



ADITYA ENGINEERING COLLEGE

An Autonomous Institution

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Recognised by UGC under sections 2(f) and 12(B) of UGC Act, 1956

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Department of Management Studies

IMBA - AR17 - Course Articulation Matrix

Note: Correlation Levels are 1 or 2 or 3. Where 1- Slight(Low), 2 - Moderate(Medium), 3 - Substantial (High).

CO Statements		POs											PSOs		
I SEM															
Course Code	175IM1T01 -ENGLISH LANGUAGE -1	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Distinguish between Wit and Humor. They will be able to discover the importance of Wit in everyday lives.	-	-	-	-	-	-	2	-	2	-	-	-	-	-
CO2	Break down complex paragraph into simpler easy to understand sentences and summaries in a wise manner.	-	-	-	-	-	-	3	-	3	-	-	-	-	-
CO3	Interpret any report and assimilate.	-	-	-	-	-	-	3	-	3	-	-	-	-	-
CO4	Practice critical writing skills.	-	-	-	-	-	-	3	-	3	-	-	1	-	-
CO5	Demonstrate human values and professional ethics and make better ethical decisions.	-	-	-	-	-	-	3	-	3	-	-	1	-	-
CO6	Develop a healthy life style and improve academic performance.	-	-	-	-	-	-	3	-	3	-	-	1	-	-
Course Code	175IM1T02 -BUSINESS MATHEMATICS & STATISTICS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Classify basic concepts and mechanics of quantitative Techniques.	2	-	-	-	-	2	-	-	3	-	-	-	-	-
CO2	Test the applicability of probability.	3	-	2	2	-	3	-	-	3	-	-	2	2	-
CO3	Classify and tabulate data by using statistical methods.	2	-	-	-	-	2	-	-	3	-	-	-	-	-
CO4	Prepare diagrammatic and graphical representations of statistical data.	3	-	1	1	-	3	-	-	3	-	-	1	1	-
CO5	Calculate measures of dispersion and skewness.	3	-	1	1	-	3	-	-	3	-	-	1	1	-

Course Code	175IM1T03 -FUNDAMENTALS OF BUSINESS ORGANIZATION	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Identify the basic concepts of organizations and their functioning.	1	-	-	-	-	-	2	-	2	-	-	-	-	-
CO2	Enumerate the importance of entrepreneurship.	1	-	-	-	-	-	2	-	2	-	-	-	-	-
CO3	Classify legal frame work of organization.	2	-	-	-	-	-	3	-	3	-	-	-	-	-
CO4	Develop a keen understanding of issues relating to day to day functioning of companies.	3	-	1	1	-	-	3	-	3	-	-	1	-	-
Course Code	175IM1T04 -FINANCIAL ACCOUNTING – I	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Identify different accounting practices.	2	-	-	-	-	-	3	-	3	-	-	-	-	-
CO2	Choose the appropriate techniques in accounting to solve the problems.	3	-	1	1	-	-	3	-	3	-	-	1	-	-
CO3	Analyze financial statements independently.	3	-	1	1	-	-	3	-	3	-	-	1	-	-
CO4	Analyze different financial statements.	3	-	2	2	-	-	3	-	3	-	-	2	-	-
Course Code	175IM1T05 -FUNDAMENTALS OF COMPUTERS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the basic concepts relating to computers.	2	-	-	-	-	-	3	-	3	-	2	-	-	-
CO2	Use different operating systems.	3	-	1	1	-	-	3	-	3	-	3	-	1	-
CO3	Operate different application s of Information systems across functional domains.	3	-	1	1	-	-	3	-	3	-	3	-	1	-
CO4	Identify importance of E-Business.	2	-	-	-	-	-	3	-	3	-	2	-	-	-
II SEM															
Course Code	175IM2T06 -ENGLISH LANGUAGE-II	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Identify the basic concepts and mechanics of Oral and Written Communication.	-	-	-	-	-	-	3	-	-	-	-	-	-	2
CO2	Articulate and make presentations independently.	-	-	-	-	-	-	3	-	-	-	-	-	-	3
CO3	Develop leadership, management, thinking, and social skills.	-	-	-	-	-	-	3	-	-	-	-	-	-	3

III SEM

Course Code	175IM3T11 - PRINCIPLES OF MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Interpret basic concepts and theories of management.	3	-	-	2	-	2	-	3	-	3	1	3	2	-
CO2	Outline plans and different organization structures	3	-	-	3	-	3	-	3	-	3	2	3	3	-
CO3	Classify different leadership styles in cross cultural environment.	2	-	-	1	-	1	-	2	-	2	-	1	1	-
CO4	Develop rationale decision making and Problem solving abilities.	3	-	-	2	-	2	-	3	-	3	1	3	2	-
CO5	Cite contemporary issues and approaches to management	2	-	-	1	-	1	-	2	-	2	-	2	1	-
Course Code	175IM3T12 - COST ACCOUNTING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of Cost accounting.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain the concepts of Cost analysis and control.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish Marginal Costing.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO4	Compare and contrast marginal costs and Break-even-analysis.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO5	Research on standard costing models.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
Course Code	175IM3T13 - BANKING THEORY AND PRACTICE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of Commercial Banking.	2	-	3	-	-	1	-	-	-	-	-	2	-	1
CO2	Explain the concepts of Money Markets.	2	-	3	-	-	1	-	-	-	-	-	2	-	1
CO3	Distinguish the concepts of regulation and innovation in banking system.	3	-	3	-	2	3	-	-	-	-	2	3	-	3
CO4	Compare and contrast Innovations in Banking Services.	3	-	3	-	2	3	-	-	-	-	2	3	-	3
CO5	Research on Foreign Exchanges.	2	-	3	-	-	1	-	-	-	-	-	2	-	1

Course Code	175IM3T14 - BUSINESS LAW	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe three different relationships that could be created under the law of agency.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
CO2	Explain about Sale of Goods Act.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
CO3	Distinguish Forms of Business Organizations.	3	-	3	-	-	3	-	-	-	3	2	3	3	-
CO4	Compare Consumer Protection Act, 1986 and Contract of Agency.	3	-	3	-	-	3	-	-	-	3	2	3	3	-
CO5	Research Negotiable Instruments Act, 1881.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
Course Code	175IM3T15 - ENTREPRENEURSHIP DEVELOPMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of entrepreneurship development.	2	-	-	-	-	1	2	-	-	2	-	2	-	1
CO2	Explain the importance of training in Entrepreneurship development.	2	-	-	-	-	1	2	-	-	2	-	2	-	1
CO3	Distinguish between planning and evaluation of projects.	3	-	-	-	-	3	3	-	-	3	2	3	-	3
CO4	Compare and contrast Small and Micro Enterprises.	3	-	-	-	-	3	3	-	-	3	2	3	-	3
CO5	Research on Institutional Support to Entrepreneur and MSMEs.	2	-	-	-	-	1	2	-	-	2	-	2	-	1
IV SEM															
Course Code	175IM4T16 - ORGANIZATIONAL BEHAVIOR	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Identify the basic concepts of organizational behavior.	2	-	-	1	-	1	-	2	-	-	-	2	-	-
CO2	Enumerate the importance of leadership, attitude and values in organization.	1	-	-	-	-	-	-	1	-	-	-	1	-	-
CO3	Develop his personality, decision making abilities and interpersonal communication skills.	3	1	-	2	1	2	-	3	-	-	-	3	-	-
CO4	Generalize organizational culture and development.	2	-	-	1	-	1	-	2	-	-	-	2	-	-

Course Code	175IM4T17 - MANAGEMENT ACCOUNTING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Prepare independently different accounting statements.	-	1	-	2	-	2	-	-	-	3	-	3	-	-
CO2	Prepare and analyze financial statement and reports independently.	-	1	-	2	-	2	-	-	-	3	-	3	-	-
CO3	Analyze cost accounting concepts.	-	2	-	3	-	3	-	-	-	3	-	3	-	-
CO4	Interpret Cost behavior and Decision making methods.	-	1	-	2	-	2	-	-	-	3	-	3	-	-
Course Code	175IM4T18 - COMPANY LAW	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe types of companies.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
CO2	Explain various clauses of companies' act 1956.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
CO3	Distinguish duties and liabilities of promoters.	3	-	3	-	-	3	-	-	-	3	2	3	3	-
CO4	Compare and contrast duties of Directors and independent Directors.	3	-	3	-	-	3	-	-	-	3	2	3	3	-
CO5	Research on procedures and powers of liquidators.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
Course Code	175IM4T19 - ELEMENTS OF DIRECT AND INDIRECT TAXES	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of Direct and Indirect Taxes.	2	-	3	-	-	-	-	-	-	2	-	2	-	1
CO2	Explain about issues in Tax management.	2	-	3	-	-	-	-	-	-	2	-	2	-	1
CO3	Distinguish between various factors affecting CENVAT and other Tax management Issues.	3	-	3	-	2	-	-	-	-	3	2	3	-	3
CO4	Compare Tax Planning in Indian context with other countries.	3	-	3	-	2	-	-	-	-	3	2	3	-	3
CO5	Research on Multinational Taxation.	2	-	3	-	-	-	-	-	-	2	-	2	-	1
Course Code	175IM4T20 - MANAGEMENT INFORMATION SYSTEM	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Cite various software's used in management of IS.	2	-	3	1	-	-	2	-	2	-	-	-	1	-
CO2	Develop different models of IS.	3	-	3	2	-	-	3	-	3	-	1	-	2	-
CO3	Use different data presentation techniques and IS Models.	3	-	3	2	-	-	3	-	3	-	1	-	2	-
CO4	Sketch IS Security and IS Planning.	3	-	3	2	-	-	3	-	3	-	1	-	2	-

V SEM																
Course Code	175IM5T21 - FINANCIAL ANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3	
CO1	Illustrate concepts of financial management.	2	-	-	1	-	1	-	-	-	2	-	2	-	-	
CO2	Interpret financial and Investment decisions in organizations.	3	-	-	2	-	2	-	-	-	3	-	3	-	-	
CO3	Cite different dividend policies in Indian corporate sector.	2	-	-	1	-	1	-	-	-	2	-	2	-	-	
CO4	Choose the appropriate techniques in inventory management.	3	-	-	2	-	2	-	-	-	3	-	3	-	-	
Course Code	175IM5T22 - MARKETING MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3	
CO1	Interpret basic concepts of marketing.	3	-	-	3	-	2	-	-	-	-	-	3	-	-	
CO2	Classify markets into segments and known how to target a market.	3	-	-	3	-	3	-	-	-	-	-	3	-	-	
CO3	Apply different pricing strategies	3	-	-	3	-	2	-	-	-	-	-	1	-	-	
CO4	Analyze communication process and control activities in marketing.	3	-	-	3	-	3	-	-	-	-	-	3	-	-	
Course Code	175IM5T23 - HUMAN RESOURCE MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3	
CO1	Cite evolution and emerging trends of HRM.	2	-	-	-	1	-	-	-	-	2	-	2	-	1	
CO2	Critically analyze HRD concepts.	3	-	-	-	2	-	-	-	-	2	-	3	-	3	
CO3	List different appraisal and wage payment systems.	3	-	-	-	2	-	-	-	-	3	-	3	-	3	
CO4	Evaluate incentive payment system and welfare measures given to employees.	3	-	-	-	2	-	-	-	-	3	-	3	-	3	
CO5	Interpret industrial relations in organization.	3	-	-	-	1	-	-	-	-	3	-	3	-	2	
Course Code	175IM5T24 - PRODUCTION & OPERATIONS MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3	
CO1	Interpret basic concepts of production and operation management	-	1	-	-	-	2	-	-	-	-	1	3	2	-	
CO2	Outline production planning and control activities in production.	-	2	-	-	-	3	-	-	-	-	2	3	3	-	
CO3	Sketch quality control charts and known how to manage work environment.	-	1	-	-	-	2	-	-	-	-	1	3	2	-	
CO4	Identify different concepts and dimensions of quality	-	-	-	-	-	1	-	-	-	-	-	2	1	-	
CO5	Classify stock in stores by using different inventory methods	-	2	-	-	-	3	-	-	-	-	2	3	3	-	

Course Code	175IM5T25 - RESEARCH METHODOLOGY	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Formulate and test hypotheses.	-	1	3	2	-	-	-	-	-	-	-	3	-	2
CO2	Classify data and use different sampling techniques.	-	2	3	3	-	-	-	-	-	-	-	3	-	3
CO3	Prepare and Present of Research Report	-	1	3	2	-	-	-	-	-	-	-	3	-	2
CO4	Chart different quality control limits	-	1	3	2	-	-	-	-	-	-	-	3	-	2
CO5	Use multivariate techniques and analyze dependence and independence of samples.	-	1	3	2	-	-	-	-	-	-	-	3	-	2
VI SEM															
Course Code	175IM6T26 - OPERATIONS RESEARCH	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Identify and develop operational research models from the verbal description of the real system.	-	-	2	-	-	-	-	-	-	-	-	2	-	-
CO2	Select the mathematical tools that are needed to solve optimization problems.	-	-	2	-	-	-	-	-	-	-	-	2	-	-
CO3	Use mathematical software to solve the proposed models.	-	1	3	2	-	-	-	-	-	-	-	3	-	2
CO4	Apply network models.	-	1	3	2	-	-	-	-	-	-	-	3	-	2
CO5	Determine Dynamic Programming Models.	-	1	3	2	-	-	-	-	-	-	-	3	-	2
Course Code	175IM6T27 - INTERNATIONAL BUSINESS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Explain significance of international business.	-	-	-	-	-	-	-	2	2	2	-	2	-	-
CO2	Restate role of balance of payments.	-	-	-	-	-	-	-	2	2	2	-	2	-	-
CO3	Articulate foreign exchange market mechanisms.	-	-	-	-	-	2	-	3	3	3	-	3	-	2
CO4	Extend the role of Multinational corporations.	-	-	-	-	-	-	-	2	2	2	-	2	-	-
CO5	Review the problems of international liquidity.	-	-	-	-	-	-	-	2	2	2	-	2	-	-

Course Code	175IM6T28 - STRATEGIC MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Determine the meaning of Vision and Mission statements of organizations.	3	-	3	-	-	-	-	-	-	3	1	3	-	-
CO2	Outline environmental scanning process, strategic leadership and strategic analysis and choice.	2	-	3	-	-	-	-	-	-	2	2	2	-	-
CO3	Correlate strategy formulation with developments in markets.	2	-	3	-	-	-	-	-	-	2	2	2	-	-
CO4	Determine the factors necessary for strategy implementation.	3	-	3	-	-	-	-	-	-	3	1	3	-	-
CO5	Focus on qualitative and quantitative measures used in strategic control.	2	-	3	-	-	-	-	-	-	2	2	2	-	-
Course Code	175IM6T29 - DECISION SUPPORT SYSTEMS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Determine the role of MIS in organization.	3	-	3	-	-	-	-	-	-	3	1	3	-	-
CO2	Judge the models required to cope with uncertainty.	2	-	2	-	-	-	-	-	-	2	-	2	-	-
CO3	Articulate the applications of DSS.	3	-	3	-	-	-	-	-	-	3	1	3	-	-
CO4	Restate Non-Optimizing models.	2	-	2	-	-	-	-	-	-	2	-	2	-	-
CO5	Construct a DSS checking its technical feasibility and financial viability.	3	-	3	-	-	-	-	-	-	3	1	3	-	-
VII SEM															
Course Code	175IM7T30 - KNOWLEDGE MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Determine the meaning of knowledge management and its significance.	3	-	3	-	-	-	-	-	-	3	1	3	-	-
CO2	Outline essentials of knowledge management.	2	-	3	-	-	-	-	-	-	2	2	2	-	-
CO3	Correlate drivers in knowledge management.	2	-	3	-	-	-	-	-	-	2	2	2	-	-
CO4	Determine knowledge management systems and tools.	3	-	3	-	-	-	-	-	-	3	1	3	-	-
CO5	Focus on technologies and knowledge management.	2	-	3	-	-	-	-	-	-	2	2	2	-	-

Course Code	175IM7T31 - STRATEGIC COST MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of cost management.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain the concepts of strategic cost audit.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish between Life Cycle Cost Management and Product life Costing-Activities.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO4	Compare and contrast Activity-Based and Strategic Based Responsibility Accounting.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO5	Research on Quality Cost Management.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
Course Code	175HR7E01 - HUMAN RESOURCE PLANNING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Cite evolution and emerging trends of HRP.	2	-	-	-	-	-	-	-	-	3	-	2	-	1
CO2	Critically analyze HRP concepts.	3	-	-	2	-	-	-	-	-	3	-	3	-	3
CO3	List Quantitative Tools for Manpower forecasts.	3	-	-	2	-	-	-	-	-	3	-	3	-	3
CO4	Evaluate Recruitment, Selection and Induction Process.	3	-	-	2	-	-	-	-	-	3	-	3	-	3
CO5	Interpret Training and Performance Appraisals.	3	-	-	1	-	-	-	-	-	3	-	3	-	2
Course Code	175FI7E01 - SECURITY ANALYSIS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Identify various concepts of Security Analysis.	3	-	-	-	-	2	-	-	-	3	1	3	-	-
CO2	Explain the process of Investment alternatives and Stock Exchange operations.	3	-	-	-	-	2	-	-	-	3	1	2	-	-
CO3	Determine risks and returns of securities.	2	-	-	-	-	2	-	-	-	3	1	2	-	-
CO4	Analyze the importance of investment decisions by using Fundamental and Technical Analysis.	3	-	-	-	-	3	-	-	-	3	2	3	-	-
CO5	Analyze various Industries.	3	-	-	-	-	3	-	-	-	3	2	2	-	-

Course Code	175MA7E01 - CONSUMER BEHAVIOR	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Understand the concept of Consumer Behavior.	2	-	-	-	-	-	2	-	-	2	1	3	1	-
CO2	Understand the concept of perception, motivation, and personality in organizational context.	2	-	-	-	-	-	2	-	-	2	2	2	1	-
CO3	Articulate consumerism and consumer protection Act 1986.	3	-	-	-	-	-	3	-	-	3	2	2	2	-
CO4	Appraise the importance of communication with consumer behavior.	3	-	-	-	-	-	3	-	-	3	1	3	3	-
Course Code	175SY7E01 - E-BUSINESS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of E-Business.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain the E-Business models.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish building an E-Business and normal business venture.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO4	Compare and contrast Internet marketing environment.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO5	Research on legal and ethical issues in internet marketing.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
Course Code	175HR7E02 - LEADERSHIP MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Determine the meaning of Leadership and its importance.	3	-	-	-	1	-	-	-	-	3	1	3	-	2
CO2	Outline motivational theories and cultural dimensions	2	-	-	-	2	-	-	-	-	2	2	2	-	3
CO3	Correlate leadership with learning and attitude.	2	-	-	-	2	-	-	-	-	2	2	2	-	3
CO4	Determine the factors necessary developing leadership.	3	-	-	-	1	-	-	-	-	3	1	3	-	2
CO5	Focus on leadership styles in other countries.	3	-	-	-	2	-	-	-	-	3	2	2	-	3
Course Code	175FI7E02 - BANKING AND INSURANCE MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Determine the meaning of Leadership and its importance.	3	-	-	-	1	-	-	-	-	3	1	3	-	2
CO2	Outline motivational theories and cultural dimensions	2	-	-	-	2	-	-	-	-	2	2	2	-	3
CO3	Correlate leadership with learning and attitude.	2	-	-	-	2	-	-	-	-	2	2	2	-	3
CO4	Determine the factors necessary developing leadership.	3	-	-	-	1	-	-	-	-	3	1	3	-	2
CO5	Focus on leadership styles in other countries.	3	-	-	-	2	-	-	-	-	3	2	2	-	3

Course Code	175MA7E02 - RURAL MARKETING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Understand the concept of Rural Marketing.	2	-	-	-	-	-	2	-	-	2	1	3	1	-
CO2	Understand the concept of Agricultural Marketing.	2	-	-	-	-	-	2	-	-	2	2	2	1	-
CO3	Articulate the defects in Agricultural Marketing.	3	-	-	-	-	-	3	-	-	3	2	2	2	-
CO4	Appraise the importance of Rural Consumer Behaviour and Innovations.	3	-	-	-	-	-	3	-	-	3	1	3	3	-
Course Code	175SY7E02 - RELATIONAL DATA BASE MANAGEMENT SYSTEMS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of data base management systems.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain the database management designs used in business organizations.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish between data manipulation and programming.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO4	Compare and contrast physical database systems.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO5	Research on distributed data base systems.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
Course Code	175SY7E03 - COMPENSATION AND REWARD MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of compensation management.	2	-	3	-	-	-	-	-	-	2	-	2	-	1
CO2	Explain the concepts of job evaluation.	2	-	3	-	-	-	-	-	-	2	-	2	-	1
CO3	Distinguish the concepts of wage and salary.	3	-	3	-	2	-	-	-	-	3	2	3	-	3
CO4	Compare and contrast the practical applications of control systems for labor costs.	3	-	3	-	2	-	-	-	-	3	2	3	-	3
CO5	Research pay structures and tax planning in Indian context.	2	-	3	-	-	-	-	-	-	2	-	2	-	1
Course Code	175FI7E03 - ADVANCED MANAGEMENT ACCOUNTING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of Management accounting.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain the concepts of comparative analysis and depreciation models.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish different budgetary controls.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO4	Compare and contrast marginal costs.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO5	Research on standard costing models.	2	-	3	-	-	1	-	-	2	-	-	2	-	1

Course Code	175MA7E03 - SUPPLY CHAIN MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe basic concepts in retail management.	2	-	-	-	-	-	-	-	2	2	-	3	-	1
CO2	Describe the strategies existing in the retail management.	2	-	-	-	-	-	-	-	2	2	-	2	-	1
CO3	Discuss about the different opportunities available in selecting a location.	2	-	-	-	-	-	-	-	2	2	-	2	-	1
CO4	Discuss about the different store layouts & designs existing in the retail management.	2	-	-	-	-	-	-	-	2	2	-	3	-	1
CO5	Explain the various pricing approaches available in the retail marketing	3	-	-	-	-	-	-	-	3	3	1	2	-	3
Course Code	175SY7E03 - WEB DESINING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe fundamental concepts of web designing.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain HTTP and other models.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish between HTML and HTTP.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO4	Compare cascading style sheets and its practical applications.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO5	Research on Java scripts and HTML forms.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
VIII SEM															
Course Code	175IM8T32 - TOTAL QUALITY MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe basic concepts in Total Quality management.	1	-	-	1	-	-	-	-	-	1	-	2	-	1
CO2	Illustrate the tools in Total Quality management.	1	-	-	1	-	-	-	-	-	1	-	2	-	1
CO3	Relate leadership and Total Quality Management.	3	-	-	2	1	-	-	-	-	3	1	3	-	2
CO4	Articulate various approaches related to Quality circles and implementation of TQM.	3	-	-	2	1	-	-	-	-	3	1	3	-	2

Course Code	175IM8T33 - PROJECT MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe basic concepts in project management.	1	-	-	1	-	-	-	-	-	1	-	2	-	1
CO2	Illustrate tax incentives and tax planning.	1	-	-	1	-	-	-	-	-	1	-	2	-	1
CO3	Relate project appraisal with organizational environment.	3	-	-	2	1	-	-	-	-	3	1	3	-	2
CO4	Articulate various approaches related to Project Cost Estimate, Project Evaluation and Audit.	3	-	-	2	1	-	-	-	-	3	1	3	-	2
Course Code	175HR8E04 - PERFORMANCE MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe basic concepts in performance management.	1	-	-	1	-	-	-	-	-	1	-	2	-	1
CO2	Illustrate the tools and techniques of performance management.	1	-	-	1	-	-	-	-	-	1	-	2	-	1
CO3	Relate the various rating techniques existing in the performance appraisal.	3	-	-	2	1	-	-	-	-	3	1	3	-	2
CO4	Articulate various approaches related to the decision-making abilities involved in the performance management approach.	3	-	-	2	1	-	-	-	-	3	1	3	-	2
Course Code	175FI8E04 - STRATEGIC FINANCIAL MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of strategic financial management and corporate policy.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain the concepts of corporate financial strategies.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish between net present value and rate of return.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO4	Compare and contrast corporate financial engineering concepts.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO5	Research on corporate restructuring.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
Course Code	175MA8E04 - CUSTOMER RELATIONSHIP MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Identify the basic concepts of CRM.	2	-	-	1	-	-	-	-	-	2	-	3	-	-
CO2	Explain the importance of integrating CRM into the business strategy.	2	-	-	1	-	-	-	-	-	2	-	2	-	-
CO3	Predict the various marketing aspects of CRM.	3	-	-	2	-	-	-	-	-	3	1	2	-	-
CO4	Analyze the various analytical CRM strategies and their impact on customer retention.	3	-	-	3	-	-	-	-	-	3	2	3	-	-
CO5	Analyze the various strategies and issues of implementing operational CRM Mapping of program outcome and course outcome.	3	-	-	3	-	-	-	-	-	3	2	2	-	-

Course Code	175SY8E04 - SYTEM ANALYSIS AND DESIGN	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of system analysis and design.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain about physical and logical design models.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish between code design and techniques.	3	-	3	-	2	3	-	-	3	-	2	2	-	1
CO4	Compare and contrast different types and approaches in system testing.	3	-	3	-	2	3	-	-	3	-	2	2	-	1
CO5	Research on problems faced by organizations in system implementation.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
Course Code	175HR8E05 - STRATEGIC HUMAN RESOURCE MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of Strategic human resource management.	2	-	3	-	-	1	-	-	-	2	-	2	-	1
CO2	Explain the concepts of strategic human resource planning.	2	-	3	-	-	1	-	-	-	2	-	2	-	1
CO3	Distinguish the concepts of strategy implementation.	3	-	3	-	-	3	-	-	-	3	2	3	-	3
CO4	Compare and contrast Human resource development strategies at various levels.	3	-	3	-	-	3	-	-	-	3	2	3	-	3
CO5	Research different human resource evaluation systems.	2	-	3	-	-	1	-	-	-	2	-	2	-	1
Course Code	175FI8E05 - PORTFOLIO MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Identify various concepts of Portfolio Analysis.	3	-	-	-	-	2	-	-	-	3	1	3	-	-
CO2	Explain the process of Portfolio Evaluation and Revision.	3	-	-	-	-	2	-	-	-	3	1	2	-	-
CO3	Determine the Forecasting of Portfolio Performance.	2	-	-	-	-	2	-	-	-	3	1	2	-	-
CO4	Analyze the importance of Financial Derivative Markets.	3	-	-	-	-	3	-	-	-	3	2	3	-	-
CO5	Analyze the Commodity Markets.	3	-	-	-	-	3	-	-	-	3	2	2	-	-

Course Code	175MA8E05 - STRATEGIC MARKETING MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of strategic marketing management.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain the strategic marketing management models.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish between different strategic marketing techniques.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO4	Compare and contrast strategic marketing environment.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO5	Research on new product developments in Indian context.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
Course Code	175SY8E05 - BUSINESS INTELLIGENCE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning of Business Intelligence.	2	-	-	-	-	-	-	-	-	2	-	2	-	-
CO2	Explain the importance of Data Ware Housing.	2	-	-	-	-	-	-	-	-	2	-	2	-	-
CO3	Distinguish Data Mining required for Business Intelligence.	3	-	-	-	2	-	-	-	-	3	2	3	-	-
CO4	Compare Business Rules with current practices.	3	-	-	-	2	-	-	-	-	3	2	3	-	-
CO5	Research on Business Intelligence Implementation.	2	-	-	-	-	-	-	-	-	2	-	2	-	-
Course Code	175HR8E06 - ORGANIZATIONAL DEVELOPMENT & CHANGE MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of change and development.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
CO2	Explain the importance of mapping change.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
CO3	Distinguish between organizational development and change.	3	-	3	-	2	3	-	-	-	3	2	3	3	-
CO4	Compare change management strategies in organizations.	3	-	3	-	2	3	-	-	-	3	2	3	3	-
CO5	Research on team building.	2	-	3	-	-	1	-	-	-	2	-	2	1	-

Course Code	175FI8E06 - FINANCIAL MARKETS & SERVICES	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of Management accounting.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO2	Explain the concepts of comparative analysis and depreciation models.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
CO3	Distinguish different budgets.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO4	Compare and contrast marginal costs.	3	-	3	-	2	3	-	-	3	-	2	3	-	3
CO5	Research on standard costing models.	2	-	3	-	-	1	-	-	2	-	-	2	-	1
Course Code	175MA8E06 - SERVICES MARKETING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept Services Marketing.	2	-	-	-	-	-	-	-	-	2	-	2	-	-
CO2	Explain the importance of Services Marketing.	2	-	-	-	-	-	-	-	-	2	-	2	-	-
CO3	Distinguish between factors affecting Management of Services Marketing.	3	-	-	-	2	-	-	-	-	3	2	3	-	-
CO4	Compare Service Marketing Practices.	3	-	-	-	2	-	-	-	-	3	2	3	-	-
CO5	Research on Service Marketing Practices.	2	-	-	-	-	-	-	-	-	2	-	2	-	-
Course Code	175SY8E06 - ENTERPRISE RESOURCE PLANNING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning of ERP.	2	-	-	1	-	1	-	2	2	2	-	2	1	-
CO2	Explain the importance of ERP Implementation.	2	-	-	1	-	1	-	2	2	2	-	2	1	-
CO3	Distinguish Pre ERP implementation and post ERP implementation.	3	-	-	3	2	3	-	3	3	3	2	3	3	-
CO4	Compare ERP System Options and Selection Methods.	3	-	-	3	2	3	-	3	3	3	2	3	3	-
CO5	Research on ERP present and future.	2	-	-	1	-	1	-	2	2	2	-	2	1	-

IX SEM

Course Code	175IM9T34 - INTELLECTUAL PROPERT RIGHTS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Knowledge on patents, protection and regulation of rights and registration aspects.	2	-	-	-	-	-	-	-	2	2	-	2	-	-
CO2	Knowledge on copyrights and its related rights and registration aspects.	2	-	3	-	-	-	-	-	2	2	-	2	-	-
CO3	Awareness of patents in India –registration, ownership, infringement, current trends in IPR and Govt. steps in fostering IPR.	3	-	3	-	2	-	-	-	3	3	2	3	-	-
CO4	Knowledge on trademarks and registration aspects.	3	-	3	-	2	-	-	-	3	3	2	3	-	-
CO5	Awareness on protection of E-documents and cyber-crimes-prevention and punishments.	2	-	3	-	-	-	-	-	2	2	-	2	-	-
Course Code	175IM9T35 - CORPORATE GOVERNANCE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning of Corporate Governance.	2	-	-	3	-	-	-	-	-	2	-	3	-	-
CO2	Explain the importance of Corporate Governance in Indian Scenario.	2	-	-	-	2	-	-	-	-	2	-	2	2	-
CO3	Identify various models of Corporate Governance.	3	-	-	-	2	-	-	3	-	3	2	2	-	2
CO4	Compare and contrast the practical applications of corporate governance and employees.	3	-	-	2	2	-	-	-	-	2	2	3	-	-
CO5	Evaluate corporate social responsibilities and sustainability.	2	-	-	-	-	-	-	-	3	2	-	-	-	3
Course Code	175HR9E07 - GLOBAL HUMAN RESOURCE MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of Global Human Resource management practices.	2	-	-	-	-	-	-	2	-	2	-	2	-	-
CO2	Explain about issues in managing international assignments.	2	-	-	-	-	-	-	2	-	2	-	2	-	-
CO3	Distinguish between various factors affecting cross cultural management.	3	2	-	-	2	-	-	3	-	3	2	3	-	-
CO4	Compare and contrast global compensation management practices and domestic practices.	3	2	-	-	2	-	-	3	-	3	2	3	-	-
CO5	Research Global HRD climate.	2	-	-	-	-	-	-	2	-	2	-	2	-	-

Course Code	175FI9E07 - GLOBAL FINANCIAL MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of global financial management.	2	-	3	-	-	1	-	-	-	2	-	2	-	-
CO2	Explain about Management of Exchange and Interest Rates Exposure.	2	-	3	-	-	1	-	-	-	2	-	2	-	-
CO3	Distinguish management of Global Business Operations and Practices with that of domestic operations.	3	-	3	-	2	3	-	-	-	3	2	3	-	-
CO4	Compare international investment decisions.	3	-	3	-	2	3	-	-	-	3	2	3	-	-
CO5	Research on global indebtedness.	2	-	3	-	-	1	-	-	-	2	-	2	-	-
Course Code	175MA9E07 - PROMOTION AND DISTRIBUTION MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning of Promotional Management.	2	-	-	-	-	-	2	2	-	2	-	2	-	2
CO2	Explain the importance of Distribution Management.	2	-	-	-	-	-	2	2	-	2	-	2	-	2
CO3	Demonstrate Marketing Channels used for promotion and distribution management.	3	-	-	-	2	-	3	3	-	3	-	3	-	3
CO4	Compare Channel Institutions and Designing Channel System.	3	-	-	-	2	-	3	3	-	3	-	3	-	3
CO5	Examine on Ethical and Social Issues in Distribution Management.	2	-	-	-	-	-	2	2	-	2	-	2	-	2
Course Code	175SY9E07 - CYBER LAWS & SECURITY	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of cyber security.	2	-	-	-	-	1	-	2	2	2	-	2	1	-
CO2	Explain the importance of Secure System Planning and administration.	2	-	-	-	-	1	-	2	2	2	-	2	1	-
CO3	Distinguish Information security policies and procedures in organizations.	3	-	-	-	2	3	-	3	3	3	2	3	3	-
CO4	Compare and contrast the practical applications of Information security systems.	3	-	-	-	2	3	-	3	3	3	2	3	3	-
CO5	Research on Organizational and Human Security.	2	-	-	-	-	1	-	2	2	2	-	2	1	-

Course Code	175HR9E08 - LABOR WELFARE & LEGISLATION	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concept of welfare legislations.	2	-	-	-	-	-	-	-	2	2	-	2	-	-
CO2	Explain legislations relating to industrial relations.	2	-	-	-	-	-	-	-	2	2	-	2	-	-
CO3	Distinguish wage and social security legislations	3	-	-	-	-	-	-	-	2	2	-	2	-	-
CO4	Compare labour welfare in Indian organizations.	2	-	-	-	-	-	-	-	3	3	-	2	-	-
CO5	Research on labour welfare programs in India and contribution of CBWE.	2	-	-	-	-	-	-	-	2	2	-	2	-	-
Course Code	175FI9E08 - RISK MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of risk management.	2	-	-	2	2	-	-	-	-	2	-	2	2	-
CO2	Explain about issues in measurement of risk.	2	-	-	3	-	-	-	-	-	2	-	2	-	3
CO3	Distinguish between various factors affecting management and measurement of risk.	3	-	-	3	2	-	3	-	-	3	-	3	3	-
CO4	Compare Regulatory and Other Issues in Risk Management.	3	-	-	3	2	-	-	-	-	3	2	3	-	2
CO5	Research on Important Concepts of Risk Management.	2	-	-	2	-	-1	-	-	-	2	-	2	2	-
Course Code	175MA9E08 - GLOBAL MARKETING MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning of Global Marketing Management.	2	-	-	-	-	-	2	2	-	2	-	2	1	-
CO2	Explain the importance of International marketing strategy.	2	-	-	-	-	-	2	2	-	2	-	2	1	-
CO3	Distinguish Global Product & Price management from that of domestic management.	3	2	-	-	2	-	3	3	-	3	2	3	3	-
CO4	Compare Global Marketing Channels and Promotion for global markets with domestic markets.	3	2	-	-	2	-	3	3	-	3	2	3	3	-
CO5	Research on Export procedures and documents.	2	-	-	-	-	-	2	2	-	2	-	2	1	-

Course Code	175SY9E08 - INFORMATION SYSTEMS & AUDIT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of Information System Auditing.	2	-	3	-	-		2	-	-	2	-	2	-	1
CO2	Explain the importance of Management Control Framework.	2	-	3	-	-		2	-	-	2	-	2	-	1
CO3	Distinguish Management Control Framework required for establishing effective controls.	3	2	3	-	2		3	-	-	3	2	3	-	3
CO4	Compare and contrast Evidence Evaluation systems.	3	2	3	-	2		3	-	-	3	2	3	-	3
CO5	Research corporate governance issues in Indian context.	2	-	3	-	-		2	-	-	2	-	2	-	1
Course Code	175HR9E09 - MANAGEMENT OF INDUSTRIAL RELATIONS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of industrial relations.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
CO2	Explain about contribution of Trade unions in managing industrial relations.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
CO3	Distinguish between various factors affecting quality of work life	3	-	3	-	2	3	-	-	-	3	2	3	3	-
CO4	Compare social security in India and other countries.	3	-	3	-	2	3	-	-	-	3	2	3	3	-
CO5	Discuss research on employee grievances and its causes.	2	-	3	-	-	1	-	-	-	2	-	2	1	-
Course Code	175FI9E09 - TAX MANAGEMENT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe the meaning and concepts of Direct and Indirect Taxes.	2	-	3	-	-	-	-	-	-	2	-	2	-	1
CO2	Explain about issues in Tax management.	2	-	3	-	-	-	-	-	-	2	-	2	-	1
CO3	Distinguish between various factors affecting CENVAT and other Tax management Issues.	3	-	3	-	2	-	-	-	-	3	2	3	-	3
CO4	Compare Tax Planning in Indian context with other countries.	3	-	3	-	2	-	-	-	-	3	2	3	-	3
CO5	Research on Multinational Taxation.	2	-	3	-	-	-	-	-	-	2	-	2	-	1

Course Code	175MA9E09 - RETAIL MARKETING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Describe basic concepts in retail management.	2	-	-	-	-	-	-	-	2	2	-	-	-	2
CO2	Describe the strategies existing in the retail management.	2	-	-	-	-	-	-	-	2	2	-	1	2	-
CO3	Discuss various pricing approaches available in the retail marketing about the different opportunities available in selecting a location.	2	-	-	-	-	-	2	-	2	2	-	-	2	-
CO4	Discuss about the different merchandise techniques, store layouts & designs existing in the retail management.	2	-	-	-	-	-	-	-	2	2	-	3	-	1
CO5	Explain retail marketing with respect to Indian Scenario.	3	-	-	-	-	-	-	-	2	2	1	2	-	2
Course Code	175SY9E09 - SYSTEM APPLICATIONS AND PRODUCTS IN DATA PROCESSING	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PSO1	PSO2	PSO3
CO1	Understand the Data Warehouse and apply the architecture of Data Warehouses.	2	-	-	-	-	-	-	-	-	-	-	3	-	-
CO2	Understand and Apply the Object-Oriented programming and BPM implementation of plans and strategies to the organization.	3	-	-	-	-	-	-	-	-	-	-	3	-	-
CO3	Apply the concepts of Organizational Management and Commodity Management.	3	-	-	-	-	-	-	-	-	-	-	3	-	-
CO4	Understand and Apply the SAP Master Data.	3	2	-	-	-	-	-	-	-	-	-	3	-	-
CO5	Understand and Apply the SAP functional Modules-FI/CO, HRM, SD.	3	-	-	2	-	-	-	-	-	-	-	3	-	-