



**Hindustan College of Science and Technology
Farah-Mathura
(AICTE approved & affiliated to AKTU)**

NAAC CRITERIA-2

Metric No. - 2.6.1 (Q₁M)

**Programme Outcomes (POs) and Course
Outcomes (COs) for Master of Business
Administration**

MBA I Year Teaching and Evaluation

Scheme

Academic Session 2023-24

Semester I

SN	Codes	SUBJECT	PERIODS			INTERNAL EVALUATION SCHEME				END SEMESTER EVALUATION		TOTAL	CREDIT
			L	T	P	CT	TA	PS	TOTAL	TE	PE		
1	KMBN101	MANAGEMENT CONCEPTS & ORGANISATIONAL BEHAVIOUR	4	0	0	30	20	0	50	100	0	150	3
2	KMBN102	MANAGERIAL ECONOMICS	4	0	0	30	20	0	50	100	0	150	3
3	KMBN103	FINANCIAL ACCOUNTING & ANALYSIS	3	1	0	30	20	0	50	100	0	150	3
4	KMBN104	BUSINESS STATISTICS & ANALYTICS	3	1	0	30	20	0	50	100	0	150	3
5	KMBN105	MARKETING MANAGEMENT	4	0	0	30	20	0	50	100	0	150	3
6	KMBN106	DESIGN THINKING	2	0	0	15	10	0	25	50		75	2
7	KMBN107	BUSINESS COMMUNICATION	3	1	0	30	20	0	50	100	0	150	3
LAB / PRACTICALS													
8	KMBN151	IT SKILLS LAB -1	0	0	3	0		50	50	-	100	150	3
9	KMBN152	MINI PROJECT -1	0	0	3	0	0	25	25	0	50	75	3
												1200	26



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MBA I Year Teaching and Evaluation Scheme

Semester II

SN	CODE	SUBJECT	PERIODS			INTERNAL EVALUATION SCHEME				END SEMESTER EVALUATION		TOTAL	CREDITS
			L	T	P	CT	TA	PS	TOTAL	TE	PE		
1	KMBN201	BUSINESS ENVIRONMENT & LEGAL ASPECT OF BUSINESS	4	0	0	30	20	0	50	100	0	150	3
2	KMBN202	HUMAN RESOURCE MANAGEMENT	4	0	0	30	20	0	50	100	0	150	3
3	KMBN203	BUSINESS RESEARCH METHODS	4	0	0	30	20	0	50	100	0	150	3
4	KMBN204	FINANCIAL MANAGEMENT & CORPORATE FINANCE	3	1	0	30	20	0	50	100	0	150	3
5	KMBN205	OPERATIONS MANAGEMENT	3	1	0	30	20	0	50	100	0	150	3
6	KMBN206	QUANTITATIVE TECHNIQUES FOR MANAGERS	3	1	0	30	20	0	50	100	0	150	3
7	KMBN207	DIGITAL MARKETING & E COMMERCE	4	0	0	30	20	0	50	100	0	150	3
8	KMBN208	MANAGEMENT INFORMATION SYSTEMS	2	0	0	15	10	0	25	25	0	50	2
LAB / PRACTICALS													
9	KMBN251	IT SKILLS LAB-2	0	0	2	0	0	25	25	0	25	50	1
10	KMBN252	MINI PROJECT -2	0	0	3	0	0	25	25	0	25	50	2
												1200	20

L/T/P–Lecture/Tutorial/Practical, CT/TA/PS–Class Test/Teachers Assessment/Practical Session, TE/PE–Term End/ Practical End


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SEMESTER III

SNo	Codes	SUBJECT	PERIODS			INTERNAL EVALUATIONS SCHEME				END SEMESTER REVALUATION		TOTAL	CREDIT
			L	T	P	CT	TA	PS	TOTAL	TE	PE		
1	KMBN301	STRATEGIC MANAGEMENT	4	0	0	30	20	0	50	100	0	150	3
2	KMBN302	INNOVATION AND ENTREPRENEURSHIP	4	0	0	30	20	0	50	100	0	150	3
3	KVE301	HUMAN VALUES AND ETHICS	3	1	0	30	20	0	50	100	0	150	3
4		Elective-1 Specialization Group-1	4	0	0	30	20	0	50	100	0	150	3
5		Elective-2 Specialization Group-1	4	0	0	30	20	0	50	100	0	150	3
6		Elective-1 Specialization Group-2	4	0	0	30	20	0	50	100	0	150	3
7		Elective-2 Specialization Group-2	4	0	0	30	20	0	50	100	0	150	3
8	KMBN308	Summer Training Project Report & Viva Voce	0	2	0	0	50	0	50	0	100	150	4
		TOTAL										1200	25

SEMESTER IV

SNo	Codes	SUBJECT	PERIODS			INTERNAL EVALUATIONS SCHEME				END SEMESTER REVALUATION		TOTAL	CREDIT
			L	T	P	CT	TA	PS	TOTAL	TE	PE		
1	KMBN401	Emerging Technologies in Global Business Environment	4	0	0	30	20	0	50	100	0	150	3
2		Elective-3 Specialization Group-1	4	0	0	30	20	0	50	100	0	150	3
3		Elective-4 Specialization Group-1	4	0	0	30	20	0	50	100	0	150	3
4		Elective-5 Specialization Group-1	4	0	0	30	20	0	50	100	0	150	3
5		Elective-3 Specialization Group-2	4	0	0	30	20	0	50	100	0	150	3
6		Elective-4 Specialization Group-2	4	0	0	30	20	0	50	100	0	150	3
7		Elective-5 Specialization Group-2	4	0	0	30	20	0	50	100	0	150	3
8	KMBN408	Research Project Report & Viva Voce	0	2	0	0	50	0	50	0	100	150	4
		TOTAL										1200	25


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MBA Department

PROGRAMME EDUCATIONAL OBJECTIVES:

- I. Successful Management Professional: The students will be successful management professionals with higher order of business and entrepreneurial skills facilitating a promising career in the various management domains.
- II. Professional Competence: The students will have professional competence for astute decision-making, research, organization skills, planning, and its efficient implementation.
- III. Team Player: The students will have team player qualities to handle diversity and the leadership skills to make optimal decisions with people of cross-cultural attributes
- IV. Responsible Citizens: The students will be responsible citizens with ethical conduct to empower the business organizations with high integrity, and moral values

Program Outcomes (POs) relevant to the M.B.A program are listed below:

1. Apply knowledge of management theories and practices to solve business problems.
2. Foster Analytical and critical thinking abilities for data-based decision-making.
3. Ability to develop Value based Leadership ability.
4. Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of the business.
5. Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment
6. Ability to develop entrepreneurial thinking and business acumen


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I Semester			
MANAGEMENT CONCEPTS AND ORGANISATIONAL BEHAVIOUR	KMBN101	CO1	CO 1: Developing understanding of managerial practices and their perspectives.
		CO2	CO2: Understanding and Applying the concepts of organizational behaviour
		CO3	CO 3: Applying the concepts of management and analyze organizational behaviors in real world situations
		CO4	CO 4: Comprehend and practice contemporary issues in management.
		CO5	CO 5: Applying managerial and leadership skills among students
MANAGERIAL ECONOMICS	KMBN102	CO1	Students will be able to remember the concepts of microeconomics and also able to understand the various microeconomic principles to make effective economic decisions under conditions of risk and uncertainty.
		CO2	The students would be able to understand the law of demand & supply & their elasticities, evaluate & analyze these concepts and apply them in various changing situations in industry. Students would be able to apply various techniques to forecast demand for better utilization of resources.
		CO3	The students would be able to understand the production concept And how the production output changes with the change in inputs and able to analyze the effect of cost to business and their relation to analyze the volatility in the business world
		CO4	The students would be able to understand & evaluate the different Market structure and their different equilibriums for industry as well as for consumers for the survival in the industry by the application of various pricing strategic
		CO5	The students would be able to analyze the macroeconomic concepts & their relation to microeconomic concept & how they affect the business & economy.


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FINANCIAL ACCOUNTING AND ANALYSIS	KMBN103	CO1	Understand and apply accounting concepts, principles and conventions for their routine monetary transaction
		CO2	Understand about IFRS, IndAS and IAS for preparation and reporting of financial statements.
		CO3	Create and prepare financial statements and Cash flow in accordance with Generally Accepted Accounting Principles.
		CO4	Analyze, interpret and communicate the information contained in basic financial statements and explain the limitations of such statements.
		CO5	Recognizing various types of accounting and utilize the technology and social responsibility in facilitating and enhancing accounting and financial reporting processes.
BUSINESS STATISTICS & ANALYTICS	KMBN104	CO1	Gaining Knowledge of basic concept /fundamentals of business statistics.
		CO2	To compute various measures of central tendency, Measures of Dispersion, Time Series Analysis, Index Number, Correlation and Regression analysis and their implication on Business performance.
		CO3	Evaluating basic concepts of probability and perform probability theoretical distributions
		CO4	To apply Hypothesis Testing concepts and able to apply inferential statistics, F, Z Test and Chi Square Test
		CO5	To perform practical application by taking managerial decision and evaluating the Concept of Business Analytics.
MARKETING MANAGEMENT	KMBN105	CO1	Remember and comprehend basic marketing concepts.
		CO2	Understand marketing Insights on application of basic marketing concepts.
		CO3	Able to Apply and develop Marketing Strategies and Plans
		CO4	Understand and Analyzing Business/ Consumer Markets and ability Identify & evaluate Market Segments and Targeting


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DESIGN THINKING	KMBN106	CO1	Gain in depth knowledge about creative thinking and design thinking in every stage of problem
		CO2	Applying design thinking to your real life problems / situations in order to evolve an innovative and workable solutions
		CO3	Understand and implement design thinking to your real life problems / situations in order to evolve an innovative and workable solutions
BUSINESS COMMUNICATION	KMBN107	CO1	Apply business communication strategies and principles to prepare effective communication for domestic and international business situations.
		CO2	Analyze ethical, legal, cultural, and global issues affecting business Communication
		CO3	Develop an understanding of appropriate organizational formats and channels used in business communications
		CO4	Gaining an understanding of emerging electronic modes of communication
		CO5	Developing effective verbal and non verbal communication skills.
IT SKILLS LAB-1	KMBN151	CO1	Gain in depth knowledge about the functioning of computers and its uses for managers.
		CO2	Learn to use Internet and its applications
		CO3	Understand and implement Word processing software
		CO4	Learn applications on Spread sheet software.
		CO5	Analyze and learn Presentation software
MINI PROJECT -1	KMBN152	CO1	Gain in depth knowledge on innovative idea for product or services in form of a project report..
		CO2.	To apply innovative idea, its feasibilities and detail descriptions


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II Semester

Business Environment & Legal Aspect of Business	KMBN201	CO1	Develop understanding and fundamental knowledge about business environment
		CO2	Develop understanding on the concepts of Business Environment and international business environment.
		CO3	Develop basic understanding of law of contract
		CO4	Understanding of provisions of Companies Act concerning incorporation and regulation of business organizations
		CO5	Able to analyze case laws in arriving at conclusions facilitating business decisions.
HUMAN RESOURCE MANAGEMENT	KMBN202	CO1	Synthesize the role of human resources management as it supports the success of the organization including the effective development of human capital as an agent for organizational change.
		CO2	Demonstrate knowledge of laws that impact behaviour in relationships between employers and employees that ultimately impact the goals and strategies of the organization.
		CO3	Understand the role of employee benefits and compensation as a critical component of employee performance, productivity and organizational effectiveness.
		CO4	Show evidence of the ability to analyze, manage and problem solve to deal with the challenges and complexities of the practice of collective bargaining.
		CO5	Demonstrate knowledge of practical Application of training and employee development as it impacts organizational strategy and competitive advantage.
BUSINESS RESEARCH METHODS	KMBN203	CO1	Knowledge of concept/fundamentals for different types of research.
		CO2	Applying relevant research techniques.
		CO3	Understanding relevant scaling & measurement techniques and should use appropriate sampling techniques
		CO4	Synthesizing different techniques of coding, editing, tabulation and analysis in doing research.
		CO5	Evaluating statistical analysis which



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			includes ANOVA technique and prepare research report.
FINANCIAL MANAGEMENT AND CORPORATE FINANCE	KMBN204	CO1	Understand the different basic concept/Models of Corporate Finance and Governance
		CO2	Understand the practical application of time value of money and evaluating long term investment decisions
		CO3	Develop analytical skills to select the best source of capital, structure and leverage.
		CO4	Understand the use and application of different models for firm's optimum dividend pay-out..
		CO5	Understand the recent trends of mergers and acquisition and its valuation
OPERATIONS MANAGEMENT	KMBN205	CO1	Understand the role of Operations in overall Business Strategy of the firm-the application of OM policies and techniques to the service sector as well as manufacturing firms.
		CO2	Understand and apply the concepts of Material Management, Supply Chain Management and TQM perspectives.
		CO3	Identify and evaluate the key factors and their inter dependence of these factors in the design of effective operating systems.
		CO4	Analyze/ understand the trends and challenges of Operations Management in the current business environment.
		CO5	Apply techniques for effective utilization of operational resources and managing the processes to produce good quality products and services at competitive prices.
QUANTITATIVE TECHNIQUES FOR MANAGER	KMBN206	CO1	Be able to understand the characteristics of different types of decision-making environments and the appropriate decision making approaches and tools to be used in each type.
		CO2	To formulate linear programming problem and to find optimal solution by graphical simplex method.
		CO3	Be able to build and solve Transportation Models and Assignment Models also to solve game theory problems by understanding pure and mix strategies.
		CO4	To assign optimal sequence of difference jobs on different machines and develop


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			understanding of queuing theory concepts.
		CO5	To implement replacement of equipments at right time and able to implement project management concepts like CPM, PERT to reduce cost and time.
DIGITAL MARKETING AND E COMMERCE	KMBN207	CO1	Be able to understand the concept of Digital Marketing & E-commerce in today's scenario.
		CO2	To able to create and maintain a good website and blog posts.
		CO3	Be able to understand and apply SEO and Email Marketing in today's modern world
		CO4	To apply the Social Media Marketing techniques via various platforms
		CO5	To implement various Analytics tools of online marketing
MANAGEMENT INFORMATION SYSTEMS	KMBN208	CO1	Be able to understand the importance of information management in business and management.
		CO2	To understand and formulate different types of information systems in business
		CO3	Be able to apply the theory and concepts in practical with help of software
		CO4	To apply various security and ethical issues with Information Systems
		CO5	To synthesize applications on Spreadsheet and database software
IT SKILLS LAB-2	KMBN251	CO1	To gain knowledge of pivot table and understand the validating & auditing techniques CO2. CO3.
		CO2	Learn to use different charting techniques in MS Excel
		CO3	Learn to use different formatting techniques in MS Excel.
MINI PROJECT -2	KMBN252	CO1	To gain knowledge of issues challenge of the industry
		CO2	Learn to prepare report on the application of emerging technologies in the selected industry


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III Semester


STRATEGIC MANAGEMENT	KMBN301	CO 1	Formulate organizational vision, mission, goals, and values
		CO2	Develop strategies and action plans to achieve an organization's vision, mission, and goals.
		CO3	Develop powers of managerial judgment, how to assess business risk, and improve ability to make sound decisions and achieve effective outcomes.
		CO4	Evaluate and revise programs and procedures in order to achieve organizational goals;
		CO5	Consider the ethical dimensions of the strategic management process;
INNOVATION & ENTREPRENEURSHIP	KMBN302	CO1	Remember and comprehend basic concepts of entrepreneurship
		CO2	Develop knowledge on Entrepreneurial Finance, Assistance and role of Entrepreneurial Development Agencies
		CO3	Develop understanding of converting an Idea to an opportunity and develop understanding of various funding sources
		CO4	Gain in depth knowledge of innovation and its various sources
		CO5	Develop understanding of various dimensions of innovation along with current trends and general awareness of innovation and startup
TALENT MANAGEMENT	KMBNHR01	CO1	Knowledge of Talent Management Processes
		CO2	Understanding for analysis of the impacts of Talent management in the organization


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		CO3	Competency to implement Talent Management practices
		CO4	Competency to develop leadership qualities among subordinate
		CO5	Knowledge about the reward system to support Talent management
EMPLOYEE RELATIONS AND LABOR LAWS	KMBN HR 02	CO1	Knowledge of Industrial Relation framework
		CO2	Competency to understand the importance of Employee Relation within the perspective of Industrial Relation
		CO3	Knowledge about relevant Laws of HR management
		CO4	Competency to interpreted and implement the Labor Laws within organization
		CO5	Competency to use Collective Bargaining and Grievance redressal Mechanism
CONSUMER BEHAVIOR & MARKETING COMMUNICATION	KMBNMK01	CO1	Understand the three major influences on customer choice: the process of human decision making in a marketing context; the individual customers make up; the environment in which the customer is embedded.
		CO2	Develop the cognitive skills to enable the application of the above knowledge to marketing decision making and activities
		CO3	Be able to demonstrate how concepts may be applied to marketing strategy.
		CO4	Apply an IMC approach in the development of an overall advertising and promotional plan.
		CO5	Enhance creativity, critical thinking and analytical ability through developing an integrated marketing communication campaign


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MARKETING ANALYTICS	KMBN MK02	CO1	Students will develop the skill in marketing analytics
		CO2	Students will be acquainted with better understanding of real life marketing data and its analysis
		CO3	Students will develop analytical skill for effective market decision making in real life environment.
INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT	KMBN FM01	CO1	Understand about various investment avenues
		CO2	Understand the value of assets and manage investment portfolio.
		CO3	Understand various Models of Investment and its application
		CO4	Understand and create various investment strategies on the basis of various market conditions.
		CO5	Measure riskiness of a stock or a portfolio position.
FINANCIAL PLANNING & TAX MANAGEMENT	KMBN FM02	CO1	Understand about various tax provision and planning
		CO2	Understand the scope tax planning concerning various business and managerial and strategic activities can be explored
		CO3	Have Know about various Tax Dates Rates and Forms
		CO4	Have Knowledge of Financial Planning and its Process
		CO5	Have knowledge about asset allocation and retirement planning process


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INTERNATIONAL BUSINESS MANAGEMENT	KMBN IB 01	CO1	To get an overview of the key issues and concepts of International Business.
		CO2	Understand how and why the world's countries differ.
		CO3	Understand the monetary framework in which international business transactions are conducted .
		CO4	Understand the role of International Organizations and Regional Trade blocks
		CO5	Implement the decisions for international operations in a superior manner
EXPORT IMPORT DOCUMENTATION	KMBN IB02	CO1	Identify the process of Registration process, Payment terms, Export costing and pricing.
		CO2	Interpret the process of Shipment procedures, & summarize the various documents used in Shipping,
		CO3	Classify the concept of various incentives, benefits & risk involved in shipping process
		CO4	Discuss the various business planning Import procedures & various export promotion schemes
		CO5	Demonstrate the various export promotion schemes & Types of Export Houses.
DATA ANALYTICS FOR BUSINESS DECISIONS	KMBN IT01	CO1	Understand the basics of business analysis and Data Science
		CO2	Understand data management and handling and Data Science Project Life Cycle
		CO3	Understand the data mining concept and its techniques


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		CO4	Understand and Analyzing machine learning concept
		CO5	Understand the application of business analysis in different domain
AI AND MACHINE LEARNING FOR BUSINESS	KMBN IT02	CO1	To understand the need of Machine Learning & Statistics for solving various problems.
		CO2	To understand the basic concepts of Supervised and Unsupervised learning.
		CO3	To apply regression analysis on the data available.
		CO4	To design appropriate machine learning and apply on real world problems
		CO5	To optimize different Machine Learning & Deep Learning Techniques
SUPPLY CHAIN & LOGISTICS MANAGEMENT	KMBN OM01	CO1	Apply the basic framework of Supply Chain Management and basic concepts in logistics
		CO2	Knowledge about distribution, warehousing and its roles in strategic planning with supply chain
		CO3	Competency to analyze and use inventory management methodologies and evaluate and select transportation modes
		CO4	Assess the strategic role and impact of IT on supply chain integration
		CO5	Knowledge about the latest trends in SCM and logistics
OPERATIONS PLANNING & CONTROL	KMBN OM02	CO1	It will help in understanding the fundamentals of production planning and profit considerations.


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		CO2	It will provide quantitative knowledge and capability to use various product/process planning tools.
		CO3	It will enable them to devise appropriate strategies concerning aggregate planning and cost.
		CO4	It help in resolving complex scheduling issues by way of implementing standard scheduling procedures.
		CO5	It will enhance exposure to recent trends in production planning and control and increase adaptability with latest global-production practices.
IV Semester			
EMERGING TECHNOLOGIES IN GLOBAL BUSINESS ENVIRONMENT	KMBN401	CO1	To get an overview of the changing context of International Business in the wake of Industry 4.0
		CO2	Conceptual understanding of the new technologies that are driving change in business operations and strategy
		CO3	Understand shifts in economic thought and its impact on business decisions.
		CO4	Understand changing geo politics and analyses its impact on international Business
		CO5	Critically think about issues and challenges in the Global World and find sustainable solutions
HR ANALYTICS	KMBN HR 03	CO1	Apply HR Analytical techniques in the areas of HRP, recruitment and selection, Compensation and Benefits and Training etc.
		CO2	Demonstrate HR function in adding value in business terms.
		CO3	Utilise soft factors in a people management context and convert them into measurable variables.
		CO4	Design a Metrics and Analysis index for recruitment, performance and or a training and development context
		CO5	Predict the issues using the available HR data and formulate the best strategies.


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PERFORMANCE AND REWARD MANAGEMENT	KMBNHR04	CO1	Knowledge of Performance Management and Performance Appraisal
		CO2	Competency to understand the importance of importance of Performance Management
		CO3	Knowledge about the Compensation and Reward Systems
		CO4	Competency to implement the effective reward systems in the organization
		CO5	Ability to explain the relevance of competency mapping and understanding its linkage with career development
INTERNATIONAL HUMAN RESOURCE MANAGEMENT	KMBN HR05	CO1	Understanding the Contexts of International HRM
		CO2	Knowledge about the HR Processes in International Context
		CO3	Able to evaluate the impacts of Globalization on HRM
		CO4	Desired level of expertise on organizational
		CO5	Understanding the International culture in SHRM
B2B & SERVICE MARKETING	KMBN MK03	CO1	Understand and nature of B2B marketing
		CO2	Ability to create an integrated marketing communications plan which includes promotional strategies
		CO3	Define and apply knowledge of various aspects of managerial decision making related to pricing strategy and tactics.



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		CO4	Be able to identify critical issues related to service design, such as identifying and managing customer service experience, expectations, perceptions and outcomes.
		CO5	Use critical analysis to perceive service shortcomings in reference to ingredients to create service excellence.
SALES AND RETAIL MANAGEMENT	KMBNMK04	CO1	Students will develop knowledge, understanding and skills in Sales force management.
		CO2	Acquainted with better understanding of implementation of sales management strategies.
		CO3	Develop analytical skills for effective decision alternatives in sales management problems
		CO4	Develop the knowledge, understanding and skills in retail management.
		CO5	Acquainted with better understanding of implementation of retail management strategies and develop analytical skills for effective decision alternatives in retail operations
SOCIAL MEDIA AND WEB ANALYTICS	KMBNMK05	CO1	Students will develop knowledge, understanding and skills in analysis of Social Media
		CO2	Acquainted with better understanding of implementation Web Analytics tool
		CO3	Develop analytical skills for effective decision alternatives in social media problems
		CO4	Develop the knowledge, understanding and skills in Facebook and google analytics.
		CO5	Acquainted with better understanding of implementation of web analytics strategies and develop analytical skills for effective decision alternatives in social media operations.
FINANCIAL DERIVATIVES	KMBN FM03	CO1	Understand about various derivatives instruments and derivative Market structure

		CO2	Understand the forward and future pricing mechanism and strategies for hedging using various futures products
		CO3	Understand the option pricing mechanism and using options strategies for mitigating risk
		CO4	Understand the Commodity derivative market
		CO5	Understand the Swaps derivatives and their mechanism
FOREIGN EXCHANGE & FOREX RISK MANAGEMENT	KMBN FM04	CO1	Understand the BOP and evaluation various exchange rate system
		CO2	Understand the theories of exchange rate determination
		CO3	Understand the foreign exchange transactions mechanism
		CO4	Understand the exchange dealings
		CO5	Understanding the various foreign exchange risk and its management
FINANCIAL CREDIT RISK ANALYTICS	KMBN FM 05	CO1	Understand about various types of financial credit
		CO2	Understand the credit risk and its rating.
		CO3	Understanding of credit commitments and its application
		CO4	Understanding of risk management and corporate governance.


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		CO5	Measure riskiness of a stock or a portfolio position.
INTERNATIONAL LOGISTICS MANAGEMENT	KBN IB 3	CO1	Understanding the issues in International Logistics for SCM
		CO2	Knowledge of Processes in Export Sales Contracts.
		CO3	Application of various techniques for Integrated Supply Chain Processes
		CO4	Knowledge of International Transportation
		CO5	Understanding and application Costs factors with International Logistics
CROSS CULTURAL MANAGEMENT	KMBN IB04	CO1	Understand and apply different meanings and dimensions of "culture"
		CO2	Describe and analyze the impact of culture on business practices
		CO3	Explain and evaluate the impact of national culture on organizational cultures
		CO4	Understand the impact of culture on Human Resource Management
		CO5	Explain how leadership differs across cultures
INTERNATIONAL TRADE LAW	KMBN IB05	CO1	Understand the objectives and functioning of WTO
		CO2	Review and apply the various WTO agreements for effective international trade


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		CO3	Analyze the forces that shape the international commercial laws.
		CO4	Understand and evaluate the export import policy in India.
		CO5	Analyze the recent challenges in international trade and role of international institutions
DATABASE MANAGEMENT SYSTEMS	KMBNIT03	CO1	Knowledge about the DBMS Technology
		CO2	Understanding the business application of DBMS
		CO3	Application of DBMS for business process
		CO4	Knowledge and uses of Data mining techniques
		CO5	Working knowledge of DBMS Software ORACLE
CLOUD COMPUTING FOR BUSINESS	KMBN IT04	CO1	Describes the main concepts, key technologies, strengths and limitations of cloud computing.
		CO2	Learn the enabling technologies that help in the development of cloud.
		CO3	Develop the ability to understand and use the architecture cloud, service and delivery models.
		CO4	Explain the core issues of cloud computing like cloud virtualization
		CO5	To appreciate the emergence of cloud as the next generation computing paradigm.


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BUSINESS DATA WAREHOUSING & DATA MINING	KMBN IT05	CO1	Understanding of data warehousing and its functions
		CO2	To identify the key processes of data warehousing and applications.
		CO3	To understand data mining basic concepts
		CO4	To understand data mining techniques to solve problems in various disciplines
		CO5	Compare and evaluate data mining techniques
QUALITY MANAGEMENT	KMBN OM03	CO1	Knowledge about the quality dimensions and its importance
		CO2	Knowledge about the techniques of quality control and its importance for organizational competitiveness
		CO3	Competency to analyze and impacts of Quality Control tools in the organization
		CO4	Understanding of the International and Indian Quality Control Standards
		CO5	Competency to use statistical methods for process quality control
PROJECT AND SOURCING MANAGEMENT	KMBN OM04	CO1	Conceptual knowledge about the procurement and sourcing management
		CO2	Understanding of the processes of sourcing management
		CO3	Competency to vendor selection and rating


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		CO4	Assess the importance of effective sourcing
		CO5	Understanding of laws of Procurements
MANAGEMENT OF MANUFACTURING SYSTEM	KMBN OM05	CO1	Conceptual knowledge of working of Manufacturing unit and complete system
		CO2	Understanding of the processes of and activities of Manufacturing
		CO3	Competency to implement effective managerial practices in manufacturing
		CO4	Understanding of tools for maintenance and capacity planning
		CO5	Knowledge about the support systems of manufacturing


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