



Annai College of Arts & Science

Quality Education for Today & Tomorrow

Accredited by NAAC with 'B' Grade & Recognized by UGC under Section 2(f) & 12(B)

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DEPARTMENT OF MANAGEMENT STUDIES

**Program Outcome,
Program Specific Outcome,
Course outcome and**

**Attainment of course outcome, program outcome
and program specific outcome.**

Programme Outcome:

Outcome Title	Outcome
PO1. Current tool usage:	By using updated tools such as teaching aids, resources, material, skills, activities, assessment and Evaluation which includes visual aids such as ICT.
PO2. Communication:	They contribute to the social integration as well as personal development individual facilitated activities in the context of whole-life learning by using their individual, inter-personnel and group skills.
PO3. Ethics:	Student will resolve ethical dilemmas in the corporate with a set of relevant skills in the corporate ethics.
PO4. Life-long learning:	Our programme will provide basic life skills in the management such as interpersonal, conceptual, entrepreneurial and technical skills which guide our students throughout their life.
PO5. Individual and team work:	Our students will exhibit excellent team playing talents with their advanced individual and social skills.
PO6. The society:	Our dynamic students are always fond of society development by promoting corporate responsibility.

Programme Specific Outcomes:

Outcome No.	Outcome
PSO1.	After the completion of the MBA program the students will become socially responsible administrators.
PSO2.	Our students will promote the ethics on business
PSO3.	They will implement the proper principles of management through their entrepreneurial skills.
PSO4.	They will achieve greater targets and will create new boundaries through their strategic management.
PSO5.	We create new age managers who can compete in the dynamic business environment.
PSO6.	They will provide sustainable alternative solutions to the society as a whole upholding the best managerial practices.

PSO/PO Mapping:

Program Specific Outcome	PO1	PO2	PO3	PO4	PO5	PO6
PSO1		✓	✓		✓	✓
PSO2	✓	✓	✓	✓		✓
PSO3	✓	✓	✓			
PSO4	✓	✓		✓	✓	✓
PSO5		✓	✓			
PSO6		✓		✓	✓	✓

COURSE OUTCOME SEMESTER WISE

SEMESTER I

Course Code: **P16MBA1**

Core Paper I: **Management Concepts**

Course outcome No.	Course outcome
CO1.	To understand the concepts in management and helps the student to differentiate the different taxonomies in organisation and also to look back the way by which management concept emerged.
CO2.	To look out the various perspectives in which planning process can be carried out in the organisation and also helps the learners to get clarified on different terminologies used in the planning phase.
CO3.	Make the learners to be familiar with the organising activity. It enables them to co ordinate all the interrelated activities which can be carried out in performing an organisation function.
CO4.	The outcome of staffing has a major role in the elective course of the learners. Because it makes them to have access towards different ideologies used in controlling the human resource in the organisation.
CO5.	Teaches the learners the ways by which the human resources can be controlled in an organisation so the needed task for the organisation can be accomplished without any unwanted interruptions.

Course Code: **P16MBA2**

Core Paper II: **Managerial Communication**

Course outcome No.	Course outcome
CO1.	Understanding the basics of Business Communication and introduction to effective communication.
CO2.	Business Communication in written format through different types of letters including all the stakeholders involved in the economy.
CO3.	Non-verbal communication – its importance, types and effective communication through the art of listening.
CO4.	The mechanics of Report Writing and its applications in the business world enabling effective display of information.
CO5.	The process involved in conducting meetings, agenda, minutes, resolutions, conferences, seminars and oral communication through group discussion, negotiation skills

Course Code: **P16MBA-**

Core Paper III: **Mathematics and Statistics**

Course outcome No.	Course outcome
CO1.	Application of Baye's theorem in real life, which is the age, can be used to more accurately assess the Probability of cancer that can be done without knowledge of age.
CO2.	Applications of Matrices are found in most scientific field.
CO3.	Descriptive statistics provide simple summaries about the sample observations. Application of Poisson distribution is help us to many life situations such as Astronomy and Telecommunication. Applications of Binomial distribution is frequently used model the number of success in a sample.
CO4.	Sampling methods which are widely applicable in real life situations such as acoustics, pressure etc.
CO5.	Regressions methods are widely used in biological behaviour. Correlations are most commonly used to infer a casual relationship between variables.

Course outcome No.	Course outcome
CO1.	Comprehensive Understanding of Law of Demand and Law of Supply.
CO2.	Understand the Production Curve, ISO Quant Curve with Examples.
CO3.	Explained in detail about Keynesian model of employment.
CO4.	Make them to understand the objectives of Managerial Economics and how the Marginal Cost and Average goes with the production.
CO5.	Students hold expertise in GDP, GNP and also explored the parameters like rural consumption net exports and government expenditure.

Course outcome No.	Course outcome
CO1.	Able to understand the foundational knowledge of the history and development of organizational behavior with different concepts, and analyze the organizational disciplines like psychology, social psychology and theories to real life management situations through case analysis.
CO2.	Understand the behavior of individuals and groups in organizations in terms of organizational behavior theories, models and concepts.
CO3.	Can identify facilitative and teambuilding skills and develop the abilities needed to effectively address dysfunctional team behavior.
CO4.	Have the knowledge to analyze the maturity /diversity of groups. then they will apply a variety of leadership styles to maximize group performance. To understand hoe gender, power, diversity and the environment impacts organizational groups.
CO5.	Become more knowledgeable in how values, ethics and morale's influence group development, and able to manage issues and conflicts in groups based on cross cultural management.

Course outcome No.	Course outcome
CO1.	Understand how managerial accounting is used in companies.
CO2.	Understand the relationship between management decisions making using Cost Volume Profit analysis.
CO3.	Understand and construct master budgets and flexible budgets.
CO4.	Students explain the relationship between cost accounting-financial accounting and managerial accounting.
CO5.	Students explains break-even sales price, break-even sales volume, the total contribution margin, the unit contribution margin, margin of safety, security ratio, profit margin concepts.
CO6.	This course will make the students to acquaint knowledge on various management accounting concepts such as financial statement analysis, ratio analysis, and comparative analysis and make prudent decisions on various investments.

SEMESTER II

Course Code: **P16MBA7**

Core Paper VII: **Operation Research**

Course outcome No.	Course outcome
CO1.	Introduction to Operation research, scope of linear programming and its applications is to solve Network flow and Multi-commodity problems.
CO2.	The techniques of Transportation problems are used to links together factors of relationship between producers and customers. The Assignment problem was assigned to perform any task to any agents.
CO3.	Network Problems which are used to transportation to any area in the world. Inventory Problem is used in real life such as how much to order in each time period to demand for its producer.
CO4.	Game theory problems have application in many fields such as Logic, System science. It is important to take decision on uncertain situation.
CO5.	Queue theory problems are used to making business decisions about the resources needed to provide a service.

Course Code: **P16MBA8**

Core Paper VIII: **Production Management**

Course outcome No.	Course outcome
CO1.	Understand the core features of the production functions and the various production systems with the knowledge of world class manufacturing technologies will develop an integrated framework for strategic thinking and to analyze the demand forecasting technologies.
CO2.	Having knowledge to develop skills that are necessary to develop new products with unique product designs in the production planning.
CO3.	Gain ability to recognize situations & environment in a production system that suggests developing capacity planning skills, and the value of optimized production planning.
CO4.	Can develop the ability to select appropriate plant location, with consideration of factors which are all influencing the location and layout, and become more familiar with the quality technologies of Six Sigma, TQM, JIT and quality control techniques.
CO5.	Gain knowledge of the most widespread methods in flexible manufacturing systems, ability to design and carry out and implement the methods of Kaizen and Poke-Yoke in flexible and optimized resource utilization.

Course Code: **P16MBA9**

Core Paper IX: **Marketing Management**

Course outcome No.	Course outcome
CO1	This course is designed to help students for comprehensive understanding of Marketing Philosophies.
CO2	Students hold expertise in Product Mix, Marketing MIX.
CO3	Students will be able to show their strengths in models of consumer behavior
CO4	Demonstrated Buying behaviour with examples
CO5	After this course, students will be able to work cases in Marketing Research.

Course outcome No.	Course outcome
CO1	This course is designed to help students understand how financing decisions they make will affect the financial performance of the organization.
CO2	Students get experts on different analysis such as ratios, common size and comparative.
CO3	Students will do effective capital budgeting to improve performance.
CO4	They will provide suitable dividend policy for their organization.
CO5	After the successful completion of this course students will be able to take prudent financial decision making in their work place by using the concepts such as sourcing of finance, investment decision, financing decision, dividend decision etc.,

Course outcome No.	Course outcome
CO1	To understand who a HR is. And helps the learners about the evolution of the term HRM, the role of HR manager in streamlining the organisation
CO2	It deals with the ways and means used to choosing the best fit employee for the organisation's long run aspect. Help the learners to find out the strategies in picking the right employees for the organisation.
CO3	Make the learners to understand the concept of training and its impact in comprehensive development of the organisation.
CO4	The role of salary in the employee's performance were analysed and also induces the student to know the various components that frames salary.
CO5	This unit aims in measuring the performance of the employees in their work by adopting numerous traditional and modern methods so as to sustain the organisation in the competitive environment.

Course outcome No.	Course outcome
CO1	Introduction to research, its basics and process from problem statement through development of hypothesis till identifying the research problem
CO2	The techniques of measurement in research process with scaling procedures for researchers to develop technical tools needed
CO3	Collection of data for research – the means of data collection – types and resulting in the development of hypothesis with the support of data editing techniques
CO4	The use of statistical tools for data analysis in research including both parametric and non-parametric tests
CO5	Knowledge of data interpretation techniques including report writing and role of computers in research process

SEMESTER III**Course Code: P16MBA1-****Core Paper XIII: Strategic Management**

Course outcome No.	Course outcome
CO1	Introduction to the basics of Strategic Management in corporate world, its role in the planning process through mission, vision and execution
CO2	Analysis of the internal and external environment and the methods / tools of doing so to minimize cost and maximise profit for the shareholders
CO3	Helps future managers identify efficient methods of strategy formulation at various levels such as corporate, business and functional in India
CO4	Aids the managers in application of tools to evaluate the formulated strategies to primarily assess the market value of business
CO5	This unit deals with the process of implementing evaluated strategies using various strategic models such as 76 model, cultural approach, creative approach and Porter's approach of globalisation

Course Code: P16MBA14**Core Paper XIV: Legal Aspects of Business**

Course outcome No.	Course outcome
CO1	A business will never be legal without a contract. And a detailed descriptions of various terms used in contracts let the learner to get exposed to a legal business environment.
CO2	Partnership introduction and its impact on business were introduced to the students helps them to know the pros and cons that persists with the partnership. Besides, sale of good act makes them to understand the rules that have to be followed while involving in selling activities.
CO3	This unit deals with the legal aspect of agency model in the business to make the students aware about from contract of agency to termination of agency.
CO4	The role of salary in the employee's performance were analysed and also induces the student to know the various components that frames salary.
CO5	This unit aims in measuring the performance of the employees in their work by adopting numerous traditional and modern methods so as to sustain the organisation in the competitive environment.

Course Code: P16MBA15**Core Paper XV: Knowledge Management**

Course outcome No.	Course outcome
CO1	Introduction to the basics of Knowledge Management through its origin, history, importance, life cycle and role in management studies
CO2	To understand the concept of knowledge management, its tools and technologies for application – knowledge matrix
CO3	Use of knowledge management in an organisation for both individual and group level with the help of social network analysis
CO4	This unit deals with the practical implementation of acquired knowledge and its measurement through Gap Analysis, KM Metrics and Balance Score Card
CO5	To understand the political and ethical angle of Knowledge management and its strategic implications in the future

Course Code: **P16MBA3EF1**

Finance Elective I: **Strategic Financial Management**

Course outcome No.	Course outcome
CO1	This course is designed to help students for comprehensive understanding of Strategic Management concepts, strategy, objectives and goals.
CO2	Students hold expertise in Capital Structure and Debt Financing.
CO3	Students will be able to show their strengths in Leveraged Buy Out (LBOs) and Buy Back of Shares.
CO4	Demonstrated Mergers and Acquisitions with real example
CO5	After this course, students will be able leverage skills in Swap ratio and LBOs.

Course Code: **P16MBA3EF2**

Finance Elective II: **Financial Services**

Course outcome No.	Course outcome
CO1	Able to know how the financial services component industries (insurance, banking, securities, real estate and financial planning) interact. Design hedging strategies to manage market risks (e.g., currency, commodity, economic and political).
CO2	Evaluate the economic environment and the impact of governmental economic policies on non-banking and financial institutions. Evaluate the impact that financial innovation, advances in technology, and changes in regulations has had on the structure of the financial firms/industry.
CO3	Identify legal issues that impact financial and other risks affecting business. Analyze for the purpose of finding legal precedents that will be used to persuade fund-based activities and fee-based activities.
CO4	Interpret the equipment leasing for purposes of risk avoidance, and to establish control mechanisms- lease accounting and tax aspects. Have the knowledge of accessing capital market, issue and pricing models.
CO5	Understand the dimensions of organization and functions of stock exchanges, regulation and control of stock – NSE, BSE, OTCEI.

Course Code: **P16MBA3EF3**

Finance Elective III: **Security Analysis & Portfolio Management**

Course outcome No.	Course outcome
CO1	Introduction to security analysis with the help of calculation and valuation of bonds, measures of risk in security market and theories on term structure
CO2	Identification and understanding of derivative securities through equity valuation, economic and industry analysis
CO3	Understanding the concept of equity stock valuation and index features in the stock market and how they help leverage a firm
CO4	Knowledge of technical analysis of equity with the help of company analysis, technical analysis and the concept of efficient market hypothesis
CO5	Management techniques of the invested portfolio by understanding Modern Portfolio Theory, evaluation of the performance of such portfolio, options and futures

Course Code: P16MBA3EH1**HR Elective I: Organization Development**

Course outcome No.	Course outcome
CO1	By learning the theories of OD it can be assured that the learner can have access towards the various practices followed by the organisation for its betterment. Besides the role of change in the organisation can be effectively be analysed.
CO2	Having a detailed study on OD components the reader can come up with a new ideas about how an organisation's employees be properly utilized.
CO3	OD interventions taught the starters to assess how formal and informal interventions can happen in an organisation and how it can be controlled towards desired outcomes.
CO4	The implementation of OD methods can have positive and negative impact on organisation's performance which helps the readers to choose the right method for their respective profiles.
CO5	The Indian context in OD makes the reader to compare the different approaches followed and implemented by the organisation in different countries. We can able to draw a picture of current OD practices in India and its pros and cons

Course Code: P16MBA3EH2**HR Elective II: Compensation Management**

Course outcome No.	Course outcome
CO1	Learners can able to understand what compensation is and also the strategies which can be adopted and implemented while designing compensation for employees especially cafeteria style compensation.
CO2	The concept incentive is very familiar in today's business scenario and it has been detailed in the unit two which inherit the different incentive plans followed by the organisation in order to increase the retention rate of the employees
CO3	Concepts like DA, VRS, Goldenhandshake, Goldenparachute etc., helps the reader to analyse the strategies impart by the organisation to sustain in the global competitive environment.
CO4	All are not equally rewarded is the phrase that persist in every organisation. The pay and perks depends upon the level of performance exhibited by the fellow workers in their respective profile. Executive compensation portraits a clear picture how an executive is differentiated in pay variables.
CO5	The final unit helps the learners to understand the legal backups like ID act, Payment of bonus act etc., for the purpose of long term settlement of the employees in the organisation without any discrepancies

. Course Code: **P16MBA3EH3**

HR Elective III: Change Management

Course outcome No.	Course outcome
CO1	Gain all the tools, knowledge and confidence you need to lead your employees through organizational change. Ability to help people managers proactively lead employees through change. Learn how to define and accept your role in change plus gain practical frameworks for becoming an effective change leader.
CO2	Gain an appreciation for the impact of change management on organizational results. Understand foundational aspects of change management and the critical role managers play in the change process. Learn a practical framework for processing the many changes that impact Managers
CO3	Understand how to apply the Prosci ADKAR Model to facilitate individual change and employee resistance. Assess a current change impacting your team and practice using the tools available to you in the Change Management Guide for Managers toolkit. Create action plans to move employees past barrier points and on to desired outcomes
CO4	Able to focus on developing the critical skills to effectively managing change in the workplace. It also covers how to motivate people through the change process. To provide leaders and managers with clear insights on how to effectively motivate people through corporate culture or organizational change. It will also equip them with some effective skills and knowledge for managing and communicating change.
CO5	Identifying the ways which can positively lead and motivate people through cultural or organizational change Developed skills for effectively communicating change. Identified ways they can help team members cope with change the intervention strategies.

Course Code: P16MBAMS

Core Paper: Managerial Skills

Course outcome No.	Course outcome
CO1	Students will understand the characteristics of strategic thinking and techniques used in strategic thinking.
CO2	Students will become a lateral leader and able to integrate thinking strategies.
CO3	Students will learn to act with resistance and facing changes and challenges.
CO4	Students will take effective decisions with calculated risk.
CO5	The learning Outcome of this course is to enable the students to learn the art of getting things done in the modern business world by learning topics like lateral thinking, decision making, balancing work and life, corporate social responsibility, and work ethics

SEMESTER IV

Course Code: **P16MBA16**

Core Paper XVI: **International Business Environment**

Course outcome No.	Course outcome
CO1	At the end of this course the students will know the contemporary issues in international business and regional as well as cross border negotiations.
CO2	The students will learn the various international business environments such as political, economic, cultural and technological
CO-	Students will become experts in foreign exchange market mechanism.
CO4	Students will learn the basic concepts such as FDI, WTO, Cross border merger and acquisitions, tariff and non- tariff barriers and global competitions.
CO5	This course will make the students to acquaint knowledge on emerging global trends in business environment

Course Code: **P16MBA17**

Core Paper XVII: **Entrepreneurial Development**

Course outcome No.	Course outcome
CO1	Introduction to the basics of entrepreneurship and an entrepreneur as an extension of the concepts learnt earlier in Under Graduate studies
CO2	To understand the evolution of entrepreneurs since inception and the study of their mobility to bring about changes in this world
CO-	To gain insights into technical skills required such as project management, feasibility analysis, project appraisal and its report.
CO4	To create awareness regarding the finance requirements of an entrepreneur and related concepts such as sources, institutions and assistance available
CO5	To provide a basic frame-work to start a small / medium scale business / Industrial Unit, incentives and subsidies available to SSIs along with basics of rural and women entrepreneurship

Course Code: **P16MBA18**

Core Course: **Total Quality Management**

Course outcome No.	Course outcome
CO1	This course is designed to help students to understand the Objectives and merits of TQM.
CO2	Comprehensive understanding of TQM principles by Deming.
CO-	Students will be able to show their strengths Six Sigma Model and Juran's Model.
CO4	Demonstrated Maslow's needs with real examples
CO5	After this course, students will be able to understand the Quality Assurance and Quality Control.

Course Code: **P16MBA4EF4**

Finance Elective IV: **Project Management**

Course outcome No.	Course outcome
CO1	This course is designed to help students for comprehensive understanding of the objectives of Project Management and types of Contracts.
CO2	Students hold expertise in Project Life Cycle and project Management Processes.
CO-	Students will be able to show their strengths in Project Management Knowledge areas and understand the CPM using scheduling techniques.

CO4	Explained the processes of Risk Management and Types of. Risks.
CO5	After this course, students will be able to do one small case depicting their strength in developing project management plan.

Course Code: **P16MBA4EF5**

Finance Elective V: **Global Financial Management**

Course outcome No.	Course outcome
CO1	Introduction to the role that international trade and investment, currency movements, derivative instruments, hedging strategies, international financial markets, and international agreements and institutions play in the management of multinational corporations.
CO2	Identify the reasons for international trade, the importance of balance of trade and balance of payments to the development of macroeconomic policy.
CO-	Understand the role that international institutions play in the global arena. Judge whether international parity conditions are met with the various currency arrangements a country may adopt.
CO4	Identify opportunities for arbitrage and discuss methods to exploit these opportunities and distinguish among alternative derivative instruments, including the different types of exposures multinational corporations face when using derivative instruments.
CO5	Evaluate cross-border investment opportunities, and describe foreign direct investment in multinational firm's decision-making process for long-term capital budgeting, short-term cash-flow management, and the management of international taxation.

Course Code: **P16MBA4EF6**

Finance Elective VI: **Merchant Banking**

Course outcome No.	Course outcome
CO1	This course will make the students in expertise in Indian financial system, legal and regulatory frameworks.
CO2	Students will learn the merchant banking concepts such as underwriting, issue management, book building, private placement, banker as registrars, brokers and custodians.
CO-	Students will have knowledge on mutual fund, IPO, ASBA, money market, venture capital and private equity.
CO4	Students also benefited by learn concepts such as insurance, credit cards and credit rating processes and institutions.
CO5	This course will make the students expertise on various merchant banking concepts such as issue of securities, lead banking, factoring, bill discounting, underwriting, preparation of prospectus etc.,

Course Code: **P16MBA4EH4**

HR Elective IV: **Public Relations Management**

Course outcome No.	Course outcome
CO1	To understands how public relations theory and practice developed and how public relations are practiced in different countries. Ability to use research results and analytical skills to guide the development of communication objectives and public relations activities, evaluate their impact, and support organizational objectives and stakeholder relationships.
CO2	Understand the essence of PR as a practical discipline within the organization; be aware of its functions, strategies and particular techniques.
CO-	Aware of different types of stakeholders involved in private and public organizations that use public relations strategies. Understand, recognize, and examine the phenomenon of media, radio .Newspaper transparency and its application for the public relations profession and practice in a global world.
CO4	To identify, analyze, and discuss strategic communication and PR campaigns. And examine how multiculturalism and diversity impact global public relations theory and practice. To recognize and perform steps necessary for initial strategic communication
CO5	Monitor emerging social and economic trends, and local, national and global issues to guide the planning and implementation of public relations strategies and tactics and support organizational effectiveness, stakeholder relationships and ongoing personal professional development.

Course Code: **P16MBA4EH5**

HR Elective V: **Managing Interpersonal Effectiveness**

Course outcome No.	Course outcome
CO1	Understanding the self is very important and interesting factor. Self can be assessed by knowing the terminologies like self-concept, self-knowledge, self-presentation and self-monitoring.
CO2	The concept communication plays a critical role in maintaining rapport with the colleagues as well as the hierarchy. The learner can imbibe a wide knowledge in the area of verbal and Para language in the organisation.
CO-	Attitude is a basic trait that a person has to possess for the sustainment in their job respectively. The concepts of attitude taught here will surely make the student to build their attitude towards their work and converts them in to a consistent personality.
CO4	Behaving in crowds and particular territory is not easy .It can only be possible if proper awareness is already been have. Assumption about social behaviour makes the learner to possess social behaviour which is very much needed for prompt interpersonal effectiveness.
CO5	Quality of work life and its impact on organisational performance helps the readers to stay composed in their work and personal attributes. The role of stress on working women will make the reader to assess the socio psychology in having interpersonal relations effectively.

Course Code: P16MBA4EH6 HR Elective VI: Group Dynamics

Course outcome No.	Course outcome
CO1	Understanding the basics of group dynamics from the formation of formal and informal groups and their integration in an organisation
CO2	Mechanics involved in effective group training via sensitivity training to improve interpersonal competence and goals of an individual
CO-	Knowledge of consensus in a group to imbibe compatibility through approaches such as interpersonal behaviour of C William Shutz, FIRO and B Test
CO4	Deals with the means of achieving integration in group by minimising friction / conflict in the group and maximising inter group competition
CO5	Development of team work for better management of group dynamics and practical implementation of concepts learnt

Course Code: P16MBA4ES1 Systems Elective VI: E-Business

Course outcome No.	Course outcome
CO1	To make the students aware about e-business EDI and cyber economy.
CO2	Intra business applications create awareness among the students about the online sales force automation, logistics and distribution, network and information.
CO-	Students get to know about how marketing concepts to be implemented through internet.
CO4	To know about electronic payment system and its implications.
CO5	It will create student's expertise on e-governance legal and regulatory issues.

Course Code: P16MBA4ES2 Systems Elective VI: Internet Technologies

Course outcome No.	Course outcome
CO1	An introduction about web design, internet communication technologies, Virtual private network, web technologies and HTML.
CO2	Knowledge on client application management will create expertise on java script and VB script.
CO-	This unit will create awareness on web architecture and web servers
CO4	Computer security is the need of the hour topic should have basic knowledge on security risks, security tools, firewalls, digital certificate and security socket locker.
CO5	Advanced concepts will make the students relevant about mark-up languages, wireless protocol and java beans.

Course Code: P16MBA4ES- Systems Elective VI: Management Information Systems

Course outcome No.	Course outcome
CO1	This unit will provide the students an introduction about business systems.
CO2	Knowledge about business information system will make the students relevant on management information system, executive system and expertise systems.

CO-	Managerial decision is playing a vital role in enterprise on the hole as well as information systems.
CO4	Strategy is the very much needed on successful implementation of business process and e-business applications.
CO5	A student has to know how to manage information systems in order to make planning and controls on information systems.

Course Code: P16MBA4ES4

Systems Elective VI: Software Project Management

Course outcome No.	Course outcome
CO1	System analysis and design helps the student to know about different methodologies and structured analysis.
CO2	This unit will cover the topics system implementation and maintenance such as selection and procurement, control and security, issues of design and implementation.
CO-	Project development and database design is the topic that will cover the following data base technologies, case tools, SQL, cost benefit analysis, design, development and testing.
CO4	Students will be expertise on software project development and management.
CO5	Software project management will further make the students expertise on cost to quality management.

Course Code: P16MBA4ES5 Systems Elective VI: Relational Database Management System

Course outcome No.	Course outcome
CO1	Students will study the basic concepts of relationship data model SQL tables, functions and queries.
CO2	Advanced concepts of oracle will make the students relevant on SQL plus, accessing remote data, building reports, allocation, triggers and procedures.
CO-	An introduction to visual basic will create knowledge about variables and values drawing on the screen, building programs, adding variables array and building clock.
CO4	Building larger programs will create awareness on designing, building, book interfacing, searching, printing, sorting, deleting, data management, controls, forms, fonts and miscellaneous.
CO5	Students will be relevant on server based application design the project and tools, oracle and visual basic.

Course Code: P16MBA4ES6

Systems Elective VI: Object Oriented Programming & C++

Course outcome No.	Course outcome
CO1	Students will know the traditional program approach and object oriented languages.
CO2	Object oriented analysis and data modeling will create awareness on object oriented design, concepts, methods, components and interfaces.
CO-	This unit will make the students aware about and alternative object oriented design strategies.
CO4	Understanding the basics of C++ will make the students clear about objects constructor and inheritance.
CO5	Advanced concepts will make the students aware about polymorphism, dynamic and late binding, programming development in C++



Department of Management Studies
 Attainment of PO & PSO with Course Outcomes

Semester 1 Course Code: P16MBA1							Core Paper I: Management Concepts					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	√	√	-	-	√	-	√	-	√	-	√	-
CO2	-	-	√	√	-	√	-	√	-	√	-	√
CO3	√	-	-	-	√	-	√	-	√	-	√	-
CO4	-	√	√	√	-	√	-	√	-	√	-	√
CO5	√	-	-	√	√	-	-	√	√	-	√	-

Semester 1 Course Code: P16MBA2							Core Paper II: Managerial Communication					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	√	-	√	-	-	√	-	√	-	√	√	-
CO2	-	√	-	√	√	-	√	-	-	√	-	√
CO3	√	-	√	-	-	√	-	√	√	-	-	-
CO4	-	√	-	√	√	-	√	-	√	√	-	√
CO5	-	-	√	-	-	√	-	-	-	-	-	-

Semester 1 Course Code: **P16MBA3**Core Paper III: **Mathematics and Statistics**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	√	√	-	-	-	√	-	-	-	-	-
CO2	-	-	-	-	√	√	-	-	√	-	√	√
CO3	-	-	√	-	-	-	√	-	-	√	-	-
CO4	-	-	-	-	√	√	-	-	√	-	√	√
CO5	√	√	-	-	-	-	√	-	-	√	-	-

Semester 1 Course Code: **P16MBA4**Core Paper IV: **Managerial Economics**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	√	-	-	√	-	-	-	-	-	√	-
CO2	√	-	√	√	-	-	√	-	√	√	-	√
CO3	-	√	-	-	√	√	-	-	-	-	√	-
CO4	√	√	√	-	√	-	√	-	√	-	√	-
CO5	-	-	-	√	-	√	-	-	-	-	-	√

Semester 1 Course Code: **P16MBA5**Core Paper V: **Organizational Behavior**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	√	-	-	√	-	√	-	-	-
CO2	-	-	√	-	√	-	-	√	-	√	-	√
CO3	√	-	-	√	-	-	-	-	√	-	-	-
CO4	-	√	-	-	√	√	-	√	-	√	-	√
CO5	√	-	-	√	-	-	√	-	√	-	√	-

Semester 1 Course Code: **P16MBA6**Core Paper VI: **Management Accounting**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	√	√	-	-	-	-	-	-	-	-	-	-
CO2	-	-	√	-	√	-	-	√	-	-	√	-
CO3	-	-	-	-	-	√	-	-	√	-	-	√
CO4	√	√	-	√	-	-	-	√	-	-	-	-
CO5	-	-	-	-	-	-	√	-	√	-	√	√

Semester II Course Code: **P16MBA7**Core Paper VII: **Operation Research**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	√	-	-	-	-	-	-	√	√	-	-
CO2	√	-	-	-	-	√	√	-	-	-	√	-
CO3	-	√	√	-	√	-	-	√	√	-	-	√
CO4	-	-	-	-	-	√	-	-	-	√	√	-
CO5	√	-	-	-	√	-	√	-	-	-	-	-

Semester II Course Code: **P16MBA8**Core Paper VIII: **Production Management**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	√	-	√	-	-	-	√	-	√	-
CO2	-	√	-	-	-	√	-	√	√	-	√	√
CO3	√	-	√	-	-	-	√	-	-	√	-	-
CO4	-	√	-	√	√	√	-	-	√	-	√	-
CO5	-	-	-	-	-	-	-	√	-	-	-	-

Semester II Course Code: **P16MBA9**Core Paper IX: **Marketing Management**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	√	-	√	-	-	-	-	-
CO2	√	-	√	-	-	√	-	√	-	-	-	√
CO3	-	√	-	-	-	-	√	-	√	-	√	-
CO4	√	-	-	-	√	√	-	-	-	-	-	√
CO5	-	-	-	√	-	-	-	-	-	√	-	-

Semester II Course Code: **P16MBA10**

Core Paper X: **Financial Management**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	√	-	-	√	-	-	-	√	-
CO2	√	-	√	-	√	-	-	-	-	√	-	-
CO3	-	-	-	-	-	√	-	-	√	-	√	√
CO4	-	√	-	√	-	-	-	√	-	-	-	-
CO5	-	-	√	-	√	-	-	-	√	√	-	√

Semester II Course Code: **P16MBA11**

Core Paper XI: **Human Resource Management**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	√	-	-	-	√	-	√	-	√	√	-
CO2	√	-	√	-	√	-	√	-	√	-	-	-
CO3	-	-	-	-	-	√	-	√	-	√	√	-
CO4	-	√	-	√	-	-	√	-	√	-	-	√
CO5	-	-	-	-	√	-	-	√	-	√	-	-

Semester II Course Code: **P16MBA12**

Core Paper XII: **Research Methods in Management**

Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	√	√	-	-	-	-	-	-	-	-	-
CO2	√	-	-	-	√	-	√	-	√	-	-	√
CO3	-	-	√	-	-	√	-	√	-	√	-	-
CO4	-	√	-	-	√	-	√	-	√	-	√	√
CO5	-	-	-	√	-	-	-	-	-	√	-	-

Semester III Course Code: P16MBA13						Core Paper XIII: Strategic Management						
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	√	-	-	-	-	√	-	-	-	-	-	-
CO2	-	√	-	√	-	-	√	-	-	-	-	-
CO3	√	-	√	-	-	-	-	√	√	-	√	√
CO4	-	-	-	-	-	√	-	-	-	-	-	-
CO5	-	-	√	-	√	-	-	√	-	-	-	-

Semester III Course Code: P16MBA14						Core Paper XIV: Legal Aspects of Business						
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	-	-	-	-	-	-	-	√
CO2	-	√	-	-	-	-	-	√	√	-	-	-
CO3	-	-	-	-	-	-	√	-	-	-	-	-
CO4	-	-	-	-	-	√	-	√	-	√	√	-
CO5	√	-	-	-	-	-	-	-	-	-	-	-

Semester III Course Code: P16MBA15						Core Paper XV: Knowledge Management					
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Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	√	-	-	-	-	√	-	-	-
CO2	√	-	-	-	-	-	-	-	-	√	√	-
CO3	-	-	-	-	-	-	√	√	√	-	-	√
CO4	-	-	-	-	-	√	-	-	-	-	-	-
CO5	√	√	-	-	-	-	√	-	-	-	-	-

Semester III Course Code: P16MBA3EF1 Finance Elective I: Strategic Financial Management												
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	-	-	-	-	-	-	-	-
CO2	-	√	-	√	-	-	-	-	-	-	√	-
CO3	-	-	-	-	√	-	-	-	√	-	-	√
CO4	-	-	√	-	-	√	√	√	-	-	-	-
CO5	-	-	-	-	√	-	-	-	-	√	-	-

Semester II Course Code: P16MBA3EF2 Finance Elective II: Financial Services												
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	-	-	-	-	-	-	-	-
CO2	√	-	√	-	-	-	√	-	√	-	√	-
CO3	-	-	-	-	-	-	-	-	-	-	-	-
CO4	√	-	-	√	-	√	-	-	-	√	-	-
CO5	-	-	-	-	√	-	-	-	-	-	-	-

Semester III Course Code: P16MBA3EF3 Finance Elective III: Security Analysis & Portfolio Management												
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Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	√	-	-	-	√	-	-	-	-
CO2	√	-	-	-	√	√	√	-	√	-	-	-
CO3	-	-	√	-	-	-	-	√	-	-	√	-
CO4	-	√	-	-	√	-	√	-	-	√	-	√
CO5	-	-	√	-	-	-	-	-	-	-	-	-

Semester III Course Code: P16MBA3EH1 HR Elective I: Organization Development												
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	√	-	-	√	√	-	√	-	√	-	√
CO2	√	-	√	-	-	-	-	√	√	√	√	√
CO3	-	-	-	√	√	-	√	-	-	-	-	-
CO4	√	√	√	√	-	-	-	-	√	-	√	-
CO5	-	-	-	-	√	-	-	-	-	√	√	-

Semester III Course Code: P16MBA3EH2 HR Elective II: Compensation Management												
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	-	-	√	-	√	-	-	-
CO2	-	√	-	-	√	-	-	-	-	√	√	-
CO3	-	-	√	-	-	-	√	-	√	-	-	√
CO4	-	√	-	-	√	-	-	-	-	√	√	-
CO5	-	-	-	-	-	-	√	-	-	√	-	-

Semester III Course Code: P16MBA3EH3							HR Elective III: Change Management					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	√	-	-	-	√	-	-	-	-
CO2	√	-	√	-	√	-	√	-	√	-	√	√
CO3	-	√	-	-	-	-	-	√	-	√	√	-
CO4	√	-	√	√	-	√	√	-	√	-	-	√
CO5	-	-	-	-	-	-	√	-	-	√	-	-

Semester III Course Code: P16MBAMS							Core Paper: Managerial Skills					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	√	-	-	√	-	√	-	-	-	√	-
CO2	√	-	-	√	-	-	-	√	-	√	-	√
CO3	-	√	-	-	√	-	√	-	√	-	√	-
CO4	-	-	-	-	-	√	-	-	-	-	-	-
CO5	-	√	-	√	√	-	-	√	-	-	-	√

Semester IV Course Code: P16MBA16							Core Paper XVI: International Business Environment					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	√	-	-	-	-	√	-	-	-
CO2	-	√	-	-	√	√	√	√	-	-	√	√
CO3	-	-	-	√	-	-	-	-	√	-	-	-
CO4	√	-	-	-	√	-	-	√	-	√	√	√
CO5	-	√	√	-	-	√	√	-	-	-	-	-

Semester IV Course Code: P16MBA17							Core Paper XVII: Entrepreneurial Development					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	√	-	-	-	√	-	-	-	-	-
CO2	√	-	-	√	-	-	-	√	-	√	-	√
CO3	-	√	√	-	√	-	√	-	√	-	-	-
CO4	-	-	-	-	-	√	-	-	-	√	-	-
CO5	-	-	-	√	-	-	-	√	-	-	-	-

Semester IV Course Code: P16MBA18							Core Course: Total Quality Management					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	-	√	-	√	-	√	-	-
CO2	√	-	√	-	-	-	-	-	√	-	√	√
CO3	-	-	-	√	-	-	√	-	-	-	-	-
CO4	-	√	√	√	-	-	-	-	√	-	-	-
CO5	-	-	-	-	-	-	-	-	-	√	-	-

Semester IV Course Code: P16MBA4EF4							Finance Elective IV: Project Management					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	√	-	-	-	√	√	-	-	-	-
CO2	-	-	-	√	-	-	-	-	√	√	√	√
CO3	-	√	-	√	√	-	√	-	√	-	-	-
CO4	√	√	√	-	-	-	-	-	-	-	√	-
CO5	-	-	-	-	√	√	-	√	-	√	-	-

Semester IV Course Code: P16MBA4EF5							Finance Elective V: Global Financial Management					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	√	-	-	-	-	-	-	-	-
CO2	-	-	-	-	-	-	√	√	-	-	√	-
CO3	-	√	√	√	-	√	-	-	√	-	-	-
CO4	√	-	-	-	√	-	√	√	-	√	√	-
CO5	-	-	√	-	-	√	-	-	-	-	-	-

Semester IV Course Code: P16MBA4EF6							Finance Elective VI: Merchant Banking					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	-	-	-	-	√	-	-	-
CO2	-	√	-	-	-	√	-	√	-	-	-	-
CO3	-	-	-	-	-	-	-	-	-	-	√	-
CO4	√	-	-	√	-	√	-	-	-	-	-	-
CO5	-	-	-	-	-	-	-	-	-	√	-	-

Semester IV Course Code: P16MBA4EH4							HR Elective IV: Public Relations Management					
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	-	-	√	-	-	-	-	-
CO2	-	√	√	-	-	-	-	-	√	-	√	-
CO3	√	-	-	√	√	-	-	-	-	√	-	-
CO4	-	√	-	-	√	√	√	-	-	-	√	-
CO5	-	-	-	-	-	-	-	-	-	√	-	√

Semester IV Course Code: P16MBA4EH5 HR Elective V: Managing Interpersonal Effectiveness												
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	-	-	-	√	-	-	√	-
CO2	√	-	√	-	√	√	-	-	√	√	√	√
CO3	-	-	-	-	√	-	√	√	-	-	-	-
CO4	√	√	-	√	-	-	√	-	√	-	√	√
CO5	-	-	√	-	-	√	-	-	-	√	-	-

Semester IV Course Code: P16MBA4EH6 HR Elective VI: Group Dynamics												
Course Outcome	Program Outcome						Program Specific Outcome					
	PO1	PO2	PO3	PO4	PO5	PO6	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
CO1	-	-	-	-	-	-	√	√	√	-	-	√
CO2	√	√	-	√	√	√	-	√	√	√	√	-
CO3	√	-	√	-	-	-	√	-	√	-	√	√
CO4	-	√	√	√	√	-	-	-	√	√	√	-
CO5	-	-	-	-	-	-	√	-	√	√	-	-