DEPARTMENT OF BMS

- 1. Name of Department:BMS
- 2. Title of Programme: BMS
- 3. Programme outcome: Program outcomes **examine what a program or process is to do, achieve, or accomplish for its own improvement** and/or in support of institutional or divisional goals: generally numbers, needs, or satisfaction driven.
- 4. Programme specific outcome:
 - **Bachelor of Management Studies** (BMS) is a three-year undergraduate program that offers advanced studies in the field of management that are necessary to run an organization efficiently. It also provides in-depth knowledge of human resource management, economics, and business studies.
 - Students who wish to become managers in future should opt for BMS as it is a gateway to career in all sectors and domains. Some of the most popular career options after completing BMS courses are **Sales Manager**, **Marketing Manager**, **HR Executive**, **Finance Executive**, **Online Marketing Managers**, etc.
- 5. Course outcome (separate for each course):

SEMESTER I

Sr. No.	Course Component	Course code	Course	Course credit	Course outcome
1	Elective Course (EC)	UBMSF.1	Introduction to Financial accounts		CO1. To introduce the basic theory, concepts & practice of financial accounting and to enable students to understand information contained in the published financial statements of companies and other organizations.

	Elective Course	UBMSF.2	Business	03	CO2. Appreciate the relevance of business
	(EC)		Law	05	
				l l	law and the role Of law in an economic, politi Framework.
				l l	CO3. Identify the fundamental legal principles
					contractual agreements
2				l l	CO4. Examine how businesses can be held
			ļ	1	liable for the action of their employees.
					CO5. Understand the legal and economic
					structure of different forms of business organi
					their responsibilities As an employer.
	Elective Course	UBMSF.3	Business statistics	03	CO1. To familiarize the students with
	(EC)				fundamental statistical tools which can help
					them in Analyzing the business data.
					CO2. To provide students with hands on
					experience to use Statistical tools in order to
3					make scientific decisions even in uncertain
					business environment
					CO3.To Analyze and contrast techniques
					& biases of quantitative methods within the
			ļ		context they are to be applied.
	-	UBMSFSI.4		03	CO1. Understand the theory of
	Enhancement		Communication-I		Communication its concepts, channels and
	Compulsory Course				Objectives
	(AECC)				CO2.Understand problems or barriers in
					communication and importance of listening
4					skills
					CO3.Draft business correspondence like
					mails, letter master in language and writing
					skills
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	C1-:11	UDMODOL -	Foundation course T	02	CO1 To make students conchined
	Skill Enhancement	ORM2L212	Foundation course-I	02	CO1. To make students capable of
	Course (SEC)				understanding and studying the vibrant
					Indian culture classify the general
					characteristic of Indians.
					CO2. To impart the students a thorough
					knowledge on social Stratification based on
5					caste, culture, religion, gender.
					CO3. To understand the general
					characteristics on Indian Constitution & local
					self-government and its implication on every
					Indian Citizen.
					CO4.To offer diverse learning opportunities
					to develop analytical & soft skills.
	Core Course		Foundation of	03	CO1. Human beings, their personalities,
	(CC)		human skills		environment, organizational power, politics,
					change and how to deal with them.
6					CO2. Generating the team and team building
					as well as team work Leadership qualities and
					motivating factors.
	Core Course	UBMSFSI.7	Business	03	CO3.Students would know about the
	(CC)		economics-I		market economy and its Composition.
					CO4. Students would know about the basic
					tools & principles Used in the market
					economy with respect to production
7					Analysis and economies of scale.
					CO5. Students would learn about various
					cost concepts and It's behavior in the short and
					Run.
					CO6. Students would be aware of rational
					Decision making.
					2

		SEME	STER II	
8	Elective Course UBMSFSII. (EC) 1	Principle of Marketing	03	 CO1.Critically Analyze the marketing theories & concepts& understand the relevance in perspective to current business Scenario in India. CO2.To develop basic marketing skills among students in order to cater to the marketing industries
9	Elective Course (EC) UBMSFSII. 2	Industrial law	03	 CO1.Understand the laws related to working conditions in Different settings. CO2.Know the development and the judicial setup of Labor Laws. CO3.Learn the salient features of welfare and wage Legislations. CO4.Learn the laws relating to Industrial Relations, Social Security And Working conditions.
10	Elective Course UBMSFSII. (EC) 3	Business Mathematics	03	 CO1.Demonstrate understanding of basic mathematics concepts. CO2.Demonstrate basic knowledge and skill in business Mathematics and elementary statistics by accurately performing common business computations, statistical data Presentation and analysis. CO3.Apply graphs, equations, ratio and proportion, percentage, and measurement systems to solve typical business problems viz calculation of budget, cash discounts, taxes etc

	Skill	UBMSFSII.	Business	03	CO1. Students would be acquainted with
		4	Communication-II	05	oral and group communication skills to
	Course (SEC)				
					enable better presentation during interviews at
					Discussions.
					CO2.Students would learn group
					Communication skills.
11.					CO3.Students would understand the
11.					meaning and importance of attending, organiz
					contributing to committees and conferences
					CO4. Students would learn the role and
					impact of Public Relation & identify crises an
					crises management Skills.
					CO5.Students would learn the rules and
					formats for effective business correspondence
	Skill	UBMSFSII.	Foundation Course	02	CO1.Enhanced conceptual clarity on the
	Enhancement Course (SEC)	5	–Value Education and Soft Skills-II		effect of LPG reforms in India
	Course (SEC)				CO2. The students will know about the
					significance of human rights and the impact of
12.					Rights on the citizens
					CO3.Students learn about the significance
					of sustainable development
					CO5.Students will implement better
					techniques of stress Management.
	Core Course	UBMSFSII.		03	CO1. Analyze the environment of a business
	(CC)	6	Environment		from the legal & regulatory, macroeconomic,
					Technological and natural perspectives.
					CO2.Critically assess the business
					environment of an organization using
13.					selected strategic tools
					CO3. Conduct an in-depth analysis of a
					specific component Of the business environme
					relate it to your own Organization.
					CO4. Construct and present scenarios that
					synthesize business environment information
					-

14.	Core Course (CC)	UBMSFSII. 7	Principle of Management	03	CO1.Critically Analyze the marketing theories & concepts understand the relevance perspective to current Business scenario in India CO2.To develop basic marketing skills among students in Order to cater to the marketing industries.
			SEMES	STER III	
			SENTES	, 12K 111	
		UDMODOLL	Elective I	02	CO1 Understand the energy is and
	Elective Course (EC)		Basics of Financial	03	CO1. Understand the operations and
	()		Services		structure of different financial institutions
					CO2. Describe various types of insurance
					contracts and their uses in financial services
15.					CO3.Describe clients' dispositions toward
1.5.					risk and identify appropriate strategies to
					pursue
					CO4.Identify the factors that affect interest
					rates and evaluate relationships between the
					prices of securities and interest rates
	Elective Course			03	CO1.Understand Sources of finance in
	(EC)	1.04	Corporate Finance		corporate
					CO2.Manage businesses with different tool
16.					and techniques.
					CO3. Analyze data and take a part in
					financial decision making
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		UBMSFSIII. 1.05	Elective- Elective-II	03	CO1. Develop an understanding about the
	(EC)		Consumer Behavior		consumer decision making process and its
					application to the marketing Function of a
					firm.
17					CO2.Have basic knowledge about the
17.					issues & dimensions of Consumer behavior.
					Students are expected to develop the skill of
					understanding & analyzing consumer
					information and using it to create marketing-
					oriented Strategies.
	Elective Course			03	CO1.Students will recognize and examine
	(EC)	1.08	Advertising		the need and importance of advertising,
					Theories of Advertising
					CO2.Learners will emphasize the construction
					Effective advertisement and able to
					articulate Advertising Planning process and
18.					Strategy.
					CO3.Learners will comprehend Ethics and
					Laws in Advertising and the Social and
					Economic Impact of Advertising on society.
					CO5.Learners will explore the current
					trends in advertising & career opportunities
					available in advertising
	Elective Course		Elective-III	03	CO1.Familiarized with concepts and
	(EC)	UBMSFSIII.	Recruitment and selection		principles of Recruitment and Selection in
		1.09	SCICCIOII		an organization
19.					CO2. Have in depth insight into various
					aspects of Human Resource management and
					make them acquainted with Practical aspect
					of the subject.
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20. 20. 20. 20. 20. 20. 20. 20.		Elective Course (EC)	1.10	Elective-III Motivation and Leadership		CO1. Students will understand the history of leadership and current leadership theories. In addition, students will understand how leadership models are put into practice personally, locally, and globally.
20. 20. effectiveness. 20. effectiveness. CO4.Students will be able to learn Identify and add to his or her own repertory of effective leader behaviors, and to better articulate a personal leadership development agenda. 20. CO5.Students will be able to Exhibit confidence in oral and written communication skills. 21. Ability Enhancement Compulsory Course (AECC) Ifechnology in Business Management-I 21. (AECC) Ability Information Source. appraise the knowledge previously						
20. 20. 20. 20. 20. 20. 20. 20.						relevant contingencies which influence leader
Ability UBMSFSIII. Information 03 CO1.Familiarize the basic concepts and its applications in Managing business. Course CO2.Reproduce a working knowledge of concepts and Terminology related to information technology in open Source. appraise the knowledge previously	20.					effectiveness.
Ability UBMSFSIII Information 03 CO1.Familiarize the basic concepts and its applications in Managing business. Compulsory Course Management-I 03 CO2.Reproduce a working knowledge of concepts and its applications in Managing business. 21. (AECC) Management-I Source. appraise the knowledge previously						CO4.Students will be able to learn Identify
AbilityUBMSFSIII. Information Technology in Business Management-I03CO1.Familiarize the basic concepts and its applications in Managing business. CO2.Reproduce a working knowledge of concepts and Terminology related to information technology in open Source. appraise the knowledge previously						and add to his or her own repertory of
Ability UBMSFSIII. Information 03 CO1.Familiarize the basic concepts and its applications in Managing business. Corpulsory Course (AECC) Management-I 03 CO2.Reproduce a working knowledge of concepts and Terminology related to information technology in governents of concepts and Terminology related to information technology in governents of concepts and Terminology related to information technology in governents of concepts and Terminology related to information technology in governents of concepts and Terminology related to information technology in governents of concepts and Terminology related to information technology in governents of concepts and Terminology related to information technology in governents of concepts and Terminology related to information technology in governents of concepts and Terminology related to information technology in governents of concepts and Terminology in governents of concepts and Terminol						effective leader behaviors, and to better
Ability UBMSFSIII. Information 03 CO1.Familiarize the basic concepts and its applications in Managing business. Course (AECC) CO2.Reproduce a working knowledge of concepts and Terminology related to information technology in open Source. appraise the knowledge previously						articulate a personal leadership development
Ability Enhancement Compulsory 21.UBMSFSIII.Information Technology in Business Management-I03CO1.Familiarize the basic concepts and its applications in Managing business. CO2.Reproduce a working knowledge of concepts and Terminology related to information technology in open Source. appraise the knowledge previously						agenda.
Ability Enhancement Compulsory Course 21.UBMSFSIII.Information Technology in Business 						
Ability Enhancement Compulsory ClarseUBMSFSIII. Information Technology in Business Management-I03CO1.Familiarize the basic concepts and its applications in Managing business. CO2.Reproduce a working knowledge of concepts and Terminology related to information technology in open Source. appraise the knowledge previously						confidence in oral and written communication
Enhancement Compulsory Course2Technology in Business Management-Iapplications in Managing business.21.(AECC)AECC)Course Image: Course of the second secon						skills.
Enhancement Compulsory Course2Technology in Business Management-Iapplications in Managing business.21.(AECC)AECC)Course Image: Course of the second secon						
Compulsory Course Business Anagement-I CO2.Reproduce a working knowledge of concepts and Terminology related to information technology in open 21. (AECC) Source. appraise the knowledge previously		2	_		03	CO1. Familiarize the basic concepts and its
Course Management-I CO2.Reproduce a working knowledge of concepts and Terminology related to information technology in open Source. appraise the knowledge previously				0.		applications in Managing business.
information technology in open Source. appraise the knowledge previously						CO2.Reproduce a working knowledge of
Source. appraise the knowledge previously	21.	(AECC)				concepts and Terminology related to
						information technology in open
acquired of Microsoft Office						Source. appraise the knowledge previously
						acquired of Microsoft Office

	Skill	UBMSFSIII	Foundation Course -	02	CO1. Identify and value the effect of the
	Enhancement		III (EVM)	÷ -	pollutants on the Environment: atmosphere,
	Course (SEC)				water and soil.
					CO2. Provide skills and an improved
					understanding of how firms and organization
22.					work with sustainability issues Such as
22.					environmental and natural resource
					management.
					CO3.Develop an activity using various
					strategies to control, reduce and
					monitor all environmental problems that
					might arise as a result
	Core Course		Business planning	03	CO1.Understand areas of discipline of
	(CC)		and Entrepreneurial management	1	management & Entrepreneurship.
23.					CO2.Develop responsibility of full line of
					management function of a company with
					special reference to SME Sector.
	Core Course		Accounting for	03	CO1.Students will learn and understand
	(CC)		Managerial Decisions		the significance of Management accounting.
					CO2.Students will get to know on how a
					company takes investment decision using
					management accounting Principles.
24.					CO3.Students will learn importance of
					investment analysis, Ratio analysis and its
					classification.
					CO4.Students will understand how
					investment budgeting Works and methods of
					investment budgeting.

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	Core Course	UBMSFSIII.	-	03	CO1.Know, understand, and apply the				
	(CC)	6	Management		strategic management process to analyze and				
					improve organizational Performance.				
					CO2.Understanding the impact of social,				
					economic and political forces on the design,				
25.					planning & Implementation of organization				
					policy.				
					CO3. Critically examine the management				
					of the entire Enterprise from the top				
					management viewpoints.				
	SEMESTER IV								
	Elective Course			03	CO1 To study the structure and components of				
	(EC)		Financial Institution & Markets		the Indian financial system.				
					CO2.To provide an overview of the Indian				
					financial regulatory framework.				
					CO3.To study the various financial				
					intermediaries operating in the financial				
26.					system.				
					CO4. To develop an understanding of different				
					aspects of the Indian capital market, debt				
					market, Money market, commodity market				
					and derivatives market.				

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	Elective Course (EC)		Elective-I Auditing	03	CO1. Students would be able to understand
	(EC)		- Indining		the basic terms And concepts related
					to auditing.
					CO2.Students would be able to understand
~~					the purpose, Objectives& importance
27.					of planning an audit.
					CO3.Students would be able to understand
					various concepts related to auditing
					techniques like audit sampling, test check
					materiality related to internal audit
	Elective Course			03	CO1.Know the agriculture & rural
	(EC)	1.06	Rural Marketing		marketing environment so that they
					understand consumer & marketing
28.					Characteristics.
					CO2. Understand the emerging challenges
					in upcoming Global economic scenario.
	Elective Course			03	CO1.The students will be able to understand
	(EC)	1.07	Event Marketing		event marketing basic concept.
					CO2. The students will be able to understand
					impart knowledge to learners about categories
					of events.
29.					CO3.Students to understand segmenting
					targeting and positioning in the context of
					event marketing.
					CO4.The students will be able to understand
					familiarize learners with trends and challenges
					in event marketing.
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	Elective Course	UBMSFSIV	Elective-III	03	CO1. To make the students acquainted
		1.10	Training and	00	with working of the Two powerful media; i.e
			Development		radio and television.
•					CO2. The content is useful for both
30.					
					advertising and journalism students in
					order to further their careers in their
					respective fields
	Elective Course (EC)		Elective-III Change	03	CO1. The objective of this paper is to prepare
	(EC)		Management		students as organizational change facilitators
					using
					the knowledge and techniques of behavioral
					science.
31.					To make students understand various forces
					for organizational change.
					CO2.To introduce students to the concept of
					resistance to change and also share insights on
					how to manage such resistance
	-	UBMSFSIV.		03	CO1Analyze how information technology
	Enhancement		Technology in Business		impacts a firm
	Compulsory Course		Management-II		CO2Interpret how to use information
	(AECC)				technology to solve Business
32.					problems.
					CO3Describe the role of information
					technology and Information systems
					in business.
		UBMSFSIV.	Ethics and	02	CO1.Through case studies, students will
			Governance(FC- IV)		develop a moral and ethical perspective of
	Course (SEC)		ц <i>ч ј</i>		looking at business problems.
					CO2.Understand emerging trends and growing
33.					importance of good governance and CSR by
					organizations
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34.	Core Course (CC)	UBMSFSIV. 4	Business Research Method	03	 CO1.To apply a range of quantitative or qualitative research techniques to business and management Problems / issues. CO2.To Understand and apply research approaches, techniques and strategies in the appropriate manner For managerial decision making. CO3.To empower and develop research methods and strategies in Research projects for enhanced Career Options. CO4To offer diverse learning opportunities to davalop Applytical and soft clvilla. 		
35.	Core Course (CC)	UBMSFSIV. 5	Business Economics-II	03	to develop Analytical and soft skills. CO1. Students would understand important principles of Business economics CO2 Students will learn concepts of different competitions in Market, Demand. Supply, relevance theories,etc. CO3. Students will get to know effect of public policies.		
36.	Core Course (CC)	UBMSFSIV. 6	Production & Total Quality Management	03	 CO1.Gain basic knowledge in total quality management relevant to both manufacturing and service industry in Clouding IT sector. CO2.Implement the basic principles of TQM in Manufacturing and service-based organization. CO3.demonstrate the tools and techniques of quality Management to manufacturing and services processes. 		
	SEMESTER V						

	Core Course		Logistics and	04	CO1. Differentiate logistics and supply chain
		46001	supply Chain		Management.
			Management		CO2. Describe alternative ways to organize
					for supply chain management.
					CO3. Describe methods of inventory
37.					Planning.
					CO4. Technological changes and its impact
					On logistics and supply chain management.
					CO5. Compare modes of transportation and
					related policies. Outline computer and supply
		4.500	~		chain security measures.
	Core Course (CC)	46002	Corporate Communication & Public Relations		CO1. Comprehend various aspects of corporate
	(00)				communication.
38.					CO2.Comprehend various aspects and theories
50.					of Public Relations.
					CO3. Be able to understand various mass
					media laws and use of technology in CCPR.
	Elective Course		Elective-I Investment Analysis	03	CO1. The learners are well acquainted with
	(EC)		and portfolio Management		various concepts of finance.
					CO2. Students understood the terms which
					are often confronted while reading
					newspaper, magazines etc for better
39.					correlation with the practical world.
59.					CO3. Learners understood various models.
					& techniques of security and portfolio
					analysis.

40.	Elective Course (EC) Elective Course	46009	Elective-I Wealth Management Elective-I	03	 CO1.To provide an overview of the nature of wealth management, its importance and challenges associated with wealth management. CO2.To study components of wealth management like investment planning, estate planning, insurance planning. CO3.To impart knowledge of taxation with an emphasis on tax saving and deductions. CO4.To introduce various retirement planning avenues. CO1.Understand fundamental aspects of risk
41.	Elective Course (EC)		Elective-I Risk Management	03	 COI. Understand fundamental aspects of risk management & controls. CO2. Have a comprehensive overview of risk governance & assurance with respect to insurance sector. CO3. understand the basic concept, function, process, techniques, of risk management
42.	Elective Course (EC)		Elective-I Direct Tax	03	 CO1Students would be able to identify the tect And basics related to direct taxation. CO2.Students would be able to understand the various benefit/ deductions under Chap VI-A of the Income tax Act, 1961. CO3.Students will be able to know how taxation system work in India and different heads of income CO4.Students will learn how Total income is Taxable income is calculated.

	Elective Course	46004	Elective-II	03	CO1.Relate the basic difference between
	(EC)		Service Marketing		goods marketing & services marketing
					CO2. Describe the concepts of service
					marketing triangle and purchase process of
					services
					CO3. Identify the demand and supply factor of
43.					services and to balance them
					CO4.Identify recent trends in marketing of
					services in Tourism, Hospital, healthcare,
					Information
					CO5.Technology, Education, Banking &
					Insurance and entertainment industry
	Elective Course	46010	Elective-II	03	CO1. Develop understanding of the sales
	(EC)		sales and		& distribution processes in organizations.
			Distribution management		CO2. Get familiarized with concepts,
44.			C		approaches and the practical aspects of the key
					decision.
					CO3.Making variables in sales management
					and distribution channel management.
	Elective Course	46007	Elective-II	03	CO1. Gain a comprehensive understanding of
	(EC)		E- Commerce and		the E-Commerce landscape, current and
			digital marketing		emerging business models, and the technology
					and infrastructure underpinnings of the
					business.
					CO2.Leverage the E-Commerce platforms to
45.					enhance current business or incubate new
					businesses.
					CO3.Gain an understanding on how
					innovative use of the E-Commerce can help
					developing competitive advantage.
					CO4.Develop an understanding on how
					internet can help business grow

	Elective Course (EC)	46013	Elective-II Customer Relationship Management	03	CO1. Students will understand concept of Customer Relationship Management (CRM) and Implementation of customer Relationship
46.					Management. CO2.Student will gain knowledge of Marketing Initiatives To understand marketing aspects of Customer relationship management CO3.Learn basics of analytical Customer relationship management CO4.Understand basics of operational Customer relationship management.
47.	Elective Course (EC)		Elective-III Finance for HR Professionals and compensation management	03	CO1.Contribute to the development, implementation, and evaluation of employee Compensation Management CO2.Develop, implement, and evaluate organizational development strategies aimed at promoting Compensation CO3.Management and helps HR employees in studying finance related issues in the organization.

	Elective Course (EC)	46008	Elective-III Strategic HRM and HR Policies	03	CO1. To understand HRM from strategic perspective		
			FIR POlicies		CO2. To link the HRM functions to corporate		
					strategies in order to understand HR as a		
					strategic resource.		
					CO3.To understand the relationship between		
					SHRM and organizational performance.		
48.					CO4.To know how HR Function has evolved		
					to assume strategic importance in		
					organizations To apply theories and concepts		
					relevant to strategic human resource		
					management in contemporary organizations.		
					CO5.To understand the purpose and process		
					of developing Human Resource Policies.		
	Elective Course	46011	Elective-III	03	CO1.The learner will understand the concept		
	(EC)		Performance Management and Career planning		of performance management in organization.		
					CO2.The learner will be performance		
49.					appraisals systems.		
					CO3.The learners will understand the		
					significance of career planning and practices.		
	Elective Course	46014	Elective-III	03	CO1. Define labor relations, industrial		
	(EC)		Industrial Relations		relations systems, and participatory processes		
					at work.		
50.					CO2.Distinguish the procedure concerning		
					worker participation and participatory		
					institutions and instruments of trade union		
					representation		
	SEMESTER VI						

	Elective Course	86017	Elective-I	03	
	(EC)		Indirect Tax		CO1.Students would be able to understand
					various terms Related to Goods and Service
					tax (GST).
					CO2.Students would be able to understand
					the difference between forward change and
					reverse charge mechanism and also to
51.					understand the difference between composite
51.					and mixed supply
					CO3.Students will learn how to determine
					the time, place and Value of supply.
					CO4Students would be able to compute
					the amount of CGST, SGST and IGST payable
					Input tax credit.
					CO5.Students would be able to determine
					whether a person is Required to obtain
					registration under GST law.
	Elective Course	86008	Elective-I	03	CO1.The learners will understand how to
	(EC)		PROJECT MANAGEMENT		made project.
50					CO2.The learners will understand project
52.					feasibility analysis.
					CO3.The learners will understand new
					dimensions in project management.
	Elective Course	86011	Elective-I	03	CO1.Identify a range of business resources to
	(EC)		STRATEGIC FINANCIAL		meet organizational objectives
50		MANAGEMENT		CO2.Apply tools and techniques to the	
53.					Planning and allocating of resources.
					CO3.Identify the risks to strategy from
					inadequate resources,
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	Elective Course (EC)	86005	Elective-I INNOVATIVE	03	CO1.To familiarize with fundamental aspects
	FINANCIAL		of various issues associated with various		
			SERVICES		CO2. Financial services to give comprehensive
51					overview of financial services
54.					CO3.Emerging financial services in the light
					of globalization.
					CO4.To understand Basic concept, functions,
					process, techniques of financial services
	Elective Course	86003	Elective-II	03	CO1.Understand what a product is, the
	(EC)		BRAND MANAGEMENT		various levels which make it up, and different
					types of products
55.					CO2.Understand how products can be
					classified, and the nature of the product line
					and product mix.
	Elective Course	86009	Elective-II	03	CO1.To understand International Marketing,
	(EC)		INTERNATIONAL MARKETING		its advantages and challenges
				l	CO2.To provide an insight on the dynamics of
56.					International Marketing Environment
					CO3.To understand the relevance of
					International Marketing Mix decisions and
					recent developments in global market
	Elective Course	86012	Elective-II	03	CO1Understand the different types of media
	(EC)		MEDIA PLANNING AND		used by modern day businesses
			MANAGEMENT		CO2.Promotion being one of the pillars of
					marketing, choosing which media or type of
					CO3.advertising to use, especially for
57.					challenging firms with limited budgets &
					know-how
					CO4.Determine the best combination of media
					to achieve the marketing campaign
					CO5. Objectives so that the ads are not lost in
					clutter & reach the right audience.

58.	Elective Course (EC)	Elective-II Retail management	CO1.Familiarize students with details retail managements concepts & operations CO2.Aware of the various legal & ethical aspects of retail management CO3.Know the emerging trends in retail management
59.	Elective Course (EC)	Elective-III Organization Development	 CO1.The learner will understand the concept of OD and its relevance in the organization. CO2.The learner will understand the issues and challenges OD while undergoing changes. CO3.The understanding of phases of OD programme.To gets an insight into ethical issues in OD.
60.	Elective Course (EC)	Elective-III Human recourse accounting and auditing	 CO1.Familiarized the process and approaches of Human Resources Accounting CO2.Provide a basis for the conceptual framework of Human Resource Accounting and auditing CO3.Demonstratemathematical Interpret and apply the results of an operations research Model to an organization.

61.	Elective Course8 (EC)	Elective-III HRM IN GP	03	 CO1.To introduce the students to the study and practice of IHRM CO2.To understand the concepts, theoretical framework and issues of HRM in global perspective. CO3.To get insights of the concepts of expatriates and re partitas. CO4.To find out the impact of cross culture on HRM CO5.To provide information about Global
				Workforce Management CO. CO6.To study international HRM trends and challenges
62.	Elective Course (EC)	Elective-III HR IN SERVICE SECTOR MANAGEMENT	03	CO1.To study the concept and the growing importance of HRM in service sector CO2.To recognize and evaluate how human resources are managed in service sector CO3.To understand the significance of human element in creating customer satisfaction through service quality CO3. To explore the ways in which HR strategy, structure, delivery and practices can be used to create valuable products and services CO4.To offer diverse learning opportunities to develop analytical and soft skills.

	Core Course	86001	Operation Research	04	CO1.Demonstrate mathematical concepts and
	(CC)				models for the required industry.
					CO2.Interpret and apply the results of an
					operations research model to an organization.
63.					CO3.Understand the meaning, purpose, and
					tools of Operations Research
					CO4.Describe the history of Operations
					Research
	Ability		PROJECT WORK	04	CO1.Students will understand the process of
	Enhancement	20			Minimum 20 days/100 hours of internship
	Course (AEC)				with an Organization/ NGO/ Charitable
					Organization
					CO2.Students will gain knowledge of project
					Ability to gain and apply knowledge of Project
					work based on research methodology in the
					study. Project work based on internship in the
64.					study area.
04.					CO3.Students will understand Identify shall
					decide the topic and title which should be
					specific, clear and with definite scope in
					consultation with the teacher-guide concerned
					CO4.Students will be able to learn Identify to
					develop an acumen to apply analytical skills
					and results of research to solves business
					problems.