DMS-MBA-COURSE OUTCOME STATEMENT for 1st & 3rd Sem----Batch (2018-2020)

Management Organizational & Behavior 18MBA11 (1st SEM)
COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Apply the concepts & principles of management
CO-2	Analyze the various aspects of centralization & decentralization
CO-3	Apply the fundamental principles of organization behavior
CO-4	Evaluate the individual attributes towards achieving organization goals.
CO-5	Develop the practical application of managerial & behavioral theories

Managerial Economics 18MBA12 (1st SEM) COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Apply the micro economic concepts for effective functioning of a firm and Industry
CO-2	Assess and forecast demand
CO-3	Apply the concepts of production and cost for optimization of production
CO-4	Design competitive strategies like pricing, product differentiation etc and marketing according to the market structure
CO-5	Identify, assess profits and apply BEP for decision making

Accounting for Managers 18MBA13 (1st SEM) COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Apply the concepts of Income tax with a comprehensive reading
CO-2	Analyse the different income heads of taxable incomes in Income Tax
CO-3	Evaluate the exemptions and deductions available for different assesses while computing the total income
CO-4	Analyse the corporate tax system
CO-5	Develop the Total income statement of individual assesses

Business Statistics & Analytics 18MBA14 (1st SEM) COURSE OUTCOME STATEMENT

DMS-MBA-COURSE OUTCOME STATEMENT for 1st & 3rd Sem----Batch (2018-2020)

Course Outcome	At the end of the course, students will be able to:
CO-1	Apply the basic concepts of descriptive statistic techniques to visualise data systematically
CO-2	Analyse the business situations with appropriate use of decision making techniques
CO-3	Evaluate the business scenarios to predict solution by using time series techniques
CO-4	Design and solve business problems using linear programming methods
CO-5	Communicate and comprehend the projects using network techniques

Marketing Management 18MBA15   (1st SEM) COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Have an ability to access the business scenario and apply the fundamental concepts of marketing to aid business solutions.
CO-2	Analyse various models of consumer buying behaviour for better visualization of customer traits.
CO-3	Formulate the marketing plans by evaluating the various factors of business situation.
CO-4	Design the implementation of commercial and distribution aspects of products and service.
CO-5	Communicate the viable marketing campaign by appropriate marketing strategy .

Managerial Communication 18MBA16   (1st SEM) COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Apply the various communication theories and models for a better business communication.
CO-2	Distinguish various methods of communication for appropriate business scenarios.
CO-3	Examine the mechanics of writing and construct effective paragraphs in business letters.
CO-4	Demonstrate competencies in business presentations.
CO-5	Develop an art of business communication through business reports for analyzing business situations.

Recruitment & Selection 18MBAHR301 (3rd SEM) {HR Specilization}
COURSE OUTCOME STATEMENT

DMS-MBA-COURSE OUTCOME STATEMENT for 1st & 3rd Sem----Batch (2018-2020)

Course Outcome	At the end of the course, students will be able to:
CO-1	Apply the knowledge of job analysis and various techniques of job analysis in recruitment and selection process.
CO-2	Analyze the various sources of recruitment.
CO-3	Evaluate the procedure practiced for screening candidates.
CO-4	Construct various selection tests to evaluate ability of candidates in selection process.
CO-5	Design various documentations to execute selection process.

HR Analytics 18MBAHR302 (3rd SEM) {HR Specilization}
COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Develop Broad Understanding Of Theoretical Frame Work By Value Creation Through Demonstration Of Hr Analytics
CO-2	Ability To Evaluate Various Performance Indicators In The Hr Domain
CO-3	Able To Formulate data Creation Procedures For The Better Decision Making
CO-4	Ability To Conduct Activities In Assessing The Study Of Hr Contacts In Any Organization
CO-5	To Create Hr Scorecard For Measuring Various Functions

Compensation & Reward System 18MBAHR303 (3rd SEM) {HR Specilization}
COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Apply the various conceptual frame works & models for effective planning in compensation management
CO-2	Analyze the various methods & techniques in calculating compensation of employees
CO-3	Evaluate the various forces & factors in determinig the comepensation benefits
CO-4	Create & implement performance based wages & incentive plans
CO-5	Design an legislative frame work for strategic implementation of compensation plans

DMS-MBA-COURSE OUTCOME STATEMENT for 1st & 3rd Sem----Batch (2018-2020)

Learning & Development 18MBAHR304 (3rd SEM) {HR Specilization}COURSE OUTCOME STATEMENT

Course Outcome	*At the end of the course, students will be able to:*
CO-1	Apply the fundamentals of learning theories and transfer of training in organization.
CO-2	Analyse the training needs of an organization.
CO-3	Assess and implement various contemporary methods of learning and development.
CO-4	Evaluate various training evaluation methods.
CO-5	Design various career management systems.

Industrial Relations & Legislations 18MBAHR305 (3rd SEM) {HR Specilization} COURSE OUTCOME STATEMENT

Course Outcome	*At the end of the course, students will be able to:*
CO-1	To Apply the concepts of Industrial Relations.
CO-2	To illustrate the role of trade unions in the Industrial set-up for Greviance and Discipline Management
CO-3	To examine the labour relations issues pertaining to collective bargaining and legislations
CO-4	To evaluate a comprehensive prospective about the legal framework stipulated under, factories act and Industrial dispute act.
CO-5	Implimentation of various Industrial Acts.

**Conflict & Negotiation Management 18MBAHR306 (3rd SEM) {HR Specilization}
COURSE OUTCOME STATEMENT**

Course Outcome	*At the end of the course, students will be able to:*
CO-1	Apply the concepts of Conflict and Negotiation for Interpersonal Relations
CO-2	Analyse the nature of Conflict Management process
CO-3	Evaluate the Conflict and Negotiation Management techniques to resolve organizational conflicts.
CO-4	Examine the various Negotiation strategies for ethical negotiation
CO-5	Evaluate cross-cultural and gender dimensions of negotiation

DMS-MBA-COURSE OUTCOME STATEMENT for 1st & 3rd Sem----Batch (2018-2020)

Consumer Behavior 18MBAMM301 (3rd SEM) {MKTG Specilization}
COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Comprehend the concept of Consumer Behaviour and Cosummerism
CO-2	Apply the influences of factors affecting in Consumer behaviour decision making models
CO-3	Evaluate the internal dynamics such as personality,peception,learning,motivation and attitude
CO-4	Relate external influence like social clas, culture and groups
CO-5	Analyse the process of consumer diffusion of innovation

Retail Management 18MBAMM302 (3rd SEM) {MKTG Specilization}
COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Visualize and apply the contemporary retail management, issues, and strategies to scenario for retail application.
CO-2	Comprehend and Analyzing the strategic significance components in functionalizing the retail organization.
CO-3	Evaluating the various methods and techniques of Retail operations and Store management.
CO-4	Develop comprehensive research plans by accessing the national and international Retail scenario for business decisions.
CO-5	Effectively communicate the Audit and ethics in Retail Management.

Services Marketing 18MBAMM303 (3rd SEM) {MKTG Specilization}
COURSE OUTCOME STATEMENT

Course Outcome	At the end of the course, students will be able to:
CO-1	Able to utilize the concepts of the services marketing with the overview of customer behavior towards service industry
CO-2	Able to analyze the customer expectation by appropriate tools and frame works
CO-3	Able to evaluate and develop the service outcomes with appropriate leadership strategies
CO-4	Able to design the service process with focus on employees and customer relationships.
CO-5	Ability to communicate service contents by appropriate element of service infrastructure over viewing the service scape and physical evidence.

	DMS-MBA-COURSE OUTCOME STATEMENT for 1st & 3rd Sem----Batch (2018-2020)
	Banking and Financial Services 18MBAFM301 (3rd SEM) {FINANCE Specilization} **COURSE OUTCOME STATEMENT**
Course Outcome	*At the end of the course, students will be able to:*
CO-1	Analyze the functioning of RBI & Commercial Banks by illustrating their products and services.
CO-2	Analyze the activities of merchant banking & Underwriting.
CO-3	Evaluate the microfinance models & assess leasing and hire-purchase concept.
CO-4	Analyze the performance of credit rating & develop a model for venture capital.
CO-5	Evaluate the types of mutual funds & develop debt securitization model.

	Investment Management 18MBAFM302 (3rd SEM) {FINANCE Specilization} **COURSE OUTCOME STATEMENT**
Course Outcome	*At the end of the course, students will be able to:*
CO-1	Assess the capital market and various instruments for investment
CO-2	Evaluate risk & return associated with Investments
CO-3	Analyze Company,Industry and Economy framework for Invesment management
CO-4	Apply the theories, tools and techniques of portfolio management
CO-5	Evaluate equity and dividend valuation models

	Direct Taxation 18MBAFM303 (3rd SEM) {FINANCE Specilization} **OUTCOME STATEMENT**
Course Outcome	*At the end of the course, students will be able to:*
CO-1	Apply the concepts of Income tax with a comprehensive reading
CO-2	Analyse the different income heads of taxable incomes in Income Tax
CO-3	Evaluate the exemptions and deductions available for different assesses while computing the total income
CO-4	Analyse the corporate tax system

CO-5	Develop the Total income statement of individual assesses

Advanced Financial Management 18MBAFM304 (3rd SEM) {FINANCE Specilization}
COURSE OUTCOME STATEMENT

Course Outcome	*At the end of the course, students will be able to:*
CO-1	Apply the concept of capital structure and capital structure theories
CO-2	Evaluate the dividend policy of the firm
CO-3	Apply the techniques of inventory and receivable management
CO-4	Develop the techniques of managing different component of working capital in an organisation
CO-5	Forcasting cash flows by applying cash management models

Cost Management 18MBAFM305 (3rd SEM) {FINANCE Specilization} COURSE OUTCOME STATEMENT

Course Outcome	*At the end of the course, students will be able to:*
CO-1	Apply the cost methods and techniques to solve real time problems of the industries
CO-2	Demonstrate knowledge regarding overheads, apportionment and its application
CO-3	Analyse the various costs by using marginal costing techniques and make decisions
CO-4	Evaluate various budgets and compare costs using budgetory control and standard costing techniques
CO-5	Apply the emerging trends in costings like ABC and compare with traditional costing to help in cost audit

Project Appraisal Planning & Control 18MBAFM306   (3rd SEM) {FINANCE Specilization}
COURSE OUTCOME STATEMENT

Course Outcome	*At the end of the course, students will be able to:*
CO-1	Apply concepts of project planning in project appraisal.
CO-2	Analyze & appraise the implementation of project with the help of various tools and techniques.
CO-3	Assess financial & social risks concerned with project implementation.
CO-4	Evaluate the project constraints by assessing the qualitative & quantitative factors in capital budgeting.

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CO-5	Create an implementation plan for a project.