

R14

School of management studies CO-PO MAPPING I SEMESTER

SUBJECT CODE	SUBJECT NAME	PROGRAMME OUTCOMES				
		PO 1	PO 2	PO 3	PO 4	PO 5
MB101	PRINCIPLES OF MANAGEMENT					
CO1	The student will be able to analytically appraise the journey of management from ester years to the modern days that experienced several adjustments in the course of its expedition.	3	2	1	2	-
CO2	The student will understand how essential various functions of management are for every business manager.	2	1	3	2	-
CO3	The student will develop knowledge about various managerial processes and become competent when involved in them to achieve success.	2	3	2	1	-
CO4	The student will gain acquaintance with the essence of superior-subordinate relationship which is an important aspect in accomplishing organizational objectives as a team.	3	2	2	1	-
CO5	The student will realize the importance of controlling and giving feedback for ensuring effective and efficient performance of the personnel.	2	2	3	1	-
MB102	MANAGERIAL ECONOMICS					
CO1	Capable of analysing fundamentals of managerial economics such as demand, production, price, supply and investment concepts	3	1	-	3	1

	which helps them in doing effective business administration.					
CO2	Analyze decisions relating to demand, production and cost.	2	3	-	2	2
CO3	Take business decisions using breakeven analysis.	1	3	-	-	1
CO4	Analyse conditions prevail in each market and also evaluate in which type of market the organization achieves abnormal profits.	1	1	2	2	3
MB103	ACCOUNTING FOR MANAGERS	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Students are able to prepare the financial statements of business concerns.	2	3	-	2	3
CO2	Students can analyze the financial soundness of organisations by doing analysis on financial statement.	2	3	-	2	1
CO3	Students are able to provide useful information to higher officials to make proper decision related to financial aspects.	2	2	1	2	1
CO4	Students can do the funds flow and cash flow analysis by preparing Funds Flow Statement and Cash Flow Statements	-	3	-	1	-
MB104	QUANTITATIVE ANALYSIS FOR BUSINESS DECISIONS	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Demonstrate a working knowledge of the various Quantitative techniques in making decisions as well as being able to formulate	-	2	-	3	1
	organizational problems into Quantitative techniques models for seeking optimal solutions.					
CO2	Identify Operations Research problems in real life	3	-	-	2	-
CO3	Apply appropriate modeling techniques to express the defined problems mathematically	-	2	-	3	-
CO4	Use the right solution approaches to solve the model and analyze the solutions of the model	3	2	-	-	3
CO5	Understand the characteristics of different types of decision-making environments and the appropriate decision making approaches	-	-	-	2	2
	and tools to be used in each type.					
CO6	Build and solve Transportation Models and Assignment Models.	2	-	-	2	-
CO7	Design new simple models, like: CPM, to improve decision -making and develop critical thinking and objective analysis of decision	-	2	-	2	-
	problems.					
MB105	BUSINESS ENVIRONMENT	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	To foster the students to develop a business perspective, as they are the up-coming business professionals.	-	2	2	-	-

CO2	To make students as true Business professional by exposing them to industry - academic environment.	-	-	2	2	2
MB106	BUSINESS COMMUNICATION	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Make good communication in business exhibiting effective interpersonal skills, negotiation skills and body language	-	-	2	1	1
CO2	Profess in all the four language skills such as listening, speaking, reading and writing.	1	-	1	1	2
CO3	Make oral and written presentations effectively.	-	-	1	-	2
CO4	Skillfully participate in debates, group discussions and interviews.	2	-	1	2	-
MB151	INFORMATION TECHNOLOGY LAB	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Development of technical and managerial skills in information technology.	-	-	-	-	3
CO2	Ability to apply spreadsheet and database software to solve business problems in all functional areas of business.	-	-	-	3	-
CO3	Ability to recognize, value, and appreciate current management and ethical issues in the use of current and emerging information technologies.	-	-	-	-	3
CO4	Ability to exploit information technology as a tactical resource and to plan for the use of current and emerging technologies.	2	-	-	3	-
CO5	Describe how information technologies are used in business and the trends of the technologies.	-	-	-	2	-
CO6	Demonstrate an understanding of the issues regarding the impact of current and future information technologies on social formworks such as economics, education, governance, globalization and social justice.	-	-	-	2	2
CO7	Analyze the global and local business environment.	-	2	2	-	-
II SEMESTER						
MB201	ORGANIZATIONAL BEHAVIOR	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	To know how himself and people behave under a variety of conditions. Achieving these goals allows managers to communicate about human behaviour at work place.	3	2	2	1	-

CO2	To understand the managerial strategies in achieving the goals of organizations.	1	3	2	2	-
CO3	To protect the cause and effect relationship of people in a work place.	1	2	3	2	-
CO4	To improve the results - performance outcome through human behavior and organizational behavior can aid them in their pursuit of the goals.	2	1	3	2	-
MB202	MARKETING MANAGEMENT	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	By gaining marketing knowledge, they would be capable of dealing with variety of marketing issues.	2	-	-	1	-
CO2	By understanding the criticalities, the students can better analyze the marketing complexities.	-	2	-	1	-
CO3	Students would realize that marketing department's role in organization and how it works as a back bone to success.	1	-	-	1	-
MB203	FINANCIAL MANAGEMENT	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Students are able to learn basic fundamentals of Financial Management and make themselves as efficient and effective managers in dealing financial decisions.	3	3	1	1	1
CO2	Able to analyse the causes for financial problems in business and propose appropriate solutions.	2	2	1	1	2
CO3	Able to understand cost & benefits of each financial decision in short run & long run.	3	2	1	1	1
MB204	HUMAN RESOURCE MANAGEMENT	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Handle HR functions effectively in the real life with the knowledge of HRM concepts	2	-	-	-	2
CO2	Demonstrate how the HR manager is playing proactive role in business to meet global business challenges.	1	-	-	2	1
CO3	Apprise the performance of the employees by using different methods	2	2	1	-	1
CO4	Take decisions relating to compensation and conflict resolution	-	2	-	-	1
MB205	PRODUCTION & OPERATIONS MANAGEMENT	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Students are able to make decision relating to the problems in operations and production activities.	2	3	-	1	-
CO2	Student can schedule the production process and execute the customer orders timely.	1	-	-	3	-
CO3	They can manage the materials effectively by using appropriate material control techniques and by using the material requirement plans.	-	2	3	-	-
CO4	They can improve the productivity by proper utilization of input factors and by designing the better working	-	2	3	-	-

	methods.					
MB206	MANAGEMENT RESEARCH METHODS	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	The students will demonstrate a thorough understanding of the research process particularly in social sciences area.	3	2	2	1	-
CO2	The students will be able to adopt a number of statistical techniques for carrying out various tasks of research leading to an advanced analysis of the data gathered by them.	2	3	1	2	-
CO3	The students will demonstrate the ability to present the written report of the research carried out by them in a logical form as they deal with the various aspects relating to the preparation of a report.	2	2	3	1	-
III SEMESTER						
MB301	STRATEGIC MANAGEMENT	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	To familiarize with the technique of strategic analysis and facilitate to develop strategic thinking through case analysis.	3	2	2	1	-
CO2	To provide the information and tools to maximize the competitiveness and enable economic growth for customers, employees, workers, managers, and organizations.	2	2	3	1	-
CO3	To foster science and technological leadership by protecting intellectual property, enhancing technical standards and advancing management science's.	2	2	3	1	-
MB302	TOTAL QUALITY MANAGEMENT	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Get proficiency in theoretical and practical aspect of quality product making and continuous improvement of quality process using various methods and models.	3	2	-	-	1
CO2	This subject also teaches "quality is not destiny it is a journey".	-	1	-	-	3
CO3	Employ their knowledge to solve more complicated quality related problems in an organization.	3	-	-	-	2
CO4	Learn theoretical knowledge is added a one more feather in their cap to go for further height.	3	-	-	2	2
CO5	Learn modern techniques which lead to quality revolution.	2	-	-	-	1

MB303	BUSINESS LAWS AND CORPORATE GOVERNANCE	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	The student will be able to systematically negotiate and enter agreement with several groups as they are conversant with all the provisions of the Contracts Act.	2	-	-	3	-
CO2	The student will be able to understand the implications of forming a business by recognizing and meeting the various requirements in setting up of the business at corporate level.	2	-	-	2	2
CO3	The student will be able to comprehend the role of various stakeholders in promoting corporate governance.	2	-	-	-	1
CO4	The student will recognize the importance of transparency to business, its fair conduct and demonstrate ethical behavior to ensure smooth functioning of business.	2	-	-	3	-
MB3_01	ELECTIVE 1(SEcurity ANALYSIS AND PORTFOLIO MANAGEMENT)	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	become good investor	2	1	-	2	-
CO2	educate others about the concept of stock market, trading and portfolio management.	3	-	1	-	-
CO3	have an understanding on the structure, trading & settlement procedure, trading instruments, regulatory system and other related components of stock market.	-	-	-	2	1
CO4	identify different types of securities and investment avenues.	-	3	-	2	-
CO5	identify various risks associated with investments in markets.	1	-	2	-	-
CO6	choose securities for investment after performing fundamental and technical analyses practically on various securities.	-	-	2	-	-
CO7	realize the importance of diversification and management of a portfolio to reduce risk.	1	1	-	2	-
CO8	become Managers in asset management companies.	-	-	1	1	-
MB3_02	ELECTIVE 2(FINANCIAL INSTITUTIONS AND SERVICES)	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	At the end of the course, the student will be able to understand the basic concept of finance and its importance.	3	-	2	-	-
CO2	The student should be able to apply these concepts to solve various business problems.	-	1	-	2	-
CO3	The student would be well-versed about the functions of financial institutions and the way to access to raise the financial assistance.	2	-	-	1	1

CO4	This course will help the students to meet the challenges and to develop the skill as 'risk taker' or 'risk bearer'.	1	1	1	-	-
MB3_01	ELECTIVE 3(PERFORMANCE MANAGEMENT)	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	After going through the course, the student will understand the nature and complexity of Performance Management System in real corporate life and management.	3	-	-	-	-
CO2	The student will be able to involve in all the four internal processes of Performance Management System in his/her real employment life.	2	-	-	-	2
CO3	The student will be able to effectively and efficiently implement the Performance Management System in a systematic and planned manner.	2	-	-	-	1
MB3_02	ELECTIVE 4 (MANAGEMENT OF INDUSTRIAL RELATIONS)	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Understand the need of harmonious industrial relations maintained for success of organisation	3	-	1	1	2
CO2	Understand trade unionism & act which helps them in recognising the importance of trade unionism	3	-	-	2	-
CO3	Apply the knowledge of wage and salary administration and related Acts at the time of wage fixing and Negotiations.	3	2	-	-	1
CO4	Apply the knowledge of social security Acts for the welfare of employees	3	-	1	2	2
CO5	Understand the importance of employee grievances which helps them to redressal of them amicably and amenably.	2	1	1	-	-
IV SEMESTER						
MBA401	LOGISTICS & SUPPLY CHAIN MANAGEMENT					
		PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Examine the design and performance of supply networks and processes in different business process.	3	-	-	1	-
CO2	Configure logistics networks and assess their performance impacts on efficiency and service levels.	1	-	2	-	3

CO3	Develop capabilities in logistics, coordination for supply chain integration, inventory management, risk pooling, procurement, product and process design, and international supply chain management.	-	3	2	-	1
CO4	Design supply chain contracts for effective governance of supply chain relationships.	-	2	3	-	-
CO5	Diagnose information integration problems across the supply chain and their consequent impacts in deploying physical and financial resources optimally.	-	-	2	-	3
MB402	ENTREPRENEURSHIP	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Impart basics of managerial skills and understandings to be a successful entrepreneur.	2	-	3	1	-
CO2	Develops the various businesses related skills to establish various forms of business.	1	1	-	3	2
CO3	Learns the basic legal dimensions on Intellectual Property Rights.	-	-	3	2	-
CO4	Able to develop entrepreneurial strategy at entry level and growth stage.	2	-	3	-	2
CO5	Finds the role of government in Entrepreneurship Development Program.	2	-	-	1	2
MB4F0 1	INTERNATIONAL FINANCIAL MANAGEMENT-	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Basic understanding of International Financial Management, theories and Balance Of	3	-	-	2	-
CO2	Expertise with regard to Function and structure of foreign Exchange markets, mechanism/movement.	3	-	-	2	1
CO3	Knowledge with regard to concepts like arbitrage, parity theories and shall be able to demonstrate the	2	-	-	2	1
CO4	Proficiency in long-term Asset Liability Management like international capital budgeting and international capital structure	2	2	-	2	1
CO5	Proficiency in short term Asset Liability Management like international cash receivable management and international inventory management.	2	-	-	3	-
	FINANCIAL RISK MANAGEMENT	PO 1	PO 2	PO 3	PO 4	PO 5
MB4F0 2						
CO1	get an idea about the regulatory framework of financial derivatives	2	-	-	1	-
CO2	understand the operations of derivatives exchanges, and be able to compare and contrast Exchange Traded and Over The Counter (OTC) instruments	1	-	2	-	-
CO3	gain good knowledge about different types of forwards, futures, swaps and options, the principal					

	differences between them, and where and how they are traded	-	3	-	-	1
CO4	identify the advantages and disadvantages of using financial instruments according to various market					
		3	-	-	1	1
	conditions and identify the relationship of financial derivatives with their underlying assets					
CO5	understand the risks of all types of financial derivatives and derivatives portfolios, and efficient ways of					-
	managing those risks.	1	-	-	2	
MB4M0 1	CONSUMER BEHAVIOUR	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Students could know the difference between influenced buying pattern and impulse buying pattern.	-	-	-		-
CO2	They can develop awareness on consumer behavior and its influence on buying process	-	-		-	-
				2		
CO3	Students are well versed in analyzing the consumer trends and psychology.	-		-	-	-
CO4	To define the conception of consumer behaviour and reveal its importance in the context of marketing.				3	
CO5	To describe the target market and determine the positioning strategy according to consumer characteristics	2	-	-	-	-
	and behaviour.					
MB4M0 2	CUSTOMER RELATIONSHIP MANAGEMENT	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	Realise the customer relations changes the business oportunities.	-	2	-	1	-
CO2	Prove relationship stratagy asa prerequisite for success of a business	1	-	-	2	-
CO3	Take decisions by creating customer centric otganisational culture	2	2	-	-	-
CO4	Improve the quality customer data base	1	-	-	1	-
CO5	Understand the difference between customer relationship management and expence management.	2	-	-	-	-
MB4H0 1	STRATEGIC HUMAN RESOURCE MANAGEMENT	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	The student will be able to understand the importance of human resources and investing in HR and analyse	1	2	--	--	3
	risks associated with such investments.					
CO2	By adopting suitable approaches to SHRM, the student will be able to integrate HRM function with the					
	business.	3	1	--	--	--
CO3	The student will be able to understand HR strategies adopted by firms in different industries and lead his					
			3	2	1	

	firm/business successfully.					
CO4	The student will be able to apply various theories and approaches learnt, to improve the practice of SHRM in the corporate world.	3	2		1	
CO5	The student will realize the importance of Work-Life balance and integration in today's stress oriented business world and ensure successful implementation of programmes to reap benefits.	2		3		2
MB4HO 2	MANAGEMENT OF CHANGE	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	The students will be able to develop knowledge about dynamics involved change.	2	1	2	2	2
CO2	The student will develop a thorough understanding of organizational processes and strategies to leverage change.	2	2	2	1	1
CO3	The student will be able to achieve support from all the concerned personnel in managing change.	2	2	1	2	1
CO4	The student will be getting awareness relating the impact of culture dimensions for Organizations.	2	2	2	1	2
CO5	The student will understand the nature of human resistance to change and will be able to strategically deal with it to overcome the same.	2	2	2	2	2