

# **Department of Mechanical Engineering**

Bengaluru-560107

#### **COURSE OUTCOMES**

DEPARTMENT	MBA	SEMESTER	1	COURSE CODE	18MBA11	COURSE ID	C101		
COURSE TITLE		MANAGEME	MANAGEMENT AND ORGANISATIONAL BEHAVIOUR						
COURSE OUTCO	OME	IVII II IVII I I I I I I I I I I I I I		COURSE OUT					
NO									
C101.1		Recall all the fundamentals of Management and Organization							
		Behaviour							
C101.2				ncept of Manage		us functions o	f Management		
C101 2		and theories in Organization Behaviour  Demonstrate their acumen in applying managerial and behavioral							
C101.3				acumen in app orld/situation	iying mana	geriai and ber	iaviorai		
C101.4				epts of Manage	ment and va	arious theories	related to		
0101.4							related to		
DEPARTMENT	MBA	SEMESTER	individual behavior, attitude, Perception and Personality  SEMESTER 1 COURSE 18MBA12 COURSE ID				C102		
				CODE					
COURSE TITLE		MANAGERIA	AL ECO						
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS			
NO		C <sub>1</sub> 1 · ·	11 1	11 ( D 1	41 C 1	. 1			
C102.1		Students will be able to Remember the fundamental concepts of							
		business and economy.							
C102.2		Students will be able Understand the theory and tools of economics.							
C102.3		Students will be able to apply the concepts of economic theories in the							
				jectives of the					
C102.4		Students will be able to analyse the economic conditions and its impact							
		on business	to fac	ilitate decision	making.				
						T			
DEPARTMENT	MBA	SEMESTER	1	COURSE CODE	18MBA13	COURSE ID	C103		
COURSE TITLE		ACCOUNTIN	G FOR	MANAGERS					
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS			
NO		G	1 C		<u> </u>		, 1		
C103.1				account, types of		accounting co	oncepts and		
				ods of deprecia					
C103.2		Describe the basic concepts of financial accounting such as accounting							
				ledger final acc					
C103.3				d ledger books					
C103.4				veen SLM and			iation and		
		various HR	A met	thods to choose	the best on	e.			
					40000000				
DEPARTMENT	MBA	SEMESTER	1	COURSE CODE	18MBA14	COURSE ID	C104		
COURSE TITLE		STATISTICS							
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS			
NO									



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C104.1		Remember t	he fund	damental concep	ots of various	s statistical too	ls and		
C104.1		techniques u	techniques used in decision making.						
C104.2		Understand	Understand the important aspects of descriptive statistics and project						
		managemen							
C104.3			Apply knowledge of descriptive and inferential statistics to interpret the						
			meaning of calculated statistical indicators.						
C104.4		Analyze and choose various statistical methods and decision models for							
		solving the b	solving the business problems.						
DEPARTMENT	MBA	SEMESTER	1	COURSE CODE	18MBA15	COURSE ID	C105		
COURSE TITLE		MARKETING	MARKETING MANAGEMENT						
COURSE OUTCO	ME			COURSE OUT	COME STATI	EMENTS			
NO									
C105.1		Remember	the fac	tors influencin	g marketing	management	•		
C105.2				eting strategies					
				rs which influe		• •	_		
C105.3		Apply knowledge to explain how companies identify attractive market							
		segments, differentiate and position their products for maximum							
		competitive advantage in the marketplace.							
C105.4		Analyze marketing strategies based on product, price, place and							
		promotion objectives.							
DEPARTMENT	MBA	SEMESTER	1	COURSE CODE	18MBA16	COURSE ID	C106		
		MANAGERIAL COMMUNICATION							
COURSE TITLE		MANAGERIA	YL COM	IMUNICATION					
COURSE TITLE	OME	MANAGERIA	AL COM		COME STATI	EMENTS			
COURSE TITLE COURSE OUTCO	OME	MANAGERIA	AL COM	IMUNICATION COURSE OUT	COME STATI	EMENTS			
COURSE OUTCO	OME			COURSE OUT			n.		
COURSE OUTCO	OME	Remember	the fu	COURSE OUT	ncepts of c	ommunicatio			
COURSE OUTCO	OME	Remember Understand	the fu	course out indamental co	ncepts of co	ommunicatio t types of com	nmunication		
COURSE OUTCO NO C106.1 C106.2	DME	Remember Understand Apply the c	the fu	indamental conportant aspects and independ	ncepts of costs of different	ommunication t types of confress let	nmunication tters, reports		
COURSE OUTCO NO C106.1 C106.2	DME	Remember Understand Apply the c	the fut the improvement of the i	indamental conportant aspects and independenting, gaining	ncepts of costs of differently preparanteering an exposure	ommunication t types of communication t types of communication re business let to media man	nmunication tters, reports nagement.		
COURSE OUTCO NO C106.1 C106.2 C106.3	DME	Remember Understand Apply the c and minutes Analyze but	the futhe improvement the improvement of the improv	indamental conportant aspects and independ	ncepts of cost of different lently preparant exposure and exposure and exposure reconstructions.	ommunication t types of communication t types of communication re business let to media manually develop eff	nmunication tters, reports nagement.		
COURSE OUTCO NO C106.1 C106.2 C106.3	DME	Remember Understand Apply the c and minutes Analyze bus presentation	the futher improved the improve	indamental conportant aspects and independenting, gaining situations and in	ncepts of costs of different lently preparant exposure and employal	ommunication t types of communication te types of communication to media manually develop effortion	nmunication tters, reports nagement. fective etermine the		
COURSE OUTCO NO C106.1 C106.2 C106.3	DME	Remember Understand Apply the c and minutes Analyze bus presentation	the futher improved the improve	indamental conportant aspects and independenting, gaining situations and intiation skills ar	ncepts of costs of different lently preparant exposure and employal	ommunication t types of communication te types of communication to media manually develop effortion	nmunication tters, reports nagement. fective etermine the		
COURSE OUTCO NO C106.1 C106.2 C106.3	DME MBA	Remember Understand Apply the c and minutes Analyze bus presentation	the futher improved the improve	course out andamental co aportant aspects and independenting, gaining situations and intiation skills are ogical advancer	ncepts of costs of different lently preparant exposure and employal	ommunication t types of communication te types of communication to media manually develop effortion	nmunication tters, reports nagement. fective etermine the		
COURSE OUTCO NO C106.1 C106.2 C106.3 C106.4		Remember Understand Apply the c and minutes Analyze but presentation impact of te	the fu the im- concept s of me siness n, nego- echnolo	course out indamental co inportant aspects is and independenting, gaining situations and indication skills are original advancer  course code	ncepts of costs of different sentily preparant exposure and exposure and employal ment on bus 18MBA21	ommunication t types of communication re business lest to media manually develop effolity skills, de iness communication	nmunication tters, reports nagement. fective etermine the nication.		
COURSE OUTCO NO  C106.1  C106.2  C106.3  C106.4  DEPARTMENT  COURSE TITLE	MBA	Remember Understand Apply the c and minutes Analyze but presentation impact of te	the fu the im- concept s of me siness n, nego- echnolo	course out indamental co inportant aspects is and independenting, gaining situations and intiation skills are ogical advancer  course course code management	ncepts of costs of different solution of different an exposure and employal ment on bus 18MBA21	ommunication t types of communication t types of communication to types of communication to media manufacture to m	nmunication tters, reports nagement. fective etermine the nication.		
COURSE OUTCO NO C106.1 C106.2 C106.3 C106.4	MBA	Remember Understand Apply the c and minutes Analyze but presentation impact of te	the fu the im- concept s of me siness n, nego- echnolo	course out indamental co inportant aspects is and independenting, gaining situations and indication skills are original advancer  course code	ncepts of costs of different solution of different an exposure and employal ment on bus 18MBA21	ommunication t types of communication t types of communication to types of communication to media manufacture to m	nmunication tters, reports nagement. fective etermine the nication.		
COURSE OUTCO NO  C106.1  C106.2  C106.3  C106.4  DEPARTMENT  COURSE TITLE COURSE OUTCO	MBA	Remember Understand Apply the c and minutes Analyze but presentation impact of te  SEMESTER HUMAN RES	the further improncepts of messiness in the negotian control of the control of th	course out indamental co inportant aspects is and independenting, gaining situations and intiation skills are ogical advancer  course course code management	ncepts of costs of differents of differents an exposure andependent and employal ment on bus 18MBA21	t types of comre business lete to media manually develop efficients skills, de iness communication	nmunication tters, reports nagement. fective etermine the nication.  C111		
COURSE OUTCO NO  C106.1  C106.2  C106.3  C106.4  DEPARTMENT  COURSE TITLE COURSE OUTCO NO	MBA	Remember Understand Apply the c and minutes Analyze bus presentation impact of te  SEMESTER  HUMAN RES  Recall the f Conceptual	the further improved the improv	course out indamental co inportant aspects is and independenting, gaining situations and indication skills are original advancer  course cours	ncepts of costs of different soft different son dependent and employal ment on bus 18MBA21  COME STATION OF Human I	t types of comre business lete to media manuly develop efficients skills, deiness communication.  COURSE ID  EMENTS  Resource Manuary of the communication of the course in the course i	nmunication tters, reports nagement. fective etermine the nication.  C111		
COURSE OUTCO NO  C106.1  C106.2  C106.3  C106.4  DEPARTMENT  COURSE TITLE COURSE OUTCO NO  C111.1  C111.2	MBA	Remember Understand Apply the c and minutes Analyze bus presentation impact of te  SEMESTER  HUMAN RES  Recall the f Conceptual and HR pra	the further improncepts of messiness in, negocechnological control of the fundamental control of the f	course out indamental co inportant aspects is and independenting, gaining situations and indication skills are original advancer  course and indication skills are original advancer	ncepts of costs of different sently preparameters of employal ment on buse 18MBA21  COME STATION OF Human Inc.	t types of comre business lete to media manually develop efficients skills, deiness communication.  COURSE ID  EMENTS  Resource Manually theory, function	nmunication tters, reports nagement. fective etermine the nication.  C111  agement ions of HRM		
COURSE OUTCO NO  C106.1  C106.2  C106.3  C106.4  DEPARTMENT  COURSE TITLE COURSE OUTCO NO  C111.1	MBA	Remember Understand Apply the c and minutes Analyze bus presentation impact of te  SEMESTER HUMAN RES  Recall the f Conceptual and HR pra Apply the K	the further improved the improv	course out indamental co inportant aspects is and independenting, gaining situations and intiation skills are original advancer  course course course course course course course course course and independential concepts standing of basic	ncepts of costs of different soft different an exposure and employal ment on bus 18MBA21  COME STATION of Human Inic concepts, in the various	t types of communication to types of communication to types of communication manager to media manager types of the types of types of the types of	mmunication tters, reports nagement. fective etermine the nication.  C111  agement ions of HRM		
COURSE OUTCO NO  C106.1  C106.2  C106.3  C106.4  DEPARTMENT  COURSE TITLE COURSE OUTCO NO  C111.1  C111.2	MBA	Remember Understand Apply the c and minutes Analyze bus presentation impact of te  SEMESTER  HUMAN RES  Recall the f Conceptual and HR pra Apply the k analysis, rec	the further improved the improv	course out indamental co inportant aspects is and independenting, gaining situations and indication skills are original advancer  course course course course out intental concepts standing of basic edge of HRM intent and selection	ncepts of costs of different soft different an exposure and employal ment on bus 18MBA21  COME STATION of Human Inic concepts, in the various	t types of communication to types of communication to types of communication manager to media manager types of the types of types of the types of	mmunication tters, reports nagement. fective etermine the nication.  C111  agement ions of HRM  ch as job		
COURSE OUTCO NO  C106.1  C106.2  C106.3  C106.4  DEPARTMENT  COURSE TITLE COURSE OUTCO NO  C111.1  C111.2  C111.3	MBA	Remember Understand Apply the c and minutes Analyze bus presentation impact of te  SEMESTER  HUMAN RES  Recall the f Conceptual and HR pra Apply the k analysis, recompensation	the further improved the improv	course out indamental co inportant aspects is and independenting, gaining situations and intiation skills are origical advancer  course course course course course course course out intiation skills are origical advancer  course course course course out intiation skills are origical advancer  course course course course course out intiation skills are origical advancer  course course course course course course out intiation skills are origical advancer  course cours	ncepts of costs of different sently preparation of the state of the st	t types of comre business lete to media manually develop efficiently skills, deiness communication.  COURSE ID  EMENTS  Resource Manually theory, functions situation such appraisal	nmunication tters, reports nagement. fective etermine the nication.  C111  agement ions of HRM  th as job		
COURSE OUTCO NO  C106.1  C106.2  C106.3  C106.4  DEPARTMENT  COURSE TITLE COURSE OUTCO NO  C111.1  C111.2	MBA	Remember Understand Apply the c and minutes Analyze bus presentation impact of te  SEMESTER  HUMAN RES  Recall the f Conceptual and HR pra Apply the k analysis, recompensation	the further improved the improv	course out indamental co inportant aspects is and independenting, gaining situations and indication skills are original advancer  course course course course out intental concepts standing of basic edge of HRM intent and selection	ncepts of costs of different sently preparation of the state of the st	t types of comre business lete to media manually develop efficiently skills, deiness communication.  COURSE ID  EMENTS  Resource Manually theory, functions situation such appraisal	nmunication tters, reports nagement. fective etermine the nication.  C111  agement ions of HRM  th as job		



# **Department of Mechanical Engineering**

DEPARTMENT	MBA	SEMESTER	2	COURSE	18MBA22	COURSE ID	C112	
COLUDE TITLE		CODE						
COURSE TITLE	NAE	FINANCIAL MANAGEMENT  COURSE OUTCOME STATEMENTS						
NO	)IVIE	COURSE OUTCOIVIE STATEIVIENTS						
C112.1			To define various important concepts of financial management.					
C112.2			To describe various concepts of financial market, instruments, capital					
		structure.						
C112.3		To demonst and capital.	To demonstrate determination of future and present value, cost of debt and capital					
C112.4				oncepts of loan	amortizatio	n, investment	decisions,	
				anagement and			•	
DEPARTMENT	MBA	SEMESTER	2	COURSE	18MBA23		C113	
				CODE				
COURSE TITLE		RESEARCH N	/IETHO					
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS		
NO								
C113.1				sic research con	_			
C113.2			variou	is Research app	proaches, te	chniques and	strategies in	
0442.2		business	С.		114 41	1 . 1 .		
C113.3		Apply a range of quantitative / qualitative research techniques to business and day to day management problems.						
C113.4							ما ما مسماما م	
C113.4		critical thin		nterpretation and sills.	na report wi	nung that wo	ind enable	
DEPARTMENT	MBA	SEMESTER	2	COURSE	18MBA24	COURSE ID	C114	
				CODE				
COURSE TITLE		Legal and Bu	ısiness	Environment				
COURSE OUTCO	DIVIE	COURSE OUTCOME STATEMENTS						
NO		Remember	Damambar the basic local and business environmental concents for					
C114.1		Remember the basic legal and business environmental concepts for setting up business						
C114.2				is legal and ind	ustrial polic	cies pertaining	to business	
C114.3				egal and macro				
		working en	_	-		T		
C114.4				data, interpretat	ion and ext	ernal environi	nental factors	
				critical thinkin				
DEPARTMENT	MBA	SEMESTER	2	COURSE	18MBA25	COURSE ID	C115	
				CODE				
COURSE TITLE		Strategic Ma	nagem					
	COURSE OUTCOME			COURSE OUT	COME STATI	EMENTS		
		Remember and learn the basic concepts of strategic management in						
NO		D 1	1 1	41 1 ·		4		
NO C115.1			and lea	arn the basic co	ncepts of st	rategic manag	gement in	
C115.1		daily life.						
		daily life. Understand	variou	ıs approaches o				
C115.1 C115.2		daily life. Understand implementa	variou tion in	us approaches on business.	f strategy fo	ormulation an	d	
C115.1		daily life. Understand implementa Apply know	variou tion in	ıs approaches o	f strategy for	ormulation an	d	



# **Department of Mechanical Engineering**

C115.4	Analysis of Business problems of different industries to formulate						
	strategy and to lead and communicate effectively for decision making						
	at the global business level.						

DEPARTMENT	MBA	SEMESTER	2	COURSE	18MBA26	COURSE ID	C116	
				CODE				
COURSE TITLE		Entrepreneurship Development						
COURSE OUTCO	ME			COURSE OUT	COME STATE	EMENTS		
NO								
C116.1		Remember	the var	rious concepts	of Entreprer	neurshi <mark>p, fam</mark> i	ily business	
C116.1		and the institutions supporting the growth of entrepreneurship						
C116.2		Understand	the va	rious processes	s of entrepre	eneurship, bus	siness plan,	
		venture cap	italists	and the ways	of taking the	business to i	nternational	
		level		-	_			
C116.3	•	Apply the k	nowle	dge and write a	model busi	iness plan to s	start a new	
		venture						
C116.4	•	Analyze the	vario	us case studies	of entrepre	neurship and	suggest a	
		suitable stra	itegies	for the same	_	_		

DEPARTMENT	MBA	SEMESTER	3	COURSE	17MBAF	COURSE ID	C201	
				CODE	M301			
COURSE TITLE PRINCIPLES & PRACTICES OF BANKING								
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS		
NO								
C201.1		CO1: Understanding basic system and structure of banking in India						
C201.2		CO2: Acqu	iring tl	he knowledge o	f banker an	d customer		
C201.3		CO3: Apply	the k	nowledge of ne	gotiable ins	struments and	banking	
		technology						
C201.4		CO4: Analy	ze var	rious techniques	s used for a	sset liability n	nanagement	
		and bank le	nding					

DEPARTMENT	MBA	SEMESTER	3	COURSE	17MBAF	COURSE ID	C202	
				CODE	M302			
COURSE TITLE		INVESTMEN	T BANI	KING & FINANCIA	<b>AL SERVICES</b>			
COURSE OUTCO	OME	COURSE OUTCOME STATEMENTS						
2222.4		CO1 (Reme	emberi	ng): To define	various imp	ortant concep	ts of both	
C202.1		direct and indirect taxes						
C202.2		CO2 (Unde	rstand	ng): To describe various concepts of direct and				
		indirect tax	es.					
C202.3		CO3 (Appli	ication	): (To demonst	rate determi	ination of resi	dential status,	
		computation of taxable income and tax liability of the assessee						
C202.4		CO4 (Analy	ysis): T	To differentiate	between tax	x planning, ta	x evasion and	
		tax avoidan	ce and	distinguish bet	ween allow	ances and per	equisites etc	



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DEPARTMENT	MBA	SEMESTER	3	COURSE CODE	17MBAF M303	COURSE ID	C203		
COURSE TITLE		INVESTMEN	INVESTMENT MANAGEMENT						
COURSE OUTCO	OME	COURSE OUTCOME STATEMENTS							
C203.1		CO1:Remem	O1:Remember the Investment management alternatives						
C203.2		CO2: Understand the process of investment, functioning of stock mark							
		India, risk an	d retur	n relationship, f	undamental	and technical a	analysis		
C203.3		CO3: Apply	the too	ls and technique	es for efficier	nt portfolio ma	nagement		
DEPARTMENT	MBA	SEMESTER	3	COURSE CODE	17MBAF M304	COURSE ID	C204		
COURSE TITLE		ADVANCED FINANCIAL MANAGEMENT							
COURSE OUTCO	)N/E	ADVANCED	TIIVAIV	COURSE OUT		ENTENTS			
NO	JIVIL .			COOKSE OOT	CONIL STATI	LIVILIVIS			
				e the concept of					
C204.1				ng level, stock lev	vel, discrimir	nant analysis ca	pital structure,		
				nd stock split.					
C204.2		· ·	-	lassify and expla		•	•		
		•	optimum cash management models, credit evaluation procedure, numerical						
		scoring model inventory management techniques, cash collection methods, factors influencing capital structure, dividend forms, theories of capital							
			_	•	, dividend to	rms, theories c	of capital		
		structure and			1		1.1.1.		
C204.3		Solve and interpret the result of working capital calculation, cash budget, collection methods, dividend models and arbitrage process.							
C204.4		Justify / Evaluate MM model of dividend policy, arbitrage process and EBIT-							
		EPS analysis.							
						ı			
DEPARTMENT	MBA	SEMESTER	3	COURSE	17MBAF	COURSE ID	C205		
COLUDE TITLE		COCTAGANA	OEN 451	CODE	M305				
COURSE TITLE	20.45	COST MANA	GEIVIE		CONAL CTAT	FRAFRITC			
NO	DIVIE			COURSE OUT	COIVIE STATI	EIVIENIS			
C205.1		To understar	nd vario	ous concepts and	d terminolog	ies used in cos	t management		
		To understand various concepts and terminologies used in cost management  To explain and critically evaluate various costing methods and techniques							
		•		sting, budgetary	-		•		
C205.2		costing etc.							
C205.3		To apply and	analys	e various costin	g methods a	nd techniques.			
DEPARTMENT	МВА	SEMESTER	3	COURSE	17MBAF	COURSE ID	C206		
				CODE	M306				
COURSE TITLE		STRATEGIC (	REDIT	MANAGEMENT					
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS			
NO									
		To remembe	r the co	oncepts of bank l	oan process	and credit appr	aisals by the		
C206.1		bankers.							



# **Department of Mechanical Engineering**

C209.1 C209.2 C209.3 C209.4 DEPARTMENT	MBA	marketing. CO2: Unders' service secto CO3: Apply a services marl	tandin r. nd Dev keting.	g Gap model of s	services, eme	erging issues ar	nd trends in the	
C209.1 C209.2 C209.3		marketing. CO2: Unders' service secto CO3: Apply a services marl	tandin r. nd Dev keting.	g Gap model of s	services, eme	erging issues ar	nd trends in the	
C209.1 C209.2 C209.3		marketing. CO2: Unders' service secto CO3: Apply a services marl	tandin r. nd Dev keting.	g Gap model of s	services, eme	erging issues ar	nd trends in the	
C209.1 C209.2		marketing. CO2: Understand service secto CO3: Apply a	tandinį r. nd Dev	g Gap model of s	services, eme	erging issues ar	nd trends in the	
C209.1		marketing. CO2: Understance service secto	tandinį r.	g Gap model of s	services, eme	erging issues ar	nd trends in the	
		marketing.		·				
			ber co	ncepts of service	es marketing	and important	ce of service	
		CO1: Remember concepts of services marketing and importance of servi					ce of service	
110		CO4 D						
NO	)IVIE			COURSE OUT	COIVIE STATE	IVIEIVI 3		
COURSE OUTCO	ME	SERVICES IVIA	AUVEII		COME STATE	MENTS		
COURSE TITLE		SERVICES MA	וסעבדי	CODE	M303			
DEPARTMENT	MBA	SEMESTER	3	COURSE	17MBAM	COURSE ID	C209	
C208.4		TO analyze tr	ie prot	olem of retailing	iii india			
C208.3				andling, exterior				
6300.3				edge about retai		g store- layout,	coding	
C208.2				ail audits and et			a a dina :	
<b>2</b>		_		ated to store lay		ndising, assorti	ment, pricing	
				various retailing	•			
C208.1				retail functions	· ·			
NO								
COURSE OUTCO	OME			COURSE OUT	COME STATE	EMENTS		
COURSE TITLE		RETAIL MAN	AGEM	CODE ENT	M302			
DEPARTMENT	MBA	SEMESTER	3	CODE	17MBAM	COURSE ID	C208	
		-			T			
C207.4		behavior as a consumer						
		Analyze the social and psychological factors and their influence your					uence your	
C207.3		adopted by organization to enhance the Consumer Behaviour					our	
		Identifying and apply the psychological and Behavioural practices						
C207.2		in Social &						
		Understand	the va	arious variables	that determ	ines Consum	er Behaviour	
C207.1		behavior					-	
		<i>Remember</i> the various concepts vital for understanding consumer				onsumer		
NO		COOKSE OF COME STATEMENTS						
COURSE TITLE CONSUMER BEHAVIOR  COURSE OUTCOME COURSE OUTCOME STATEMENTS					MENTS			
COURSE TITLE		CONCLINATE	DELIAN	CODE	M301			
DEPARTMENT	MBA	SEMESTER	3	COURSE	17MBAM	COURSE ID	C207	
C200.4		miancing, ivi	Aillail	lagement by the	Danker.			
C206.4				ns and crop insung agement by the		les and custom	er credit	
C206.3		hypothecatio			ranca seka:	oc and aveter-	or crodit	
				n techniques of c	consumers lo	ans, advances,	pledge and	
			policy and bank loans.					
C206.2					_		s and credit	



# **Department of Mechanical Engineering**

COURSE TITLE		INDUSTRIAL	RELAT	IONS & LEGISLA	TIONS		
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS	
NO							
C2010.1	•	CO1 – Recall	the fu	ndamental conce	epts of Indu	strial relations.	
		CO2 –Unders	stand t	he importance o	f Collective I	Bargaining, Neg	otiation,
		Grievance ar	nd disc	iplinary procedu	ures and the	functioning of	the Trade
C2010.2		Unions in Inc	dia.				
		CO3 – Apply	the pri	nciples of IR to s	olve issues r	elated to empl	oyee-
C2010.3		managemen	t relati	ons for sustained	d industrial p	eace	
		CO4 – Analys	se the i	mpact of implen	nenting vario	ous protective a	and social
C2010.4	ļ	security legis	lations	in the Indian Inc	dustry.		
				I			
DEPARTMENT	MBA	SEMESTER	3	COURSE	17MBAM	COURSE ID	C2011
				CODE	M303		
COURSE TITLE		RECRUITME	NT & SI				
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS	
NO 63011 1		CO1 - Damas		t :- l-			-1
C2011.1	•			e concept of job			
				ne concepts of J		-	D
C2011.2				cepts and techni	·		11.
C2011.3	<u> </u>	CO3: Apply the concepts of job analysis, recruitment and selection					
C2011.4		CO4: Analyze the various recruitment and selection concepts, policies, methods and procedures.					
C2011.4	•	methous and	proce	dures.			
DEPARTMENT	MBA	SEMESTER	3	COURSE	17MBAM	COURSE ID	C2012
DEI ARTIVIERI	IVIDA	SEIVIESTER	•	CODE	M302	COORSE ID	CZUIZ
COURSE TITLE		COMPENSAT	ION &				
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS	
NO							
C2012.1		CO1 – Recall	the fu	ndamental conce	epts of Indu	strial relations.	
				he importance o			
		Grievance ar	nd disc	iplinary procedu	ures and the	functioning of	the Trade
C2012.2		Unions in Inc	dia.				
		CO3 – Apply	the pri	nciples of IR to s	olve issues r	elated to empl	oyee-
C2012.3		_		ons for sustained			
				mpact of implen	•	ous protective a	and social
C2012.4		security legis	lations	in the Indian In	dustry.		

DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAF	COURSE ID	C211	
				CODE	M401			
COURSE TITLE		MERGERS, ACQUISITIONS AND CORPORATE RESTRUCTURING						
COURSE OUTCO	OME	COURSE OUTCOME STATEMENTS						
NO								
C211.1		To define various important concepts of Mergers and Acquisition						
C211.2		To describe various concepts of process, stages, forms of corporate						
		restructuring and takeover defensive measures.						



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C211.3	To apply the knowledge of amalgamation in the nature of purchase or interest pooling method
C211.4	To analyze the Mergers and Acquisition deals after the calculations

DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAF	COURSE ID	C212		
52171111112101		32.0.23.2.1	•	CODE	M402	33313213	<b>3</b>		
COURSE TITLE	COURSE TITLE		RISK MANAGEMENT AND INSURANCE						
COURSE OUTCO	COURSE OUTCOME		COURSE OUTCOME STATEMENTS						
NO									
C212.1		To define various concepts of Risk Management and Insurance							
C212.2		To understand the various risks faced by corporates and how to manage							
		them							
C212.3		To apply the strategies of risk management and how to overcome.							
C212.4		To analyse	To analyse the theories of Risk management for success of the business						
DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAF	COURSE ID	C213		
				CODE	M403				
COURSE TITLE		TAX MANAGEMENT							
COURSE OUTCOME NO		COURSE OUTCOME STATEMENTS							
C213.1		To remember various important concepts of both direct and indirect taxes.							
C213.2		To describe various concepts of direct and indirect taxes.							
C213.3		To demonstrate determination of residential status, computation of taxable							
			income and tax liability of the assessee.						
C213.4		To differentiate between tax planning, tax evasion and tax avoidance and							
		distinguish between allowances and perquisites etc							
DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAF	COURSE ID	C214		
DEI ARTIVIERT	IVIDA	SEIVIESTER	7	CODE	M404	COOKSLID	CZI4		
COURSE TITLE		INTERNATIONAL FINANCIAL MANAGEMENT							
COURSE OUTCOME		COURSE OUTCOME STATEMENTS							
NO									
C214.1		Be aware of international economic and financial environment							
C214.2		Understand foreign exchange rate determination							
C214.3		Know foreign exchange exposure measurement and management							
C214.4		comprehend the financial management aspects of the MNC							
C214.5	Understand the working of world financial markets and institutions								
DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAF	COURSE ID	C215		
DEI ARTIVIERT	IVIDA	SEIVIESTER	7	CODE	M405	COOKSLID	CZIJ		
COURSE TITLE		FINANCIAL DERIVATIVES							
COURSE OUTCOME		COURSE OUTCOME STATEMENTS							
NO									
C215.1		Know the features of financial derivatives							
C215.2		Understand the risk management process using derivatives							
C215.3		Realize use of options and futures contracts							



# **Department of Mechanical Engineering**

		Understand the pricing of financial derivatives and to be aware of							
C215.4		fundamentals of credit risk management and Value at Risk							
DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAF	COURSE ID	C216		
				CODE	M406				
COURSE TITLE		CORPORATE VALUATION							
COURSE OUTCO	OME			<b>COURSE OUT</b>	COME STATI	EMENTS			
NO									
C216.1		Remember the basic corporate valuation process							
		Understand analytical skills and communication strategies for Corporate							
C216.2		Valuation							
C216.3		Apply the standard techniques of corporate valuation							
C216.4		Analyse the v	various	strategies of co	rporate valu	ation			
DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAM	COURSE ID	C217		
				CODE	M401				
COURSE TITLE		SALES MANAGEMENT							
COURSE OUTCO	OME			COURSE OUT	COME STATI	EMENTS			
NO									
C217.1		Remember the concepts sales management and skills required for selling.							
C217.2		Understand the selling strategies and managerial skills in the area of sales.							
C217.3		Apply and develop sales territories to maximize selling effectiveness.							
C217.4		Analyze sales management strategies.							
2524254545	MBA								
	NARV		4	COURSE	17MBAM	COURSE ID	C218		
DEPARTMENT	IVIDA	SEMESTER	•			33313213			
	IVIDA		-	CODE	M402	GGGNG2 12			
COURSE TITLE			-	CODE CETING COMMU	M402 INICATIONS				
COURSE TITLE COURSE OUTCO			-	CODE	M402 INICATIONS				
COURSE TITLE		INTEGRATED	MARI	CODE KETING COMMU COURSE OUT	M402 INICATIONS COME STATI	EMENTS			
COURSE TITLE COURSE OUTCO		INTEGRATED  Remember	MARI	CODE CETING COMMU	M402 INICATIONS COME STATI	EMENTS			
COURSE TITLE COURSE OUTCO		Remember decisions.	MARI basics	CODE KETING COMMU COURSE OUT of IMC & adve	M402 INICATIONS COME STATI ertising and	EMENTS its role in ma	nagerial		
COURSE TITLE COURSE OUTCO		Remember decisions. Understand	basics about	CODE KETING COMMU COURSE OUT of IMC & adve	M402 INICATIONS COME STATI ertising and encies and the	its role in matheir objectives	nagerial		
COURSE TITLE COURSE OUTCO NO C218.1		Remember decisions. Understand Methods an	basics about	CODE KETING COMMU COURSE OUT of IMC & adve advertising age y in managerial	M402 INICATIONS COME STATI ertising and encies and the decision management of the state of the s	its role in matheir objectives taking.	nagerial s & budgeting		
COURSE TITLE COURSE OUTCO NO C218.1		Remember decisions. Understand Methods and Apply the control of th	basics about	CODE KETING COMMU COURSE OUT of IMC & adve	M402 INICATIONS COME STATI ertising and encies and the decision management of the state of the s	its role in matheir objectives taking.	nagerial s & budgeting		
COURSE TITLE COURSE OUTCO NO  C218.1		Remember decisions. Understand Methods and Apply the costrategy.	basics about d appl	code KETING COMMU COURSE OUT  of IMC & adve advertising age y in managerial ts of IMC in me	M402 INICATIONS COME STATI ertising and encies and the decision media planning	its role in matheir objectives taking.	nagerial s & budgeting ping media		
COURSE TITLE COURSE OUTCO NO  C218.1		Remember decisions. Understand Methods and Apply the estrategy. Design the Apple of	basics about d appl	code  KETING COMMU COURSE OUT  of IMC & advertising age y in managerial ts of IMC in me	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing	its role in matheir objectives haking.  In and developing the business	nagerial s & budgeting ping media		
COURSE TITLE COURSE OUTCO NO  C218.1		Remember decisions. Understand Methods and Apply the costrategy. Design the Apply the convironment	basics about d appl oncep Advert	code KETING COMMU COURSE OUT  of IMC & advertising age y in managerial ts of IMC in me	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing	its role in matheir objectives haking.  In and developing the business	nagerial s & budgeting ping media		
COURSE TITLE COURSE OUTCO NO  C218.1  C218.2  C218.3		Remember decisions. Understand Methods and Apply the costrategy. Design the Apply the convironment	basics about d appl oncep Advert	code  KETING COMMU COURSE OUT  of IMC & advertising age y in managerial ts of IMC in me	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing	its role in matheir objectives haking.  In and developing the business	nagerial s & budgeting ping media		
COURSE TITLE COURSE OUTCO NO  C218.1  C218.2  C218.3		Remember decisions. Understand Methods and Apply the costrategy. Design the Apply the convironment	basics about d appl oncep Advert	code KETING COMMU COURSE OUT  of IMC & advertising age y in managerial ts of IMC in me	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing	its role in matheir objectives haking.  In and developing the business	nagerial s & budgeting ping media		
COURSE TITLE COURSE OUTCO NO  C218.1  C218.2  C218.3	DME	Remember decisions. Understand Methods and Apply the estrategy. Design the environment promotion,	basics about d appl oncep Advert t and v PR, ar	code  Course out  course out  of IMC & advertising age y in managerial ts of IMC in medisement copy various IMC to ad publicity .  course	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing ols - adverting and the decision media planning by Analyzing ols - adverting and the decision media planning by Analyzing ols - adverting and the decision media planning by Analyzing ols - adverting and the decision media planning by Analyzing ols - adverting and the decision media planning and the decision media plannin	its role in matheir objectives haking.  In and developing the businessing, direct n	nagerial s & budgeting ping media ss narketing,		
COURSE TITLE COURSE OUTCO NO  C218.1  C218.2  C218.3  C218.4  DEPARTMENT	DME MBA	Remember decisions. Understand Methods and Apply the estrategy. Design the environment promotion,  SEMESTER	basics about d appl oncep Advert t and v PR, ar	code  Course out  course out  of IMC & advertising age y in managerial ts of IMC in medisement copy various IMC to ad publicity .  course	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing ols - adverting 17MBAM M403	its role in matheir objectives haking.  In and developing the businessing, direct necessing.	nagerial s & budgeting ping media ss narketing,		
COURSE TITLE COURSE OUTCO NO  C218.1  C218.2  C218.3  C218.4  DEPARTMENT  COURSE TITLE	DME MBA	Remember decisions. Understand Methods and Apply the estrategy. Design the environment promotion,  SEMESTER	basics about d appl oncep Advert t and v PR, ar	code  KETING COMMU COURSE OUT  of IMC & advertising age y in managerial ts of IMC in me tisement copy various IMC to ad publicity .  COURSE CODE	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing ols - adverting 17MBAM M403	its role in matheir objectives haking.  In and developing the businessing, direct necessing.	nagerial s & budgeting ping media ss narketing,		
COURSE TITLE COURSE OUTCO NO  C218.1  C218.2  C218.3  C218.4  DEPARTMENT  COURSE TITLE COURSE OUTCO	DME MBA	Remember decisions. Understand Methods and Apply the control of the environment promotion,  SEMESTER  E-MARKETIN	basics about d appl oncep Advert t and v PR, ar	code  KETING COMMU COURSE OUT  of IMC & advertising age y in managerial ts of IMC in me tisement copy various IMC to ad publicity .  COURSE CODE	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing ols - adverting 17MBAM M403 COME STATI	its role in matheir objectives haking.  In and developing the businessing, direct number of the course of the cour	nagerial s & budgeting ping media ss narketing,		
COURSE TITLE COURSE OUTCO NO  C218.1  C218.2  C218.3  C218.4  DEPARTMENT  COURSE TITLE COURSE OUTCO NO	DME MBA	Remember decisions. Understand Methods and Apply the estrategy. Design the environment promotion,  SEMESTER  E-MARKETIN	basics about d appl oncep Advert t and v PR, ar	code  Course out  of IMC & advertising age y in managerial ts of IMC in me tisement copy various IMC to ad publicity .  Course Code  Course out	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing ols - adverting 17MBAM M403 COME STATI -Business, E-	its role in matheir objectives haking.  In and developing the businessing, direct numbers.  COURSE ID  EMENTS  Commerce and	nagerial s & budgeting ping media ss narketing, C219		
COURSE TITLE COURSE OUTCO NO  C218.1  C218.2  C218.3  C218.4  DEPARTMENT  COURSE TITLE COURSE OUTCO NO	DME MBA	Remember decisions. Understand Methods and Apply the constrategy. Design the environment promotion,  SEMESTER  E-MARKETIN  Remember to Understand to the strategy.	basics about d appl concep Advert t and y PR, ar	code  KETING COMMU  COURSE OUT  of IMC & advertising age y in managerial ts of IMC in me tisement copy various IMC too ad publicity .  COURSE CODE  COURSE OUT	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing ols - adverting and M403  COME STATI Business, E- ing E-market	its role in matheir objectives taking.  Ing and developing the businessing, direct in the course in	nagerial s & budgeting ping media ss narketing, C219		
COURSE TITLE COURSE OUTCO NO  C218.1  C218.2  C218.3  C218.4  DEPARTMENT  COURSE TITLE COURSE OUTCO NO  C219.1	DME MBA	Remember decisions. Understand Methods and Apply the estrategy. Design the environment promotion,  SEMESTER  E-MARKETIN  Remember to Understand to environment	basics about d appl oncep Advert t and v PR, ar  4 IG	code  Course out  of IMC & advertising age y in managerial ts of IMC in me tisement copy various IMC to depublicity.  Course Code  Course out  ic concepts for E coess of developing	M402 INICATIONS COME STATI ertising and encies and the decision media planning by Analyzing ols - adverting 17MBAM M403 COME STATI Business, Eng E-market de-marketing	its role in mare their objectives taking.  In and developing the businessing, direct mare the taking.  COURSE ID  EMENTS  Commerce and ing plan and the gissues	nagerial s & budgeting ping media ss narketing,  C219  d E-Marketing e external		



# **Department of Mechanical Engineering**

		Analysis and interpret how marketing mix, supply chain & CRM is handled in							
C219.4		E-Marketing							
DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAH	COURSE ID	C2110		
				CODE	R401				
COURSE TITLE		PUBLIC RELATIONS							
COURSE OUTCO	ME	COURSE OUTCOME STATEMENTS							
NO									
C2110.1			damental conce <sub>l</sub>						
				nctions, models,			· ·		
	_	ement	techniques and	emerging ch	allenges of con	nmunity			
C2110.2		activism.							
C2110.3				ntal tools of PR					
00440.4		•		communication,			ublic relations		
C2110.4		keeping in m	ind the	e emerging trend	is in the field	1 Of PR.			
DEDADTAGAIT	B 4 D A	CENACCTED		COLUDEE	47840 411	COLUBERIO	62444		
DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAH	COURSE ID	C2111		
COURSE TITLE		WORKDI ACE	ETUIC		R402				
	NAE	WORKPLACE ETHICS AND VALUE SYSTEMS  COURSE OUTCOME STATEMENTS							
COURSE OUTCOME NO		COURSE OUTCOIVIE STATEIVIENTS							
C2111.1		To remember the various concepts of Workplace ethics							
C2111.2		To understand the structure of Workplace ethics and value systems							
C2111.3		To apply theories of workplace ethics in working environment							
		To analyse and improve the workplace environment by making it more							
C2111.4		ethical.							
					l .=				
DEPARTMENT	MBA	SEMESTER	4	COURSE	17MBAH	COURSE ID	C2112		
COLUDER TITLE		INITEDNIATIO	ANIAL III	CODE	R403				
COURSE TITLE	NAT	INTERNATIONAL HUMAN RESOURCES MANAGEMENT  COURSE OUTCOME STATEMENTS							
NO		COURSE OUTCOINE STATEMENTS							
C2112.1		Remember basic concepts of IHRM.							
C2112.1		Understanding of theoretical approaches to IHRM, International workforce							
C2112.2		planning ,staffing ,Training & Development.							
C2112.2		Apply the conceptual knowledge about the range of human resource							
		functions to deal with challenges associated with deployment of expatriate							
C2112.3		employees.							
_		Analyze the impact of contemporary issues and global imperatives on human							
C2112.4		resource concepts, policies and practices in multinational organizations.							