

MASTER OF BUSINESS ADMINISTRATION (MBA)

PROGRAMME EDUCATIONAL OBJECTIVES (PEOS):

Programme Educational Objectives are broad statements that describe what students are expected to attain within few years of completing their graduation. Programme Educational Objectives are based on the needs of the students undergoing the programme.

The PEOs of MBA Program at CSIBER are as follows;

PEO 1:

Our graduates will develop themselves as professionals contributing effectively and efficiently by applying theories in management and demonstrating team work, effective communication, analytical and creative thinking skills for problem-solving.

PEO 2:

Our graduates will be equipped with leadership and entrepreneurial abilities to enable them to establish themselves as dynamic and innovative business professionals.

PEO 3:

Our graduates will not only be able to adapt to changes in the global environment but also act as change agents in bringing about holistic and sustainable development in the society.

PEO 4:

Our graduates will have highest regard for Personal & Institutional Integrity, Ethical values and Social Responsibility.

Programme Outcomes (POS):

The programme outcomes of MBA program are as follows;

1. Graduates should be able to use effectively key skills like team work and leadership to achieve organizational goals and resolve conflicts.
2. Graduates should be able to demonstrate the ability to listen and to read attentively, and to express ideas with clarity in both oral and written communication.
3. Graduates should be able to use their expertise in their respective domain areas to offer solutions on contemporary issues such as innovation, globalization, emerging technology, leading and managing change.
4. Graduates should be able to conceptualize, organize, analyze and resolve complex business problems or issues by using the resources available under their discretion.
5. Graduates should be able to identify, assess and shape entrepreneurial opportunities and to evaluate their potential for business success.
6. Graduates should be able to use contextual knowledge to address societal, ethical, legal and cultural issues for the betterment of society as well as the organization.
7. Graduates should demonstrate and apply their knowledge while devising management solutions keeping in mind the need for a sustainable and holistic development.
8. Graduates should demonstrate their ability to engage in independent and lifelong learning.

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| Semester | | Total Credit | 4 |
| Course Code | CC 101 | Credit Pattern | L-45, T-8, P-7 |
| Course Title | PERSPECTIVES OF MANAGEMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1. | Discuss management evolution and how it can affect future managers | | |
| 2. | Analyze and attain elementary level of skills in management process and functions: planning, organizing, staffing, deciding, controlling and budgeting | | |
| 3. | Evaluate leadership styles to anticipate the consequences of each leadership style | | |
| 4. | Describe new trends in Management. | | |

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| Semester | I | Total Credit | 4 |
| Course Code | CC 102 | Credit Pattern | L-45, T-8, P-7 |
| Course Title | ACCOUNTING FOR MANAGERIAL DECISIONS | | |
| Course Outcomes: The students will able to | | | |
| 1. | Apply basic accounting principles and concepts. | | |
| 2. | Demonstrate basis of financial statements analysis. | | |
| 3. | Calculate working capital and do ratio analysis. | | |

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| Semester | I | Total Credit | 4 |
| Course Code | CC103 | Credit Pattern | L-45, T-8, P-7 |
| Course Title | ORGANIZATIONAL BEHAVIOR | | |
| Course Outcomes: Students will be able to: | | | |
| 1 | Demonstrate thorough knowledge of organizational behaviour. | | |
| 2 | Explain and evaluate aspects associated with human behavior and its effect on management | | |
| 3 | Apply relevant contemporary theories, concepts and models in order to Analyse organisational environment, cases and issues. | | |
| 4 | Develop good team-working skills | | |

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| Semester | I | Total Credit | 4 |
| Course Code | CC 104 | Credit Pattern | L-45, T-8, P-7 |
| Course Title | BUSINESS STATISTICS | | |
| Course Outcomes: Students will be able to; | | | |
| 1. | Provide solution to management decision problems. | | |
| 2. | Analyze company/organization data for taking management decision. | | |
| 3. | Analyze the data collected for management decision and provide inference towards it. | | |

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| Semester | I | Total Credit | 4 |
| Course Code | CC 105 | Credit Pattern | L-45, T-8, P-7 |
| Course Title | FUNDAMENTALS OF MARKETING | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Understand fundamental marketing concepts, theories and principles in areas of marketing policy; for satisfying customer needs and wants. | | |
| 2 | Analyze the interaction of marketing and environmental forces that influence marketing decisions. | | |
| 3 | Apply the knowledge, concepts, tools necessary to understand challenges and issues of marketing in a growing international and global context. | | |

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| Semester | I | Total Credit | 4 |
| Course Code | DSE 101(A) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | SERVICE SECTOR MANAGEMENT | | |
| Course Outcome: The students will be able to | | | |
| 1. Identify key elements in service sector management in India | | | |
| 2. Classify, show, describe, rephrase and summarize management of service sector types. | | | |
| 3. Select, interview, plan, organize, identify, extend, and contrast service sector characteristics and challenges faced by it. | | | |
| 4. Analyse, appraise, assess, combine ,compile sectorial issues and strategies by surveying government and private sector initiatives | | | |

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| Semester | I | Total Credit | 4 |
| Course Code | DSE 101 (B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | FAMILY BUSINESS MANAGEMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1. | Understand family Business Issues and challenges. | | |
| 2. | Analyze family business issues and find ways to solve family business problems. | | |
| 3. | Evaluate and create goodfamily business governance system. | | |
| 4. | Manage their family business successfully. | | |

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| Semester | I | Total Credit | 4 |
| Course Code | DSE 101 (C) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | I.T FOR MANAGERS | | |
| Course Outcoms: Student will able to; | | | |
| 1 | Analyze in industry data using MS-Excel | | |
| 2 | Devlope a effective presentations using embedded softwares | | |
| 3 | Recognize enterprise IT architecture for Information technology. | | |
| 4 | Design conceptual models of a database using ER for real life applications and also construct queries in Relational Algebra | | |

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| SEMESTER 1 | | | |
| Course Code | AEC I01 | Credit Pattern | L-22, T-2, P-6 |
| Course Title | LIFE SKILLS FOR MANAGERS | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Apply various soft skills to life situations. | | |
| 2 | Develop managerial employability related skills. | | |
| 3 | Work on development of self-personality. | | |

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| Semester | I | Total Credit | 4 |
| Course Code | GE 101 (A) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | ENVIRONMENT AND DEVELOPMENT | | |
| Course Outcomes: The students will able to | | | |
| 1. | Differentiate biotic and abiotic components of ecosystem & able to understand concept of habitat, interactions in between different components & their Interrelationships. | | |
| 2. | Develop ability of identification of local issues related with natural resources. | | |
| 3. | Adopt various pollution control techniques. | | |
| 4. | Students will know the protocol & prepare for EIA & EMS Reports. | | |
| 5. | Students will know various environmental policies as well as National & International Organizations involved. | | |

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| Semester | I | Total Credit | 4 |
| Course Code | GE 101 (B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | INDIAN SOCIAL PROBLEMS AND SOCIAL SERVICES | | |
| Course Outcomes: Students will be able to | | | |
| 1 | Understand the application of various social/welfare services provided by GO's & NGO's in respect of Social Problems and Social Services. | | |
| 2 | Identify the social economic factors and their implications in the implementation of social welfare schemes. | | |

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| Semester | I | Total Credit | 4 |
| Course Code | GE-101 (C) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | OFFICE AUTOMATION | | |
| Course Outcomes | | | |
| After completion of this course the student will be able to: | | | |
| 1 | Understand basic concepts and computer terminology. | | |
| 2 | Use operating system features | | |
| 3 | Prepare proper documents | | |
| 4 | Prepare effective presentation | | |
| 5 | Analyze any data with the help of spreadsheets. | | |

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| Semester | I | Total Credit | 4 |
| Course Code | GE 101 (D) | Credit Pattern | L-45, T-08, P-07 |
| Course Title | PRINCIPLES OF ECONOMICS | | |
| Course Outcomes: Students will be able to | | | |
| 1 | The student will understand the application of economics an his personal and professional life. | | |
| 2 | Identify the economic factors and their implications in the working of different organisations | | |

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| Semester | II | Total Credit | 4 |
| Course Code | CC 201 | Credit Pattern | L-44, T-8, P-8 |
| Course Title | MANAGERIAL ECONOMICS | | |
| Course Outcomes: Students will be able to | | | |
| 1 | Understand micro and macroeconomic concepts and their relevance to the present business environment | | |
| 2 | Identify the variables which influence managerial decision making of a firm manager | | |
| 3 | Provide a bird eye view of distinction between micro and macroeconomic concepts of business importance | | |
| 4 | Measure various economic costs, predicts economic trends, and make to identify the national income variations and their influence on managerial decision making process | | |
| 5 | Study money markets | | |

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| Semester | II | Total Credit | 2 |
| Course Code | CC 202 | Credit Pattern | 22L+ 2 T + 6P |
| Course Title | LEGAL FRAMEWORK OF BUSINESS | | |
| Course Outcomes: Students will be able to; | | | |
| | <ol style="list-style-type: none"> 1. Identify fundamental legal principles behind contractual agreements. 2. Acquire problem solving techniques and to be able to present coherent, concise legal argument. | | |

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| Semester | II | Total Credit | 2 |
| Course Code | CC 203 | Credit Pattern | 22L+8TP |
| Course Title | RESEARCH METHODOLOGY | | |
| Course Outcomes: Students will be able to; | | | |
| | 1. Demonstrate knowledge of research processes (reading, evaluating, and developing); | | |
| | 2. Propose and distinguish appropriate research designs and methodologies to apply to a specific research problem. | | |
| | 3. Develop a comprehensive research methodology for a research question. | | |
| | 4. Execute research and use research findings for business decision marking. | | |

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| Semester | II | Total Credit | 4 |
| Course Code | CC 204 | Credit Pattern | L-45, T-7, P-8 |
| Course Title | FINANCIAL MANAGEMENT | | |
| Course Outcomes: The students will able to: | | | |
| 1. | Relating and interpreting financial control techniques. | | |
| 2. | Evaluating capital budgeting and dividend policy decisions. | | |
| 3. | Make use of cash management. | | |

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| Semester | II | Total Credit | 4 |
| Course Code | CC 205 | Credit Pattern | L-45, T-8, P-7 |
| Course Title | MANAGING HUMAN RESOURCE | | |
| Course Outcomes:- Students will be able to: | | | |
| 1 | Identify the wide range of sources for attracting and recruiting talent and appropriate process for selecting candidates | | |
| 2 | Conduct job analysis, develop job descriptions and job specifications | | |
| 3 | Design and evaluate the performance management program. | | |
| 4 | Develop, implement, and evaluate employee orientation, training, and development programs. | | |
| 5 | Explain, design and evaluate the compensation management | | |

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| Semester | II | Total Credit | 4 |
| Course Code | CC 206 | Credit Pattern | L-44, T-8, P-8 |
| Course Title | INTRODUCTION TO OPERATIONS MANAGEMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Illustrate basic terms and concepts related to Production & Operations Management | | |
| 2 | Plan effective plant location & layout for the organization. | | |
| 3 | Solve numerical on selective Inventory Control Techniques to Identify the best suitable technique for organization. | | |
| 4 | Design a typical Supply Chain Model for a product / service and analyze its linkages with Customer Issues and Business Issues in a real world context. | | |

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| Semester | II | Total Credit | 4 |
| Course Code | DSE 201 (A) | Credit Pattern | L-45, T-7, P-8 |
| Course Title | EVENT AND PUBLIC RELATIONS MANAGEMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Discuss crucial role of event management in overall activity marketing activity of the company. | | |
| 2 | Evaluate opportunities of corporate branding and image building through event. | | |

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| Semester | II | Total Credit | 4 |
| Course Code | DSE 201(B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | OPERATIONS RESEARCH | | |
| Course Outcomes: Students will be able to; | | | |
| 1. | Analyze the data available for decision making. | | |
| 2. | Solve various managerial decision problems in functional areas of organization. | | |

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| Semester | II | Total Credit: | 4 |
| Course Code | DSE 201 (C) | Credit Pattern | L-45, T-7, P-8 |
| Course Title | ADVANCED MS-EXCEL | | |
| Course Outcomes: Students will be able to: | | | |
| | <ol style="list-style-type: none"> 1. Construct formulas, including the use of built-in functions, and relative and absolute references. 2. Apply advanced formulae to make data ready for analysis 3. Understand and apply basic principles of developing Excel models for decision making | | |

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| Semester | II | Total Credit | 2 (Value Added) |
| Course Code | AEC 201 (A) | Credit Pattern | L-22, T-4, P-4 |
| Course Title | GERMAN | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | <p>This course will create platform for the students to get prepared for Star Deutch exam (A1 exam by Goethe Institute, Max Muller Bhavan) .The students will find it very easy to pursue for this exam after completion of this course and they will have overall idea about the German language as well teaching methods followed to learn any foreign language .</p> | | |
| 2 | <p>This course enables the students to understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concert type.</p> <p>To enable to students to introduce him/herself and others and can ask and answer question about personal details such as where he /she lives, people he /she knows lives, people he /she knows and things he /she has</p> <p>To make him/her interact in a simple way provided the other person talks slowly and clearly and is prepared to help.</p> <p>To help him/her to use the basic grammar concepts correctly.</p> <p>To enable the students to read and write simple text. The students learn 400-600 words of vocabulary.</p> | | |

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| Semester | II | Total Credit | 2 |
| Course Code | AEC 201(B) | Credit Pattern | L-22, T-4, P-4 |
| Course Title | JAPANESE | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | <p>This course enables the students to understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concert type.</p> <p>To enable to students to introduce him/herself and others and can ask and answer question about personal details such as where he /she lives, people he /she knows lives, people he /she knows and things he /she has</p> <p>To make him/her interact in a simple way provided the other person talks slowly and clearly and is prepared to help.</p> <p>To help him/her to use the basic grammar concepts correctly.</p> | | |

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| Semester | II | Total Credit | 2 |
| Course Code | AEC 201 (C) | Credit Pattern | L-22, T-4, P-4 |
| Course Title | FRENCH | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | <p>This course will create a platform for the students to get prepared for DELF (A1.1 exam by Alliance Francaise). The students will find it very easy to pursue for this exam after completion of this course and they will have overall idea about the French language as well teaching methods followed to learn any foreign language.</p> | | |
| 2 | <p>This course enables the students to understand and use familiar everyday expressions and very basic phrases aimed at the satisfaction of needs of a concert type.</p> <p>To enable the students to introduce him/herself and others and can ask and answer questions about personal details such as where he /she lives, people he /she knows lives, people he /she knows and things he /she has</p> <p>To make him/her interact in a simple way provided the other person talks slowly and clearly and is prepared to help.</p> <p>To help him/her to use the basic grammar concepts correctly.</p> <p>To enable the students to read and write simple text. The students learn 400-600 words of vocabulary.</p> | | |

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| Semester | III | Total Credit | 2 |
| Course Code | AEC 201 (D) | Credit Pattern | L-22, T-4, P-4 |
| Course Title | SELLING AND NEGOTIATING SKILLS | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Discuss standard selling process of consumer products as well as industrial products. | | |
| 2 | Describe new challenges and opportunity in selling and negotiation skills. | | |

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| Semester | | Total Credit | 2 |
| Course Code | AEC 201(E) | Credit Pattern | L =22,T=4 P=4 |
| Course Title | LEADERSHIP BUILDING LAB | | |
| Course Outcomes:- Students will be able to:- | | | |
| 1 | Explain the leadership role in the origination | | |
| 2 | Assess their own self in relation to becoming an effective leader | | |
| 3 | Develop and improve core inclusive leadership behaviors of EACH | | |
| 4 | Improve leadership skills | | |

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| Semester | II | Total Credit | 2 |
| Course Code | AEC 201 (F) | Credit Pattern | L-22, T-2, P-6 |
| Course Title | ORAL COMMUNICATION | | |
| Course Outcomes: Students should be able to | | | |
| 1 | Communicate in English language. | | |
| 2 | Develop and apply interpersonal skills. | | |
| 3 | Demonstrate skills required for conducting group discussions, presentations and speeches. | | |

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| Semester | III | Total Credit | |
| Course Code | AEC 201 (G) | Credit Pattern | 22L + 8 TP |
| Course Title | DIGITAL MARKETING | | |
| Course Outcomes: Students will be able to; | | | |
| 1. | Understand the emerging trends in digital marketing. | | |
| 2. | Become familiar with the elements of the digital marketing plan | | |
| 3. | Students will be equipped for using digital marketing tools by applying relevant marketing theories and frameworks. | | |
| 4. | Understand how to reach online target market to achieve marketing objectives. | | |

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| Semester | II | Total Credit | 2 |
| Course Code | AEC 201 (H) | Credit Pattern | L-22, T-4, P-4 |
| Course Title | CORPORATE SOCIAL RESPONSIBILITY | | |
| Course Outcomes Students should be able to: | | | |
| 1 | Describe the concept of CSR and its relevance to business activities. | | |
| 2 | Apply the concept of CSR to business. | | |
| 3 | Develop a CSR policy for business | | |

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| Semester | II | Total Credit | 4 |
| Course Code | GE201 (A) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | DISASTER MANAGEMENT | | |
| Course Outcomes: The students will be able to | | | |
| 1. | Know the fundamentals of Disaster Management | | |
| 2. | Do strategic Management for Natural Disasters. | | |
| 3. | Do strategic Management for Man Made & Technological Disasters. | | |
| 4. | Do Pre, Emergency & Post Disaster Management Plan. | | |

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| Semester | II | Total Credit | 4 |
| Course Code | GE201 (B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | SOCIAL WELFARE ADMINISTRATION | | |
| Course Outcomes: Students will be able to | | | |
| 1 | Understand the application of various social/welfare services provided by GO's & NGO's in respect of systematic implementation of welfare policies | | |
| 2 | Identify the administrative process and their implications in the implementation of social welfare schemes. | | |

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| Semester | II | Total Credit | 4 |
| Course Code | GE-201 (C) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | MANAGEMENT INFORMATION SYSTEM | | |
| Course Outcomes | | | |
| After completion of this course the student will be able to: | | | |
| 1 | Understand types of MIS applications in organizations | | |
| 2 | Discuss the development of management information systems in organizations | | |
| 3 | Select and design MIS systems appropriate to meet management requirements | | |
| 4 | Critically evaluate MIS contributions to the strategic management of organizations | | |

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| Semester | II | Total Credit | 4 |
| Course Code | GE 201 (D) | Credit Pattern | L-44, T-08, P-08 |
| Course Title | PRINCIPLES OF MICRO ECONOMICS | | |
| Course Outcomes: Students will be able to | | | |
| 1 | Understand the micro variables and approach for microeconomic issues | | |
| 2 | Analyse the process of factor price determination at micro level | | |

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| Semester | III | Total Credit | 4 |
| Course Code | CC 301 | Credit Pattern | L-45, T-8, P-7 |
| Course Title | STRATEGIC MANAGEMENT | | |
| Course Outcomes Students should be able to: | | | |
| 1 | Discuss the process of strategic management. | | |
| 2 | Analyze internal and external environment of an organisations. | | |
| 3 | Formulate various types of strategies for a given industry. | | |
| 4 | Evaluate an industry using various tools and techniques for strategic choice. | | |
| 5 | Critique strategies implemented. | | |

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| Semester | III | Total Credits | 4 |
| Course Code | CC 302 | Credit Pattern | L-45, T-8, P-7 |
| Course Title | START UP AND ENTREPRENEURSHIP DEVELOPMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1. | To Generate creative business ideas and plan their commercialization. | | |
| 2. | To Search funding options and approach investors. | | |
| 3. | Students will visit an incubation center for launching a start-up. | | |
| 4. | Students will gain confidence of creating a start-up. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | CC Spl-I-304 (A) | Credit Pattern | L-45, T-6, P-9 |
| Course Title | INTERNATIONAL TRADE AND FINANCE | | |
| Course Outcomes | | | |
| | The students will able to learn: | | |
| 1. | To utilize international finance terms in trade. | | |
| 2. | To assess foreign exchange rates and develop export trade document. | | |
| 3. | To predict foreign direct investment design. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | CC Spl-I-304 (B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | EMPLOYEE RELATIONS AND LABOUR LAW | | |
| Course Outcomes : Students will be able to | | | |
| 1 | Discuss the theories, techniques and approaches to manage Industrial Relations. | | |
| 2 | Develop an understanding of Industrial Relations institutions such as employer associations, trade unions and industrial tribunals; principles of employment law. | | |
| 3 | Describe and assess the collective bargaining process, including preparation, negotiation, and settlement. | | |
| 4 | Solve industrial conflicts and explain the different strategies and approaches used in the resolution of conflict. | | |
| 5 | Apply the legal aspects in wide range of issues related to HR. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | CC Spl-I-304 (C) | Credit Pattern | L-44, T-8, P-8 |
| Course Title | IMC AND SALES MANAGEMENT - | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Discuss the core role of consumer based brand equity consumer how it can affect future on overall growth of business | | |
| 2 | Evaluate the critical role of advertising management and their impact on marketing activities. | | |
| 3 | Describe new challenges of handling current media planning and buying. | | |
| 4 | Critically evaluate selling process. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | CC-Spl-I-304 (D) | Credit Pattern | L-44, T-8, P-8 |
| Course Title | LOGISTICS & SUPPLY CHAIN MANAGEMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Discuss the evolution of Supply Chain & Logistics and how it can affect organization operations. | | |
| 2 | Distinguish between various Supply Chain Distribution Strategies and choose effective strategy for organization. | | |
| 3 | Estimate the Demand in the market to develop Supply Chain Strategy for Organization. | | |
| 4 | Discuss Global Supply Chain Operation and recent trends in Supply Chain Management. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | CC Spl-I-304 (E) | Credit Pattern | L-44, T-8, P-8 |
| Course Title | AGRI-BUSINESS, ENTREPRENEURSHIP AND COOPERATIVES | | |
| Course Out Comes: Students will be able to | | | |
| 1 | Realize the importance of agriculture sector growth for the developing economies | | |
| 2 | Analyze the trends in agribusiness sector | | |
| 3 | Understand the role of cooperatives in agribusiness development in the country | | |

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| Semester | III | Total Credit | 4 |
| Course Code | CC Spl-I-304 (F) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | KNOWLEDGE MANAGEMENT AND ERP SYSTEM | | |
| Course Outcomes : The Students will be able to | | | |
| 1 | Formulate a knowledge management strategy, identify major requirements and issues for designing enterprise knowledge architecture and implementing knowledge management projects | | |
| 2 | Describe different methods for work with knowledge management | | |
| 3 | Discuss KM, learning organizations, intellectual capital and related terminologies in clear terms and understand the role of knowledge management in organizations. | | |
| 4 | Identify different technologies used in ERP. | | |
| 5 | Apply different tools used in ERP. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | DSE Spl-II- 301(A) | Credit Pattern | L-45, T-6, P-9 |
| Course Title | DIRECT & INDIRECT TAXES | | |
| Course Outcomes | | | |
| | The students will be able to learn | | |
| 1 | To summarize tax basics. | | |
| 2 | To experiment with direct and indirect tax provisions. | | |
| 3. | To apply GST and input tax credit. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | DSE Spl-II-301 (B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | STRATEGIC AND INTERNATIONAL HUMAN RESOURCE MANAGEMENT | | |
| Course Outcomes : Students will be able to :- | | | |
| 1 | Differentiate between domestic, strategic & international HRM. | | |
| 2 | Relate, analyze & interpret the effect of culture on HRM practices. | | |
| 3 | Identify and apply HR interventions for successful cross-border Mergers and Acquisitions. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | DSE Spl-II-301 (C) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | RETAILING, SERVICE AND INDUSTRIAL MARKETING | | |
| Course Outcomes: Students will be able to; | | | |
| 1. | Understand Retail business formats. | | |
| 2. | Choose retail marketing mix for marketing retail store. | | |
| 3. | Develop effective service marketing mix and apply in their service organization where they will work | | |
| 4. | Choose effective Industrial marketing mix for the organization. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | DSE-Spl-II-301 (D) | Credit Pattern | L-44, T-8, P-8 |
| Course Title | PURCHASING AND INVENTORY MANAGEMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Explain basic terms and concepts related to Purchase & Stores Management. | | |
| 2 | Discuss the functions and benefits of store management including its safety and security aspects. | | |
| 3 | Develop suitable Inventory Model for the organization by determining safety stock requirement. | | |
| 4 | Design effective Vendor Development Programme, Vendor Evaluation and Rating Method for the organization. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | DSE Spl-II-301 (E) | Credit Pattern | L-44, T-8, P-8 |
| Course Title | RURAL AND AGRICULTURAL MARKETING | | |
| Course Out Comes: Students will be able to | | | |
| 1 | Match the distinct features of rural and urban markets for consumer goods and non-consumer goods | | |
| 2 | Relate the factors influencing the rural consumer behavior and rural market research techniques efficiently | | |
| 3 | Apply marketing strategies suitable to rural markets | | |
| 4 | Understand the difference between agri input, output markets and consumer goods markets performance | | |

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| Semester | III | Total Credit | 4 |
| Course Code | DSE Spl-II-301 (E) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | INFORMATION SYSTEM AUDIT AND CONTROL | | |
| Course Outcomes: Student will able to | | | |
| 1 | Explain the basic concepts of computer security, computer security threats and the corresponding remedies | | |
| 2 | Describe the trends in computer and IS security | | |
| 3 | Develop an audit plan to achieve the IT audit objectives | | |

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| Semester | III | Total Credit | 4 |
| Course Code | AEC 301-(A) | Credit Pattern | L-22, T-4, P-4 |
| Course Title | LEAN MANAGEMENT TECHNIQUES | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Discuss basic terms and concepts related to Lean Management. | | |
| 2 | Explain tools and techniques in Lean Management. | | |
| 3 | Maximize the productivity of the organization by minimizing the waste. | | |
| 4 | Propose Lean Implementation plan for any organization. | | |

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| Semester | III | Total Credit | 2 |
| Course Code | AEC 301(B) | Credit Pattern | L-22, T-2, P-6 |
| Course Title | WRITTEN COMMUNICATION | | |
| Course Outcomes Students should be able to: | | | |
| 1 | Apply writing skills. | | |
| 2 | Develop writing skills for business communication. | | |
| 3 | Analyse written communication. | | |

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| Semester | III | Total Credit | 2 |
| Course Code | AEC 301(C) | Credit Pattern | L-22, T-2, P-6 |
| Course Title | INTERNATIONAL BUSINESS | | |
| Course Outcomes: At the end of the course students will be able to | | | |
| 1. | Analyze international business environment and domestic business environment in different parts of the world. | | |
| 2. | Evaluate various entry strategies of the international business firms. | | |

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| Semester | III | Total Credit | |
| Course Code | AEC-301-(D) | Total Credit | 2 |
| Course Title | Tally ACE | Credit Pattern | L-22, T-2, P-6 |
| Course Outcomes | | | |
| The students will able to learn: | | | |
| 1. Be able to generate accounting and inventory masters, vouchers and basics reports in tally. | | | |
| 2. Have an understanding of basic concepts and practical application of CGST,SGST and service. | | | |

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| Semester | III | Total Credit | 2 |
| Course Code | AEC 301 (E) | Credit Pattern | 22L, 8TP |
| Course Title | FUNDAMENTALS OF TOURISM MANAGEMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1. | Understand and appreciate dynamic nature of Tourism product. | | |
| 2. | Contextualize tourism within broader cultural, environmental, political and economic dimensions of society. | | |
| 3. | Students will able to develop a tourism product and market it to the customers. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | GE 301 (A) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | SUSTAINABLE AGRICULTURE | | |
| Course Outcomes: The students will able to | | | |
| 1. | After studying unit I, students will learn importance of agriculture for tropical countries like India. They will learn agri-ecosystem & its components. They will know the essential features of traditional, transitional & modern agriculture. They will learn importance of biodiversity in agri-ecosystem. | | |
| 2. | They will be aware of Irrigation water quality & requirements. They will know Water management for sustainability. They will understand importance of soil & land resource, methods of soil & water conservation. | | |
| 3. | They will be able to manage pest through Integrated Approach (IPM) & use biopesticides. | | |
| 4. | They will be able to manage soil health through Integrated Plant Nutrient Management (IPNM) concept. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | GE 301 (B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | FUNDAMENTALS OF COUNSELING | | |
| Course Outcomes: Students will be able to | | | |
| 1 | Understand the application of various counseling techniques | | |
| 2 | Identify the psychosocial problems of the needy persons | | |

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| Semester | III | Total Credit | 4 |
| Course Code | GE-301 (C) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | E-Commerce | | |
| Course Outcomes | | | |
| After completion of this course the student will be able to: | | | |
| 1 | Integrate the knowledge of foundational functional areas of commerce in order to develop a holistic perspective on the role of IT in organizations. | | |
| 2 | Select and apply appropriate models to analyze the role of IT in an organization. | | |

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| Semester | III | Total Credit | 4 |
| Course Code | GE 301 (D) | Credit Pattern | L-40, T-10, P-10 |
| Course Title | FUNDAMENTALS OF MACRO ECONOMICS | | |
| Course Outcomes: Students will be able to | | | |
| 1 | Recognise the macro variables in any economy | | |
| 2 | Understand the economic theories variations in macro variables and policies to regulate them. | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | CC 401 | Credit Pattern | L-44, T-8, P-8 |
| Course Title | BUSINESS ETHICS AND CORPORATE GOVERNANCE | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Discuss role of business ethics and how it can affect future managers | | |
| 2 | Evaluate corporate governance systems in different countries and their impact on the world business activity | | |
| 3 | Describe new challenges in business and corporate Governance. | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | CC-Spl-I-402-(A) | Credit Pattern | L-45, T-6, P-9 |
| Course Title | MANAGEMENT ACCOUNTING AND CONTROL SYSTEM | | |
| Course Outcomes | | | |
| 1. | The students will able to learn | | |
| 2. | To extent concept of marginal costing. | | |
| 3. | To judge various types of budgets for managerial decision making. | | |
| 4. | To calculate various operating and financial leverages. | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | CC-Spl-I-402-(B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | CORPORATE PSYCHOLOGY | | |
| Course Outcomes:- Students will be able to: | | | |
| 1 | Demonstrate basic understanding of major areas of corporate psychology, including ergonomics; Job evaluation job enlargement, Behavioural Base Set (BBS) and boredom and fatigue | | |
| 2 | Develop skillsfor collaborative teamwork, stress management and positive thinking | | |
| 3 | Identify and apply theoretical concepts to bring positive changes through stress management, counseling, mentoring and emotional intelligence | | |
| 4 | Apply relevant theories, concepts and models of positive psychology to enhance life satisfaction | | |
| 5 | Apply various psychometric tests and interpret their results | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | CC-Spl-I-402-(C) | Credit Pattern | L-45, T-7, P-8 |
| Course Title | CONTEMPORARY ISSUES IN MARKETING | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Discuss role of consumer behavior in business and how it can affect future managers | | |
| 2 | Evaluate influence of consumer behaviors and their impact on the business. | | |
| 3 | Describe new challenges in international marketing and their positive and negative effect on business | | |

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| 4 | Analyze and attain elementary level of skills in financial aspects of marketing : Product Line Accounting- Life Cycle Costing- Dropping Product Line-Return on Promotional Investment-Selection of Media |
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| Semester | IV | Total Credit | 4 |
| Course Code | CC-Spl-I-402-(D) | Credit Pattern | L-44, T-8, P-8 |
| Course Title | MODERN APPROACHES TO QUALITY MANAGEMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Explain basic terms and concepts related to Quality Management including Quality Assurance, Cost of Quality & Quality Function Deployment. | | |
| 2 | Solve problems on Process Control Charts and Interpret on the process capability. | | |
| 3 | Discuss recent techniques of quality management including Total Quality Management, Six Sigma and Quality Circle. | | |
| 4 | Make use of quality awards framework to qualify the organization for various quality management awards. | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | CC-Spl-I-402-(E) | Credit Pattern | L-44, T-8, P-8 |
| Course Title | AGRI-PRODUCTION AND SUPPLY CHAIN MANAGEMENT | | |
| Course Outcomes: Students will be able to | | | |
| 1 | Identify the factors influencing farming activities in India and its relation with agriculture reforms | | |
| 2 | Understand various traditional and modern practices of farm management in India | | |
| 3 | Realize the importance of strong supply-chain and logistics infrastructure for agri-business development | | |

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| Semester | III | Total Credit | 4 |
| Course Code | CC-Spl-I-402-(F) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | APPLIED DATA SCIENCE AND BUSINESS ANALYTICS USING R | | |
| Course Outcomes: Student will be able to | | | |
| 1 | Identify and describe complex business problems in terms of analytical models. | | |
| 2 | Apply appropriate analytical methods to find solutions to business problems that achieve stated objectives. | | |
| 3 | Extract data from files and other sources and perform various data manipulation tasks on them. | | |
| 4 | Apply the knowledge of R gained to data Analytics for real life applications | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | DSE 401 (A) | Credit Pattern | L-45, T-6, P-9 |
| Course Title | INVESTMENT AND PORTFOLIO MANAGEMENT | | |
| Course Outcomes | | | |
| | The students will able to learn | | |
| 1. | Identifying various investment avenues as a small and corporate investor. | | |
| 2. | To know relationship between security analysis and market portfolio | | |
| 3. | To compare portfolio evaluation | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | DSE Spl-II- 401(B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | TALENT AND HUMAN CAPITAL MANAGEMENT | | |
| Course Outcomes :- Students will be able to: | | | |
| 1. | Critique human resource management issues across levels and recommend managerial interventions to solve organizational problems. | | |
| 2. | Diagnose and assess the models of competency management | | |
| 3. | Design and evaluate the various engagement activities to acquire and retain talent. | | |
| 4. | Create, implement and evaluate HRIS, HR Accounting and HR Auditing | | |
| 5. | Explain and apply the emerging areas of Human Resource Management for the development of organizations. | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | DSE 401 (C) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | MARKETING STRATEGY,CRM AND RETAIL MARKETING | | |
| Course Outcomes: Students will be able to; | | | |
| 1. | Analyze the industry and market before deciding marketing strategy. | | |
| 2. | Choose appropriate marketing strategy for their company. | | |
| 3. | Evaluate and improve relationship with valuable customer by using CRM. | | |
| 4. | Develop effective rural marketing mix and Internet marketing strategy. | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | DSE-Spl-II-401(D) | Credit Pattern | L-44, T-8, P-8 |
| Course Title | PROJECT MANAGEMENT | | |
| Course Outcomes: Students will be able to; | | | |
| 1 | Explain basic concept of Project Management including Project Appraisal, Project Risk Management and use of IT in Project Management. | | |
| 2 | Select most appropriate Project from available options to the organization by analyzing all the projects on the basis of capital budgeting techniques. | | |
| 3 | Develop the Project Report of the project undertaken by the organization. | | |

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| 4 | Determine Critical Path of project undertaken by organization and estimate project duration. | | |
| Semester | IV | Total Credits: | 4 |
| Course Code | DSE Spl-II-401-(E) | Credit Pattern | C – 44, P = 2 T = 2 |
| Course Title | AGRI-COMMODITY MARKETS AND AGRI-BUSINESS | | |
| Course Out Comes: Students will be able to | | | |
| 1 | Realize the importance of commodity trading as an alternative farm income source and its challenges | | |
| 2 | Understand in-detail commodity trading process and its mechanism in India and other countries | | |
| 3 | Distinguish between various commodity markets clearly | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | DSE 401 (F) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | SOFTWARE ENGINEERING AND I.T. PROJECT MANAGEMENT | | |
| Course Outcomes: Student will able to | | | |
| 1 | Explain needs for software specifications also they can classify different types of software requirements and their gathering techniques. | | |
| 2 | Justify role of SDLC in Software Project Development and they can evaluate importance of Software Engineering in PLC. | | |
| 3 | Be familiar with the different methods and techniques used for project management.. | | |
| 4 | Understand why majority of the software projects fails and how that failure probability can be reduced effectively. Will be able to do the Project Scheduling, tracking, Risk analysis, Quality management and Project Cost estimation using different techniques | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | AEC 401 | Credit Pattern | L-22, T-4, P-4 |
| Course Title | CHANGE MANAGEMENT | | |
| Course Outcome | | | |
| 1. To relate Individual change and career progress with organizational progress and change management. | | | |
| 2. To classify, interpret, summarize, develop, evaluate, correct and show organizational changes and its management. | | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | GE 401 (A) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | LAND AND WATERSHED MANAGEMENT | | |
| Course Outcomes: The students will able to | | | |
| 1. | After studying this paper students will know the importance of land management for ecological balance. They can classify the land resources according to capability. | | |
| 2. | Students will be able to differentiate various types of soil degradation and can prepare a plan for reclamation of the same. | | |
| 3. | Students will be able to know the consequences of Ground water exploitation. | | |

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| 4. | Students will be able to explain National Water Policy and can identify problems and solutions associated with water. |
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| Semester | IV | Total Credit | 4 |
| Course Code | GE 401 (B) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | BASICS OF SOCIAL LEGISLATION | | |
| Course Outcomes: Students Will be able to | | | |
| 1 | Understand the applications of social legislation in prevention of social problems. | | |
| 2 | Develop social strategies in addressing mass/social issues. | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | GE-401 (C) | Credit Pattern | L-45, T-8, P-7 |
| Course Title | BASIC CONCEPTS OF DBMS | | |
| Course Outcomes | | | |
| After completion of this course the student will be able to: | | | |
| 1 | Understand basic concepts of RDBMS | | |
| 2 | Understand how to perform simple as well as complex sql queries and retrieve the information. | | |
| 3 | Learn to design database for applications. | | |

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| Semester | IV | Total Credit | 4 |
| Course Code | GE- 401 (D) | Credit Pattern | L-44, T- 08, P-08 |
| Course Title | INDIAN ECONOMY | | |
| Course Outcomes: Students will be able to | | | |
| 1 | Identify the main issues in Indian economic development | | |
| 2 | Critically analyse the Indian economic policy environment | | |