

# EASWARI ENGINEERING COLLEGE

(AUTONOMOUS)

## DEPARTMENT OF MANAGEMENT STUDIES

### PROGRAMME OUTCOMES (PO):

**PO1.**Effective communication skills

**PO2.**Initiate critical thinking

**PO3.** Resources analysis for organisations

**PO4.** Familiarize organisations and its stakeholders

**PO5.** Integrate functional knowledge with strategic skills

**PO6.** Comprehend effectively in globalized environment

**PO7.** Practice business ethics with integrity

**PO8.** Enhance careers and commitment

**PO9.** Instigate entrepreneurial drive

### Program Specific Outcomes (PSO):

- |                |   |
|----------------|---|
| <b>PSO - 1</b> | <b>Application of multidisciplinary knowledge comprising of finance, operations, system, marketing and human resources management to integrate business projects.</b> |
| <b>PSO - 2</b> | <b>Usage of business metrics to evaluate business projects to develop growth strategies.</b>  |
| <b>PSO - 3</b> | <b>Empower the students to innovate and execute the business idea during the challenging business situations.</b>   |

### 193MBC101T: Economic Analysis for Business

#### Course Outcomes

1. Knowledge of the concepts of scarcity and efficiency; to explain principles of micro economics relevant to managing an organization; to describe principles of macro economics to have the understanding of economic environment of business.
2. Awareness of how a society allocates limited resources over unlimited wants and its outcomes. Impact of imperfections in society & steps government can take to solve it.

3. Knowledge of the basic forces of supply and demand and decision making behavior of households and firms. Knowledge of production functions and cost functions.
4. Knowledge of how firms in different markets behave and their profitability.
5. Knowledge of the major macroeconomic indicators of a country
6. Awareness of money market and the forces determining the demand and supply of money. Also knowledge of inflation and its determinants and government's arsenal to counter it.

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM OBJECTIVES:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	1	2	3	3	3	3	1	1	1
CO2	1	1	2	3	3	2	1	1	1
CO3	1	1	2	3	3	2	1	1	1
CO4	1	1	2	3	3	3	1	1	1
CO5	1	1	2	3	3	3	1	1	1
CO6	1	1	2	3	3	3	1	1	1

**Justification of the mapping:**

193MBA101T .1	Matching of unlimited wants & limited resources (PO3)Externalities (PO4). Solving economic problems (PO6).
193MBA101T.2	The students will learn the concept of opportunity cost relevant for effective decision making(PO2)
193MBA101T.3	Factors determining demand & supply (PO3), elasticity of demand & supply (PO4), Production & cost functions (PO5), economies of scale (PO6).
193MBA101T.4	Decisions to maximize profits under different market structures (PO4), Pricing decisions (PO4), Collusion & cartels (PO5), Decisions to maximize profits(PO6) .
193MBA101T.5	Impact of macroeconomic variables on business (PO5) & (PO6), Monetary policy (PO5), Fiscal Policy (PO6).
193MBA101T.6	Impact of money, inflation& unemployment on business (PO6), Unemployment & impact on society (PO5), Use of different policies to solve societal problems (PO6) .

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM SPECIFIC OUTCOMES:**

CO	PSO1	PSO2	PSO3
CO1	3	2	3
CO2	3	2	3
CO3	3	2	3
CO4	3	2	3
CO5	3	2	3
CO6	3	2	3

**Justification of the mapping:**

193MBA101T.1	The students will learn the concept of opportunity cost relevant for effective decision making, Production & cost functions (PSO1) Matching of unlimited wants & limited resources (PSO3)
193MBA101T.2	The matching of unlimited wants & limited resources(PSO1), Externalities (PSO2)
193MBA101T .3	Factors determining demand & supply, elasticity of demand & supply (PSO1), Production & cost functions, economies of scale (PSO3)
193MBA101T .4	Decisions to maximize profits under different market structures (PSO1), Collusion & cartels(PSO3)
193MBA101T .5	Impact of macroeconomic variables on business(PSO1), Monetary & fiscal policies (PSO3)
193MBA101T .6	Impact of money, inflation & unemployment on business (PSO1), Use of different policies to solve societal problems (PSO3)

**193MBC102T: Principles of Management**

## Course Outcomes

1. The students will be aware of management process, functions, factors leading to changes in management thought & strategies for globalization
2. The students will know the different types of plans, how to plan & various decision making techniques.
3. At the end of this unit the students will know about organizing –using the appropriate organization structure & factors influencing organization structures.

4. At the end of this unit the students can able to know about communicating effectively & the need for managing diversity.
5. The Students will know the techniques of control to improve the performance.
6. The students should be able to learn and understand the effective functions of Management.

CO-PO Mapping Table

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
<b>193MBC102T.1</b>	-	2	3	3	2	3	3	2	-
<b>193MBC102T.2</b>	-	1	-	3	-	3	3	2	-
<b>193MBC102T.3</b>	-	3	3	1	1	2	-	2	-
<b>193MBC102T.4</b>	-	1	3	2	3	1	-	2	-
<b>193MBC102T.5</b>	3	1	-	1	-	-	-	2	-
<b>193MBC102T.6</b>	-	3	3	-	3	2	-	3	-

Justification for CO-PO Mapping

<b>193MBC102T.1</b>	The students can understand the basic management concepts that help them to gain knowledge in the field of business organization. The new techniques adopted by the business organization need to be learned by students to update them in the field of business.
<b>193MBC102T.2</b>	The students can understand the basic management concepts that help them to gain knowledge in the field of business organization. The new techniques adopted by the business organization need to be learned by students to update them in the field of business.
<b>193MBC102T.3</b>	Students will have the ability to plan and analyze complex problems, but in reality the students unable to take decisions considering external factors.
<b>193MBC102T.4</b>	The students will understand the structure of an organization and analyze problems; students gain knowledge on the functions of Human Resource management, they can communicate and run the business effectively.

<b>193MBC102T.5</b>	The students will have the ability to understand various communication methods available. The students should use the proper method of communication during the time of challenges in business.
<b>193MBC102T.6</b>	The students gain knowledge about control process and types that meet the specified needs with appropriate management consideration to reach the goals and objectives of the organization.

#### CO-PSO Mapping

CO <sup>PSO</sup>	PSO1	PSO2	PSO3
<b>193MBC102T.1</b>	3	-	-
<b>193MBC102T.2</b>	3	-	-
<b>193MBC102T.3</b>	3	1	1
<b>193MBC102T.4</b>	3	-	-
<b>193MBC102T.5</b>	3	-	-
<b>193MBC102T.6</b>	3	-	-

#### Justification for CO-PSO Mapping

<b>193MBC102T.1</b>	The students will get only a part of management knowledge in the subject
<b>193MBC102T.2</b>	The students will get only a part of management knowledge in the subject and it covers the basic functions in the management.
<b>193MBC102T.3</b>	The basic idea of planning and decision making was given importance rather than analyses of business situations.
<b>193MBC102T.4</b>	The various functions and activities of the management were discussed to students. Some of the topics need to be taught related to management.

<b>193MBC102T.5</b>	The topic gives more idea about communication and culture followed in various management. The students need to learn the culture in the international perspective.
<b>193MBC102T.6</b>	The unit covers the over control system followed in the management and some technical assessment to be taught to make them clear and evaluate the best practices.

### **193MBC103T:Accounting for Management**

CO1:To know the accounting concepts and conventions as well as be able to prepare final accounts

CO2 : To have knowledge on company accounts and methods of altering share capital

CO3 : To be able to analyse financial statements of companies

CO4 : To know the different cost accounting techniques

CO5 : To know about computerized accounting systems, types & benefits

#### CO-PO Mapping Table

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
<b>193MBC103T.1</b>	-	3	-	3	2	1	-	3	-
<b>193MBC103T.2</b>	-	3	-	2	2	-	-	3	-
<b>193MBC103T.3</b>	-	3	3	2	2	-	-	3	-
<b>193MBC103T.4</b>	-	3	3	2	2	-	-	3	-
<b>193MBC103T.5</b>	-	3	-	1	2	-	-	3	-

#### Justification for CO-PO Mapping

<b>193MBC103T.1</b>	The students will know the stakeholders interested in accounting information. They will also know the process of accounting.
<b>193MBC103T.2</b>	The students will be able to analyse the resources of the organization and how share capital can be raised

<b>193MBC103T.3</b>	The student can find the financial position of a company which can enhance their career in equity analysis
<b>193MBC103T.4</b>	The students will be able to analyse the resources of the organization and thus know techniques of cost management.
<b>193MBC103T.5</b>	Computerised accounting will provide an opportunity for students to upgrade their knowledge.

#### CO-PSO Mapping

CO	PSO1	PSO2	PSO3
<b>193MBC103T.1</b>	3	-	-
<b>193MBC103T.2</b>	3	-	-
<b>193MBC103T.3</b>	3	1	1
<b>193MBC103T.4</b>	3	-	-
<b>193MBC103T.5</b>	3	-	-

#### Justification for CO-PSO Mapping

<b>193MBC103T.1</b>	The students will get only a part of management knowledge in the subject
<b>193MBC103T.2</b>	The students will get only a part of management knowledge in the subject and it covers the basic functions in the management.
<b>193MBC103T.3</b>	The basic idea of planning and decision making was given importance rather than analyses of business situations.
<b>193MBC103T.4</b>	The various functions and activities of the management were discussed to students. Some of the topics need to be taught related to management.

<b>193MBC103T.5</b>	The topic gives more idea about communication and culture followed in various management. The students need to learn the culture in the international perspective.
---------------------	--

193MBC104T:Legal Aspects of Business

**Course Outcome:**

**CO1:** The students will gain knowledge on fundamentals of commercial law.

**CO2:** The students will have a clear understanding on the Company law.

**CO3:** Help to gain knowledge on Industrial law.

**CO4:** The students will know the procedures in corporate tax planning

**CO5:** The Students will get an exposure on cyber and IT laws

**CO6:** Legal insight will be established in the business practices according to the situation of changing environment

**\*MAPPING WITH COURSE OUTCOME (CO) WITH PROGRAMME OBJECTIVE (PO).**

CO PSO	PEO1	PEO2	PEO3	PEO4	PEO5
<b>193MC104T.1</b>	3	3	3	3	3
<b>193MC104T.2</b>	3	2	3	3	2
<b>193MC104T.3</b>	2	2	3	2	2
<b>193MC104T.4</b>	3	3	2	3	3
<b>193MC104T.5</b>	2	3	2	3	3
<b>193MC104T.6</b>	3	2	3	3	3

**1- Slight, 2-Medium, 3- Substantial**

**Justification of mapping with Program specific Outcome (PSO)**



<b>193MC104T.1</b>	As the student learn about the necessary skills and attitudes to become more productive employees and to continue learning and become managerial leaders in a variety of organizations.
<b>193MC104T.2</b>	The students gain knowledge on the company law, documentation and formation of company so that they are theoretically prepared for forming a new company and graduates become capable for solving the problems and develop good business environment in legal and ethical way.
<b>193MC104T.3</b>	The students learn the legal requirements of the company so that they effectively implement in the organization. The students will possess the knowledge in area of policy formation and follow codes as the Industrial act.
<b>193MC104T.4</b>	The students can explore their knowledge in the areas of tax planning and become more productive professionals in their domain. The Entrepreneurial skills are developed while studies the legal concepts needed for the statutory bodies.
<b>193MC104T.5</b>	The students learn the consumer protection rights , cyber laws in the unit which involve them to learn the current techniques and skills needed for managers and entrepreneurs.

**\*MAPPING WITH COURSE OUTCOME (CO) WITH THE PROGRAMME OUTCOMES (POs):**

<b>CO/PO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>	<b>PO9</b>
<b>193MC104T.1</b>	✓		✓		✓			✓	✓
<b>193MC104T.2</b>	✓		✓		✓			✓	✓
<b>193MC104T.3</b>	✓		✓		✓			✓	✓
<b>193MC104T.4</b>	✓		✓		✓			✓	✓
<b>193MC104T.5</b>	✓		✓		✓			✓	✓
<b>193MC104T.6</b>	✓		✓		✓			✓	✓

**Justification of the mapping:**

<b>193MC104T.1</b>	The students can understand the importance of contracts and its type along with the Negotiable Instruments which help them to possess knowledge in legal decision making and innovative thinking which make them socially responsible citizens.
<b>193MC104T.2</b>	The students gain knowledge on companies act, they will acquire the ability to know how to form the company and register it properly and the students will become expert professionals in the legal formalities of companies.
<b>193MC104T.3</b>	The students can easily learn and understand the Industrial law related safety , welfare and hygiene practices and the other laws pertaining to the factories or the organizational employees.

<b>193MC104T.4</b>	The better understanding on corporate tax planning, income tax and other statutory acts is discussed to students. Which help them to decide on the proper legal procedure to be followed in the organization.
<b>193MC104T.5</b>	The students gain knowledge on the consumer protection, copyright, patents, IPR , the students will become competent professionals in the area of specialization and follow the better ethical practices in the organizations.

193MBC105T:Organizational Behaviour

**Course Outcomes:**

CO1: An understanding on the needs and significance of organizational behaviour.

CO2: In-depth knowledge on the various behavioural theories.

CO3:Students will know the framework for managing individual and group performance.

CO4:A clear picture on the various leadership styles and the impact of power and politics in an organization.

CO5: Basic knowledge on organization culture, climate, its significance and impact in an organization.

CO6: Students will learn the specifics of psychology and its allied disciplines in the area of Human Resource Management.

**PROGRAM SPECIFIC OUTCOMES:**

PSO1: Students will possess the ability to apply management techniques for rational decision making and innovative thinking.

PSO2: Students will be competent professionals in their area of specialization.

PSO3: Students will obtain expected business intricacies and become socially responsible citizens.

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM OBJECTIVES:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	1	2	2	1	1	3	2	1
CO2	3	3	1	2	2	2	2	1	2
CO3	3	3	1	1	1	2	2	1	2
CO4	3	3	1	1	3	2	2	1	2

<b>CO5</b>	<b>3</b>	<b>3</b>	<b>1</b>	<b>1</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>2</b>
<b>CO6</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>

**Justification of the mapping:**

193MBC105T	An understanding of the basic concepts of organizational behaviour would prepare the students for a managerial career and become productive employees. They can also apply the skills acquired for a better managerial practice.
193MBC105T	Knowledge on the various behavioural theories would help the students to use the attitudes and skills to handle their superiors, peers and subordinators effectively.
193MBC105T	Knowledge about managing individual and group performance about fundamental analysis would increase the managerial career opportunities and utilize the skills to solve problems.
193MBC105T	Various leadership styles and the impact of power and politics in an organization will be very significant for a bright career in HR.
193MBC105T	Organization culture, climate, its significance and impact in an organization are necessary aspects for a HR manager so as to use the skills and techniques for managerial practice.
193MBC105T	The specifics of psychology and its allied disciplines in the area of Human Resource Management help to understand the nature and activities of people in organisation.

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM SPECIFIC OUTCOMES:**

<b>CO</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>
<b>CO1</b>	<b>3</b>	<b>3</b>	<b>2</b>
<b>CO2</b>	3	3	<b>2</b>
<b>CO3</b>	3	3	<b>2</b>
<b>CO4</b>	3	3	<b>2</b>
<b>CO5</b>	3	3	<b>2</b>
<b>CO6</b>	<b>3</b>	<b>3</b>	<b>2</b>

**Justification of the mapping:**

193MBC105T	The basic concepts in organizational behaviour would enhance the ability to apply management techniques for rational decision making and innovative thinking.
193MBC105T	Knowledge on the various behavioural theories would help students to take up a challenging career in HR.
193MBC105T	Knowledge about managing individual and group performance would enrich the students in decision making and innovative thinking.
193MBC105T	Leadership styles and the impact of power and politics are very much needed for a career in psychology and HR and also to become competent professionals.
193MBC105T	Understanding Organization culture, climate, its significance and impact upon the behaviour of employees in an organization would benefit the students.
193MBC105T	Organisational behaviour helps to predict organizational life; to motivate employees and maintain interrelations in an organisation. These aspects are vital for rational decision making and innovative thinking and competent professionals.

**193MBC106T:Statistics for Managerial Decisions**

**CO1:** Students will have a clear idea about fundamentals of probability and able to understand where statistics and probability are used.

**CO2:** The students will learn about effectiveness of sampling distribution and estimation and know the different methods involved in estimation.

**CO3:** Students can appreciate the concept of testing of hypothesis and be able to identify the methods in testing.

**CO4:** The students will have a clear idea about Non parametric test methods and know the difference in the behavior of Chi Square test, sign test, rank sum test, KolmogorovSmirnov.

**CO5:** The students will have a clear idea about correlation and regression and The students will have better knowledge about retailing forecasting.

**193MBC107T:Total Quality Management**

**CO1:** The student will understand the concept and importance of quality and how the different dimensions of quality enable the organization to fulfill the needs and expectations of the customer.

**CO2:** The student will be able to appreciate the contributions of the quality gurus and how the Japanese tools are used to approach and solve the problem.

**CO3:** The student will understand the construction and usage of control charts and how BPR is used in the analysis and redesign of workflows.

**CO4:** The student can understand the structured approach to defining customer needs or requirements and translating them into specific plans to produce products to meet those needs using the different management tools.

**CO5:** The student can understand the various quality management systems and how an organisation can sustain the success by means of quality management.

**CO6:** Students can understand total quality concept and techniques for managing, controlling, and improving quality. They gain the information and skills needed to implement total quality practices.

#### **MAPPING OF COURSE OUTCOMES WITH THE PROGRAM OBJECTIVES:**

<b>CO/PO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>	<b>PO9</b>
<b>CO1</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>3</b>
<b>CO2</b>	<b>2</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>2</b>
<b>CO3</b>	<b>2</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>3</b>
<b>CO4</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
<b>CO5</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>3</b>	<b>2</b>	<b>3</b>	<b>3</b>
<b>CO6</b>	<b>2</b>	<b>3</b>	<b>2</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>

#### **Justification of the mapping:**

--	--

<b>193MBC107T</b>	Students can understand the customer expectations, customer's perception of quality and means of converting them into reality.
<b>193MBC107T</b>	The students learn about the concepts and the teachings of the various quality gurus that would enable them to become more productive and also in acquiring the necessary skills that would help them in real world.
<b>193MBC107T</b>	The knowledge about statistical process control, TPM and BPR permits the students to develop leadership skills suitable for a wide range of industry.
<b>193MBC107T</b>	Information on house of quality, failure mode effect analysis and the various management tools facilitate the students to acquire required proficiency to manage enterprises successfully.
<b>193MBC107T</b>	Understanding the importance of ISO and other QMS will assist in identification of problem areas and means to solve the problem.
<b>193MBC107T</b>	Obtaining the necessary skills required for Quality manager will impact the survival of the organization in turbulent times.

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM SPECIFIC OUTCOMES:**

CO	PSO1	PSO2	PSO3
<b>CO1</b>	3	2	2
<b>CO2</b>	2	3	3

<b>CO3</b>	3	2	2
<b>CO4</b>	3	2	1
<b>CO5</b>	2	2	2
<b>CO6</b>	3	3	2

**Justification of the mapping:**

<b>193MBC107T</b>	The study of the concepts of quality will make the students competent in their particular area of specialization.
<b>193MBC107T</b> <b>193MBC107T</b>	The information about the teachings of different quality gurus will enable rational decision making.
<b>193MBC107T</b>	Knowledge about SPC and the mechanism of TPM/BPR inculcates innovative thinking.
<b>193MBC107T</b>	Awareness concerning HOQ and FMEA widens the possibility of mastering the business.
<b>193MBC107T</b>	Awareness of ISO standards along with the other QMS will throw light decision making process which will aid students to become competent professionals.





CO1	-	3	1	1	1	1	1	2	2
CO2	1	3	2	2	3	3	3	2	2
CO3	1	3	2	2	3	3	3	2	2
CO4	1	3	2	2	3	3	3	3	3
CO5	1	3	2	2	3	3	3	2	2
CO6	1	3	2	2	3	3	3	2	2

**Justification of the mapping:**

<b>193MBC202T.1</b>	Cannot be mapped with CO1, to overcome this gap students were given seminar presentation topics from the syllabus and other than that group discussion and roleplay activities have been planned to organize.
<b>193MBC202T.2</b>	Knowledge about data collection would enrich the students in decision making and innovative thinking.
<b>193MBC202T.3</b>	Knowledge about the research design and measurement would help students to solve managerial issues.
<b>193MBC202T.4</b>	Data preparation and analysis skills are very much needed to Familiarize organizations.
<b>193MBC202T.5</b>	Knowledge about the preparation of research report with the present status of the business and its practical relevance in the corporate explore and reflect about managerial challenges and Enhance careers and commitment.
<b>193MBC202T.6</b>	Knowledge about scientific communication through report writing, ethics in research and subjectivity and objectivity in research Practice business ethics with integrity.

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM SPECIFIC OUTCOMES:**

CO	PSO1	PSO2	PSO3
<b>CO1</b>	<b>3</b>	<b>2</b>	<b>3</b>

<b>CO2</b>	<b>3</b>	<b>2</b>	<b>3</b>
<b>CO3</b>	<b>3</b>	<b>2</b>	<b>3</b>
<b>CO4</b>	<b>3</b>	<b>2</b>	<b>3</b>
<b>CO5</b>	<b>3</b>	<b>2</b>	<b>3</b>
<b>CO6</b>	<b>3</b>	<b>2</b>	<b>3</b>

**Justification of the mapping:**

<b>193MBC202T.1</b>	The basic concepts of Business research would enhance the ability to apply business knowledge in multi disciplinary facts.
<b>193MBC202T .2</b>	Knowledge about the research design and measurement would help students to solve managerial issues.
<b>193MBC202T.3</b>	Knowledge about data collection would enrich the students in decision making and innovative thinking.
<b>193MBC202T.4</b>	Data preparation and analysis skills are very much needed to become competent professionals.
<b>193MBC202T.5</b>	Knowledge about the preparation of research report with the present status of the business and its practical relevance in the corporate explore and reflect about managerial challenges.
<b>193MBC202T.6</b>	Knowledge about scientific communication through report writing, ethics in research and subjectivity and objectivity in research.

193MBC203T:Financial Management

Course Outcomes

CO1:Know the functions of financial manager and learn the concept of time value of money

CO2 : Know the techniques of evaluating capital budgeting decisions

CO3 : Know the impact of financing decisions and dividend decisions on firm

CO4 : Know the techniques of working capital management

CO5 : Know the various sources of long term finance

## CO-PO Mapping Table

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
<b>193MBC203T.1</b>	-	3	-	3	2	1	-	3	-
<b>193MBC203T.2</b>	-	3	-	2	2	-	-	3	-
<b>193MBC203T.3</b>	-	3	3	2	2	-	-	3	-
<b>193MBC203T.4</b>	-	3	3	2	2	-	-	3	-
<b>193MBC203T.5</b>	-	3	-	1	2	-	-	3	-

### Justification for CO-PO Mapping

<b>193MBC203T.1</b>	The students will know the how to evaluate the value of assets based on future return
<b>193MBC203T.2</b>	The students will be able to evaluate the worthiness of an investment by using the various techniques learnt
<b>193MBC203T.3</b>	The student will be able to analyse the best method of financing and also decide on dividends so as to maximize the value of the firm
<b>193MBC203T.4</b>	The students will be able to manage the working capital at the optimal level which would help in resource analysis as well as enhance careers
<b>193MBC203T.5</b>	The student will know the sources of long term finance and be able to take decisions on the best course of action

### CO-PSO Mapping

CO	PSO1	PSO2	PSO3
<b>193MBC103T.1</b>	3	3	-
<b>193MBC103T.2</b>	3	3	-

<b>193MBC103T.3</b>	3	3	1
<b>193MBC103T.4</b>	3	3	-
<b>193MBC103T.5</b>	3	3	-

#### Justification for CO-PSO Mapping

<b>193MBC203T.1</b>	The students will know the how to evaluate the value of assets based on future return
<b>193MBC203T.2</b>	The students will be able to evaluate the worthiness of an investment by using the various techniques learnt
<b>193MBC203T.3</b>	The student will be able to analyse the best method of financing and also decide on dividends so as to maximize the value of the firm
<b>193MBC203T.4</b>	The students will be able to manage the working capital at the optimal level which would help in resource analysis as well as enhance careers
<b>193MBC203T.5</b>	The student will know the sources of long term finance and be able to take decisions on the best course of action

#### 193MBC204T: Human Resource Management

##### Course Outcomes

CO1: The students will learn the evolution of HRM & will learn the role played by HR in achievement of organizational objectives.

CO2: The students will know the techniques of HR Planning, Recruitment, Selection & induction.

CO3: The students will know the techniques of Training & Development. They will also know the need for training. The students will know how to manage knowledge in organisation set up..

CO 4: Students will know the factors motivating employees & the various incentives that can be provided to motivate & retain them.

CO5: The students will know the methods of appraising performance of employees & also know the merits & demerits of each method. They will also know grievance handling methods.

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM OUTCOMES:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
193MBC204T.1	-	3	3	3	3	2	-	3	-
193MBC204T.2	-	3	3	3	3	-	-	2	-
193MBC204T.3	-	3	-	3	3	1	1	3	-
193MBC204T.4	-	3	-	3	3	1	1	3	-
193MBC204T.5	-	3	-	3	3	1	1	3	-

**Justification of the mapping:**

193MBC204T.1	For a successful career in business, the student must know the importance of HR in achieving organizational objectives (PO1).
193MBC204T.2	To become a productive employee, the student will know the various steps in selection of the best employee for a given job (PO1) & (PO2) & constant awareness of latest techniques in selection of employees (PO3) & (PO4) (PO7)
193MBC204T.3	Managing employees requires effective communication skills (PO1) (PO2) & Knowledge of training to be given to different levels of employees (PO4) (PO5) matching training needs to training (PO6) & (PO7)
193MBC204T.4	Students will know the different theories & techniques of motivating employees (PO1) (PO2) (PO3) & (PO4). Also the will know the different leadership theories & styles & application of a particular leadership theory to different situations (PO5) (PO6) & (PO7)
193MBC204T.5	Students will know the different techniques of evaluating performance (PO1) (PO2) & (PO3). Application of the different methods for different positions (PO4) & (PO5) Handling performance evaluation ethically (PO6) Handling grievances (PO7)

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM SPECIFIC OUTCOMES:**

CO	PSO1	PSO2	PSO3
CO1	3	-	2
CO2	3	-	2
CO3	3	-	2
CO4	3	-	2
CO5	3	-	2

**Justification of the mapping:**

193MBC204T.1	For a successful career in business, the student must know the importance of HR in achieving organizational objectives (PSO2).
193MBC204T.2	To become a productive employee, the student will know the various steps in selection of the best employee for a given job (PSO1) & constant awareness of latest techniques in selection of employees (PSO2)
193MBC204T.3	Managing employees requires effective communication skills & Knowledge of training to be given to different levels of employees (PSO1) (PSO2) matching training needs to training (PSO3)
193MBC204T.4	Students will know the different theories & techniques of motivating employees (PSO1). Also the will know the different leadership theories & styles & application of a particular leadership theory to different situations (PSO2) & (PSO3)
193MBC204T.5	Students will know the different techniques of evaluating performance (PSO1). Application of the different methods for different positions (PSO2)) Handling performance evaluation ethically & Handling grievances (PSO3)

#### 193MBC205T: Information Management

CO1 : To understand the importance of information and information technology in business

CO2 : To know the technologies and methods used for effective decision making in an organization.

CO3 : Make students to understand the concepts and terminologies used in Database Management, Systems, SQL, Concurrency Management and the extended part of data storage technology, Data Warehousing.

CO4 : Students are made to understand with basic concepts of testing and identify the ethical, social and security issues in information systems and controlling mechanisms.

CO5 : Identifies the better processes for developing and implementing information systems in business environments and knowledge about cloud computing and pervasive computing

#### 193MBC206T: Operations Management

##### **Course Outcome:**

**CO1:** The students will gain knowledge on the fundamental concepts of Operations Management.

**CO2:** The best forecasting method is determined and feasible facility planning is analyzed based on the process in the operations Management.

**CO3:** New ideas are generated for designing the products & services by the students.

**CO4:** The suitable control technique in stores, Inventory and vendor management is adopted for the production is identified.

**CO5:** The scheduling techniques applied in the operations were learnt by the students.

**CO6:** The students understand the operational decisional in managing manufacturing and service organizations.

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
193MBC206T.1	1	1	3	1	1	3	1	3	1
193MBC206T.2	2	1	3	1	1	3	1	3	1
193MBC206T.3	1	1	3	1	1	2	1	3	1
193MBC206T.4	1	1	3	1	1	2	1	3	1
193MBC206T.5	1	1	3	1	1	2	1	3	1
193MBC206T.6	1	1	3	1	1	3	1	2	1

**Justification of the mapping:**

193MBC206T.1	The students can understand the basic operations management concepts that help them to gain knowledge in the field of production. The new techniques adopted by the business organization need to be learned by students to update them in the field of business.
193MBC206T.2	Students will have the ability to plan and analyze complex problems, but in reality the students unable to take decisions considering external factors. Students will have the ability to engage in independent and life-long learning in the broadest context of technological change.
193MBC206T.3	The students were unable to design the product and process based on the technical aspects. As a Manager the technical concepts were taught in the field of operations to make better decision making.
193MBC206T.4	The better management techniques for the stores in material handling and techniques involved to have better control in the inventory with advanced models should be taught.

193MBC206T.5	The students gain knowledge about control process and types that meet the specified needs with appropriate management consideration to reach the goals and objectives of the organization. The scheduling techniques involves in better control of the projects.
--------------	--

**MAPPING WITH COURSE OUTCOME (CO) WITH PROGRAMME EDUCATIONAL OBJECTIVE (PEO).**

CO PEO	PEO1	PEO2	PEO3	PEO4	PEO5
<b>CO1</b>	1	1	1	1	2
<b>CO2</b>	1	2	2	2	3
<b>CO3</b>	1	1	1	2	3
<b>CO4</b>	1	2	2	3	2
<b>CO5</b>	2	1	2	3	2
<b>CO6</b>	2	2	1	2	2

1 – High Correlation, 2 – Medium Correlation, 2 – Low Correlation

**Justification of mapping with Program Educational Objectives (PSO)**

193MBC206T.1	The course gives an understanding on the operations management area of the business and helps the students to gain knowledge on various production techniques.
193MBC206T.2	The students will learn only the basic forecasting methods and facility planning required for the operations. The advanced and new trends were not given in the curriculum.
193MBC206T.3	The students lack difficulty in technically creating a new products and the process and techniques differ from each product segments. Additional concepts should be learnt related to machine operations.
193MBC206T.4	The process of material handling involves a tedious activity and deep analysis with practical experience should be given to the students.



193MBC206T.5	The scheduling techniques are very important activity in the project management. Therefore, the students with technical background can understand the details of PERT, CPM and GANTT Charts. More Problems should be explained to make the students aware of the feasibility in the operations management.
--------------	--

**\*MAPPING WITH COURSE OUTCOME (CO) WITH PROGRAMME SPECIFIC OUTCOMES (PSO).**

CO PSO	PSO1	PSO2	PSO3
CO1	1	1	1
CO2	1	2	2
CO3	2	3	2
CO4	3	2	1
CO5	2	3	3
CO6	2	2	2

**1 – High Correlation, 2– Medium Correlation, 3– Low Correlation**

**Justification of the mapping:**

193MBC206T.1	The students can understand the basic operations management concepts that help them to gain knowledge in the field of production. The new techniques adopted by the business organization need to be learned by students to update them in the field of business.
193MBC206T.2	Students will have the ability to plan and analyze complex problems, but in reality the students unable to take decisions considering external factors. Students will have the ability to engage in independent and life-long learning in the broadest context of technological change.
193MBC206T.3	The students were unable to design the product and process based on the technical aspects. As a Manager the technical concepts were taught in the field of operations to make better decision making.
193MBC206T.4	The better management techniques for the stores in material handling and techniques involved to have better control in the inventory with advanced models should be taught.
193MBC206T.5	The students gain knowledge about control process and types that meet the specified needs with appropriate management consideration to reach the goals and objectives of the organization. The scheduling techniques involves in better control of the projects.

**Course Outcomes:**

CO1: After completed this unit, Students will have a clear idea about fundamentals of marketing and relationship between marketing and the other functional areas namely finance, human resource and information systems can be understood by the students

CO2: After completing this unit, students will develop a good theoretical and practical understanding of marketing strategies and application of these strategies by corporate companies to succeed in the market place.

CO3: After completing this unit the students can appreciate the concept of product planning and development and the pricing strategies of the companies

CO4: After completing this unit the students, the students will have a clear idea about different types of customer and importance of managing good relationship with customers and the difference in the behavior of both the individual and industrial buyer can be identified.

CO5: After completing this unit, the students will have the students will have a clear idea about marketing research and its process The will have better knowledge about retailing and trends in marketing

**Mapping of course outcomes with the program objectives:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	3	2	3	3	2	2	3	2	3
CO2	3	3	2	1	3	2	3	2	3
CO3	3	2	3	2	3	2	2	2	2
CO4	3	3	2	1	3	2	3	2	3
CO5	3	2	2	3	2	2	3	2	3

**Justification of mapping:**

193MBC207T.1	Students are academically prepared for a managerial career by learning the fundamentals and concepts of marketing(PO1), By learning the fundamentals students can explore and communicate effectively and possess entrepreneurial skills (PO3), Students can apply their basic concepts of marketing for a variety of organizations (PO4),
--------------	--

	Applying the outcomes of concepts with the current techniques and skills necessary for marketing manager to practice in an organization(PO7)
193MBC207T.2	Students are academically prepared for a managerial career by learning the marketing theories and their implications towards business(PO1), Students are equipped with applying various marketing strategies in business situations so they can be solve various functional issues and responsibilities (PO5)
193MBC207T.3	Students are academically prepared for a managerial career by learning the various marketing concept, theories and their implications towards business(PO1), By learning the product planning and development and other business procedures students can possess entrepreneurial skills (PO3), Having the knowledge of pricing strategies students have an ability to use current techniques and skills necessary for marketing activities (PO7)
193MBC207T.4	Students are academically prepared for a marketing aspiration by learning the basics of marketing and difference between sales and marketing activities(PO1), By analyzing the marketing environment students can transform as a managerial leaders in a variety of organizations with broad idea about environmental scanning and its importance and they will understand the internal and external environmental influences in marketing (PO7)
193MBC207T.5	Students are academically prepared for a managerial career by learning the marketing fundamentals and applying towards the business(PO1), Students to adopt them very easily in corporate environment so they leading in a variety of organizations and provide solutions to emerging issues (PO4) and to use current techniques and skills necessary by learning the recent trends in retailing and other marketing activity(PO7)

#### Mapping of Course Outcomes with the Program Specific Outcomes:

CO	PSO1	PSO2	PSO3
CO1	S	M	S
CO2	S	M	S
CO3	S	S	M
CO4	S	M	M

CO5	S	S	M
-----	---	---	---

**Justification of mapping for Program Specific Outcomes:**

193MBC207T.1	By learning the marketing fundamental and theories, students will possess the ability to apply management techniques for rational decision making and innovative thinking.(PO1)
193MBC207T.2	By learning the basics and differences in terminology of workplace students can make rational decision making and innovative thinking.(PO1) and students can become socially responsible citizens (PO3)
193MBC207T.3	Students have learned principles of marketing and environmental factors influenceso they have the ability to apply management techniques for rational decision making(PO1), Students have an clear idea towards the concept of product planning and development and the pricing strategies of the companies so they can make decisions in expected business intricacies (PO3)
193MBC207T.4	Students will possess the ability to apply management techniques for rational decision making and innovative thinking through the implications of planning and development (PO1), Students have a clear idea in applying the strategies required to the situations and with continued learning(PO2)
193MBC207T.5	For the managerial career exposure the students will possess the ability to apply marketing techniques with innovative decision making and thinking to sustain in the recent trends.(PO1), By the practicing the marketing strategies and application of these strategies by corporate companies to succeed in the market place and it give good exposure for the students to adopt them very easily in corporate environment (PO2)

193MBC301T:International Business Management

**Course Outcomes:**

CO1:Students would be familiar with global business environment, global strategic management practices and get acquainted with functional domain practices. They would be familiar with conflicts situations and ethical issues in global business.

CO2: Students would understand various the international trade theories & trade agreements and the role of RTB's across the globe

CO3: Students will know the different forms of international business, structures and process of controlling international business

CO4: Students will have an awareness of the different supply chain strategies and techniques of investment decisions in international business

CO5: Students will understand the need for ethics in dealing with international business & the methods of resolving conflicts that may arise in them

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM OBJECTIVES:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	2	2	2	3	3	3	1	1
CO2	3	3	2	2	3	3	1	2	2
CO3	3	3	3	3	3	3	2	1	1
CO4	3	3	3	3	3	2	2	1	1
CO5	3	3	2	3	3	3	3	2	2

**Justification of the mapping:**

193MBC301T.1	For a successful career in business, the student must have Effective communication skill(PO1). The knowledge of functional domain practices constant scanning of environment (PO7) & (PO8)
193MBC301T.2	The trade agreements across the world is essential for a successful business career (PO1) & constant updating with developments in international business arena (PO2). Analysis of any fallout in trade agreements (PO5) & (PO6).
193MBC301T.3	Methods of entry into international business & organization structures (PO1) & (PO2), Methods of controlling international business (PO5) & (PO6)
193MBC301T.4	Knowledge of managing HR, marketing, finance, production & supply chain (PO1), (PO2) & (PO5)
193MBC301T.5	Ethics in international business (PO1), (PO2) & (PO5). Conflict resolution (PO6) & (PO7)

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM SPECIFIC OUTCOMES:**

CO	PSO1	PSO2	PSO3
<b>CO1</b>	<b>3</b>	<b>3</b>	<b>2</b>
<b>CO2</b>	<b>3</b>	3	<b>2</b>
<b>CO3</b>	<b>3</b>	3	<b>3</b>
<b>CO4</b>	<b>3</b>	3	<b>3</b>
<b>CO5</b>	<b>2</b>	3	<b>3</b>

**Justification of the mapping:**

193MBC301T .1	For a successful career in business, the student must be familiar with global business environment & global strategic management practices (PSO1). The knowledge of functional domain practices constant scanning of environment (PSO2)
193MBC301T. 2	The trade agreements across the world is essential for a successful business career (PSO1) & constant updating with developments in international business Analysis of any fallout in trade agreements arena (PSO2).
193MBC301T. 3	Methods of entry into international business & organization structures (PO1), Methods of controlling international business (PSO2)((PSO3)
193MBC301T. 4	Knowledge of managing HR, marketing, finance, production & supply chain(PSO1) (PSO2)& (PSO3)
193MBC301T. 5	Ethics in international business (PSO2). Conflict resolution (PSO3)

193MBC302T:Strategic Management

Course Outcomes

CO1:Knowledge on the initiatives taken by a company's top management on behalf of corporates, involving resources and performance in external environments. Specifying the organization's mission, vision and objectives, developing policies and plans to understand the analysis and implementation of strategic management in strategic business units.

CO2:Awareness of the process of strategic management

CO3:Knowledge of the impact of environment on the strategy implementation and the source of competitive advantage.

CO4:Knowledge of various business, corporate & business strategies that can be adopted by corporates

CO5:Knowledge of processes involved in implementing strategy& methods of resolving conflicts.

CO6:Awareness of strategic issues related to special organizations and for managing technology & innovation

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM OBJECTIVES:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	-	3	3	3	3	3	3	3	-
CO2	-	1	1	3	2	3	3	1	-
CO3	-	3	1	3	2	3	-	3	-
CO4	-	3	3	3	2	-	-	3	-
CO5	-	2	-	-	3	-	1	3	-
CO6	-	3	-	-	1	-	-	3	-

**Justification of the mapping:**

193MBC302T .1	For a successful career in business, the student requires an ability to take a macro outlook of a business and the various factors affecting it (PO1). The continued analysis of environment requires constant scanning of environment (PO2). These skills are essential for an entrepreneur (PO3). Corporate governance (PO5). Strategy development (PO6).Basics of planning(PO7)
193MBC302TT .2	For a successful career in business, the student requires proper planning which also needs constant learning (PO1) & (PO2). Strategic planning is essential quality for leadership(PO4) Strategic planning leads to functional strategies & analysis of alternate plans (PO5), (PO6) & (PO7).
193MBC302T .3	Planning for competitive advantage (PO1), Various strategies for successful business (PO2), functional strategies, evaluation of strategies (PO5), (PO6) & (PO7)
193MBC302T .4	Knowledge of business & corporate strategies (PO1), functional strategies, evaluation of strategies (PO5), (PO6) & (PO7)
193MBC302T .5	Strategy implementation process (PO1) & (PO2), Problems tahta arise in strategy implementation and problem solving (PO5), (PO6), & (PO7)
193MBC302T.6	Strategy for innovation , e-comm business & NGOs (PO1) &(PO3) (PO4) (PO6) (PO7)

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM SPECIFIC OUTCOMES:**

CO	PSO1	PSO2	PSO3
<b>CO1</b>	<b>3</b>	<b>3</b>	<b>3</b>
<b>CO2</b>	<b>1</b>	<b>1</b>	<b>1</b>
<b>CO3</b>	-	<b>3</b>	<b>3</b>
<b>CO4</b>	<b>1</b>	<b>3</b>	<b>3</b>
<b>CO5</b>	<b>3</b>	<b>3</b>	-
<b>CO6</b>	-	<b>1</b>	<b>1</b>

**Justification of the mapping:**

193MBC302T .1	For a successful career in business, the student requires an ability to take a macro outlook of a business and the various factors affecting it (PSO1). These skills are essential for an entrepreneur. Knowledge of current trends in corporate governance (PSO3).
193MBC302TT .2	For a successful career in business, the student requires proper planning which also needs constant learning (PSO1). Strategic planning leads to functional strategies & analysis of alternate plans (PSO2)
193MBC302T .3	Knowledge of sources of competitive advantage (PSO1) & knowledge of evaluation of alternative strategies (PSO3)
193MBC302T .4	Knowledge of business & corporate strategies (PSO1, Techniques of evaluation of strategies (PSO3)
193MBC302T .5	Steps & troubleshooting in strategy implementation (PSO1) & (PSO3)
193MBC302T.6	Strategy for innovation , e-comm business & NGOs (PSO1) & (PSO3)

193MBE303T:Brand Management

**Course Outcomes:**

**CO1:** The students understand the Branding Concepts and develop their marketing skills.

**CO2:** To develop various Branding Strategies used for the business based on competition.

**CO3:** To Analyze the best brand communication Method and its impact among the customers.

**CO4:** To students can identify the factors for Extension and Re-Branding.



**CO5:** To Know the Brand Equity and Evaluate the performance of various Brands

**Mapping with Course Outcome (CO) with the Programme Outcome (POs)**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	1	1	3	2	2	2	2	3	3
CO2	2	2	2	3	2	2	3	3	2
CO3	1	1	3	2	3	3	2	3	2
CO4	2	1	2	3	3	3	3	2	3
CO5	2	2	3	3	2	3	2	3	3

**Justification of the mapping:**

193MBE303T .1	The course topics covers the entire objective of the programme and helps to develop Managerial Skills required for the marketing profession.
193MBE303T .2	The concepts of Brand strategies and Brand equity can be studied from the course, but more real cases on the Branding gives the clear Knowledge on the concepts
193MBE303T .2	From the course the students can develop techniques required for Branding and successfully establish and sustain brands and lead to extensions.
193MBE303T .4	The Course deals with roles of manager in problem solving and promotion of brands, which makes them to bring new strategies in their profession as marketing Manager
193MBE303T .5	The students can evaluate the Brand Equity and implement new techniques to boost the brand performance which is vital for a Business.

**MAPPING WITH COURSE OUTCOME (CO) WITH PROGRAMME SPECIFIC OUTCOMES (PSOs).**

CO	PSO1	PSO2	PSO3
CO1	3	1	3
CO2	2	2	2
CO3	2	2	2

<b>CO4</b>	1	2	3
<b>CO5</b>	2	2	1

**Justification of mapping with Program Specific Outcome (PSO)**

193MBE303T .1	The students can understand the problems involved in branding and using their skills they can develop new strategies which helps in making a brand Successful.
193MBE303T .2	The students need to update themselves on the changing trends in the marketing field to apply their ideas on Branding a product/ Service.
193MBE303T .3	The students to think various new methods in Branding a Product and make them Competent in their field.
193MBE303T .4	The students should understand the impact of Re-Branding and to evaluate brand extension and its contribution to parent brand
193MBE303T .5	The students should analyze the performance of the brand and to gain Knowledge on Branding a Product/ Service and to develop an understanding of brand equity and a range of performance related outcomes

193MBE304T: [Retail Marketing](#)

**Course Outcomes:**

CO1:Students can face the challenging retail environment and make retail market decision process.

CO2:Students can focus on various types of retail formats which evolved over the past years which influenced by social and economic development

CO3:Students become familiar with the various factors that are important in the decision making process.

CO4:Students become aware of the necessity of managing visual merchandise, space, inventory and promotions.

CO5:Students will explore more ideas on the shopper profiling and shopping behavior decision making.

CO6:Students can understand the areas of accountability for a Retail Manager and also the depth of retail operations.

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM OBJECTIVES:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	3	2	3	2	1	1	2	1	3
CO2	2	2	1	2	2	1	2	1	2
CO3	3	2	2	3	1	2	2	2	3
CO4	3	2	2	2	1	2	2	2	2
CO5	2	2	1	2	2	3	2	3	3
CO6	3	2	3	2	1	1	2	1	3

**Justification of the mapping:**

193MBE304T .1	Students can understand the opportunities, retail trends and government policy towards retailing which will prepare them for a career in retailing.
193MBE304T .2	The students learn about the various types of retail formats, the life cycle and the successful business model that would enable them to become more productive and also in acquiring the necessary skills
193MBE304T .3	The knowledge about the store atmospherics and the supply chain models that are used effectively in retail management permit the students to develop leadership skills suitable for a wide range of industry.
193MBE304T .4	Information on store brands, the methods by which merchandise is actually managed, shift in focus towards online retail along with the current market trends facilitate the students to acquire required proficiency to manage enterprises successfully.
193MBE304T .5	Understanding the profile of the shoppers along with their decision process will assist in identification of problem areas and means to solve the problem.
193MBE304T .6	Obtaining the necessary skills required for retail manager will impact the survival of the organization in turbulent times.

**Mapping of course outcomes with the program specific outcomes:**

CO	PSO1	PSO2	PSO3
<b>CO1</b>	2	3	1
<b>CO2</b>	3	2	2
<b>CO3</b>	3	2	2
<b>CO4</b>	2	3	3
<b>CO5</b>	2	2	1
<b>CO6</b>	2	3	1

**Justification of the mapping:**

193MBE304T .1	The study of the retail environment will make the students competent in their particular area of specialization.
193MBE304T .2	The information about different types of retail formats will enable rational decision making.
193MBE304T .3	Knowledge about store atmospherics and the mechanism of retail supply chain inculcates innovative thinking.
193MBE304T .4	Awareness concerning retail store brands and the latest trends widens the possibility of mastering the business.
193MBE304T .5	Shopper behavior will throw light decision making process which will aid students to become competent professionals.
193MBE304T .6	The information about the various retail formats will ensure competency in the particular area of specialization.

**Course Outcomes:**

CO1: Students can understand the significant role of services and its contribution to the economic growth and also students can face the challenges of service sector

CO2: The application of marketing mix and STP in services makes students to know the importance and opportunities in the field.

CO3: The discussions on the topics help students to understand the design, development and the quality measurement of service

CO4: Students can be well aware of the channels, pricing and the communication of services to its customers

CO5: Students can be able to interpret the fundamental concepts of service operation in various service sectors and they can implement

**Mapping Of Course Outcomes with the Program Objectives:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	3	2	3	2	3	3	2	1	3
CO2	2	3	3	2	2	2	2	2	2
CO3	3	3	2	2	2	3	3	3	1
CO4	3	2	3	3	1	2	3	2	2
CO5	3	2	W	3	2	3	3	3	3

**Justification of mapping for Program Outcomes:**

193MBE305T.1	Students are competent for a managerial career to face challenges (PSO1), Students can communicate effectively and possess entrepreneurial skills in service sector(PO3), They can understand professionally through ethical and various functional issues and responsibilities (PO5), Able to analyze problems, formulate and use the appropriate managerial skills for the contribution of growth to the service sector(PO6)
193MBE305T.2	PO2 Students have the necessary attitudes and skills to become more productive employees, and to continue learning, Graduates become managerial leaders in a variety of organizations in Service STP (PO4), Using the appropriate managerial skills,

	in the emerging service sector (PO6), An ability to use current techniques and skills necessary for managerial practice (PO7)
193MBE305T.3	Students are academically prepared for a managerial career in designing , developing and measuring service quality (PO1),Students have the necessary attitudes and skills to become more productive employees in service sector, and to continue learning in service quality (PO2), Students can communicate effectively and possess entrepreneurial skills in service management(PO4), An ability to analyze problems, design and use the appropriate managerial skills for improving service quality (PO6),They can use current techniques and skills necessary for managerial practice for continuous growth and development in service industry (PO7)
193MBE305T.4	Students can communicate effectively and possess entrepreneurial skills in service sector (PO3),Student can manage pricing, channel management in a variety of service organizations (PO4), Students can professionally make decisions in pricing and handle various responsibilities(PO5)
193MBE305T.5	Students have an attitude of continuous learning by implementing service strategies (PO2), Students canlead in a variety of organizations (PO4),Students are trained with fundamentals concepts of service operations, so they can able to analyze problems, formulate and use the appropriate managerial skills (PO6),  Able to use current techniques and skills necessary for managerial practice(PO7)

**Mapping of Course Outcomes with the Program Specific Outcomes:**

CO	PSO1	PSO2	PSO3
CO1	3	2	3
CO2	1	3	3
CO3	3	3	3
CO4	3	3	2
CO5	3	3	2

**Justification of mapping for Program Specific Outcomes:**

193MBE305T.1	<p>Students will possess the ability to apply management techniques for rational decision making and innovative thinking while facing challenges (PSO1)</p> <p>Students will be competent professionals in their area of service sector (PSO2)</p> <p>Students will obtain expected service functions and become socially responsible citizens in service sector (PSO3)</p>
193MBE305T.2	<p>Students will possess the ability to apply management techniques for with innovative thinking is market segmentation, targeting and positing (PSO1)</p> <p>Students will be competent professionals in their area of specialization (PSO2)</p>
193MBE305T.3	<p>Students have ability to apply management techniques for rational decision making in pricing and channels decisions (PSO1),Students will be competent professionals in their area of marketing of services (PSO2),Students will obtain expected business solutions and become socially responsible citizensin service sector (PSO3)</p>
193MBE305T.4	<p>Students will possess the ability to apply management techniques for rational decision making and innovative thinking, (PSO1), Students will be specialized in service marketing in channels, pricing strategies formulation (PSO2), Students will understand the design, development and the quality measurement of services in sophisticated business challenges (PSO3)</p>
193MBE305T.5	<p>Students will possess the ability to apply management techniques for rational decision making in service operations (PSO1),Students will be competent professionals in their area of service operations (PSO2),Students will obtain expected business intricacies and implement service strategies.(PSO3)</p>

193MBE311T: Banking Financial Services Management

**Course Outcomes:**

193MBE311T.1.	The students will understand Indian banking system, functions and acts related to banking system.
193MBE311T.2	The students will learn about various types of loans proposed by banks to various prospective borrowers with different risk profiles
193MBE311T.3	The students will have knowledge on credit monitoring process, its importance and the in-depth analysis in risk management

193MBE311T.4	The students will gain knowledge on mergers and diversification and how to evaluate the performance of banks.
193MBE311T.5	The students will have an understanding on the recent updates in e banking, its benefits and challenges.

**Mapping Of Course Outcomes with the Program Objectives:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	1	3	3	1	3	3	2	2
CO2	2	2	2	1	1	1	2	1	2
CO3	2	1	2	2	1	1	2	1	1
CO4	2	1	1	2	2	1	2	2	1
CO5	1	1	2	2	3	2	1	1	1

**Justification of mapping with Program Outcome (PO):**

193MBE311T.1	The students will understand Indian banking system, functions and acts related to banking system the students have the necessary attitudes and skills to become more productive employees, and to continue learning (PO2) and they have an understanding of professional, ethical and various functional issues and responsibilities (PO5).
193MBE311T.2	When the students learn about various types of loans proposed by banks to various prospective borrowers with different risk profiles, the graduates become managerial leaders in a variety of organizations(PO4), they have understanding of professional, ethical and various functional issues and responsibilities (PO5) and they have ability to analyze problems, formulate and use the appropriate managerial skills (PO6)
193MBE311T.3	The students will have knowledge on credit monitoring process and the in-depth analysis in risk management, the students have the necessary attitudes and skills to become more productive employees, and to continue learning (PO2), they have an understanding of professional, ethical and various functional issues and responsibilities (PO5) and the student possess ability to analyze problems, formulate and use the appropriate managerial skills (PO6)
193MBE311T.4	The students will gain knowledge on mergers and diversification so the students have the necessary attitudes and skills to become more productive employees, and



	to continue learning (PO2), the students can communicate effectively and possess entrepreneurial skills (PO3) and the students have the ability to analyze problems, formulate and use the appropriate managerial skills (PO6).
193MBE311T.5	The students will have an understanding on the recent updates in e banking so the students are academically prepared for a managerial career (PO1), the students will have the necessary attitudes and skills to become more productive employees, and to continue learning (PO2) and the students have the ability to use current techniques and skills necessary for managerial practice (PO7)

### Mapping of Course Outcome (CO) with Program specific Outcome (PSO)

CO	PSO1	PSO2	PSO3
CO1	1	2	2
CO2	1	1	1
CO3	1	1	1
CO4	1	1	2
CO5	2	2	1

### Justification of mapping with Program specific Outcome (PSO)

193MBE311T.1.	The students will understand Indian banking system and so they will possess the ability to apply management techniques for rational decision making and innovative thinking(PSO1)
193MBE311T.2	When the students learn about various types of loans proposed by banks to various prospective borrowers with different risk profiles they will possess the ability to apply management techniques for rational decision making and innovative thinking (PSO1),  Students will be competent professionals in their area of specialization(PSO2) and the Students will obtain expected business intricacies and become socially responsible citizens(PSO3).
193MBE311T.3	When the students will have knowledge on credit monitoring process, its importance and the in-depth analysis in risk management the students will possess

	<p>the ability to apply management techniques for rational decision making and innovative thinking(PSO1),</p> <p>students will be competent professionals in their area of specialization(PSO2) and the students will obtain expected business intricacies and become socially responsible citizens(PSO3).</p>
193MBE311T.4	As the students gain knowledge on mergers and diversification and how to evaluate the performance of banks the students will possess the ability to apply management techniques for rational decision making and innovative thinking(PSO1) and the students will be competent professionals in their area of specialization(PSO2).
193MBE311T.5	As the students will have an understanding on the recent updates in e banking, its benefits and challenges they will possess the ability to apply management techniques for rational decision making and innovative thinking the students will obtain expected business intricacies and become socially responsible citizens(PSO3).

#### 193MBE314T: Security Analysis & Portfolio Management

##### Course Outcomes

CO1:Students will be know of the various investment alternatives available to the investor.

CO2:Students will know the functioning of the stock markets

CO3:Students will know the steps involved in evaluating the fundamentals of a share

CO4:Students will learn the techniques involved in evaluating share price movements

CO5:Students will learn the techniques involved in evaluating share portfolio

##### **MAPPING OF COURSE OUTCOMES WITH THE PROGRAM OBJECTIVES:**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	-	3	3	-	3	2	-	3	3
CO2	-	3	3	-	3	1	-	3	3
CO3	-	-	-	-	1	1	-	3	3
CO4	-	3	3	-	3	-	-	3	3

<b>CO5</b>	-	<b>3</b>	<b>3</b>	-	<b>3</b>	-	-	<b>3</b>	<b>3</b>
<b>CO6</b>	-	<b>3</b>	<b>3</b>	-	<b>3</b>	-	-	<b>3</b>	<b>3</b>

**Justification of the mapping:**

193MBE314T.1	The course will prepare students to be investment banking , investment consultants, equity research analyst
193MBE314T.2	The basic concepts in investments and investment alternatives would prepare the students for a managerial career and become productive employees.
193MBE314T.3	Knowledge about the capital markers, trading system and also the functioning of stock exchanges would enhance their career opportunities and use the skills acquired to analyse problems.
193MBE314T.4	Knowledge about fundamental analysis would increase the managerial career opportunities and utilize the skills to solve problems.
193MBE314T.5	Knowledge of technical analysis would be useful in trading in the markets as well as to be an investment analyst.
193MBE314T.6	Short term aspects of trading are useful aspects for a career in finance.

**MAPPING OF COURSE OUTCOMES WITH THE PROGRAM SPECIFIC OUTCOMES:**

<b>CO</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>
<b>CO1</b>	3	2	2
<b>CO2</b>	3	2	2
<b>CO3</b>	3	2	2
<b>CO4</b>	3	2	2
<b>CO5</b>	3	2	2
<b>CO6</b>	3	2	2

**Justification of the mapping:**

193MBE314T.1	The course will prepare students to be investment banking , investment consultants, equity research analyst
193MBE314T.2	The basic concepts in investments and investment alternatives would enhance the ability to apply management techniques for rational decision making and innovative thinking.
193MBE314T.3	Knowledge about the capital markers, trading system and also the functioning of stock exchanges would help students to take up a challenging career in finance.
193MBE314T.4	Knowledge about fundamental analysis would enrich the students in financial decision making and innovative thinking.
193MBE314T.5	Short term aspects of trading or technical analysis are very much needed for a career in stock markets and also to become competent professionals.
193MBE314T.6	Portfolio selection, evaluation and revision would benefit the students by understanding the portfolio management and portfolio skills.

193MBE316T: [International Trade Finance](#)

**Course Outcomes:**

CO1: Understand export import finance and for-ex management and documentation.

CO2: To impart knowledge on international trade, to know the impact of foreign trade in Indian economy.

CO3: To know the activities of various agencies involved.

CO4: To impart the procedure involved in import export trade to make them understand about promotional schemes available to the exporters.

CO5: To make them understand about the activities relating the foreign exchange markets, exchange rates and other related matters.

CO6: To impart information relating to recent trends in foreign trade.

MAPPING OF CO-PO

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	3	2	3	3	2	2	2	2	2
CO2	3	3	3	3	3	3	3	3	3
CO3	3	3	3	3	3	3	3	3	3
CO4	3	3	3	3	3	3	3	3	3
CO5	3	3	3	3	3	2	3	3	2
CO6	2	2	2	2	2	2	2	2	2

**Justification of the mapping:**

193MBE316T.1	This enables the students to acquire the knowledge of international trade.
193MBE316T.2	They can able to identify the export market prospects.
193MBE316T.3	It facilitates to understand the problems involved in international trade and also enables them to formulate strategic for different market.
193MBE316T.4	The student can enhance the knowledge in studying in lots of different countries and also the custom, culture, currency.

MAPPING OF COURSE OUTCOMES WITH THE PROGRAM SPECIFIC OUTCOMES:

CO	PSO1	PSO2	PSO3
CO1	3	3	2
CO2	3	3	3
CO3	2	3	3
CO4	3	2	2
CO5	3	2	3
CO6	2	2	2

**Justification of the mapping:**

193MBE316T. 1	Students are able to understand the intricacies involved in foreign trade market.
------------------	---

193MBE316T. 2	By knowing the procedures involved in import export trade they can become the leader by occupying the position of Export manager.
193MBE316T	The knowledge of foreign trade enables them to become consultant by undertaking documentation activities for export organizations and their by become entrepreneurs.

193MBE321T:Entrepreneurship Development

**Course Outcomes:**

**CO1:** The students will learn and understand the skills required for an Entrepreneur.

**CO2:**To study the business environment and Government policies to become an Entrepreneur.

**CO3:** To develop a business plan considering the functional areas required for starting a business.

**CO4:**To learn the steps involved in product launchingand its growth strategies.

**CO5:** The students know the reason for Sickness and as an Entrepreneur they can give ideas to rehabilitate the business units.

**CO6:**To develop and strengthen entrepreneurial quality and motivate students.

MAPPING OF CO-PO

CO	PSO1	PSO2	PSO3
CO1	3	3	3
CO2	3	3	3
CO3	3	2	2
CO4	3	3	2
CO5	3	3	2
CO6	3	3	3

**Justification of the mapping:**

<b>193MBE321T.1</b>	Studying this course, the students can understand the problems involved in branding and using their skills they can develop new strategies which helps in making an organization Successful.
---------------------	--

<b>193MBE321T.2</b>	The students need to update themselves on the changing current environmental issues in managerial effectiveness.
<b>193MBE321T.3</b>	This Course helps the students to think various new methods in Fostering Creativity and innovation
<b>193MBE321T.4</b>	Students are well trained with required skills in facing Competition prevailing in the industry at present.
<b>193MBE321T.5</b>	Students is well equipped to solve managerial Problems with ease.

193MBE322T: Industrial Relations and Labour Welfare

**Course Outcome:**

**CO1:** The students will gain knowledge on the fundamental concepts on Industrial Relations.

**CO2:**The Various Industrial Conflicts and its settlement machinery will be known to students.

**CO3:** The Statutory welfare and its importance at work place learnt will be helpful for them to implement new welfare measures to motivate employees at workplace.

**CO4:** To equip students on Industrial accidents and its safety practices.

**CO5:** To learn the unorganized labour system in India.

**CO6:** Students will know how to resolve industrial relations and human relations problems and promote welfare of industrial labour.

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
193MBE322T.1	✓		✓		✓			✓	✓
193MBE322T.2	✓		✓		✓			✓	✓
193MBE322T.3	✓		✓		✓			✓	✓
193MBE322T.4	✓		✓		✓			✓	✓
193MBE322T.5	✓		✓		✓			✓	✓
193MBE322T.6	✓		✓		✓			✓	✓

**Justification of the mapping:**

193MBE322T.1	The students can understand the importance of Industrial relation in business and when a right strategy is planned the business will become profitable.
193MBE322T.2	Major focus should be given as the unit deals with Industrial disputes and it should be discussed with more cases and current issues. Then only it matches with the course outcome.
193MBE322T.3	The students can easily learn the welfare measures and its impact in business.
193MBE322T.4	The better understanding and statutory Acts to be understood to match the requirements of the MBA programmes. So more activities were planned and assignments given for imparting practical methods implemented at various sectors.
193MBE322T.5	The students gain knowledge special categories of labour system in India and as a part of programme outcome and course objectives the detailed learning will help to become an HR professional in an Industry.

**\*MAPPING WITH COURSE OUTCOME (CO) WITH PROGRAMME OBJECTIVE (PO).**

CO PSO	PEO1	PEO2	PEO3	PEO4	PEO5
<b>BA5015.1</b>	3	3	3	3	3
<b>BA5015.2</b>	3	2	2	2	2
<b>BA5015.3</b>	2	2	2	2	2
<b>BA5015.4</b>	3	3	2	3	3
<b>BA5015.5</b>	2	3	2	3	3
<b>BA5015.6</b>	2	2	2	2	2

**1- Slight, 2-Medium, 3- Substantial**



### Justification of mapping with Program specific Outcome (PSO)

<b>BA5015.1</b>	The course gives an understanding on the Industrial relations and managing the employees to attain the productivity at the work place.
<b>BA5015.2</b>	The students various industrial conflicts and the solution to resolve it with proper settlement mechanism as a part of business profitability.
<b>BA5015.3</b>	The students gain knowledge and various employee engagement practices in industry to motivate employees and solve the grievances which makes the business to become competitive in nature.
<b>BA5015.4</b>	The Students will be given awareness on industrial accidents and its safety measures for its growth.
<b>BA5015.5</b>	The special category of employees and the social security implication is very important to understand for becoming an HR.

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
<b>BA5015.1</b>	1	3	1	3	1	3	3	1	1
<b>BA5015.2</b>	1	3	1	3	1	3	3	2	2
<b>BA5015.3</b>	2	3	2	3	1	3	3	1	1
<b>BA5015.4</b>	1	3	3	3	1	3	3	1	1
<b>BA5015.5</b>	2	3	1	3	1	3	3	1	1
<b>BA5015.6</b>	1	3	1	3	2	3	3	1	1

### Justification of the mapping:

<b>BA5015.1</b>	The students can understand the importance of Industrial relation in business and when a right strategy is planned the business will become profitable.
<b>BA5015.2</b>	Major focus should be given as the unit deals with Industrial disputes and it should be discussed with more cases and current issues. Then only it matches with the course outcome.
<b>BA5015.3</b>	The students can easily learn the welfare measures and its impact in business.
<b>BA5015.4</b>	The better understanding and statutory Acts to be understood to match the requirements of the MBA programmes. So more activities were planned and assignments given for imparting practical methods implemented at various sectors.
<b>BA5015.5</b>	The students gain knowledge special categories of labour system in India and as a part of programme outcome and course objectives the detailed learning will help to become an HR professional in an Industry.

**Course Outcomes:**

**CO1:** The students understand the Functional and level differences in Managerial Job behavior.

**CO2:** To develop various managerial skills development – pay and rewards

**CO3:** To Analyze the environmental issues in managerial effectiveness.

**CO4:** To students can identify the Job Challenge – Competition.

**CO5:** To Know the Current Industrial and Government practices in the Management of Managerial Effectiveness

**Mapping with Course Outcome (CO) with the Programme Outcome (POs)**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	3	3	3	3	2	2	3	2	3
CO2	2	2	3	3	2	2	3	2	3
CO3	3	3	3	3	3	3	3	3	3
CO4	3	3	3	3	3	3	3	3	3
CO5	2	2	3	3	2	1	3	3	3
CO6	3	3	2	3	3	3	3	3	3

**Justification of the mapping:**

193MBE324T .1	For a successful career in HR, the student requires an ability to take a macro outlook of the managerial job behavior and the various factors affecting it.
193MBE324T .2	Planning for competitive advantage, the students need to understand the various strategies of Balanced Scorecard.
193MBE324T .2	The student requires proper planning which also needs constant learning.Strategic planning must improve efficiency can develop techniques required for to evaluate employee performance
193MBE324T .4	The students should have the ability to understand various course deals with roles of manager in problem solving and current Industrial and Government practices in the Management of Managerial Effectiveness
193MBE324T .5	The students can evaluate the Job Challenge and Competition performance which is vital for a Business.

**MAPPING WITH COURSE OUTCOME (CO) WITH PROGRAMME SPECIFIC OUTCOMES (PSOs).**

CO	PSO1	PSO2	PSO3
CO1	3	2	3
CO2	3	3	2
CO3	3	2	2
CO4	3	3	3
CO5	2	3	2

**Justification of mapping:**

193MBE324T .1	Studying this course, the students can understand the problems involved in branding and using their skills they can develop new strategies which helps in making an organization Successful.
---------------	--

193MBE324T .2	The students need to update themselves on the changing current environmental issues in managerial effectiveness.
193MBE324T .3	This Course helps the students to think various new methods in Fostering Creativity and innovation
193MBE324T .4	Students are well trained with required skills in facing Competition prevailing in the industry at present.
193MBE324T .5	Students is well equipped to solve managerial Problems with ease.

193MBE331T: [Logistics Management](#)

**Course Outcomes:**

**CO1:**To understand the importance of Logistics and customer service in Business.

**CO2:** The student will get a clear picture about the flow of distribution channel in logistics as well as the scope of outsourcing in logistics.

**CO3:**The student will learn the optimized transportation mode and various packages in logistics.

**CO4:**This Unit helps the student to understand the various cost involved in logistics

**CO5:**The student will know the current trends in logistics management in the global perspective.

**CO6:** This course enables an efficient method of moving products with optimization of time and cost in logistics is taught to students.

**MAPPING WITH COURSE OUTCOME (CO) WITH THE PROGRAMME OUTCOMES (POs):**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
<b>CO1</b>	3	3	3	2	2	3	2	2	1
<b>CO2</b>	3	2	2	2	2	2	2	2	1
<b>CO3</b>	3	2	3	3	2	5	1	2	1
<b>CO4</b>	3	2	3	3	3	1	2	2	1
<b>CO5</b>	3	3	3	2	2	1	2	2	1

CO6	3	2	2	2	3	3	2	1	1
-----	---	---	---	---	---	---	---	---	---

**STRONG-S, MEDIUM-M, WEAK-W**

**Justification of the mapping:**

1. Studying this course the students can understand the Logistics Business at various Industry and able to design & frame new practices required in logistics operations.
2. The students need to update themselves on the changing Techniques in the logistics field supported by IT.
3. This Course helps the students to understand various functions in the logistics business and make them Competent when they choose the career in Logistics Industry.
4. The student will evaluate the various transportation modes and optimise the cost for the logistics.
5. As it is an elective course it develops the knowledge level of the students opted the operation elective and it doesn't help for the management carrier except the operation jobs.

**\*MAPPING OF COURSE OUTCOMES (CO) WITH THE PROGRAM EDUCATIONAL OBJECTIVES (PO)**

CO/PO	PEO1	PEO2	PEO3	PEO4	PEO5
CO1	1	3	2	2	3
CO2	3	2	2	2	3
CO3	1	2	2	3	3
CO4	3	2	2	2	1
CO5	3	1	2	3	2
CO6	3	2	2	2	2

**STRONG-1, MEDIUM-2, WEAK-3**

**\*Justification of the mapping:**

1. The course topics covers the entire objective of the programme and helps to develop Managerial Skills required in the area of Operations specific to logistics.

2. The concepts should cover current distribution network and techniques to Implement various new practices in the field of Logistics Management.
3. From the course the students can develop techniques required for optimizing Transportation cost whereas the different analysis is given not dealt are focused.
4. The Course deals with packaging of materials and packaging types. The material handling is not discussed.
5. The various challenges available in dispatching and legal documents & regulation procedures are not discussed.
6. To students should update the recent trends in the field of Global Logistics and Supply Chain Management.

**\*MAPPING WITH COURSE OUTCOME (CO) WITH THE PROGRAMME OUTCOMES (POs):**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	3	2	2	3	3	3	2	2	3
CO2	2	3	3	2	3	1	1	2	3
CO3	2	3	2	3	3	2	3	2	3
CO4	2	3	2	2	2	3	3	2	3
CO5	2	2	2	3	3	3	2	2	3
CO6	2	3	3	2	1	1	2	3	3

**STRONG-1, MEDIUM-2, WEAK-3**

**Justification of the mapping:**

1. Studying this course the students can understand the Logistics Business at various Industry and able to design & frame new practices required in logistics operations.
2. The students need to update themselves on the changing Techniques in the logistics field supported by IT.

3. This Course helps the students to understand various functions in the logistics business and make them Competent when they choose the career in Logistics Industry.

4. The student will evaluate the various transportation modes and optimise the cost for the logistics.

5. As it is an elective course it develops the knowledge level of the students opted the operation elective and it doesn't help for the management carrier except the operation jobs.

193MBE334T: [Project Management](#)

Upon completion of the course, the students will be able to...

193MBE334T.1	The students will learn about the concepts of Project Management and its process
193MBE334T.2	The students will gain knowledge on Project Planning, Budgeting and Risk management.
193MBE334T.3	The students will have the practice of PERT, CPM Networking, Crashing and Gantt Chart
193MBE334T.4	The students will learn about the Project evaluation, termination and controlling process
193MBE334T.5	The students will learn about the Project Organization and Conflict management.

### Mapping Of Course Outcomes with the Program Objectives:

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	3	3	2	3	2	2	1	3	3
CO2	3	2	2	3	2	2	2	3	3
CO3	3	2	3	1	3	3	2	2	2
CO4	3	3	3	3	2	3	2	2	3
CO5	3	3	1	3	2	2	3	3	3

### Justification of mapping with Program Outcome (PO):

<b>193MBE334T.1</b>	As the students learn about the concepts of Project Management they are academically prepared for a managerial career (PO1), Students have the
---------------------	--

	necessary attitudes and skills to become more productive employees, and to continue learning (PO2) and graduates become managerial leaders in a variety of organizations (PO4),(PO8) & (PO9)
<b>193MBE334T.2</b>	The students gain knowledge on Project Planning, Budgeting and Risk management so that they are academically prepared for a managerial career (PO1) and graduates become managerial leaders in a variety of organizations (PO4)& (PO9)
<b>193MBE334T.3</b>	While the students practice PERT, CPM Networking, Crashing and Gantt Chart they are academically prepared for a managerial career (PO1), they can communicate effectively and possess entrepreneurial skills (PO3), students have an understanding of professional, ethical and various functional issues and responsibilities (PO5), students possess the ability to analyze problems, formulate and use the appropriate managerial skills (PO6)
<b>193MBE334T.4</b>	When the students learn about the Project evaluation, termination and controlling process they are academically prepared for a managerial career (PO1), Students have the necessary attitudes and skills to become more productive employees, and to continue learning (PO2), they can communicate effectively and possess entrepreneurial skills (PO3) and graduates become managerial leaders in a variety of organizations (PO4) and students possess the ability to analyze problems, formulate and use the appropriate managerial skills (PO6),(PO8) & (PO9).
<b>193MBE334T.5</b>	As the students learn about the Project Organization and Conflict management they are academically prepared for a managerial career (PO1), Students have the necessary attitudes and skills to become more productive employees, and to continue learning (PO2), graduates become managerial leaders in a variety of organizations (PO4) and they possess the ability to use current techniques and skills necessary for managerial practice (PO7)& (PO8).

193MBE336T:Supply Chain Management

**Course Outcomes:**

**CO1:** Ability to build and manage a Logistics, competitive supply chain using strategies, models, techniques and information technology.



**CO2:** Awareness of the process of supply chain strategy

**CO3:** Knowledge of the impact of supply chain network on the strategy implementation and the source of competitive advantage.

**CO4:** Knowledge of various Planning, Demand, Inventory and supply that has been adopted by the supply chain.

**CO5:** Knowledge of processes involved in Supply Chain Restructuring and Supply Chain Mapping.

**Mapping with Course Outcome (CO) with the Programme Outcome (POs)**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	3	3	3	2	3	3	3	3	3
CO2	2	2	2	3	2	3	3	3	3
CO3	3	2	3	3	2	3	2	2	2
CO4	3	3	3	3	1	3	2	1	3
CO5	3	3	3	3	3	2	1	3	3

**Justification of the mapping:**

193MBE336T .1	For a successful career in supply chain, the student requires an ability to take a macro outlook of a supply chain strategy and the various factors affecting it. The continued analysis of environment requires constant scanning of environment.
193MBE336T .2	For a successful career in supply chain, the student requires proper planning which also needs constant learning. Strategic planning must improve efficiency it must make the supply chain speedier and it's also improves economy.
193MBE336T .3	Planning for competitive advantage, the students need to understand the various strategies of distribution Network Design in supply chain management.

193MBE336T .4	Knowledge of various Planning, Demand, Inventory and supply that has been adopted by the supply chain
193MBE336T .5	Knowledge of processes involved in Supply Chain Restructuring and Supply Chain Mapping. Awareness of current trends in supply chain Integration and Building partnership and trust in supply chain value of Information

**\*MAPPING WITH COURSE OUTCOME (CO) WITH PROGRAMME SPECIFIC OUTCOMES (PSOs).**

CO	PSO1	PSO2	PSO3
CO1	3	3	3
CO2	3	3	2
CO3	2	2	2
CO4	3	3	3
CO5	2	2	3

**Justification of mapping:**

193MBE336T .1	For a successful career in supply chain, the student requires an ability to take a macro outlook of a supply chain strategy and the various factors affecting it. Awareness of the process of supply chain strategy
193MBE336T .2	For a successful career in supply chain, the student requires proper planning which also needs constant learning. Ability to build and manage a competitive supply chain using strategies, models, techniques and information technology.
193MBE336T .3	Knowledge of various Planning, Demand, Inventory and supply that has been adopted by the supply chain
193MBE336T .4	Knowledge of processes involved in Supply Chain Restructuring and Supply Chain Mapping.

193MBE336T .5

Current trends in supply chain Integration and Building partnership and trust in supply chain value of Information