

Department of BBA

Curricular Relevance: Course Outcomes with relevance to Local, Regional, Global Needs U.G.

(2018-19 To 2023-24)

Sr. No.	Name of the Course	Course Code	Year of Introduction	Pos/Cos with relevance to local/regional needs	Pos/Cos with relevance to national needs	Pos/Cos with relevance to Global needs
BBA-I			BBA 2018-19			
1	Business Communication-I	AECC-1361A	2018-19	CO 1: understand different types of communication barriers and to overcome them	CO 4: enable students with all soft skills and writing skills essential job interview	PO5: Problem-Solving Skills
2	Principles of Business Management-I	CC - 1362A	2018-19	CO 1: Understand the fundamentals of management PO1: Disciplinary Knowledge:	CO 3: Understand need for change and resistance to change.	CO 4: Know staffing and organizing. PO3: Leadership & decision making Skills



3	Financial Accounting Paper I	CC-1363A	2018-19	CO 1: Describe Management Information System (MIS) PO1: Disciplinary Knowledge	CO 3: Prepare Final accounts of Partnership firm.	PO3: Leadership & decision making Skills
4	Marketing Management-I	CC - 1365A	2018-19	CO 2: Understand the Different types Marketing PO1: Disciplinary Knowledge	CO 3: To get knowledge about consumer behavior	CO 4: Be able to concepts of segmentation, Targeting ,positioning
5	Human Resource Management-I	GEC-1367A	2018-19	CO 2: To get knowledge about Human resource planning PO1: Disciplinary Knowledge	CO 3: Describe the concepts of Recruitment and selection	CO 4: Illustrate International HRM and challenges of International HRM PO2: Communication & Negotiation Skills
6	Business Economics (Micro) Paper- I	CC-1364A	2018-19	CO 2: Know demand function and measures of	CO 1: Understand concept of economics, business economics	CO3: Know production function and various cost and revenue concepts and their applications



				responsiveness of demand with its determinants	and difference between micro and macro economic analysis	
7	Computer Application In Business-I	GEC – 1366A	2018-19	CO 2: Students are able to use word and PowerPoint in fine way PO1: Disciplinary Knowledge	CO 3: Understand Computer assisted audit tool for fraud detection and audit purpose its concept with examples	CO 3: Students understood the recent trends in IT internet and IT industry PO7: Research Skills
BBA-II			BBA 2019-20			
8	Management Accounting Paper- I	CC- 1369C	2019-20	CO 2: Prepare cash budget and flexible budget PO1: Disciplinary Knowledge	CO 3: Understand Decision making under Break- Even Analysis	CO 3: Describe Human Resource Accounting and reporting to various levels of Management PO4: Ethics and Professionalism:
9	Entrepreneurship Development Paper -I	GEC137 2C	2019-20	CO 2: Define the skills and abilities needed to become a Successful Entrepreneur	CO 3: Classify various Institutes for Entrepreneurship Development	CO 2: Explain Rural Entrepreneurship and special economic zones. PO5: Problem Solving Skills:



10	Production Management Paper-I	GEC-1370C	2019-20	<p>CO 2: To get knowledge about factory layout and plant layout</p>	<p>CO 3: Interpret the supply chain management and role of management flow of material in supply chain management</p>	<p>CO 4: Illustrate quality management and its dimension</p>
11	Service Sector Management Paper-I	CC-1368C	2019-20	<p>CO 1: Understand the concept of service and classification of services</p> <p>PO1: Disciplinary Knowledge</p>	<p>CO1: Understand the concept of insurance services and privatization of insurance services</p>	<p>CO2: Interpret customer satisfaction and methods to ensure customer satisfaction.</p> <p>PO4: Ethics and Professionalism</p>
12	Business Economics (Macro-I) Paper- I	CC-1371C	2019-20	<p>CO 3: Describe the interrelationships among price, income, money, output & employment as they affect consumption, saving and investment</p>	<p>CO 1: Interpret the concept of National Income, importance of National Income data and differentiate between methods of measurement of</p>	<p>CO 4: Explain economic growth and economic development and describe sustainable development</p> <p>PO6: Analytical Skills</p>



				PO1: Disciplinary Knowledge	National Income	
13	Statistical Techniques for Business Paper- I	GEC1373C	2019-20	CO 2: Explain the sampling technique PO1: Disciplinary Knowledge:	CO 3: Construct various charts to maintain quality in SQC PO6: Analytical Skills	CO 4: Analysis of bivariate data using correlation and regression PO7: Research Skills
14	E-commerce Paper- I	GEC-1374C	2019-20	CO 2: realize more secure and lawful use of internet facility and social networking PO4: Ethics and Professionalism	CO 4: Examine applications of e-Commerce in relation to the applied strategic developments PO1: Disciplinary Knowledge	CO 1: Recognize the impact of Information and Communication technologies, especially of the Internet in business operations the fundamental principles of e-Business and e-Commerce PO6: Analytical Skills
BBA-III			BBA 2020-21			
15	Financial Management Paper I	CC-1377E	2020-21	CO 1: Understand the concepts in Financial Management PO1: Disciplinary	CO2: Understand the Techniques of evaluation of capital budgeting proposals	CO 4: Understand the concepts Corporate Restructuring PO4: Ethics and Professionalism



				Knowledge		
16	Recent Trends in Marketing-I	GEC-1376E	2020-21	CO 2: Describe marketing communication and future medium of communications. PO1: Disciplinary Knowledge	CO 3: Find out reasons of customer dissatisfaction and delight.	CO 3: Understand need of study of global marketing
17	Research Methodology	GEC-1381	2020-21	CO 1: To understand the basic idea of research PO1: Disciplinary Knowledge	CO 3: To analyze data	PO5: Problem-Solving Skills CO4: To write research report
18	Fundamentals of Business Laws and Tax Laws V Paper I	GEC1378 E	2020-21	CO 1: To understand the Philosophy of Law	CO 3: To analyze Tax Laws	CO3: To describe Intellectual Property Rights PO4: Ethics and Professionalism
19	Practices in Modern Management	CC3-1375 E	2020-21	CO 1: To Get knowledge about Social responsibility and Ethical Issues.	CO 3: To Interpret concept of internal and external organizational environment.	CO 4: To Understand the concept of Future manager and its challenges. PO2: Communication & Negotiation Skills:



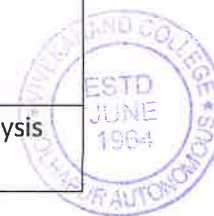
20	Foundation of Human Skills-I	GEC-1379E	2020-21	CO 3: Increase Emotional Quotient by learning values.	CO 2: Enhance quality behavior.	PO1: Disciplinary Knowledge
BBA-II		BBA 2021-22				
21	Fundamentals of Entrepreneurship	CC-1372C	2021-22	CO 3: Define the concept Women Entrepreneurship, social and group Entrepreneurship	PO3: Leadership & decision making Skills;	CO 2: Understand the process of EDP
22	Management Accounting-I	CC-1373C	2021-22	CO 1: Define the conceptual framework of Management Accounting	CO 2: Illustrate the process of budgeting and use of marginal and standard Costing.	PO5: Problem-Solving Skills PO6: Analytical Skills
23	Service Marketing	CC1374C	2021-22	CO 1: To understand the concept of service marketing	PO6: Analytical Skills	PO4: Ethics and Professionalism
24	Strategic Management	CC1375C	2021-22	PO1: Disciplinary Knowledge	CO 1: Understand the organization's vision, mission, examine principles, techniques and models of organizational and environmental	CO 2: Describe Strategy formulation and implementation such as corporate governance and business.



					analysis.	
25	E-Commerce-I	CC1376C	2021-22	CO 2: Recognize the fundamental principles of e-Business and e-Commerce.	PO7: Research Skills	CO 4: Explain the added value, risks and barriers in the adoption of e-Business and e-Commerce. PO7: Research Skills
26	Statistical Techniques for Business-I Allied Course-	1377C	2021-22	CO 1: Use various graphical and diagrammatic techniques and interpret.	PO6: Analytical Skills CO 3: Compute correlation coefficient, regression coefficient.	PO7: Research Skills PO1: Disciplinary Knowledge
BBA-III			BBA 2022-23			
27	Practices in Modern Management	CC-1375E	2022-23	CO3: Interpret concept of internal and external organizational environment, Time and event management.	CO2: Understand Social Responsibility and business ethics.	PO1: Disciplinary Knowledge
28	Recent Trends in Marketing-I	GEC-1376E	2022-23	CO 1: Understand the concepts of online and digital marketing	CO 3: Find out reasons of customer dissatisfaction and delight	PO3: Leadership & decision making Skills CO 3: Understand need of study of global marketing.
29	Financial Management-I	CC-1377E	2022-23	CO 1: Understand the concept		PO6: Analytical Skills



				sin Financial Manageme nt		
30	Fundamentals of Business Laws-I	GEC1378E	2022-23	PO1: Disciplinary Knowledge	CO 4: To describe Tax Laws with Classifications.	PO2: Communication & Negotiation Skills
31	Foundation of Human Skills-I	GEC-1379E	2022-23	PO1: Disciplinary Knowledge	CO 4: Understand the concept of career management.	PO3: Leadership & decision making Skills
32	International Business-I	GEC-1380E	2022-23		PO1: Disciplinary Knowledge	PO1: Disciplinary Knowledge PO6: Analytical Skills
BBA-I		BBA 2023-24				
1	Principles of Business Management	DSC05M GT11	2023-24	CO 1: Gain systematic knowledge of principles of management.	PO3: Leadership & decision making Skills:	CO 4 : Do higher education and Research in management
2	IT-in Business Management	DSC05M GT12	2023-24	CO 4: Understand and Analyse IT As a business tool	CO 2: Analyse and identify the needs of Information Systems In Business Management	PO4: Ethics and Professionalism
3	Financial Accounting- I	MIN05AC C11	2023-24	PO4: Ethics and Professionalism	CO 2: Prepare ledger accounts, subsidiary books and trial balance	CO 3 : Demonstrate calculations of Accounts of Professionals.
4	Marketing Management- I	MIN05M GT12	2023-24	CO 1: Demonstrate to use basic concepts of marketing	CO 4 : Know marketing strategies and its uses.	PO3: Leadership & decision making Skills:
5	Business Economics- I	OEC05EC O11	2023-24	CO 1: Understand and	CO 3 : Analyze production function with	CO 4 : Apply micro economic analysis to the firm under different market



				differentiate Micro and Macro Economic variables of business economics	cost and revenue specifically.	conditions
6	IT Application tools and technology in Business	SEC05M GT11	2023-24	CO 3 : Able to create Business Reports	PO3: Leadership & decision making Skills:	CO 1: Analyse and identify the needs for IT Tools and technology In Business Management
7	Business Communication- I	AEC05EN G11	2023-24	CO 1: Students develop the awareness about the various media of communication	PO4: Ethics and Professionalism	CO 2: Students become able to communicate effectively in various situations
8	Human capital in Agribusiness management from ancient India	IKS05MG T11	2023-24	PO1: Disciplinary Knowledge	PO5: Problem-Solving Skills	PO7: Research Skills
9	Organization Behaviour	DSC05MG T21	2023-24	CO 1: Study Organizational behavior in higher education studies.	PO2: Communication & Negotiation Skills	CO 4: Understand Organizational culture accurately and related research opportunities
10	IT-in Business Management	DSC05MG T22	2023-24	CO 2 Understand Computer Network and Cloud Technology	CO 3 Understand and Analyse the Process of BPR	PO2: Communication & Negotiation Skills



11	Financial Accounting- II	MIN05AC C21	2023-24	CO 1: Understand the concepts in accounting.	PO5: Problem-Solving Skills	CO 3: Demonstrate calculations of Accounts of Professionals.
12	Marketing Management- II	MIN05MG T22	2023-24	PO7: Research Skills	CO 2: Gain knowledge of the CRM and its importance.	CO 3: Learn different approaches marketing and learning
13	Business Economics- II	OEC05EC O21	2023-24	PO5: Problem-Solving Skills	PO4: Ethics and Professionalism	PO7: Research Skills
14	Fundamentals of Law- I	SEC05LA W21	2023-24	PO2: Communication & Negotiation Skills	CO 3: Explain the Sale of Goods Act	CO 1: Know the Philosophy of Business Law through sources
15	IT Application tools and technology in Business	SEC05MG T22	2023-24	PO5: Problem-Solving Skills	CO 2: Understand Computer-based Audit techniques	PO7: Research Skills

