

DEPARTMENT OF BBA

COURSE OUTCOME

Sl. No.	Paper	COURSE OUTCOME
1	101	Analyze and apply social responsibility and business ethics in the workplace. Detail the forms of business organization and differentiate between sole proprietorships, partnerships and corporations. Understand entrepreneurship, small business and franchising. Apply understanding of management in the business world.
2	102	<p>Students will review the grammatical forms of English and the use of these forms in specific communicative contexts, which include: class activities, homework assignments, reading of texts and writing.</p> <p>Develop reading, writing and analytical skills and communicate their ideas critically, creatively, and persuasively through the medium of language.</p> <p>Equip with the practical, emotional, intellectual and creative aspects of language by integrating knowledge and skills.</p> <p>Enhance LSRW communicative skills through language and literature. Increase confidence in their ability to read, comprehend, organize, and retain written information.</p> <p>Improve their ability to read and understand the written word in everyday life through the study of literary text</p>
3	103	<p>On completion of this course, the students will be able to Understand various quantitative & statistical methods. Understand data and draw inference from data. Calculate and interpret statistical values by using statistical tool (correlation & regression)</p> <p>Demonstrate an ability to apply various statistical tool to solve business problem</p>
4	104	Show proficiency in basic accounting concepts, conventions and understanding of the accounting process. Understand the process and preparation of financial statements for Sole Proprietorship and Company and Departmental Business Organizations
5	201	Develop the ability to explain core economic terms, concepts, and theories. Explain the function of market and prices as allocative mechanisms. Apply the concept of equilibrium to both microeconomics and macroeconomics. Identify key macroeconomic indicators and measures of economics change, growth, and development.
6	202	Management theories help organizations to focus, communicate, and evolve. Using management theory in the workplace allows

		leadership to focus on their main goals. When a management style or theory is implemented, it automatically streamlines the top priorities for the organization.
7	203	To maximise profits and sustain profitability, revenue as well as cost should be managed. Effective cost management will free up cost and capital funds, which then can be reinvested to grow the business or spent on other investment opportunities.
8	204	<p>Upon completion of this course, students will be able to:</p> <p>Relate the basic concepts and technologies used in the field of management information systems;</p> <p>Compare the processes of developing and implementing information systems.</p> <p>Outline the role of the ethical, social, and security issues of information systems.</p> <p>Translate the role of information systems in organizations, the strategic management processes, with the implications for the management.</p> <p>Apply the understanding of how various information systems like DBMS work together to accomplish the information objectives of an organization.</p>
9	301	<p>Ability to discuss psychological factors unique to organizations.</p> <p>Ability to identify psychological factors unique to individuals working in organizations.</p> <p>Ability to discuss topics such as selection, performance appraisal and training. Ability to discuss topics such as team building, task groups, and leadership. Ability to identify some of the psychological perspectives essential to the role of the manager (e.g., influence, authority, etc.). Major Content Areas. Decision, Planning and Monitoring Systems. Organizing tasks, People & Culture. Leading and Empowering People.</p> <p>Conflict resolution, Working Conditions and Job Satisfaction.</p> <p>Group dynamics and Personality types.</p> <p>Organizational Change and Renewal.</p>
10	302	To understand the Business Ethics and to provide best practices of business ethics. To learn the values and implement in their careers to become a good managers. To develop various corporate social Responsibilities and practise in their professional life To Imbibe the ethical issues in corporate governance and to adhere to the ethical codes
11	303	To make the students understand the various services offered and various risks faced by banks To make them aware of various banking innovations after nationalization To give them an overview about insurance industry To make the students

		understand various principles, provisions that govern the Life General Insurance Contracts
12	304	Business Law examines the role of the law on all aspects of business ownership and management. Throughout the course, students focus on legal ethics, court procedures, torts, contracts, consumer law, property law, employment law, environmental law, and international law.
13	305	At the completion of the course the learner will be able to: develop vocabulary and improve the accuracy in grammar. produce words with right pronunciation. Improve LSRW- listening, speaking, reading and writing skills and the related sub-skills.
14	401	Upon successful completion of Financial Management, the student will be able to: Demonstrate an understanding of the overall role and importance of the finance function. Demonstrate basic finance management knowledge. Communicate effectively using standard business terminology.
15	402	On completion of this course, the students will be able to Students will demonstrate Strong conceptual knowledge in the functional area of marketing management. Effective understanding of relevant functional areas of marketing management and its application. Analytical skills in identification and resolution of problems pertaining to marketing management.
16	403	Critically assess existing theory and practice in the field of HRM Develop an ability to undertake qualitative and quantitative research Apply knowledge about qualitative and quantitative research to an independently constructed piece of work Respond positively to problems in unfamiliar contexts Identify and apply new ideas, methods and ways of thinking Demonstrate competence in communicating and exchanging ideas in a group context Be able to advance well-reasoned and factually supported arguments in both written work and oral presentations Work effectively with colleagues with diverse skills, experience levels and way of thinking Be able to evaluate HRM related social, cultural, ethical and environmental responsibilities and issues in a global context
17	404	Identify the elements of operations management and various transformation processes to enhance productivity and

		<p>competitiveness</p> <p>Analyze and evaluate various facility alternatives and their capacity decisions, develop a balanced line of production & scheduling and sequencing techniques in operation environments</p> <p>Develop aggregate capacity plans and MPS in operation environments.</p> <p>Plan and implement suitable materials handling principles and practices in the operations.</p> <p>Plan and implement suitable quality control measures in Quality Circles to TQM</p>
18	405	<p>Master core concepts and methods from ecological and physical sciences and their application in environmental problem solving.</p> <p>Master core concepts and methods from economic, political, and social analysis as they pertain to the design and evaluation of environmental policies and institutions.</p> <p>Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural systems.</p> <p>Understand the transnational character of environmental problems and ways of addressing them, including interactions across local to global scales.</p> <p>Apply systems concepts and methodologies to analyze and understand interactions between social and environmental processes.</p> <p>Reflect critically about their roles and identities as citizens, consumers and environmental actors in a complex, interconnected world.</p> <p>Demonstrate proficiency in quantitative methods, qualitative analysis, critical thinking, and written and oral communication needed to conduct high-level work as interdisciplinary scholars and/or practitioners.</p>
19	501	<p>To analyze and compare different models used to explain individual behaviour related to motivation and rewards. to identify the processes used in developing communication and resolving conflicts. to explain group dynamics and demonstrate skills required for working in groups (team building)</p>
20	502	<p>Defines the functions of financial markets and intermediary institutions.</p> <p>Explains why interest rates changes.</p> <p>Explains Efficient Market Hypothesis.</p> <p>Explains effects of asymmetric information on financial markets</p> <p>Explains the reasons of financial crisis.</p> <p>Explains functions of Central Banks.</p>

		<p>Distinguishes effects of money market tools on the financial system.</p> <p>Computes economic value of bonds.</p> <p>Computes economic value of stocks.</p> <p>Explains the structure of banking industry.</p> <p>Explains functions of investment banks.</p> <p>Compares for an exchange regimes.</p>
21	503	<p>Upon completing requirements for this course, the student will be able to: Explain use of advertising and sales promotion as a marketing tool. Describe advertising and sales promotional appeals. Explain appropriate selection of media. Discuss means of testing effectiveness of advertising and sales promotion.</p>
22	504	<p>Upon completion of this course, students will be able to: 1. Relate the basic concepts and technologies used in the field of management information systems; 2. Compare the processes of developing and implementing information systems. 3. Outline the role of the ethical, social, and security issues of information systems. 4. Translate the role of information systems in organizations, the strategic management processes, with the implications for the management. 5. Apply the understanding of how various information systems like DBMS work together to accomplish the information objectives of an organization.</p>
23	505	<p>To develop an understanding of social environment</p> <p>To develop an understanding of cultural environment</p> <p>Understanding the linkages among social, cultural and scientific/business environment</p>
24	601	<p>Upon completion of this course, the students will be able to: Discuss different methodologies and techniques used in research work. Explain basic computer skills necessary for the conduct of research. Assess the basic function and working of analytical instruments used in research. Propose the required numerical skills necessary to carry out research.</p>
25	602	<p>The student will be able to: Demonstrate an understanding of basic concepts in organizational behavior. Demonstrate an understanding of the intricacies of marketing planning and overall marketing. Demonstrate an understanding of the</p>

		concepts underlying corporate financial decision making
26	603	Gaining knowledge about organizational development process. How to change and develop organizations. Better understanding of the change management model. Skills needed to develop an action plan for the development process.
27	604	Introduction of research, its meaning, definition, nature & significance. Classification of research• & literary research. Collection materials, to choose research topic•
28	605	<p>Upon completion of the course students should be able to:</p> <ol style="list-style-type: none"> 1. Analyze the impact of E-commerce on business models and strategy. 2. Describe the major types of E-commerce. 3. Explain the process that should be followed in building an E-commerce presence. 4. Identify the key security threats in the E-commerce environment. 5. Describe how procurement and supply chains relate to B2B E-commerce.