



MBA DEPARTMENT

PROGRAM OUTCOMES (POs)

PO 1: Apply knowledge of management theories and practices to solve business problems.

PO 2: Foster Analytical and critical thinking abilities for data-based decision making in chosen specialized areas.

PO 3: Ability to develop leadership competency with values.

PO 4: Ability to understand, analyze and communicate, economic, legal, global, and ethical perspectives of business.

PO 5: Ability to lead and achieve organization goals, contributing effectively to a team environment.

PO 6: Communication Skills: Honing varied formats of communication skills.

PO 7: Imbibe diverse and multicultural perspectives.

PO 8: Ability to be a lifelong learner leading to holistic development.



MBA DEPARTMENT

COURSE CODE : **CMD 101**

COURSE NAME : **ECONOMICS FOR MANAGERS**

SEMESTER : I

BATCH : **2019-2021**

COURSE OUTCOMES

By the end of the course the students will be able to:

CO1: Analyse micro and macro-economic factors. **(BL – Analyzing, 4)**

CO2: Solve managerial decision problems using economic reasoning. **(BL – Creating, 6)**

CO3: Analyze real-world business problems with a systematic theoretical framework. **(BL – Analyzing, 4)**

CO4: Apply analytical tools to optimize business practices. **(BL – Applying, 3)**

CO5: Appraise the social consequences of economic decisions making. **(BL – Evaluating, 5)**

MAPPING COs WITH POs

High=3, Medium=2, Low=1

PO

PO 1 PO 2 PO 3 PO 4 PO 5 PO 6 PO 7 PO 8

CO - CO 1 3 3 -- 3 -- 1 1

CO - 2 3 3 -- 3 1 1 -- 3

CO - 3 3 3 2 3 2 2 -- 3

CO - 4 3 2 -- 2 1 -- -- 2

CO 5 3 3 3 3 3 -- 3 3

AVERAGE 3.00 2.8 2.50 2.80 1.75 1.33 2.00 2.75



MBA DEPARTMENT

COURSE CODE : CMD 102

COURSE NAME : ORGANIZATIONAL BEHAVIOUR

SEMESTER : I

BATCH : 2019-2021

COURSE OUTCOMES

By the end of the course the students will be able to:

CO1:Analyse human behavior at work.(BL – Analyse, 4)

CO2: Apply theories and models of Organizational Behavior.(BL – Applying, 3)

CO3: Appraise the importance of working in group and team. (BL – Evaluating, 5)

CO4: Evaluate and manage conflicts in organizations. (BL – Evaluating, 5)

CO5: Analyse impact of organizational change and culture for managerial effectiveness.(BL – Analysing, 4)

MAPPING COs WITH POs

High=3, Medium=2, Low=1

PO 1 PO 2 PO 3 PO 4 PO 5 PO 6 PO 7 PO 8

PO

CO

CO 1 3 -- 3 3 2 1 2 2

CO 2 3 2 3 1 2 2 2 2

CO 3 3 -- 3 -- 3 3 3 3

CO 4 3 3 3 2 3 3 3 3

CO 5 3 3 3 2 2 -- 2 3

AVERAGE 3.00 2.67 3.00 2.00 2.40 2.25 2.40 2.60



MBA DEPARTMENT

COURSE CODE : CMD 103

COURSE NAME : ACCOUNTING FOR MANAGERS

SEMESTER : I

BATCH : 2019-21

COURSE OUTCOMES

By the end of the course the students will be able to:

CO1: Explain the concepts of financial accounting, cost accounting and management accounting. **(BL – Understanding, 2)**

CO 2:Construct financial statements in accordance with appropriate standards. **(BL – Creating, 6)**

CO 3: Evaluate cost-volume-profit relationships and solve CVP functions. **(BL – Evaluating, 5)**

CO 4:Appraise financial statement analysis. **(BL – Evaluating, 5)**

CO 5:Interpret knowledge about recent developments in accounting domain. **(BL – Evaluating, 5)**

MAPPING COs WITH POs

High=3, Medium=2, Low=1

PO PO 1 PO 2 PO 3 PO 4 PO 5 PO 6 PO 7 PO 8

CO

CO 1 2 -- -- -- -- --

CO 2 3 3 3 3 -- -- -- 3

CO 3 3 3 -- 3 -- -- -- 3

CO 4 3 3 -- 3 -- -- -- 3

CO 5 3 3 -- 3 2 3 -- 3

AVERAGE 2.60 3.00 3.00 2.50 -- -- -- 3.00



MBA DEPARTMENT

COURSE CODE : **104**

COURSE NAME : **STATISTICS FOR MANAGEMENT**

SEMESTER : **I**

BATCH : **2019-21**

COURSE OUTCOMES

By the end of the course the students will be able to:

CO 1:Apply concepts of Business statistics.(BL – Applying, 3)

CO 2:Apply forecasting tools and techniques. (BL – Applying, 3)

CO 3: Proposesampling techniques in research. (BL – Creating, 6)

CO 4: Formulate and test hypotheses. (BL – Creating, 6)

CO 5: Solveparametric tests and non-parametric tests used in research process.(BL – Creating, 6)

PO

PO 1 PO 2 PO 3 PO 4 PO 5 PO 6 PO 7 PO 8

CO

CO 1 3 2 -- 2 -- -- 2

CO 2 3 2 -- -- -- -- 3

CO 3 3 3 3 3 -- 3 -- 3

CO 4 3 3 -- 3 -- 3 -- 3

CO 5 3 3 -- 3 -- 3 -- 3

AVERAGE 3.00 2.40 3.00 2.75 -- 3.00 -- 2.80



COURSE CODE : CMD 105

COURSE NAME : MARKETING FOR CUSTOMER VALUE

SEMESTER : I

BATCH : 2019-2021

COURSE OUTCOMES

By the end of the course the students will be able to:

CO 1: Apply basics of marketing.(BL – Applying, 3)

CO 2: Design and implement marketing plan.(BL – Creating, 6)

CO 3: Develop skills to create customer value. (BL – Creating, 6)

CO 4: Maximize resources for greater customer satisfaction.(BL – Creating, 6)

CO 5: Develop sustainable marketing practices.(BL – Creating, 6)

MAPPING COs WITH POs

High=3, Medium=2, Low=1

PO

CO 5

CO

CO 1

CO 2

CO 3

CO 4

**PO 1 PO 2 PO
3 PO 4 PO 5
PO 6 PO 7 PO
8**

3 3 3 3 3 3 3
3 3 3 3 3 3 3
3 3 3 3 3 3 3
3 2 3 2 - - - -
--
3 3 3 3 3 3 3

AVERAGE 3.00 2.80 3.00 2.80 3.00 3.00 3.00 3.00



MBA DEPARTMENT

COURSE CODE : **CMD 106**

COURSE NAME : **BUSINESS AND INDUSTRY**

SEMESTER : **I**

BATCH : **2019-2021**

COURSE OUTCOMES

By the end of the course the students will be able to:

CO1: **Appraise** the structure of Indian economy- Agriculture, Industry, and Services. **(BL – Evaluating, 5)**

CO2: **Appraise** the nature, role and importance of business and industry, and its linkages with Macro-Environment. **(BL – Evaluating, 5)**

CO3: **Assess** the present status and performance of agriculture, identify and manage business crisis. **(BL – Analysing, 4)**

CO4: **Adapt** to new emerging business environment **(BL- Creating, 6)**

CO5: **Appraise** the role of Non-governmental organizations. **(BL – Evaluating, 5)**

PO

PO 1 PO 2 PO 3 PO 4 PO 5 PO 6 PO 7 PO 8

CO

CO 1 3 3 -- 3 3 3 -- 2

CO 2 3 3 -- 2 -- -- 3 2

CO 3 3 3 -- 3 3 -- 3 --

CO 4 3 3 3 3 3 2 3 3

CO 5 3 -- 2 3 1 2 2 3

AVERAGE

3.00 2.50 2.80 2.50 2.33 2.75 2.50

3.00



MBA DEPARTMENT

COURSE CODE : **CMD 107**

COURSE NAME : **COMMUNICATION SKILLS**

SEMESTER : **I**

BATCH : **2019-2021**

COURSE OUTCOMES

By the end of the course the students will be able to:

CO 1:Improve varied formats of communication skills.(BL- **Creating, 6**)

CO 2:Appraise the importance of being a good listener.(BL – **Evaluating, 5**)

CO 3:Develop negotiation skills and **appraise** its techniques. (BL – **Evaluating, 5**)

CO 4:Evaluate various conflict management techniques. (BL – **Evaluating, 5**)

CO 5: Develop interpersonal communication skills. (BL – **Creating, 6**)

MAPPING COs WITH POs

High=3, Medium=2, Low=1

PO

PO 1 PO 2 PO 3 PO 4 PO 5 PO 6 PO 7 PO 8

CO

CO 1 3 -- -- 3 -- 3 -- 3

CO 2 3 -- -- 3 -- 3 -- 3

CO 3 3 -- 1 3 3 3 -- 3

CO 4 3 -- 2 -- 2 3 -- 3

CO 5 3 -- 3 -- 3 3 -- 3

AVERAGE 3.00 -- 2.00 3.00 2.67 3.00 -- 3.00



MBA DEPARTMENT

COURSE CODE : **CMD 201**

COURSE NAME : **TECHNOLOGY FOR MANAGEMENT**

SEMESTER : **II**

BATCH : **2019-21**

COURSE OUTCOMES:

By the end of the course the students will be able to:

CO1:Apply systems approach for decision making. (BL – Applying, 3)

CO2:Interpret managerial data ethically.(BL – Evaluating, 5)

CO3:Combine informational systems and Decision Support System to strategic formulation.(BL – Creating, 6)

CO4:Analyze technological environment and **develop** strategies. (BL – Creating, 6)

CO5:Make use of suitable software application utilities in business organisations.(BL – Applying, 3)

MAPPING COs WITH POs

High=3, Medium=2, Low=1

PO PO 1 PO 2 PO 3 PO 4 PO 5 PO 6 PO 7 PO 8

CO

CO 1 3 3 -- -- -- -- 1

CO 2 3 2 2 3 -- 3 -- 2

CO3333333 --3

CO4333333 --3

CO53112--1--3



MBA DEPARTMENT

AVERAGE 3.00 2.40 2.25 2.75 3.00 2.50 -- 2.40

COURSE CODE : CMD202

COURSE NAME : MANAGEMENT RESEARCH METHODS

SEMESTER : II

BATCH : 2019-2021

COURSE OUTCOMES

By the end of the course the students will be able to:

CO 1:Apply management research methods.(**BL – Applying, 3**)

CO 2:Develop research design and methodology for approaching business problems.(**BL – Creating, 6**)

CO 3:Appraise business situations using data analytics.(**BL – Evaluating, 5**)

CO 4:Take part in live projects.(**BL – Analyzing, 4**)

CO 5:Compose a research report.(**BL – Creating, 6**)

MAPPING COs WITH POs

High=3, Medium=2, Low=1

PO

PO 1 PO 2 PO 3 PO 4 PO 5 PO 6 PO 7 PO 8

CO

CO 1 3 1 -- 2 -- -- 1

CO 2 3 3 3 2 -- 3 -- 3

CO 3 3 2 2 3 2 2 -- 3

CO 4 3 2 2 2 2 2 2 2

CO 5 3 3 -- 3 3 3 -- 3

AVERAGE 3.00 2.20 2.33 2.40 2.33 2.50 2.00 2.40