



**Dr. Bhimrao Ambedkar University, Agra**

A State University of Uttar Pradesh (Paliwal Park, Agra -282004)

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A Documentary Support  
for

*Matric No. – 1.1.1*

**Programme Outcomes & Course Outcomes**

*under the  
Criteria – I*

**(Curriculum Design and Development)**

*Key Indicator - 1.1*

*in  
Matric No. – 1.1.1*

**BACHELOR OF BUSINESS ADMINISTRATION**

1997

*Mapping:*

 *Local Need*  *Regional*  *National*  *Global Need*

  
Registrar  
Dr. B.R.A. University, Agra

## Programme : BBA – I Semester

### Program Outcomes

PO1	<p><b>Knowledge of Business and Management</b> - Have a broad body of knowledge in business management concepts, current practices in a global business environment and emerging technologies to support, sustain and innovate business.</p>
PO2	<p>Research and Business Intelligence - Acquire qualitative and quantitative skills to consolidate, synthesise, and analyse business information.</p>
PO3	<p>Problem-Solving and Decision Making - Attain problem-solving, decision making and critical thinking skills to provide viable solutions for business problems decisions</p>
PO4	<p><b>Creativity and Innovation</b> – Inculcates the nature of creativity and innovations and translate insights into opportunities and action. Also demonstrates how creativity and innovations are initiated, included and managed in an organization</p>
PO5	<p>Intercultural Competence/Communication - Appreciate diversity to communicate effectively in international and cross-cultural contexts, and facilitate collaborative professional partnerships.</p>
PO6	<p>Leadership and Team Work: Demonstrate the ability to responsibly collaborate with others to effectively disseminate learning/project/research outcomes to a variety of audiences using highly developed communication skills and work productively within a team of experts in the field..</p>
PO7	<p><b>Global</b> Citizenship/Ethics (Collaborate, Negotiate and Resolve Conflicts) - Define, explain and illustrate the foundations of business ethics, and in preparing for citizenship, both local and global. Recognise, explain and illustrate the importance of ethical conduct and resolve ethical issues in business</p>

### PROGRAM SPECIFIC OUTCOME

PSO1: Acquire the managerial professional attributes and be capable of decision making by applying the knowledge of management discipline

PSO2: Understand and develop the new dimensions of knowledge to cater to the need of industry.

PSO3: Acquire practical training through industry visits, internship, industry analysis etc. to cater to the need of the industry.

### 101 Business Organization

CO1: Understand business as a system, its different types, its relation with other environments, and its different activities.

CO2: Analyze the business risk and its causes, and apply different methods to handle risk.

CO3: Understand various forms, nature, and causes of business combinations to be applied in the current scenario.

CO4: Evaluate the needs and importance of small businesses and the public sector in developing the economy.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	1	-	1	-	-	1	2	-
CO2	1	3	3	-	1	2	-	1	1	-
CO3	3	3	3	-	2	1	1	2	2	-
CO4	3	2	2	2	2	2	2	2	2	-

## 102 Business Mathematics

CO1: Find the solution to **small business** problems.

CO2: Apply the matrix to business problems.

CO3: Use the progressions, permutation and combination to concrete problems.

CO4: Analysis the problems by using the concept of differentiation.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	1	3	3	-	-	-	-	2	2	-
CO2	2	3	3	-	-	-	-	2	2	-
CO3	1	3	3	-	-	-	-	3	2	-
CO4	3	3	3	-	-	-	-	3	2	-

## 103 Business Communication I

CO1: Demonstrate a clear understanding of the marketing concept and application of marketing mix

CO2: **Understand the various departments and functions of marketing along with the concepts of segmentation and targeting.**

CO3: Understanding of product/marketing decisions and evaluation of distribution channels.

Application of promotional mix in marketing.

CO4: Create an awareness about the new emerging trends in **marketing such as societal marketing green marketing, rural marketing and international marketing**

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	-	-	2	-	-	-	2	-
CO2	3	3	2	1	1	2	1	2	2	1
CO3	3	3	3	-	1	2	1	2	2	-
CO4	2	2	2	-	-	-	-	1	-	-

## 104 Fundamentals of Computers & Information Technology

CO1: To learn generation, classification and application of computers

CO2: Knowledge of computer equipment, including both hardware and software

CO3: **Introduced students to information, its need, use, characteristics and level of information**

CO4: Understand the concept of Data Communication, its Modes, its Forms and Data Communication Channels.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	2	-	-	-	-	-	2	2
CO2	3	2	-	-	-	-	-	-	2	2
CO3	3	3	3	-	2	-	-	2	2	2
CO4	3	2	2	-	3	2	-	3	2	2

## 105 Fundamentals of Accounting

CO1: Inspect account books and accounting systems to keep up to date

- CO2: Demonstrate a good understanding the concept of double entry system and principles of accounting
- CO3: Apply critical thinking and problem solving skill for preparation of trading and profit and loss account and balance sheet
- CO4 : Preparation of financial statements in accordance with generally accepted accounting principles

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	1	-	-	-	-	-	-	-	2
CO2	3	1	-	-	-	-	-	-	-	2
CO3	3	3	3	-	1	-	-	1	-	2
CO4	3	3	2	-	1	-	-	1	-	2

### 106 Business Environment

- CO1: Understand the concepts and components of different types of environments.
- CO2: Analyze determinants of the economic, social, cultural, and legal environment in the business context.
- CO3: Evaluate various industrial and legal policies for economic reform.
- CO4: Understand the economic role of government and its institutions in business.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	1	3	-	-	-	-	2	2	1
CO2	3	2	2	-	-	1	-	3	2	1
CO3	3	2	2	-	1	1	1	2	2	2
CO4	3	2	2	-	1	1	-	2	1	-

### BBA – II Semester

#### 201 Management Thoughts & Philosophy

- CO1: Understand the historical development of schools of management.
- CO2: Analyse the contributions, limitations and importance of different schools of management.
- CO3: Describe modern school of management thought and understanding the various problems and conflicting issues in management theories in organisations.
- CO4: Analysing the role of different classical and contemporary management thinkers.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	1	1			1	2		3	1
CO2	3	1	1		2	1	1	3	2	1
CO3	3	1			1	1		3	2	1
CO4	2	2	2		1	3	1	3	3	3

#### 202 Micro Economics for Business

- CO1: Explain and understands the scope and importance of economics.

CO2: Describe behavioural economics approach of decision making with the help of utility, demand and supply concept.

CO3: Students will understand various cost and revenue concepts and able to analyse the state where firm can earn optimum profit.

CO4: Understanding of different market structures and relevance of traditional economic theories in present business scenario.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	1	-	-	-	-	1	1	-
CO2	2	1	2	-	-	-	-	3	2	-
CO3	3	2	2	-	-	-	-	3	2	-
CO4	3	2	2	-	-	-	-	2	1	-

### 203 Cost Accounting

CO1: Familiarize the concept of cost accounting and analyze material cost by various methods of pricing material issues.

CO2: Develop the knowledge about remuneration and incentives of labour with calculations of overheads

CO3: Gather knowledge on preparation of cost sheet in organization practical point of view

CO4: Facilitate the idea and meaning of various methods and techniques of costing.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	2	2	2	-	-	-	-	2	1	2
CO2	3	2	2	-	1	1	-	2	2	1
CO3	2	2	2	-	-	-	-	1	2	3
CO4	2	3	3	3	1	-	-	2	2	2

### 204 Legal & Regulatory Framework of Business

CO1: Understand the basics of Indian contract law, contract and its types, legal binding of contracts, and the remedies available when a contract is breached.

CO2: Apply the global business laws relating to sales, goods and their classification, condition and warranties, transfer of title by non-owners, sale by auction.

CO3: Understand the formation, registration of partnership firms, types and relation of partners, reconstruction of firm.

CO4: Understand the negotiable instrument act, nature and types of negotiable instrument, dishonor of negotiable instruments and penalties regarding dishonor.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	1	1	-	-	-	-	1	2	-
CO2	3	2	2	-	-	-	-	3	2	-
CO3	3	1	2	-	-	-	-	2	2	-
CO4	3	1	2	-	-	-	-	2	2	-

## 205 Business Communication II

CO1: The students will learn the key dynamics of group communication, including group development, decision making, conflict and negotiation, and put them into practice to improve overall group work.

CO2: The students will develop the skills needed for approaching different types of interviews.

CO3: To demonstrate verbal and non-verbal communication ability through presentations.

CO4: To draft effective business correspondence with brevity and clarity.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	-	-	3	3	1	-	1	1
CO2	1	2	1	-	3	-	1	2	1	2
CO3	3	2	2	2	3	2	1	1	1	-
CO4	1	3	1	2	3	-	1	2	1	-

## 206. Business Statistics

Co1: Understand the key terminology, concepts tools and techniques used in business statistical analysis

Co2: Ability to measure central tendency and variation and to interpret the relevance of statistical findings for business problem solving and decision making.

Co3: Understand the concept of correlation and regression and its relevance in business

Co4: understand probability distribution (binomial, poisson, normal), analysis of time series, chi square test- independence of attributes and goodness of fit.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	2	2	2	-	-	-	-	-	2	-
CO2	1	3	3	-	-	-	-	3	2	-
CO3	2	1	2	-	-	-	-	3	2	-
CO4	2	2	2	-	-	-	-	3	3	-

## 207 Seminar & Viva Voce

CO: 1 Enhance interpersonal communication skills and teamwork abilities.

CO: 2 Understanding the difference between the theoretical and practical aspects

CO: 3 Deeper understanding of the concepts.

CO: 4 learn demonstration skills and handle criticism.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	2	2	1	-	3	3	1	2	-	2
CO2	2	2	3	-	1	1	-	1	-	3
CO3	2	2	3	-	3	-	-	2	2	2
CO4	2	2	1	-	3	3	1	1	-	3

## BBA – III Semester

### 301 Company Law

CO1: Understanding the legal aspects of formation and registration of different types of company

- CO2: Understanding of legal issues related to shares, debentures & share capital  
 CO3: Evaluation of director's duties, right & liabilities.  
 CO4: Able to analyse the winding up process of the company.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	1	-	-	-	-	-	1	-
CO2	3	2	1	-	-	-	-	3	2	3
CO3	3	3	3	-	-	-	-	-	2	-
CO4	3	3	3	-	-	-	-	2	1	-

### 302 Marketing Management

- CO1: Demonstrate a clear understanding of the marketing concept and marketing mix.  
 CO2: Understand the various department, functions of marketing, segmentation and targeting.  
 CO3: Understanding of product /marketing decisions based on product life cycle, pricing strategies, distribution channels.  
 CO4: Create an awareness about the new emerging trends in marketing such as societal marketing green marketing, rural marketing and international marketing

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	1	-	-	-	-	-	2	2
CO2	3	2	2	-	1	-	-	-	2	2
CO3	3	3	3	1	2	1	1	3	1	2
CO4	1	1	1	-	1	-	-	-	2	-

### 303 Macro Economics for Business

- CO1: Able to understand the basic concepts of macroeconomics and how money flows in economy among various sectors.  
 CO2: Explains national income measurement methods. Ability to analyse the state of economic growth with the help of inflation and deflation concepts.  
 CO3: Application of Traditional economic theories for deriving business solutions.  
 CO4: Able to understand the working mechanism of product and money market.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	-	2	-	-	-	-	1	2	-
CO2	3	3	3	-	-	-	-	3	2	-
CO3	3	3	3	-	-	-	-	3	3	-
CO4	3	3	3	-	-	-	-	3	2	-

### 304 Principles of Management

- Co1 Understand the concept of Management, its levels and functions and roles.  
 CO2: Understand the planning process, its types and various decision making models according to organizational structure.

CO3: Understanding the complexities of **human behavior**.

CO4: Application of various controlling tools to align with organizational objectives

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	3	-	-	2	-	1	3	1
CO2	3	2	2	2	1	-	-	3	2	-
CO3	3	2	3	-	2	1	1	3	-	-
CO4	3	3	3	2	1	2	1	3	2	-

### 305 Organizational Behaviour

CO1: To discuss the development of the field of Organisation behaviour and understanding the individual behaviour.

CO2: To analyse and compare different principles and theories used to explain individual behaviour related to learning and motivation.

CO3: To understand group dynamics and identify the processes used in resolving conflicts.

CO4: To explain the role of power, politics and understanding the dynamics of organisational culture.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	2	1	1		2	1			1	1
CO2	2	1	1		2			2	1	1
CO3	2	2	3		2	2		3	2	2
CO4	1	2	2		2	2		3	2	2

### 306 Management Accounting

CO1: Understanding concepts of management accounting and learn to apply the tools of accounting for analytical decision making

CO2: critically analyse and provide recommendations to improve the operations of organisations through the application of management accounting techniques;

CO3: demonstrate mastery of costing systems, cost management systems, budgeting systems and performance measurement systems

CO4: learn independently and to demonstrate high level personal autonomy and accountability;

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	2	3	3	2	2	2	-	3	2	-
CO2	1	2	3	-	2	2	-	3	2	-
CO3	3	2	2	-	2	-	-	-	2	-
CO4	2	2	2	2	3	3	-	3	2	-

### 307 Seminar & Viva Voce (INDUSTRY VISIT)

CO: 1 Enhance interpersonal communication skills and teamwork abilities.

CO: 2 **Understanding the difference between the theoretical and practical aspects**

CO: 3 Provide the opportunity for networking and building relationships with organizations.



CO: 4 Opportunity to interact with the industry experts.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	2	2	1	-	3	3	1	2	-	2
CO2	2	2	3	-	1	1	-	1	-	3
CO3	2	2	3	-	3	3	-	2	-	2
CO4	1	1	1	-	3	3	1	1	-	3

## BBA – IV Semester

### 401 Financial Management

CO1: Demonstrate a good understanding of concepts, goals and functions of financial management.

CO2: Analyze the pattern of fund requirement and associated risk through financial planning.

CO3: Evaluate various theories of dividend and capital budgeting techniques to allocate funds to the most attractive investment opportunity

CO4: Examine the determinants of working capital requirement and determination of optimum capital structure.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	2	1	2	2	2	-	-	-	2	-
CO2	2	3	3	-	-	-	-	3	2	-
CO3	3	2	3	-	-	-	-	3	2	-
CO4	3	2	3	-	-	-	-	2	2	-

### 402 Project Management & Planning

CO1: Understanding the characteristics of Project management, including project planning, scheduling, and project controlling.

CO2: Analyze the project's feasibility in terms of market, technical, financial, and social costs for appraisal.

CO3: Evaluating administrative aspects of the Capital Budgeting System of an Organization.

CO4: Evaluation of time estimation techniques for the development of project networks.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	2	-	-	-	-	1	2	-
CO2	3	2	2	2	2	2	-	2	2	-
CO3	3	2	2	1	-	-	-	2	2	-
CO4	3	2	2	-	-	-	-	2	2	-

### 403 Research Methodology

CO1: Able to understand and comprehend the basics of research methodology and applying them in research/ project work.

CO2: This course will help them to select an appropriate research design and sample for the purpose of collecting data.

CO3: Applying suitable analytical tools in order to derive inferences for research

CO4: The Students will develop skills in demonstrating the ability of their research work in the form of research report.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	3	-	2	-	-	-	2	-
CO2	2	2	2	-	-	-	-	2	2	-
CO3	2	2	2	-	3	-	-	-	2	-
CO4	2	2	-	3	3	-	-	-	2	-

#### 404 Human Resource Management

CO1: Demonstrate the role of HRM in an organization

CO2 : Understanding the need of employees and placing the right person on the positions created.

CO3: To illustrate different ways to strengthen the pay-for- performance link.

CO4: To understand the legally required employee welfare benefits.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	1		3		2	3	2	2
CO2	3	3	2	2	3	2	2	2	2	3
CO3	2	2	2	1	2	1	1	2	2	2
CO4	3		1		2	1	2	2	2	1

#### 405 Taxation Laws

Co1: Understand the basis of Income Tax and its Planning.

Co2: Evaluate different heads of incomes.

Co3: Determination of Capital Gains, Gross Total Income and other sources.

CO4: Application of GST in business scenario.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	2	-	-	-	-	-	2	2
CO2	3	3	3	-	-	-	-	1	2	2
CO3	3	3	2	-	-	-	-	1	2	2
CO4	3	3	3	-	-	-	-	1	2	2

#### 406 Production & Operations Management

CO1: Apply the concept of operations management for deciding the plant location and plant layout

CO2: Understand to control the inventory in an organization.

CO3: Plan for production and have the control over the production system.

CO4: Apply the concept of quality control for maintaining the quality of a product.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	3	-	-	-	-	3	2	-
CO2	3	3	2	-	-	-	-	-	3	-

CO3	2	2	2	-	-	-	-	3	2	-
CO4	3	2	2	-	-	-	-	3	2	-

407 Minor Project (SUMMER TRAINING)

CO1: Able to scan and understand the data.

CO2: Able to analyse and interpret the data to draw inferences.

CO3: Learn presentation and demonstration skill.

CO4: Enhance the knowledge base of the students.

:	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	3	2	1	-	-	2	2	2
CO2	2	2	2	-	3	-	-	2	2	2
CO3	2	2	2	3	3	3	1	-	2	2
CO4	3	2	2	1	2	1	-	2	2	2

## BBA – V Semester

### 501 Operations Research

CO1: Understand the use of O.R. **Techniques to real world problems.**

CO2: Formulate the organizational problems a linear programming problem.

CO3: Determine the optimum solution to the transportation problems and assignment problems.

CO4: Analyse the organizational problems through C.P.M. and PERT.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	3	-	-	-	-	3	2	-
CO2	3	3	3	-	-	-	-	2	2	-
CO3	3	3	3	-	-	-	-	3	3	-
CO4	3	3	3	-	-	-	-	3	2	-

### 502 Sales & Distribution Management

CO1: strategies to develop a deepened understanding of concepts and understanding of sales process and its organization structure

CO2: The students will develop an ability to work with people with different backgrounds, expectations, and values

CO3: The students' strategic skill and competencies needed for achieving sales targets will enhance

CO4: The students will learn to evaluate and design sustainable sales & distribution

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	2	2	1	-	-	2	2	-
CO2	2	2	2	1	3	3	1	-	-	3
CO3	2	2	2	1	3	3	1	2	-	3
CO4	2	2	2	1	3	3	1	3	-	3

### 503 Business Policy

CO1: Understanding of various concepts and terminologies of business policy and strategies.

CO2: Identify and evaluate different alternatives Strategies for effective decision making

CO3: Discuss and define the factors that shape the SWOT analysis of a firm and develop an environment

CO4: Analyse effective strategy implementation and applying various models

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	2	-	1	-	-	1	2	-
CO2	3	3	3	2	1	1	-	2	2	-
CO3	3	3	3	3	3	2	-	3	2	-
CO4	3	3	3	3	3	3	-	3	1	-

### 504 Entrepreneurship Development

CO1: Understand the concepts related to entrepreneurship, innovation, entrepreneur, its functions, self-employment, enterprises, and wealth creation.

CO2: Analyzing and scanning business opportunities to Set-Up small scale enterprises.

CO3: Applying business idea generation techniques for developing innovative venture ideas.

CO4: Evaluating the role of Financial Institutions and Government incentives in Promoting Entrepreneurship and creating Entrepreneurial Development Programmes.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	3	3	-	-	-	-	2	-
CO2	3	3	3	3	-	-	1	2	2	-
CO3	3	3	3	3	2	2	1	2	2	-
CO4	3	3	3	-	-	-	2	2	2	-

### 505 Summer Training Viva Voce

CO1: Acquire knowledge about the working of the company and industry.

CO2: Gain outlook of practical experience or exposure of working in an organization.

CO3: Understand organization processes of various departments in the company.

CO4: Draft of formal summer internship report with the formal format.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	2	2	2	-	2	2	-	-	-	2
CO2	2	2	2	1	2	2	-	-	-	2
CO3	2	2	2	-	2	-	-	-	-	2
CO4	2	2	2	3	3	-	2	-	-	2

## BBA – VI Semester

### 601 E-Commerce

- CO1: Understanding of the importance, objectives, types, and evolution of E-Commerce.  
 CO2: Analyzing advantages, limitations, relevance, and Challenges for different E-Commerce models in India.  
 CO3: Creating awareness about online advertising and electronic or digital Payment System.  
 CO4: **Applying various online tools that can help e-commerce to communicate with government.**

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	2	-	-	-	-	-	2	-
CO2	3	3	2	-	-	-	-	-	2	-
CO3	3	3	3	-	-	-	2	-	-	3
CO4	1	1	1	2	3	-	3	3	1	1

### 602 Advertising Management

- CO1: Identify the role of advertising in social and economic development  
 CO2: Apply promotional mix for the growth and development of product in the market  
 CO3: **Able to design advertising campaign for new and existing product**  
 CO4: Implementing IMC for better communication and Awareness of ethical issues

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	1	-	-	-	-	-	2	-
CO2	3	2	3	2	2	1	-	3	2	2
CO3	2	2	2	3	3	3	2	2	2	2
CO4	2	2	2	3	3	3	1	2	2	-

### 603 Management of Financial Institutions & Services

- CO1: Understanding structure, nature, and importance of financial system and government interventions.  
 CO2: **Evaluating the role of Banking, Regulatory, and Promotional Institutions for soothing banking operations.**  
 CO3: Analyzing the functioning of development financial institutions that are important for economic growth.  
 CO4: Creating awareness of Specialized Financial and licensing Institutions.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	2	-	-	-	-	-	-	2	-
CO2	3	3	3	-	-	-	-	1	2	-
CO3	3	3	3	-	-	-	-	-	2	-
CO4	2	2	2	-	-	-	-	-	-	-

### 604 International Business Management

- CO1: Explain the concept in business with respect to foreign trade in business

CO2: Apply the current business phenomena to evaluate the Global Business Environment in terms of Economics social and legal aspects

CO3: Analyze the principals of Business and strategies adopted by firm to expand globally

CO4: Awareness of different thinking and view point of diverse culture.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	3	3	3	-	-	-	-	-	2	-
CO2	3	3	3	3	2	2	2	2	2	-
CO3	3	3	3	-	1	2	-	2	2	-
CO4	2	2	2	2	-	-	-	2	2	-

### 605 Major Project

CO1: Understanding of relevant theory and concept of real business situations.

CO2: Application of appropriate methodology to collect data.

CO3: Analysis of data through different tools of statistics.

CO4: Apply suitable techniques to draw conclusion and interpretation.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3
CO1	2	2	2	2	1	2	-	2	2	2
CO2	2	2	2	2	2	-	1	2	2	3
CO3	3	3	3	2	2	-	1	2	2	3
CO4	3	3	3	-	3	-	1	2	2	3

**Programme : PGDBM – I Semester**

101 Management Concepts & Application

102 Quantitative Techniques For Management

103 Managerial Economics

104 Organizational Behaviour

105 Accounting for Managers

106 Marketing Management

**PGDBM – II Semester**

201 Human Resource Management

202 Financial Management

203 Production Management

204 Legal Aspects of Business

205 Research Methodology

206 Project Report and Viva Voce