn the interview skills, importance of written communication, know the various formats of communication, 5. To understand the dos and don'ts of written communication, importance of internal communication, writing reports effectively, and the various steps to write a report. 6. To learn to make an effective resume. 7. To learn the importance of digital communication, reading and understanding the different types of letters, drafting letters for employment, responding /acknowledge the different kinds of official letters 8. To understand and incorporate the sense of official etiquette and dressing for formal occasions
8.	MBAT108	<ol style="list-style-type: none"> 1. To be able to apply formatting & editing features to enhance worksheet. 2. To understand the concepts & importance of

		<p>different types of computers in business.</p> <ol style="list-style-type: none"> 3. To understand to role of information systems in achieving business competitive advantage through informed decision making. 4. To understand to business application of MIS. 5. To interpret how to use information technology to solve business problems.
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MBA- II Semester		
	Course Code	Course Outcome
1.	MBA 201	<ol style="list-style-type: none"> 1. To understand the importance of maintaining behaviour in organization. 2. To analyse different theories of perception, attitude, values, learning and motivation so that their application is feasible. 3. To apply the theories of personality and leadership. 4. To understand and use the group for the achievement of organizational goals. 5. To develop organizational culture and apply organizational change for the benefit of organization.
2.	MBAT202	<ol style="list-style-type: none"> 1. To demonstrate the differences between management accounting, financial accounting and cost accounting 2. To develop and apply standards to various types of budget for planning and controlling purposes 3. To understand standard costing and analysis of deviations 4. To apply the concept of marginal costing, and break even concept in various decision making process 5. To analyze cost-volume profit techniques for optimizing managerial decisions, responsibility accounting and importance of responsibility centres.
3.	MBAT203	<ol style="list-style-type: none"> 1. To demonstrate the real application of all the theories related to their course. 2. To make the assess the real market situations. 3. To develop better understanding related to the business environment. 4. To develop their analytical and conceptual thinking.

4.	MBAT204	<ol style="list-style-type: none"> 1. To evaluate marketing environment concepts and its evolution 2. Compare and contrast among market segmentation and consumer behaviour concepts 3. To critically analyze the role and concepts of product decisions – Product life cycle, new product development, product pricing 4. To develop the ability of pricing decisions, channel of distribution and physical distribution . 5. Helps the students to analyze and develop the understanding of Legal, Ethical and Social Aspects of Marketing
5.	MBAT205	<ol style="list-style-type: none"> 1. To analyse financial management on the basis of nature, objectives and scope and the financial decisions that can affect due to time value of money and the risks involved with them. 2. To illustrate the various models of cost of capital and identifying the uses of various approaches in respect to capital structure. 3. To review the decisions to be taken in regards to investment and analysis of capital budgeting decision based on real life instances. 4. To categorise the decisions related to dividend, its policies and working capital and how can they impact on the total value of the firm. 5. To review the process of mergers and acquisitions undertaken by the firm and also how the valuation and financing decisions can affect them.
6.	MBAT206	<ol style="list-style-type: none"> 1. Apply different functions, roles and responsibilities of a HR manager in an organization. 2. Apply Human Resource Planning Process and develop techniques for the acquisition of Human Resource in an organization. 3. Demonstrate and implementation of training and development program in an organization. 4. Apply various performance appraisal techniques to evaluate employee's performance 5. Develop techniques for motivating human resources in an organization.

7.	MBAT207	<ol style="list-style-type: none"> 1. To analyze and apply the basics of production management and the relevant and responsible factors for business efficiency to make the best use of the resources in hand. 2. To analyze and evaluate the various types of production processes, the essentialities of a product such as its selection, various procedures and its stocking in business so as to take correct decisions and create new ideas for the future growth of the company. 3. To create the production efficiency picture and analyze, demonstrate inventory control techniques and take decisions with the help of various tools and concepts to maximize the production at limited or minimum cost and resources available with the company 4. To analyse, evaluate and understand the various models that deal with productivity, its control, safety and security management in production process. To judge and improve the management approach as a top level manager for the optimum growth of the organization. 5. To analyze and evaluate supply and logistics, distribution networks and its management.
8.	MBAT208	<ol style="list-style-type: none"> 1. To develop an understanding of the basic framework of research process and To Apply Research Design Framework in an organisation. 2. To apply the different forecasting techniques for development of business growth of the firm. 3. To Demonstrate and develop questionnaire and scheduling for the purpose of research. 4. To develop an ability to identify various types of sampling and apply them for the effective research outcomes. 5. To formulate testable hypotheses and choose the most appropriate tools for testing them.

MBA- III Semester

S.No	Course Code	Course Outcome
1.	MBAT301	<ol style="list-style-type: none">1. To address the emerging issues related to the International Business.2. To address the economic, social, legal, political and technological issues related to business.3. To familiarize the students with impact of international marketing on the host and guest countries.4. To understand the interaction and the effects of international trade blocks5. To understand the roles, functions of International Financial Institutions.
2.	MBAT302	<ol style="list-style-type: none">1. To understand the concepts of project, its life cycle and planning for successful project.2. To understand the hierarchy or the organization structure for a project & the drawbacks that can lead to failure.3. To determine the sources of finance available for the companies.4. To learn the different techniques used for project monitoring and implementation.5. To learn the winding – up of the project and its procedures.6. To determine the effective strategies of project management that can lead to better decision making.7. To understand the human aspects associated with project management.
3.	MBAT303	<ol style="list-style-type: none">1. To understand the basic concepts and fundamentals of TQM.2. To understand the role of human resources in quality management and what all changes can be made in regards to human resource.

		<ol style="list-style-type: none"> 3. To learn the various concepts of business process re-engineering and other major terms of quality systems. 4. To understand the practices of quality management and various other methods used in order to get world class quality products 5. To understand the various national and international standards for quality assurance.
4.	MBAT311 (M1)	<ol style="list-style-type: none"> 1. To extrapolate the importance of consumer behaviour concept models in business 2. To learn how to measure profiles, social classes & living standards of Indian consumers. 3. To learn to use the knowledge about the behaviour of customers in order to stay in business. 4. To outline the environmental and individual influences on consumer behaviour 5. To understand the consumer decision making process, and the application of models in the business 6. To be able to comprehend the knowledge of the customers' expectations, resolving customer complaints with the aim to win and retain the customer.
5.	MBAT313 (M3)	<ol style="list-style-type: none"> 1. To enable students to develop a strong foundation of service as a marketing concept and its application in the real world. 2. To enable students to appreciate the various issues and activities involved in service marketing mix 3. To enable students to get insight into emerging trends in service marketing. 4. To make the students learn the importance of customer relationship management. 5. To gain the knowledge of emerging trends in globalization of services. 6. To enable students to get insight into

		application of marketing of services like tourism, hospitality and transport sectors.
6.	MBAT315 (M5)	<ol style="list-style-type: none"> 1. To understand the importance and impact of retailing on the economy. Comprehend retailing's role in society and, conversely, society's impact on retailing. 2. To know the importance of customer service in retail industry and different methods to make it better. 3. To identify various retail opportunities and be able to develop and implement a retail strategy. 4. To be aware of the management tools that retailers consider and use when developing their merchandise mix. 5. To understand the retail market in India and understand the operations-oriented policies, methods, and procedures used by successful retailers in today's global economy. 6. To understand the role that retailing plays in the distribution component of the marketing mix. 7. To recognize the challenges faced by multichannel retailers and how retailers must adapt 8. To learn the concepts of supply chain, human resource, financial issues and decisions involved in running a retail firm and the concepts and principles for making those decisions, along with the technological interventions.
7.	MBAT321 (F1)	<ol style="list-style-type: none"> 1. To gain the knowledge about capital market 2. To understand the various investment avenues 3. To learn the relationship between the risk and return associated with different investments 4. To understand the different techniques

		<p>of evaluating the investments</p> <p>5. To learn the various models of evaluation</p>
8.	MBAT322 (F2)	<ol style="list-style-type: none"> 1. To make the student understand the nature, role, structure & functions of the financial system and financial markets. 2. To understand the integration of Indian financial system and global financial markets. 3. To understand the non banking financial institution and its regulatory framework 4. To understand the management, importance & functioning of money markets, capital markets, commercial banks, non-banking financial companies, and other intermediaries. 5. To understand the regulatory framework of banking institutions. 6. To understand & acknowledge risk management process in financial institutions.
9.	MBAT323 (F3)	<ol style="list-style-type: none"> 1. To enable students to get an insight into development of international financial system. 2. To impart a strong foundation to students in area of foreign exchange market by giving them an exposure to concepts, techniques significance and application to the field. 3. To impart a knowledge of risk exposures and their management into foreign exchange market. 4. To enable students to get an insight into euro market and financial foreign operations in international financial market and how they can design a global financial strategy 5. To enable students to get insight into international financial market in the area of borrowings, depositary receipts, international development banks, and foreign currency. It also seeks to introduce students to working capital

		management
10.	MBAT321 (H1)	<ol style="list-style-type: none"> 1. To understand the concept of related terms. 2. To understand and establish sound relationship between employer and employee. 3. To clarify the use and importance of various acts and their uses in industrial relations. 4. To understand the reasons of employee turnover and absenteeism and its impact on productivity in an organization. 5. To recognize the significance and functioning of trade union. 6. To understand the various labour problems associated with an organization and the methods of their resolution. 7. To understand the legal framework related to labour issues.
11.	MBAT323(H3) -	<ol style="list-style-type: none"> 1. To understand the concepts of human resource planning and its importance in the organization. 2. To create an understanding related to career planning & development in the organization. 3. To learn the basic concepts of human resource development (HRD), different approaches, HRD styles, structure and competencies. 4. To enhance the knowledge related to the implementation of HRD programs. 5. To develop the knowledge on the importance of implementing HRD techniques in an organization.
12.	MBAT325 (H5)	<ol style="list-style-type: none"> 1. To identify the issues & problems related to organizational change. 2. To understand the theories of planned

		<p>change & identify the related strengths & weaknesses.</p> <ol style="list-style-type: none"> 3. To understand and apply diagnostic model with concepts of organization groups & individual level. 4. To recognize the various intervention strategies in OD. 5. To understand the various organizational structures.
13.	MBAT342 (IB2)	<ol style="list-style-type: none"> 1. To understand globalization and factors enhancing globalization. 2. To develop the understanding of cultural and institutional differences to evaluate the challenges and opportunities of doing business in different countries. 3. To learn the variables and dimensions of cross cultural communication. 4. To understand a range of international management practices, the impact of organizational and national culture on work, motivation, leadership, cross –cultural communication and decision-making and negotiation. 5. To gain the knowledge of comparative management and develop the understanding of cultural difference in interactions with different nationalities.
14.	MBAP308	<ol style="list-style-type: none"> 1. To have a real world experience of career alternatives before completing the MBA 2. To learn how to integrate theory and practice. 3. To make a self assessment regarding the choice of specialization area in management. 4. Learn to appreciate work and its function in the economy. 5. Develop work habits and attitudes necessary for job success. 6. Develop communication, interpersonal and other critical skills in the job interview process.

		<ol style="list-style-type: none"> 7. Build a record of work experience. 8. Acquire employment contacts leading directly to a full-time job following graduation from college.
15.	PDP – Personality Development Program	<ol style="list-style-type: none"> 1. To learn to communicate effectively, precisely, confidently and practice structural speech 2. To be able to understand the objective of the interview process, answer different types of questions, & code of conduct. 3. To be able to exhibit group handling, team spirit, leadership, take initiative, self confidence in speaking, appropriate presentation skills and learn to summarise the details crisply 4. To become aware of the nature, importance, and requirements of JAM sessions, exhibit self-confidence in public speaking, overcome hesitation & stage fear, and show presence of mind while speaking 5. To learn time management skills, handling difficult situations, people management, develop high emotional quotient, and practice positive body language in professional & personal life. 6. To be able to write effective resume, application with proper content. 7. To understand the importance and imbibe professional grooming and formal dressing.

MBA- IV Semester

S.no	Course Code	Course Outcome
1.	MBAT401	
2.	MB402	<ol style="list-style-type: none">1. To Interpret and apply business ethics and morality in performing business activities.2. To Demonstrate and apply value, norms, ethical codes and various ethical activities in a business.3. To develop and apply moral philosophies in as manager in an organisation decision making.4. To assess and apply ethical practices in business management in marketing, finance and HRM5. To Develop and apply various models of corporate governance and its framework in an organisation.6. To Assess and illustrate corporate governance and accounting code and standards in a business.
3.	MB403	<ol style="list-style-type: none">7. Apply strategies and analyze the role of strategist in business policy of an organization.8. To formulate strategic policies, plans to take decisions in business related problems.9. Analyse the internal and external environment of business for the purpose of effective strategic planning.10. Evaluate various strategies to develop effective strategies for an organization.11. Devise and implement strategic approaches to manage a business successfully in a global context.
4.	MBAT412 (M2)	<ol style="list-style-type: none">1. Identify the changing roles, traits of entrepreneurs for the growth of entrepreneurship.2. Assess internal and external factors affecting entrepreneurship and apply theories to overcome them.3. Analysis of market and develop business plan process.4. To develop reports and analyse various funding offered by different financial institutes.5. To Develop the role and schemes of government to support entrepreneurship.
5.	MBAT413 (M3)	<ol style="list-style-type: none">1. To recognize and demonstrate the significant responsibilities of sales person as a key individual

		<ol style="list-style-type: none"> 2. To apply the process of personal selling and the levels for effective selling process in an organization 3. To describe and formulate strategies to effectively manage company's sales operations 4. To analyze the role of Sales manager and his/her responsibilities in recruiting, motivating, managing and leading sales team. 5. To analyze the emerging issues and legal aspects in selling.
6.	MBAT421 (F1)	<ol style="list-style-type: none"> 1. To gain conceptual knowledge and analyze opportunities and challenges about rural marketing with special reference to Indian context. 2. To develop aspects of positioning and evaluate factors affecting consumer behaviour. 3. To analyze the trends in pricing, promotion and distribution. 4. To study the significance of innovation in rural markets and develop retailing in rural India. 5. To generalize the opportunities and challenges in rural sector in India.
7.	MBAT422 (F2)	<ol style="list-style-type: none"> 1. To develop the understanding of the concept of various types of financial services in India. 2. To demonstrate the role and functions of commercial banks in Indian Financial system and knowledge of depositories surrounding the financial services. 3. To analyse the role played by merchant bankers and how venture capital services grow in India. 4. To analyse the problems related to leasing, hire purchase, factoring, forfeiting and bill discounting. 5. To develop the understanding of credit rating and process adopted by various institutions.
8.	MBAT431 (H1)	<ol style="list-style-type: none"> 1. To interpret the very basic terms of investment, various decisions that relate with investment and how the decisions that deals with investment is taken. 2. To analyses the capital market and its functioning in accordance with major focus on SEBI guidelines and foreign investors. 3. To design the fundamental analysis which affect the markets such as technical, economical, industrial and company analysis and how they can affect.

		<ol style="list-style-type: none"> 4. To prepare and reorganize the portfolio with major focus on various important theories and models that can affect the portfolio 5. To reconstruct and evaluate the portfolio by using various measures and also analysing the role of mutual fund industry to get the overall knowledge of portfolio.
9.	MBAT433 (H3)	<ol style="list-style-type: none"> 1. Identify and create different strategies for managing the Cultural differences 2. To analyze and manage people of different cultures. 3. Create the strategies to execute the functions of hr in accordance with the organisational goals and link it to workplace diversity 4. Apply the knowledge and playing a significant role in MNC's. 5. To analyse and address the major employee issues and grievances and solving them according to the standard procedures
10	MBAT441 (IB1)	<ol style="list-style-type: none"> 1. To create and apply advance leadership styles to lead a team effectively best suited in an organization. 2. To interpret and apply the effective listening, speaking, reading and writing skills for managing the workforce and official correspondence in an organisation. 3. To evaluate and apply effective delegation of authority for negotiation and managing organisational politics in an organisation. 4. To assess and apply various leadership styles to manage cultural diversity ,motivation and stress management in an organisation. 5. To evaluate and apply ethical leadership for strategic management of people during crises and changing scenario.
11	PDP – Personality Development Program	<ol style="list-style-type: none"> 1. To create & apply the basic concepts and fundamentals of EXIM. 2. To analyse & understand the role of human resources in quality management and what all changes can be made in regards to human resource. 3. To apply the various concepts of business process re-engineering and other major terms of quality systems. 4. To analyse the practices of quality management and apply various other methods used in order to get world class quality products 5. To create & apply various national and international standards for quality assurance for

		maintaining quality of the product.
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