#### SUPPORTING DOCUMENTS

#### **CRITERION 1**

1.1.1. Curricula developed and implemented have relevance to the local, national, regional and global developmental needs which is reflected in Programme outcomes (POs), Programme Specific outcomes (PSOs) and Course Outcomes (COs) of the Programmes offered by the Institution

SUBMITTED TO

NATIONAL ASSESSMENT AND ACCREDITATION COUNCIL



## N. L. Dalmia

Institute of Management Studies and Research

(A School of Excellence of N. L. Dalmia Educational Society)

### N. L. DALMIA INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH

FOR

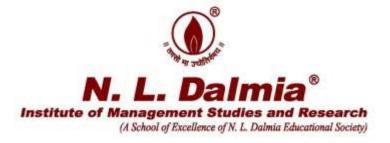
**NAAC ACCREDITATION SECOND CYCLE 2022** 



# N. L. Dalmia<sup>®</sup> Institute of Management Studies and Research

(A School of Excellence of N. L. Dalmia Educational Society)

# Course Outcomes (Cos) of Post Graduate Diploma in Management (PGDM)



# Course Outcomes (Cos) of Post Graduate Diploma in Management (PGDM)

| Trimester    | I - Core  |                        |    |
|--------------|-----------|------------------------|----|
| Title of the |           |                        |    |
| Subject/     | Perspecti | ive Management         |    |
| course       |           |                        |    |
| Course Code  |           |                        |    |
| Credits      | 3         | <b>Duration in Hrs</b> | 30 |

#### **Course outcome**

| Sr. No | At the end of the course students will be able to:  |
|--------|---|
| CO1    | understand / explain the evolution of management  |
| CO2    | understand/explain different managerial functions   |
| CO3    | understand ethical and social issues in managerial functions                                  |
| CO4    | explain management concepts using industry examples theoretecally and via group presentations |

| Trimester    | I - Core                                    |  |  |  |
|--------------|---|--|--|--|
| Title of the |   |  |  |  |
| Subject/     | Quantitative Techniques -I (Business Stats) |  |  |  |
| course       |   |  |  |  |
| Course Code  |   |  |  |  |
| Credits      | 3 Duration in Hrs 30                        |  |  |  |

| No  |  |
|-----|--|
| CO1 | Understand and analyse appropriate descriptive statistical techniques for different types of data.             |
| CO2 | Analyse and present data based on appropriate statistical measures   |
| CO3 | Apply the statistical concepts to do variety of hypothesis tests to aid decision making in a business context. |

| Trimester                   | I - Core                 |  |  |
|-----------------------------|--------------------------|--|--|
| Title of the Subject/course | Organisational Behaviour |  |  |
| <b>Course Code</b>          |                          |  |  |
| Credits                     | 3 Duration in Hrs 30     |  |  |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | To understand the theories, models and concepts of organization Behaviour  |
| CO2    | To apply and analyze organisational behaviour concepts, models and theories to real life management situations through case analysis   |
| CO3    | To enable students to synthesize the organizational behavioural related problems and evaluate options for the most logical and optimal solution such that they would be able to predict and control human behaviour and improve results. |

| Trimester             | I - Core |                        |    |
|-----------------------|----------|------------------------|----|
| Title of the Subject/ | Organisa | ntional Behaviour      |    |
| course                |          |                        |    |
| Course Code           |          |                        |    |
| Credits               | 3        | <b>Duration in Hrs</b> | 30 |

#### Course outcome

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | To understand the theories, models and concepts of organization Behaviour  |
| CO2    | To apply and analyze organisational behaviour concepts, models and theories to real life management situations through case analysis   |
| CO3    | To enable students to synthesize the organizational behavioural related problems and evaluate options for the most logical and optimal solution such that they would be able to predict and control human behaviour and improve results. |

| Trimester    | I - Core             |                        |    |  |
|--------------|----------------------|------------------------|----|--|
| Title of the |                      |                        |    |  |
| Subject/     | Marketing Management |                        |    |  |
| course       |                      |                        |    |  |
| Course Code  |                      |                        |    |  |
| Credits      | 3                    | <b>Duration in Hrs</b> | 30 |  |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | Understand the key elements of Marketing Management  |
| CO2    | Enable the students to critically analyze the marketing environment  |
| CO3    | Apply the concept of Segmentation, Targeting, Positioning across sectors   |
| CO4    | Enable the students to formulate a marketing plan that will meet the goals of a business and develop creative solutions to marketing problems. |

| Trimester                   | I - Core             |                        |    |  |
|-----------------------------|----------------------|------------------------|----|--|
| Title of the Subject/course | Business Economics I |                        |    |  |
| Course Code                 |                      |                        |    |  |
| Credits                     | 1.5                  | <b>Duration in Hrs</b> | 15 |  |

| Sr. No. | Course Outcome   |  |  |  |
|---------|--|--|--|--|
|         | At the end of the course students would be able to,  |  |  |  |
| CO1     | Record thoroughly financial transactions based on dual aspect and draw up financial statements systematically              |  |  |  |
| CO2     | Apply precisely the underlying accounting concepts, principles and assumptions in preparing company's financial statements |  |  |  |
| CO3     | Understand the components of financial statements  |  |  |  |
| CO4     | Conduct primary analysis and interpretation of companies' financial performance  |  |  |  |

| Trimester          | I - Core               |                        |    |
|--------------------|------------------------|------------------------|----|
| Title of the       | Rusinoss               | Communication          |    |
| Subject/course     | Business Communication |                        |    |
| <b>Course Code</b> |                        |                        |    |
| Credits            | 3                      | <b>Duration in Hrs</b> | 15 |

| Sr. No | At the end of the course students will be able to:  |
|--------|---|
| CO1    | Use the knowledge gained during the sessions to effectively communicate   |
| CO2    | Learn strategies for effective decision making while communicating with others  |
| CO3    | Analyse and imbibe the global aspects of business communication   |
| CO4 .  | Effectively communicate for the the achievement of organisational goals, contributing effectively to a team environment |

| Trimester    | I - Core                         |                        |    |
|--------------|----------------------------------|------------------------|----|
| Title of the |                                  |                        |    |
| Subject/     | Financial Accounting and control |                        |    |
| course       |                                  |                        |    |
| Course Code  |                                  |                        |    |
| Credits      | 3                                | <b>Duration in Hrs</b> | 30 |

| Sr. No | At the end of the course students will be able to:  |  |
|--------|---|--|
| CO1    | Provide a basic understanding of microeconomics concepts and the role of market structure   |  |
| CO2    | Application of microeconomic concepts in business   |  |
| CO3    | Solution to business problems and decision making in a real situation   |  |
| CO4    | Current learning will help students in future to take actual decision making in real business and relate the theory acquired into practice. |  |

| Trimester                   | II       |                        |    |
|-----------------------------|----------|------------------------|----|
| Title of the Subject/course | Business | Economics II           |    |
| Course Code                 |          |                        |    |
| Credits                     | 3        | <b>Duration in Hrs</b> | 15 |

| Sr. No | At the end of the course students will be able to:  |
|--------|---|
| CO1    | Use the knowledge gained during the sessions to effectively communicate   |
| CO2    | Learn strategies for effective decision making while communicating with others  |
| CO3    | Analyse and imbibe the global aspects of business communication   |
| CO4 ,  | Effectively communicate for the the achievement of organisational goals, contributing effectively to a team environment |

| Trimester                     | II        |                        |    |
|-------------------------------|-----------|------------------------|----|
| Title of the Subject / course | Digital N | <b>Narketing</b>       |    |
| Course Code                   |           |                        |    |
| Credits                       | 3         | <b>Duration in Hrs</b> | 30 |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | To learn digital marketing tools like search engine optimization and associated analytics.                                     |
| CO2    | Apply practical tools to for designing and launching of the marketing campaign on social media,. Websites, and search engines. |
| CO3    | Demonstrate competency related to launching, analyzing and taking corrective actions for better RoI                            |
| CO4    | Develop critical thinking skills for developing and enhanced performance of digital marketing campaigns                        |

| Trimester                     | II       |                        |      |
|-------------------------------|----------|------------------------|------|
| Title of the Subject / course | Financia | l Markets and Serv     | ices |
| Course Code                   |          |                        |      |
| Credits                       | 3        | <b>Duration in Hrs</b> | 30   |

| Sr. No | At the end of the course students will be able to :  |
|--------|--|
| CO1    | Outline the flow of investible funds between savers and borrowers, markets and across jurisdictions and further understand the operation, structure and services of Indian Financial System. |
| CO2    | Illustrate the marketability, liquidity, volatility, maturity, and pricing of various financial instruments issued across domestic and foreign markets.                                      |
| CO3    | Appraise the working of financial regulators, financial intermediaries and financial markets in the financial system   |
| CO4    | Analyze all the risks faced by modern financial institutions, investors and savers and critique the strategies that are adopted for controlling and managing these risks.                    |

| Trimester                   | II        |                        |    |
|-----------------------------|-----------|------------------------|----|
| Title of the Subject/course | Financial | Management             |    |
| Course Code                 |           |                        |    |
| Credits                     | 3         | <b>Duration in Hrs</b> | 30 |

| Sr. No | At the end of the course students will be able to :   |
|--------|---|
| CO1    | Describe the key activities of financial manager and understand the functions of finance aligned to the overall company objective of creation of value for shareholders and other stakeholders.   |
| C02    | Apply various concepts, theories, techniques and best practices in financial management to view a situation critically, make assumptions, monitor outcomes, solve business problems and/or make decisions (investment, financing, liquidity and dividend decisions).                |
| CO3    | Analyze the financial data and risk profile of the firm along with other economic and business information to guide the management towards sound inferences w.r.t dividend policy, target capital structure, credit terms, inventory levels, cash management, operating cycle, etc. |
| CO4    | Evaluate the impact of financial decisions on profitability, value of the firm and market share price using various concepts like time value of money, capital budgeting, cost of capital, leverages, capital structure, dividend policy and working capital management.            |

| Trimester                     | II                        |                        |    |
|-------------------------------|---------------------------|------------------------|----|
| Title of the Subject / course | Human Resource Management |                        |    |
| <b>Course Code</b>            |                           |                        |    |
| Credits                       | 3                         | <b>Duration in Hrs</b> | 20 |

| Sr. No  | At the end of the course students will be able to:  |  |  |
|---|---|--|--|
| CO1 Students will be able to use right recruiting methods and selection professional staffing practice                              |   |  |  |
| CO2 To analyze and design appropriate training programs and evaluate the to understand how beneficial training to the organization. |   |  |  |
| CO3   | Apply right performance appraisals and develop performance-based compensation. Endeavour for good employer relation |  |  |

| Trimester                   | II       |                        |    |
|-----------------------------|----------|------------------------|----|
| Title of the Subject/course | Labour I | Laws                   |    |
| Course Code                 |          |                        |    |
| Credits                     | 3        | <b>Duration in Hrs</b> | 30 |

| Sr. No | No At the end of the course students will be able to:  |  |  |  |
|--------|--|--|--|--|
| CO1    | The course would be helpful to students in legal aspects of employment. It will help students in the field of recruitment, selection, compensation as well as performance appraisal. |  |  |  |
| CO2    | O2 It will help students to understand to take Disciplinary actions with in Labor related legal framework.   |  |  |  |
| CO3    | It will help students to understand statutory compliances & learn to deal with Legal agencies and unions.  |  |  |  |
| CO4    | Able to and understand the Past & Current Aspects of Business.   |  |  |  |

| Trimester                   | II                        |                        |    |
|-----------------------------|---------------------------|------------------------|----|
| Title of the Subject/course | Legal Aspects of Business |                        |    |
| Course Code                 |                           |                        |    |
| Credits                     | 3                         | <b>Duration in Hrs</b> | 30 |

| Sr. No | At the end of the course students will be able to :   |
|--------|---|
| COI    | Through caselaws, know how legal practictioners apply knowledge of management theories and practices to solve business problems |
| CO2    | Analyse and interpret laws for decision making  |
| CO3    | Understand the role of laws to preserve ethics and morals   |
| CO4    | Understand and analyse legal aspects of business  |
| CO5    | Use the legal knowledge gained by them for the benefit of the employers and employees of the company                            |

| Trimester             | II                         |                        |    |
|-----------------------|----------------------------|------------------------|----|
| Title of the Subject/ | Quantitative Techniques II |                        |    |
| course                |                            |                        |    |
| Course Code           |                            |                        |    |
| Credits               | 3                          | <b>Duration in Hrs</b> | 20 |

| Sr. No | At the end of the course students will be able to:  |  |  |  |
|--------|---|--|--|--|
| CO1    | Identify business problems and formulate Decision Making models using Operations Research techniques. |  |  |  |
| CO2    | Appreciate Theoretical and Practical Knowledge of Operations Research concepts.                       |  |  |  |
| CO3    | 3 Use Analytical Skills to handle Business Decisions and Problems                                     |  |  |  |
| CO4    | CO4 Link different functional Areas of Business using optimization technique                          |  |  |  |

| Trimester                     | III (FINANCE)                    |                 |    |
|-------------------------------|----------------------------------|-----------------|----|
| Title of the Subject / course | Analysis of Financial Statements |                 |    |
| Course Code                   |                                  |                 |    |
| Credits                       | 1.5                              | Duration in Hrs | 15 |

| Sr. No. | Course Outcome  |  |  |  |  |
|---------|---|--|--|--|--|
| CO1     | Understand the Financial Statements and need to analyze financial statements  |  |  |  |  |
| CO2     | Apply various tools for financial statement analysis i.e. commonsize statements, comparative statements and ratio analysis, for comprehensive analysis the financial statements |  |  |  |  |

| CO3 | Evaluate important components of a business and impact of their changes on company's performance, position and valuation                                   |
|-----|--|
| CO4 | Interpret the financial statements of a company for taking effective decisions with respect to company's profitability, liquidity, solvency and efficiency |

| Trimester             | III (FINANCE)         |                        |    |
|-----------------------|-----------------------|------------------------|----|
| Title of the Subject/ | BASICS OF DERIVATIVES |                        |    |
| course                |                       |                        |    |
| Course Code           |                       |                        |    |
| Credits               | 1.5                   | <b>Duration in Hrs</b> | 15 |

| Sr. No | At the end of the course students will be able to:      |
|--------|---|
| CO1    | Explain the basic characteristics of derivatives market |
| CO2    | Option Pricing valuation models                         |
| CO3    | Explain Swap  |
| CO4    | Examine Greeks of the derivatives.                      |

| Trimester    | III Marketing/Finance/Human Resource |                   |  |
|--------------|--------------------------------------|-------------------|--|
| Title of the |                                      |                   |  |
| Subject/     | Cost Management and Accounting       |                   |  |
| course       |                                      |                   |  |
| Course Code  |                                      |                   |  |
| Credits      | 3                                    | Duration in Hrs 3 |  |

| Sr. No. | Course Outcome   |
|---------|--|
| CO1     | Understand ,Examine, show and employ cost accounting theories for cost problems  |
| CO2     | Develop, restructure and apply cost accounting approaches to solve practical problems  |
| CO3     | Critically analyze and provide recommendations to improve the operations of organizations through the application of Cost and Management accounting techniques |
| CO4     | Interpret cost and management accounting opportunities and threats   |

| Trimester    | III Finance       |                        |    |
|--------------|-------------------|------------------------|----|
| Title of the | Corporate Finance |                        |    |
| Subject/     | Corporate Finance |                        |    |
| course       |                   |                        |    |
| Course Code  |                   |                        |    |
| Credits      | 3                 | <b>Duration in Hrs</b> | 30 |

| Sr. No | At the end of the course students will be able to:  |  |  |
|--------|---|--|--|
| COI    | Understand functions of corporate finance aligned to the overall<br>company objective of creation of value for shareholders and other<br>stakeholders;      |  |  |
| CO2    | Understand and apply important principles and tools of<br>Corporate Finance (investment, financing and dividend<br>decisions) for performing the functions; |  |  |

| Trimester      | III Finance               |                        |    |
|----------------|---------------------------|------------------------|----|
| Title of the   | Direct and Indirect Taxes |                        |    |
| Subject/course |                           |                        |    |
| Course Code    |                           |                        |    |
| Credits        | 3                         | <b>Duration in Hrs</b> | 30 |

| Sr. No | At the end of the course students will be able to:  |  |  |
|--------|---|--|--|
| COI    | Understand the important provisions of Income Tax and GST and its implication in business |  |  |
| CO2    | Calculate income under different heads of income  |  |  |
| CO3    | Compute total income and tax liability  |  |  |

| Trimester                     | III Finance / Marketing / HR |                        |    |
|-------------------------------|------------------------------|------------------------|----|
| Title of the Subject / course | Business Research Methods    |                        |    |
| Course Code                   |                              |                        |    |
| Credits                       | 4                            | <b>Duration in Hrs</b> | 40 |

| Sr. No | At the end of the course the students will be able to:   |
|--------|--|
| CO 1   | Understand the business research process – its importance and perspective                                  |
| CO 2   | Understand and interpret the various tools and techniques in business research for better decision making. |
| CO 3   | Analyze and interpret data to make meaningful decisions  |
| CO 4   | Equip themselves in applying the concepts in the industry to solve business problems                       |

| Trimester             | III Finance                 |                        |    |  |
|-----------------------|-----------------------------|------------------------|----|--|
| Title of the Subject/ | Entrepreneurship Management |                        |    |  |
| course                |                             |                        |    |  |
| Course Code           |                             |                        |    |  |
| Credits               | 1.5                         | <b>Duration in Hrs</b> | 15 |  |

| Sr. No | At the end of the course students will be able to:  |  |
|--------|---|--|
| CO1    | Understand the concepts of entrepreneurship development, the theories of entrepreneurship and the relationship between theory and practice. |  |
| CO2    | Comprehend the process of creating an entrepreneurial venture.  |  |
| CO3    | Develop analytical skills for evaluating new venture ideas and understanding both the opportunities and constraints faced by entrepreneurs. |  |
| CO4    | Develop an entrepreneurial spirit and have feasible ideas for ventures.   |  |

| Trimester      | III Finance / Marketing / HR   |                        |    |
|----------------|--|------------------------|----|
| Title of the   | Operation  | ns Management          |    |
| Subject/course | o posturos a serio de la constanta de la const |                        |    |
| Course Code    |  |                        |    |
| Credits        | 3  | <b>Duration in Hrs</b> | 30 |

| Sr. No | At the end of the course students will be able to:  |  |  |
|--------|---|--|--|
| COI    | Understand the basic concepts of Operations Management as a Course of Study and its Applications in the Industry with emphasis on Managing Operations                       |  |  |
| CO2    | Understand the relationship among the interlinked areas of Operations like<br>Process Planning, Layout Planning, Inventory Planning, Product Development and<br>Forecasting |  |  |
| CO3    | Apply and analyze the detailed aspects of Operations Management by deeper Research on the subject   |  |  |

| Trimester      | III HR                                  |                        |    |  |
|----------------|---|------------------------|----|--|
| Title of the   | Human Resource Planning and Acquisition |                        |    |  |
| Subject/course |   |                        |    |  |
| Course Code    |   |                        |    |  |
| Credits        | 3                                       | <b>Duration in Hrs</b> | 30 |  |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | Students will be able to understand the human resource planning process and framework                |
| CO2    | Students will be able to understand talent acquisition process and challenges faced                  |
| CO3    | Students will be able to apply all HR planning and talent acquisition practices in the organization. |

| Trimester      | III HR                 |                        |    |  |
|----------------|------------------------|------------------------|----|--|
| Title of the   | Learning & Development |                        |    |  |
| Subject/course | 8                      |                        |    |  |
| Course Code    |                        |                        |    |  |
| Credits        | 3                      | <b>Duration in Hrs</b> | 30 |  |

| Sr. No | At the end of the course students will be able to:  |  |  |  |  |
|--------|---|--|--|--|--|
| CO1    | Understand the concepts and fundamentals of the function of Learning & Development.                 |  |  |  |  |
| CO2    | Design an effective training module applying conceptual knowledge and execute the training program. |  |  |  |  |
| CO3    | Aware of the various training practice used by the organizations across the globe.                  |  |  |  |  |
| CO4    | Evaluate the effectiveness of the training program  |  |  |  |  |

| Trimester      | III Marketing             |                        |    |
|----------------|---------------------------|------------------------|----|
| Title of the   | Consumer Buying Behaviour |                        |    |
| Subject/course |                           |                        |    |
| Course Code    |                           |                        |    |
| Credits        | 3                         | <b>Duration in Hrs</b> | 30 |

| Sr.<br>No | At the end of the course students will be able to:                                |
|-----------|---|
| CO1       | Understand the various Consumer Behaviour concepts                                |
| CO2       | Analyze the various factors influencing Consumer Behaviour                        |
| CO3       | Analyze the impact of Culture and Subculture in influencing Consumer<br>Behaviour |
| CO4       | Apply the Consumer Behaviour strategies in real life marketing scenario           |

| Trimester                   | III Marketing           |                        |    |
|-----------------------------|-------------------------|------------------------|----|
| Title of the Subject/course | Story Telling with Data |                        |    |
| Course Code                 | le                      |                        |    |
| Credits                     | 3                       | <b>Duration in Hrs</b> | 30 |

| Sr. No | At the end of the course students will be able to:  |
|--------|---|
| CO1    | Understand the importance of Storytelling with Data and learn to identify the story out of data |
| CO2    | Understand to spin the storyline by using available data visualization tools                    |
| CO3    | Conversant with Tableau and apply the tools to story scenarios.                                 |

| Trimester      | III Marketing                     |                        |    |  |
|----------------|-----------------------------------|------------------------|----|--|
| Title of the   | Sales and Distribution Management |                        |    |  |
| Subject/course | Ŭ                                 |                        |    |  |
| Course Code    |                                   |                        |    |  |
| Credits        | 3                                 | <b>Duration in Hrs</b> | 30 |  |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | To be aware of selling skills/processes required to sell goods or services and comprehend its importance in any organization |
| CO2    | To be able to identify issues related to design and implementation of sales strategy and manage sales force                  |
| CO3    | Analyze roles and apply concepts related to improving performance of sales team  |
| CO4    | Design and implement channel strategies  |

| Trimester      | IV                    |                        |    |  |
|----------------|-----------------------|------------------------|----|--|
| Title of the   | BASICS OF DERIVATIVES |                        |    |  |
| Subject/course |                       |                        |    |  |
| Course Code    |                       |                        |    |  |
| Credits        | 1.5                   | <b>Duration in Hrs</b> | 15 |  |

| Sr. No | At the end of the course students will be able to:      |
|--------|---|
| CO1    | Explain the basic characteristics of derivatives market |
| CO2    | Option Pricing valuation models                         |
| CO3    | Explain Swap  |
| CO4    | Examine Greeks of the derivatives.                      |

| Trimester        | IV HR                                     |                        |    |  |
|------------------|---|------------------------|----|--|
| Title of the     | Industrial Relations and Employee Welfare |                        |    |  |
| Subject / course |   |                        |    |  |
| Course Code      |   |                        |    |  |
| Credits          | 3   | <b>Duration in Hrs</b> | 30 |  |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | Explain and interpret the concepts, legal and ethical aspects of Industrial Relations while facing IR issues and deciding on employee welfare. |
| CO2    | Exemplifying the IR issues through case studies and way to resolve it  |
| CO3    | Implementing the concepts and legal knowledge gained by them for successful handling of IR issues.   |

| Trimester                                  | IV HR |                        |      |
|--|-------|------------------------|------|
| Title of the Performance Management System |       |                        | stem |
| Subject / course                           |       |                        |      |
| Course Code                                |       |                        |      |
| Credits                                    | 4     | <b>Duration in Hrs</b> | 30   |

| Sr. No | At the end of the course students will be able to :   |
|--------|---|
| CO1    | To understand the role of performance management in supporting the strategic objectives of the organization in different business environments and explain the Performance Management System process. |
| CO2    | Students will understand different measures of performance management and practices used to improve organisational and employee performance.  |
| CO3    | To design an organizations performance management process that is compliant with the law and supports organizational mission and strategy.  |
| CO4    | Students will be equipped with the necessary skills and a critical understanding of the performance review process.   |

| Trimester      | IV Marketing  |                 |    |  |
|----------------|---------------|-----------------|----|--|
| Title of the   | B2B Marketing |                 |    |  |
| Subject/course |               |                 |    |  |
| Course Code    |               |                 |    |  |
| Credits        | 3             | Duration in Hrs | 30 |  |

| Sr. No | At the end of the course students will   |
|--------|--|
| CO1    | have advanced knowledge and skills to compete effectively in B2B context                           |
| CO2    | Have increased self-belief to navigate successfully across clients and partners                    |
| CO3    | Have improved ability to develop and/or strengthen relationship with their customers and suppliers |
| CO4    | be able to apply B2B marketing concepts and tools in a stable as well as a tumultuous environment. |

| Trimester                   | IV Marketing                             |                 |    |
|-----------------------------|--|-----------------|----|
| Title of the Subject/course | Integrated Marketing Communication (IMC) |                 |    |
| Course Code                 | Elective                                 |                 |    |
| Credits                     | 3  | Duration in Hrs | 20 |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | Ability to UNDERSTAND the meaning, relevance, and importance of IMC tools in branding.   |
| CO2    | Ability to DEMONSTRATE the knowledge of each of tool of IMC and their implications in consumer behaviour and overall communication campaign. |
| CO3    | Ability to CONSTRUCT a basic media strategy and craft a rudimentary creative message strategy.   |
| CO4    | Ability to OUTLINE an IMC campaign, integrating all elements of IMC to achieve the desired objectives.                                       |

| Trimester      | IV Marketing     |                 |    |  |
|----------------|------------------|-----------------|----|--|
| Title of the   | Retail Marketing |                 |    |  |
| Subject/course |                  |                 |    |  |
| Course Code    | Elective         |                 |    |  |
| Credits        | 3                | Duration in Hrs | 20 |  |

| Sr. No | At the end of the course students will be able to:                                   |
|--------|--|
| CO1    | To educate students about current retailing trends and strategies.                   |
| CO2    | To develop the students towards managing the retail stores and organizations.        |
| CO3    | To identify the nuances of visual merchandising and its elements                     |
| CO4    | To know the consumer purchase decision process in the context of organized retailing |
| CO5    | To emphasis on global retailing strategies   |

| Trimester      | IV Marketing                   |                 |          |  |
|----------------|--------------------------------|-----------------|----------|--|
| Title of the   | Financial Aspects of Marketing |                 |          |  |
| Subject/course |                                |                 |          |  |
| Course Code    | Elective                       |                 | Elective |  |
| Credits        | 3                              | Duration in Hrs | 30       |  |

| Sr. No | At the end of the course students will be able to:              |
|--------|---|
| CO1    | Understand the integral elements of Cost & Revenue in Marketing |
| CO2    | Learn the different elements of Marketing Investment            |
| CO3    | Learn the policy decisions and marketing finance concepts       |
| CO4    | Understand the concepts of various pricing models               |

| Trimester        | V Finance           |       |  |  |
|------------------|---------------------|-------|--|--|
| Title of the     | Financial Analytics |       |  |  |
| Subject / course | ·                   |       |  |  |
| Course Code      |                     |       |  |  |
| Credits          | 2 Duration in H     | rs 20 |  |  |

| Sr.<br>No | At the end of the course students will be able to:                           |
|-----------|--|
| CO1       | Understand the concept of financial analytics in financial decision making   |
| CO2       | Describe time series data and develop forecasting models                     |
| CO3       | Analyse the credit risk data and evaluate the creditworthiness of borrower   |
| CO4       | Analyse financial investment data for more meaning full investment decisions |

| Trimester      | V Finance             |    |  |  |
|----------------|-----------------------|----|--|--|
| Title of the   | International Finance |    |  |  |
| Subject/course |                       |    |  |  |
| Course Code    |                       |    |  |  |
| Credits        | 4 Duration in Hrs     | 40 |  |  |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | Understand macro economic factors influencing International Finance,<br>meaning, need and evolution of International Finance |
| CO2    | Get famiarized with the various exchange rate systems, their pros and cons   |
| CO3    | Be able to apply quantitative techniques to caculate impact of various international finance products                        |
| CO4    | Become familiar with the accounting methods for foreign trade followed by<br>Nations and drivers of International Trade      |

| Trimester      | V Finance              |
|----------------|------------------------|
| Title of the   | Mergers & Acquisitions |
| Subject/course |                        |
| Course Code    |                        |
| Credits        | 4 Duration in Hrs 40   |

| Sr. No | At the end of the course students will be able to:  |  |  |
|--------|---|--|--|
| CO1    | Understand functions of finance with respect to MACR aligned<br>to the overall company objective of creation of value for<br>shareholders and other stakeholders; |  |  |
| CO2    | Understand and apply important principles and tools of MACR for performing the goals and functions;   |  |  |

| Trimester      | V Finance                  |
|----------------|----------------------------|
| Title of the   | Treasury & Risk Management |
| Subject/course | •                          |
| Course Code    |                            |
| Credits        | 4 Duration in Hrs 40       |

| Sr.<br>No | At the end of the course students will be able to:  |
|-----------|---|
| CO 1      | The students will learn the conceptual, theoretical as well as practical aspects of that is taking place in Treasury Unit.  |
| CO 2      | The student will get in-depth knowledge on Treasury Functioning as well as macro economic functions of RBI in control of inflation and the instruments which RBI uses in controlling the inflation and liquidity in the economy |
| со з      | The students will learn practical aspects of domestic, forex and derivatives desks of the Treasury.   |
| CO 4      | The students will be exposed to practical situations in Treasury function of a Financial Institution to make them thoroughly prepared for becoming a part of Treasury dept.of a Bank/Financial Institution.                     |

| Trimester      | V Finance              |
|----------------|------------------------|
| Title of the   | International Business |
| Subject/course |                        |
| Course Code    |                        |
| Credits        | 4 Duration in Hrs 40   |

| Sr. No | At the end of the course students will be able to:                             |  |  |  |
|--------|--|--|--|--|
| COI    | Understand the opportunity , scope and strategies of International Business    |  |  |  |
| CO2    | Understand the signifinance of International Business Environment              |  |  |  |
| CO3    | Analyse the cultural differences and its impact on International Business      |  |  |  |
| CO4    | Analyse the optimal way to enter a market and carry out International Business |  |  |  |

| Trimester      | V HR                                      |                 |    |
|----------------|---|-----------------|----|
| Title of the   | Assessment Centre and Competency Mapping. |                 |    |
| Subject/course |   | - ,             |    |
| Course Code    |   |                 |    |
| Credits        | 4   | Duration in Hrs | 40 |

| Sr.<br>No | At the end of the course students will be able to:   |
|-----------|--|
| CO1       | To enable the students to understand the leadership competencies and Human Resource competencies.  |
| CO2       | To provide the students with a sound framework of techniques of identigying and mapping competencies to deal with organizationl problems |

| Trimester      | V HR     |                        |    |
|----------------|----------|------------------------|----|
| Title of the   | HR Analy | ytics                  |    |
| Subject/course |          |                        |    |
| Course Code    |          |                        |    |
| Credits        | 2        | <b>Duration in Hrs</b> | 20 |

| Sr.<br>No | At the end of the course students will be able to:   |
|-----------|--|
| CO1       | Students will be able to understand evolution of HR Analytics and HRM                              |
| CO2       | Students will be able to apply HR analytics to end to end employee lifecycle                       |
| CO3       | Students will be able to develop insight and link data to make people management related decisions |

| Trimester      | V HR   |    |
|----------------|--|----|
| Title of the   | Organization Development & Change Management |    |
| Subject/course |  |    |
| Course Code    |  |    |
| Credits        | 2 Duration in Hrs                            | 20 |

| Sr. No | At the end of the course students will be able to:                |
|--------|---|
| CO1    | Explain and understand the importance of organization development |

| CO2 | Identify and explain OD concepts and problem areas                     |
|-----|--|
| CO3 | Apply OD concepts both as an individual and member of the organization |

| Trimester      | V HR              |    |
|----------------|-------------------|----|
| Title of the   | Strategic HRM     |    |
| Subject/course |                   |    |
| Course Code    |                   |    |
| Credits        | 2 Duration in Hrs | 20 |

| Sr.<br>No | At the end of the course students will be able to :  |
|-----------|--|
| CO1       | Students will be able to understand basics of SHRM practices and approaches  |
| CO2       | Students will be able to apply SHRM approaches in talent management process  |
| CO3       | Students will be able to develop and design HRM strategies based on different approaches Organizational performance. |

| Trimester      | V Market  | ting                   |    |
|----------------|-----------|------------------------|----|
| Title of the   | Marketing | g Metrics and Audit    |    |
| Subject/course |           |                        |    |
| Course Code    |           |                        |    |
| Credits        | 4         | <b>Duration in Hrs</b> | 40 |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO 1   | Equip the students in understanding the basic tools & techniques used in Marketing Metrices and Measurements |
| CO 2   | Instigate analytical thinking abilities for data based decision making                                       |
| CO 3   | Apply the tools & techniques in Marketing measurements for better decision making                            |

| Trimester      | V Marketing                         |
|----------------|-------------------------------------|
| Title of the   | Neuroscience and Consumer Behaviour |
| Subject/course |                                     |
| Course Code    |                                     |
| Credits        | 2 Duration in Hrs 20                |

| At the end of the course students will be able to:   |
|--|
| Understand the importance of consumer psychology in influencing consumer behavior.                           |
| Interpret consumer behavior in terms of learning, motivation and interpretation of information by consumers. |
| Appreciate how to influence consumer behavior through various marketing stimuli.                             |
| Nil  |
|  |

| Trimester      | V Market  | ting                   |    |
|----------------|-----------|------------------------|----|
| Title of the   | Retail Ma | nagement               |    |
| Subject/course |           |                        |    |
| Course Code    |           |                        |    |
| Credits        | 4         | <b>Duration in Hrs</b> | 40 |

| Sr. No | At the end of the course students will be able to :   |
|--------|---|
| COI    | Analyze & understand the retailing processes in modern day organized retail businesses, the environment within which these operate, and the institutions and functions that are performed. Also, achieve a foundation for working in retailing or related disciplines, while gaining an understanding of the concepts and tools used. |
| CO2    | Interpret the applications of the principles of a retail business across various formats and markets.   |
| CO3    | Understand and appreciate the variables available to a manager in different functions with a retail business, and how to use these for the benefit of the business.   |
| CO4    | Formulate broad strategies and plans for a retail management business, and help to organize resources accordingly.  |

| Trimester      | V Marketing          |
|----------------|----------------------|
| Title of the   | Service Marketing    |
| Subject/course |                      |
| Course Code    |                      |
| Credits        | 2 Duration in Hrs 20 |

| Sr. No | At the end of the course students will be able to:  |
|--------|---|
| CO1    | Understand the Expanded Marketing Mix for Services  |
| CO2    | Analyze the GAPS model in Services, its application across various service sectors and the various strategies to close the GAPS |
| CO3    | Apply the various Customer Defined Service Standards across Service sectors   |
| CO4    | Understand the role of Boundary Spanners in Services  |

| Trimester      | V Market                   | ting                   |    |
|----------------|----------------------------|------------------------|----|
| Title of the   | Strategic Brand Management |                        |    |
| Subject/course |                            |                        |    |
| Course Code    |                            |                        |    |
| Credits        | 4                          | <b>Duration in Hrs</b> | 40 |

| Sr. No | At the end of the course students will be able to:   |
|--------|--|
| CO1    | Understand why brands matter, know its functions and why are they so valuable to marketers.  |
| CO2    | Analyze brands by comprehending the tools for measuring brand and delving deeper into the concept of brand equity and customer based brand equity concept. |
| CO3    | Familiarize the students with the strategies to build strong brands and integrate with marketing communications strategies for the same.                   |
| CO4    | Strategies to manage and revitalize brands over time and describe the changes in marketing and consumer behaviour in a digital era.                        |

| Trimester      | VI Marketing / Finance |                        |    |
|----------------|------------------------|------------------------|----|
| Title of the   | Project Management     |                        |    |
| Subject/course |                        |                        |    |
| Course Code    |                        |                        |    |
| Credits        | 4                      | <b>Duration in Hrs</b> | 40 |

| Sr. No | At the end of the course students will be able to :  |
|--------|--|
| COI    | To introduce students of Management to concepts of Project                                       |
| CO2    | To apply and evaluate success parameters of cost ,time and quality in project management         |
| CO3    | To apply various techniques as CPM/PERT/Earned Value Analysis and Projected Financial Statements |
| CO4    | To enable student to conceive an idea, evaluate its feasibility and make it workable.            |

| Trimester      | VI HR                                    |
|----------------|--|
| Title of the   | Business Ethics and Corporate Governance |
| Subject/course |  |
| Course Code    |  |
| Credits        | 4 Duration in Hrs 40                     |

| Sr. No | At the end of the course students will be able to :   |
|--------|---|
| COI    | Students will be able to understand the basic concepts in business ethics                         |
| CO2    | The student will be able to understand and analyze various ethical codes in corporate governance  |
| CO3    | The student will be able to understand and Analyze concepts in corporate social<br>Responsibility |