

Academic Year : 2023-2024 Institute/ Branch Name : Symbiosis Centre for Management and Human Resource Development
Programme Name : Master of Business Administration

Color Code Description:		
Global	National / Local	Regional / National

Sr. No.	GA No.	Graduate Attributes	PO No.	Programme Outcomes
1	GA1	Scholarship: research, inquiry and lifelong learning	PO1	Interpersonal Skills and Team Effectiveness
2	GA1	Scholarship: research, inquiry and lifelong learning	PO2	Critical and Reflective Thinking Ability
3	GA2	Global citizenship: ethical, social and professional understanding	PO3	Awareness of Global & Regional Business Practices
4	GA4	Employability: equipped with skills, attributes, leadership and entrepreneurial qualities that society needs; being capable of making a contribution to society through earning a living	PO4	Effective Communication
5	GA3	Eco-literate: sensitivity towards a sustainable environment	PO5	Ethical behavior, social responsibility, sustainable attitude
6	GA4	Employability: equipped with skills, attributes, leadership and entrepreneurial qualities that society needs; being capable of making a contribution to society through earning a living	PO6	Domain Knowledge

Sr. No.	Semester	Institute Course Code	Catalog Course Code	Title	Course Outcome No	Course Outcome Statement	PO1	PO2	PO3	PO4	PO5	PO6
8					CO5	Formulate Yield Curve Analysis	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
9	SEM III	0203410331 - PP	T2674	Investment Banking	CO1	Evaluate the Role of Investment Banks in the "Capital Markets" Structure	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
9					CO2	Understand "Issue Management" and Interpret Investment Banking Regulations in India	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
9					CO3	Understand M&A concepts and Interpret SEBI Takeover regulations	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
9					CO4	Evaluate and Analyze "M&A Transactions/Deals"	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
9					CO5	Assess/Analyze the Impact of Various "Corporate Actions"	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
10	Sem I	0203410101 - PP	T2239	Business Communication	CO1	Presentation Skills and use of audio-visual tools	Strong-H	Weak-L	Moderate-M	Strong-H	Moderate-M	Weak-L
10					CO2	Interpersonal Communication	Strong-H	Moderate-M	Moderate-M	Strong-H	Moderate-M	Weak-L
10					CO3	Meetings & Discussions	Strong-H	Weak-L	Moderate-M	Strong-H	Moderate-M	Moderate-M
10					CO4	Efficient Email and Letter writing	Moderate-M	Moderate-M	Strong-H	Moderate-M	Strong-H	Moderate-M
10					CO5	Cross Cultural Sensitivity and Diversity Communication	Moderate-M	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M
11	Sem I	0203410102 - PP	T2216	Business Statistics	CO1	To enable students to present, analyze and interpret data	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Strong-H
11					CO2	To enable students to use concepts of probability in business situations	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M	Strong-H
11					CO3	To enable students to make inferences from samples drawn from large datasets	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Strong-H
11					CO4	To enable students to apply univariate and multivariate statistical techniques.	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Strong-H
12	Sem I	0203410103 - PP	T2114	Essentials of Marketing Management	CO1	Apply fundamental concepts of marketing to the industry	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
12					CO2	Examine marketing perspectives essential for all managers today	Moderate-M	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M
12					CO3	Analyze the marketing strategies of companies globally	Moderate-M	Moderate-M	Strong-H	Strong-H	Moderate-M	Moderate-M
12					CO4	Experiment with out of the box thinking which will them to develop innovative marketing strategies	Moderate-M	Strong-H	Moderate-M	Strong-H	Moderate-M	Strong-H
12					CO5	Experiential learning through data-driven approach and application of digital marketing	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Strong-H
13	Sem I	0203410104 - PP	T2003	Financial Accounting	CO1	Understand the Basic Principles, Concepts and Conventions of Accounting	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
13					CO2	Preparation of Financial Statements	Moderate-M	Strong-H	Moderate-M	Strong-H	Moderate-M	Moderate-M

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13					CO3	Understand the treatment of Inventory Valuation, Depreciation of Fixed Assets and Amortization of Intangible Assets	Moderate-M	Strong-H	Moderate-M	Strong-H	Moderate-M	Strong-H
13					CO4	Understanding Annual Reports of Companies	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Strong-H
13					CO5	Overview of Accounting Standards and GAAP	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
14	Sem I	0203410105 - PP	T2035	Introduction to Financial Management	CO1	Understanding basic Concepts , scope and techniques in Ops Mgm	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
14					CO2	Examining strategic importance of operations management across various sectors	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
14					CO3	Understanding value creation & analysing ways of making it more effective	Moderate-M	Moderate-M	Weak-L	Moderate-M	Moderate-M	Moderate-M
14					CO4	Understanding impact of conversion processes on customer satisfaction	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
15	Sem I	0203410106 - PP	T2528	Management of Operations	CO1	Develop a general understanding of the Operational Research (OR) approach to decision making.	Moderate-M	Moderate-M	Moderate-M	Weak-L	Moderate-M	Moderate-M
15					CO2	Model a real-world problem, given in words, into a mathematical formulation.	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
15					CO3	Solve larger problems, communicate technical knowledge, partition a problem into smaller tasks, and complete tasks on time.	Moderate-M	Moderate-M	Strong-H	Weak-L	Moderate-M	Strong-H
15					CO4	Analyse decision environment and propose the best strategy using decision making methods.	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
15					CO5	Demonstrate analytical approach to decision making	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
16	Sem I	0203410107 - PP	T2220	Operations Research	CO1	Describes how OB affects performance and effectiveness	Strong-H	Moderate-M	Strong-H	Weak-L	Moderate-M	Moderate-M
16					CO2	Understand dynamics of group behavior	Moderate-M	Strong-H	Strong-H	Moderate-M	Moderate-M	Moderate-M
16					CO3	Understand basic framework of human behavior	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
16					CO4	Understand basic framework of human behavior	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
17	Sem I	0203410108 - PP	T2573	Organizational Behaviour	CO1	Comprehension of research issues	Strong-H	Weak-L	Moderate-M	Moderate-M	Moderate-M	Strong-H
17					CO2	Ability to identify research questions and formulate research hypotheses	Moderate-M	Moderate-M	Strong-H	Weak-L	Moderate-M	Strong-H
17					CO3	Ability to understand and apply various techniques of research design and data collection	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Strong-H
17					CO4	Ability to synthesize qualitative and quantitative data crunching techniques	Moderate-M	Weak-L	Moderate-M	Moderate-M	Moderate-M	Strong-H
18	Sem I	0203410109 - PP	T2225	Research Methodology	CO1	Understand the basic concepts in introductory economics	Moderate-M	Strong-H	Weak-L	Moderate-M	Weak-L	Moderate-M

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18					CO2	Understand the decisions taken by decision making authorities such as corporates/ government, from an economic analysis perspective	Moderate-M	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M
18					CO3	Apply the concepts in business transactions and case studies	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
18					CO4	Analyse the daily events/news and identify the relevant concepts	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Strong-H
19	Sem I	0203410110 - PP	T6075	Managerial Economics	CO1	Students will be able to identify, analyze and interpret relevant issues /situations	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H
19					CO2	Students will be able to analyze and synthesize relevant data	Strong-H	Moderate-M	Strong-H	Moderate-M	Strong-H	Strong-H
19					CO3	Students will be able to write and present a business issue comprehensively	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H
19					CO8	Define the basic Concepts , functions, scope and techniques in HRM	Moderate-M	Strong-H	Moderate-M	Moderate-M	Weak-L	Strong-H
20	Sem I	0203410111 - PP	T2802	Project	CO1	Analyse the various contemporary issue in current scenario	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Strong-H
20					CO2	Apply and Demonstrate the HR skills	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
20					CO3	Develop the Ability Interpret and communicate Various HR policies	Moderate-M	Strong-H	Moderate-M	Strong-H	Moderate-M	Moderate-M
21	Sem I	0203410112 - PP	T2572	Human Resource Management	CO1	To understand the basic concepts of Financial Management and also the financial environment of business, including financial markets and regulatory framework	Weak-L	Strong-H	Moderate-M	Weak-L	Moderate-M	Moderate-M
21					CO2	To understand the characteristics of long term and short term financial planning, principles of risk & return, cost of capital and related theories, including their practical application	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
21					CO3	To understand the importance and application of Capital Structuring, Capital Budgeting, Working Capital Management and Dividend Decisions in Financial Management functions	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
21					CO4	To appreciating the concept of Time Value of Money, with ability to demonstrate analytical and computational skills while applying the concept in various areas of Financial Management	Moderate-M	Moderate-M	Weak-L	Moderate-M	Moderate-M	Moderate-M
21					CO5	To develop a broad understanding of areas like analysis of financial statements, financial distress, mergers & acquisitions, leverage, valuation of equity and bonds, etc.	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
22	Sem I	0203410113 - PP	T3152	Advanced Excel	CO1	statistical Data Analysis	Strong-H	Moderate-M	Moderate-M	Moderate-M	Weak-L	Strong-H
22					CO2	Sensitivity Analysis	Moderate-M	Weak-L	Strong-H	Moderate-M	Weak-L	Strong-H

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22					CO3	Multipage Budget	Moderate-M	Strong-H	Weak-L	Moderate-M	Moderate-M	Strong-H
22					CO4	Data Mining using Pivot Tables	Moderate-M	Moderate-M	Moderate-M	Strong-H	Moderate-M	Strong-H
22					CO5	Unconventional Financial X NPV & X IRR	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Strong-H
23	Sem I	0203410114 - PP	T3152	Integrated Disaster Management	CO1	To enable student understand various types of disasters, its preparedness and management.	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Moderate-M
23					CO2	To instill knowledge on reducing disasters and capacity building through community participation.	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Moderate-M
23					CO3	To train students to perform First aid and CPR in an emergency..	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Moderate-M
24	Sem I	0203410115 - PP	T6012	Basic German I	CO1	To train students to perform First aid and CPR in an emergency..	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Moderate-M
24					CO2	Introduction to German language	Strong-H	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M
24					CO3	Alphabet & pronunciation	Moderate-M	Strong-H	Strong-H	Moderate-M	Moderate-M	Moderate-M
24					CO4	Greetings	Moderate-M	Moderate-M	Weak-L	Moderate-M	Strong-H	Strong-H
24					CO5	Practise class room instructions	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
25	Sem I	0203410116 - PP	T6014	Basic French I	CO1	Introduction to Spanish language	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
25					CO2	Alphabet & pronunciation	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M
25					CO3	Greetings	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
25					CO4	Practise class room instructions	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
26	Sem I	0203410117 - PP	T6016	Basic Spanish I	CO1	Introduction to French language	Strong-H	Weak-L	Strong-H	Moderate-M	Moderate-M	Moderate-M
26					CO2	Alphabet & pronunciation	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M
26					CO3	Greetings	Moderate-M	Strong-H	Moderate-M	Strong-H	Moderate-M	Moderate-M
26					CO4	Practice class room instructions	Moderate-M	Moderate-M	Moderate-M	Weak-L	Moderate-M	Moderate-M
27	SEM IV	0203410401 - PP	T2236	Corporate Governance and Ethics	CO1	To understand, analyse the larger theoretical empirical aspects of corporate governance and ethics	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
27					CO2	to equip emerging opportunities and challenge in domain of governance within corporate context	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
27					CO3	to give broad perspective on governance and ethics within corporate atmosphere	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
28	SEM IV	0203410402 - PP	T2254	Game Theory for Strategic Thinking	CO1	To understand what is operations strategy and how it is formulated	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
28					CO2	To understand what is how to identify manufacturing task and feature for each kind of business and recommend appropriate operations strategy for each of them	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M

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28					CO3	To understand how to measure organizational performance against the chosen operations strategy	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
29	SEM IV	0203410403 - PP	T2387	Global Business Environment	CO1	Analyze the basic macroeconomic relationships as they affect the behavior of firm in the international context	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
29					CO2	Compare and contrast how businesses and managers match decisions for creating competitive advantage in the global environment	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
29					CO3	Interpret international issues for designing corporate strategies in a fast changing global environment	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
29					CO4	Understanding the influence of globalism and trans-national trade agreements	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
29					CO5	Understanding the banking system and interpreting what leads to financial crises	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Strong-H
29					CO6	Understanding the role of culture and history on international business	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Strong-H
30	SEM IV	0203410404 - PP	T2801	Project	CO1	Students will be able to identify, analyze and interpret relevant issues /situations	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H
30					CO2	Students will be able to analyze and synthesize relevant data	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H
30					CO3	Students will be able to write and present a business issue comprehensively	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H
31	SEM IV	0203410406 - PP	T2141	Rural Marketing	CO1	Understand the nature of rural markets as opportunities for Marketers	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
31					CO2	Examine rural consumer behaviour, drawing inference from the same for marketing practice	Moderate-M	Strong-H	Moderate-M	Moderate-M	Strong-H	Moderate-M
31					CO3	Determine marketing strategies for rural markets	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
31					CO4	Outline factors impacting rural markets presently and in future	Moderate-M	Strong-H	Moderate-M	Moderate-M	Strong-H	Moderate-M
32	SEM IV	0203410407 - PP	T2125	Marketing Strategy	CO1	Ability to correctly answer questions about the firm's strategic decisions on operational, market and competitive situation	Moderate-M	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M
32					CO2	Ability to correctly identify the firm's strengths and weaknesses relative to market needs and competitive performance	Moderate-M	Moderate-M	Moderate-M	Strong-H	Strong-H	Moderate-M
32					CO3	Ability to correctly anticipate the firm's operational, market and competitive situation and its strengths and weaknesses in the near term	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Strong-H	Moderate-M
32					CO4	Ability to correctly perceive, comprehend and predict the firm's performance in each functional area of management	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Strong-H	Moderate-M

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43	SEM II	0203410203 - PP	T1140	Legal Aspects of Business	CO1	To understand the concept of legal aspects of business	Strong-H	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M
43					CO2	To understand how the various business laws can be applied in working transancations.	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
43					CO3	to make the students understand how the business laws are intrepreted	Moderate-M	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M
43					CO4	Ability to solve cases when asked to handle a particular case relating to business laws.	Moderate-M	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M
44	SEM II	0203410204 - PP	T6068	Basic Econometrics	CO1	To apply the knowledge of statistical tools including regression	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H
44					CO2	Students will be able to estimate relevant economic parameter, predict economic outcomes and test economic hypotheses using data.	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H
44					CO3	Students will critically evaluate the results and conclusions from similar analyses to enhancing management decision making	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H	Strong-H
45	SEM II	0203410205 - PP	T6074	Macroeconomics for Managers	CO1	At the end of the course, Students are able to understand macro concepts, issues and theories	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Strong-H
45					CO2	At the end of the course, Students are able to reflect on economic policies of the government	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Strong-H
45					CO3	At the end of the course, Students are able to analyze and interpret the dynamic changes in the national and international economy	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Strong-H
46	SEM II	0203410206 - PP	T2777	Management Accounting	CO1	To understand the concepts and fundamentals of management accounting	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
46					CO2	To apply the concepts in managerial planning, decision making, controlling;	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
46					CO3	To evaluate alternative solutions to given problem and to arrive at decisions	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
46					CO4	To use management accounting tools and techniques for estimating and evaluating	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
47	SEM II	0203410207 - PP	T2237	Corporate Social Responsibility	CO1	To understand, analyze, and review the larger theoretical and empirical aspects of Corporate Social Responsibility (CSR).	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
47					CO2	To equip managers of today's world with emerging opportunities and challenges in the domain of CSR within corporate context by linking the micro context to that of macro context in a state and global context.	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
48	SEM II	0203410208 - PP	T2712	Design Thinking	CO1	Understanding role of design and Innovation in Businesses	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
48					CO2	Challenging assumptions to open up new possibilities	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M

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48					CO3	Making ideas tangible to share and inspire	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
48					CO4	Repeatedly learning and refining to improve solutions	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
48					CO5	Communicating and sharing often to move work forward	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
49	SEM II	0203410209 - PP	T2139	Digital Marketing	CO1	Assess and analyse Internet marketing and further utilize it for marketing communication options	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
49					CO2	Compare and contrast different tools and techniques available for Digital marketing and suggest in final marketing strategy	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M
49					CO3	Evaluate and prepare digital marketing strategies using latest trends	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
50	SEM II	0203410210 - PP	T2148	Retail Marketing	CO1	To provide insights into how retail formats enable the store or the organization act as differentiators, creating a unique identity and to provide insights into the retail format strategies of a few Indian retailing organizations.	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M
50					CO2	The course aims at making the student understand the basic aspects of retailing.	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
50					CO3	The course aims at making the students understand the store management processes and measures of store performance	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M
50					CO4	To provide an understanding of the merchandising and buying concept, to understand the relevance of merchandise planning in a retail organization	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M
51	SEM II	0203410211 - PP	T2136	Sales Force and Channel Management	CO1	Define the basic concepts, functions, scope & techniques used in Sales Force & Channel Management	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
51					CO2	Analyze the various tool used in Sales Force and Channel Management	Moderate-M	Strong-H	Moderate-M	Moderate-M	Strong-H	Moderate-M
51					CO3	Understand each part and participation in the Sales Process	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M
51					CO4	Apply & demonstrate the understanding of Sales Force & Channel Management plans to Industry	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
51					CO5	Understand the parameters for success and failure in Sales Force & Channel Management implementation	Moderate-M	Strong-H	Moderate-M	Moderate-M	Strong-H	Moderate-M
52	SEM II	0203410212 - PP	F0002	Business to Business Marketing	CO1	Develop insight into Organizational buying behavior in very competitive situations	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
52					CO2	Analyse the similarities and differences between B to B Marketing and B to C Marketing buying behavior in very competitive situations.	Moderate-M	Strong-H	Moderate-M	Moderate-M	Strong-H	Moderate-M
52					CO3	Analyse and examine the globalized, business-to-business environments	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M

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57	SEM II	0203410218 - PP	T2281	Talent Acquisition	CO1	To compare and contrast the Forecasting Techniques, types of recruitment and selection methods	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
57					CO2	To evaluate latest Staffing Strategies for effective Talent Acquisition	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
57					CO3	To recommend techniques for effective Selection Strategies	Strong-H	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
58	SEM II	0203410219 - PP	T2576	Performance Management System	CO1	Understand the concepts, key constituents and importance of PMS in Business context	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
58					CO2	Define Performance, categorise and analyse its standards and objectives in a business scenario	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
58					CO3	Analyse and implement appropriate measurement techniques for evaluation of performance	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
58					CO4	Apply the concepts to solve business problems and communicate the same in an effective manner	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
59	SEM II	0203410220 - PP	T2574	Employment Related Laws	CO1	To enable the students to understand various aspects of legal provisions related to employment of labour in the organisations	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
59					CO2	To help the students to familiarize with legal and regulatory aspects of employment labour	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
60	SEM II	0203410221 - PP	T2059	Advanced Corporate Finance	CO1	Understanding basics principles of corporate finance	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
60					CO2	Application of principles of corporate finance in real life examples	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
60					CO3	Understanding the impact of companyâ€™s decisions on corporate finance on its valuation	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
61	SEM II	0203410222 - PP	T2011	Commercial Banking	CO1	Understand banking operations for Retail and Corporate business	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
61					CO2	Analyze the credit processes followed in banks	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
61					CO3	Analyze and evaluate Financial Statements of banks	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
61					CO4	Understand and apply the Risk Management techniques adopted by banks	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
61					CO5	Understand the regulatory framework applicable for banking operations	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
62	SEM II	0203410223 - PP	T2013	Derivative Markets	CO1	Introduction to Derivatives	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
62					CO2	Compare and Contrast Different Derivative Instruments	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
62					CO3	Analyze the Strategies for Profit and Risk Management	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M	Moderate-M
62					CO4	Evaluation of Different Models	Moderate-M	Moderate-M	Strong-H	Moderate-M	Moderate-M	Moderate-M

