

2.6.1. Programme and course outcomes for all Programmes offered by the institution are stated and displayed on website and communicated to teachers and students.

Programme & Course outcome for MMS (Master of Management Studies) are stated and displayed on the college website as well as discussed with the students on the First day of Induction Programme & Faculty share it with all the students through teaching Learning Plan (TLP) and also it is uploaded in LMS so that students can access it.

Programme Outcome of MMS Course

1. LEADERSHIP: Nurture leadership skills, team-membership skills and mutual trust by

- a) Experiential learning activities
- b) Providing opportunities to organize and coordinate events and membership of various committees leading to individual growth

2. DECISION-MAKING: Demonstrate decision-making ability

- a) By identifying criteria for assessing alternatives and evaluating results
- b) Through case-based teaching pedagogy

3. TECHNOLOGY: Inculcate culture of technology-usage by

- a) Providing and partnering with various technology platforms
- b) Adopting teaching pedagogy interfacing technology

4. SOCIAL-SENSITIVITY: Serve the needs of society

- a) By providing value-based high-quality education to future managers
- b) Creating social sensitivity among them

5. ANALYTICAL PROBLEM-SOLVING: Demonstrate ability to integrate business knowledge and management techniques in creative problem-solving/analytical skills by

- a) Applying data analysis tools/methods/practices
- b) Solutions to business problems through real world case

Course Outcome for MMS (1ST YEAR SEM-I)

Sr. No	Subject	Course Outcome
1	Perspective Management	<ol style="list-style-type: none">1. To explain the relationships between organizational mission, goals, and objectives2. To comprehend the significance and necessity of managing stakeholders3. To conceptualize how internal and external environment shape organizations and their responses4. To develop critical thinking skills in identifying ethical, global, and diversity issues in planning, organizing, controlling and leading functions of management5. To Understand organizational design and structural issues6. To understand that citizenship involves taking conscious steps for societal advancement at individual level and organizational level
2	Financial Accounting	<ol style="list-style-type: none">1. To understand and apply the basic concepts and fundamentals used in financial accounting.2. To learn and apply all the intricacies of corporate financial statements.3. To prepare balance sheet, income and expenditure statements4. To Study learn and apply cash flow and fund flow statements5. To analyse and interpret and use Various tools in decision making
3	Business Statistics	<ol style="list-style-type: none">1. Understand and recognize the statistical techniques and tools used in Business.2. Apply the business statistics tools for business research.3. Infer the decision support provided by the analysis technique
4	Operations Management	<ol style="list-style-type: none">1. To make student basic concepts and principles of operations Management2. To understand quality aspects, SQC and Inventory Principles in operations management3. Apply different techniques and methods to improve the processes4. To formulate the MRP, Aggregate planning and interpret the results for decision making5. Demonstrate Critical thinking ability
5	Managerial Economics	<ol style="list-style-type: none">1.To enable the students to understand both the theory and practice of Managerial Economics,2. To ensure that the students are in a position to appreciate the finer nuances of the subject.3. To help the students in applying the knowledge so acquired in

		policy planning and managerial decision making.
6	E-Commerce	<ol style="list-style-type: none"> 1. To understand the Introduction to Electronic Commerce: Meaning, nature and scope 2. To understand the Business to Consumer E-commerce Applications 3. To Understand Business to Business E-Commerce and applications 4. To analysis the Electronic Payment Systems and Order Fulfillment 5. To focus on the Security Issues in E-Commerce 6. To understanding the Management Challenges and Opportunities of E- Commerce
7	Information Technology for Management	<ol style="list-style-type: none"> 1. To understand the significance of information technology, conceptual framework of networking, communication technology, database etc. for individual & business management 2. To understand role, impact and emerging trends of information technology for management and its application at individual, organizational level society and similarly for business alignment.
8	Personal Grooming / Personal Effectiveness	<ol style="list-style-type: none"> 1. Effectiveness of students 2. Students should be well groomed

Course Outcome for MMS (1ST YEAR SEM-II)

Sr. No	Subject	Course Outcome
1	Marketing Management	<ol style="list-style-type: none"> 1. Develop domain knowledge of fundamental marketing concepts & theories 2. Analyse the vital role marketing management plays in the organization & its various departments. 3. Develop evaluative thinking to identify and solve relevant business problems by using a marketing perspective
2	Financial Management	<ol style="list-style-type: none"> 1. To study and understand the importance of corporate financial decisions. 2. To apply theories of capital structure in companies calculation of EPS and in decision making of best sources of capital structures for the companies. 3. To analyse various dividend policies of companies and study its implications on the valuation of firms 4. To apply various methods of capital budgeting for investment

		<p>designs</p> <p>5. To analyse the influence of capital investment decisions on Valuation of firms</p> <p>6. To study the financial system In India and understand its relevance in current scenario</p>
3	Human Resource Management	<p>1. To facilitate learning of modern concepts, techniques and practices in the management of human resources and to expose the student to different functional areas of HRM to prepare them for an effective career in industry and services.</p> <p>2. Enhancing the effectiveness of decision-making regarding recruitment, training, development, and retention of human resources.</p> <p>3. Creating opportunities for improving and sustaining organizational performance.</p> <p>4. Adapting and managing the organizational change and design various strategies for the organizational development</p>
4	Operations Research	<p>1. To know optimizing techniques</p> <p>2. To understand its use in decision making in business</p> <p>3. To Identify and develop operational research model from real time systems</p> <p>4. To appreciate the mathematical basis for business decision making</p>
5	Business Research Methods	<p>1. To understand the importance of research and various methods that researcher used to investigate problems.</p> <p>2. Applying Modern Analytical tools for Business Management Decisions.</p> <p>3. To interpret the data to make meaningful decisions.</p> <p>4. To derive strategies from the finding of the research analysis.</p>
6	Entrepreneurship Management	<p>1. Create business plan based on the innovative ideas and theory</p> <p>2. Analyse the success stories of start-up companies based on the real-life situation faced by the companies.</p> <p>3. Design new business ventures / models and start ups as a possible career options</p>
7	Cost & Management Accounting	<p>1. To understand the basic cost concepts and techniques of analyzing cost to have better management control and decision making</p>
8	Developing Teams & Effective Leadership	<p>1. Developing and managing a team</p> <p>2. Understand how to adapt your leadership style to effectively lead and influence others</p> <p>3. Strategies for coping with team challenges</p> <p>4. Define your leadership philosophy and learn how to communicate it</p> <p>5. Earning trust and building relationships</p> <p>6. Leading virtual team</p>

Course Outcome for MMS (2nd YEAR SEM-III)

Sr.No	Name of Subject	Course Outcome
Common Subjects		
1.	International Business	1. Identify and analyze major international business environment factors. 2. Formulate adaptation strategies and design implementation plans in international business contexts. 3. International factors affecting domestic concerns 4. Regional economic integration and economic and political integration 5. Institutions that shape the global marketplace 6. Methods of businesses expansion abroad
2.	Strategic Management	1. Develop strategic thinking in changing business environment 2. Design the process of strategy formulation, Implementation and evaluation 3. Apply the strategic management process for decision making in the organization

Specialization Wise

Sr.No	Name of Subject	Course Outcome
FINANCE SPECIALISATION		
1.	Financial Markets & Institutions	1. To understand different components of the Indian Financial system and their functions. 2. To comprehend various products issued through different financial institutions in the primary and secondary markets. 3. To understand the fixed income market, the different instruments and concepts related to it. 4. To understand and apply the basic concepts and fundamentals used in financial Markets 5. To learn all the intricacies of stock exchanges 6. To read and understand money market and capital market
2.	Corporate Valuation & Mergers	1. Analyse Valuation and developing the ability to estimate the values 2. Analyse of the conceptual and strategic issues in M&A
3.	Security Analysis & Portfolio Management	1. Analyse the factors affecting the prices of different assets and generating an optimum portfolio. 2. Evaluate portfolios based on portfolio return-risk aspects & modern portfolio theory 3. Application of analytical techniques to Predict price movement

4.	Financial Regulations	<ol style="list-style-type: none">1. Analyse the factors affecting the prices of different assets and generating an optimum portfolio.2. Evaluate portfolios based on portfolio return-risk aspects & modern portfolio theory3. Application of analytical techniques to Predict price movement
5.	Derivatives & Risk Management	<ol style="list-style-type: none">1. Applying directional and non directional option strategies for risk management2. Analyse the pricing and valuation of derivatives using Binomial and Black Scholes model.3. Evaluate the risk management and market volatility using Greeks in derivative market.4. Understand the process of daily and final clearing , settlement process of market
6.	Mutual Funds	<ol style="list-style-type: none">1. To get the complete understanding of mutual funds industry2. To understand how mutual funds are marketed and how the schemes are to be evaluated.3. To get oriented to the legalities, accounting, valuation and taxation aspects underlying mutual funds and their distribution.

MARKETING SPECIALISATION

1.	Sales Management	<ol style="list-style-type: none"> 1. Develop critical thinking skills, problem solving and situational leaderships 2. Apply the techniques of Sales Planning in order to maximise short term wealth 3. Analyse sales processes for different sectors, territory management processes
2.	Marketing Management Strategy	<ol style="list-style-type: none"> 1. Understand the scope of Strategies in Marketing and planning the same 2. Identify broad organisational market strategy alternatives 3. Describe the value of alternative portfolio models 4. Appreciate the factors that affect the level of competitive intensity within an industry 5. Understand the essential components of marketing strategy formulation
3.	Consumer Behaviour	<ol style="list-style-type: none"> 1. Create business plan based on the innovative ideas and theory and practice of 2. Analyse the success stories of start-up companies based on the real-life situation faced by 3. Design new business ventures / models and start ups as a possible career options.
4.	Services Marketing	<ol style="list-style-type: none"> 1. Decision making on service marketing mix, identifying demand patterns, and analysing s 2. Analysis of CRM to ensure customer satisfaction in services, customer complaints, servi recovery process 3. Create service blueprints to identify moments of truth in services 4. Problem solving through root cause analysis using fish bone diagram 5. Analyzing new service business models
5.	Product and Brand Management	<ol style="list-style-type: none"> 1. Analyze Product portfolio, product mix and SBU strategies. 2. Decision making for PLC stages, line extension and category extensions 3. Apply Branding concepts for Brand Portfolio development and Management.
6.	Customer Relationship Management	1.To provide insights into CRM concepts and its applications in maximizing customer lifetime value.

HR SPECIALISATION

Sr.No	Name of Subject	Course Outcome
1.	Training and Development	<ol style="list-style-type: none"> 1 Analysis of Training needs and create appropriate training pro 2. Evaluate the effectiveness of training programme 3. Imparting training by using technology
2.	Compensation and Benefits	1. To underdtand the Concept of Compensation , various elements, inflation, laws related to compensation, variable pay and income tax
3.	Competency-based HRM	<ol style="list-style-type: none"> 1. Design Job descriptions, responsibilities for various function: 2. Apply techniques to build competency models 3. Design performance management models
4.	Labour Laws and its implications	<ol style="list-style-type: none"> 1. Understanding Nature and Importance of Labour Laws 2 To understand various legislations with their history, basic provisions & case laws 3 To study current amendments in Labour laws
5.	HR Planning and Application Tech in HR	1. To understand the concept of HR Planning and application of technology in HR

6.	Global HRM	1.To understand the concept of Human Resource Management in an international context, understand the challenges of operating in different geographies and relevant differences in culture
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Operations Specialization

Sr.No	Name of Subject	Course Outcome
1.	Supply Chain Management	<ol style="list-style-type: none"> 1. Familiarize with the basic concepts of Logistics Management in relation to Inbound Logistics, Process Logistics, and Outbound Logistics phases of business. 2. To explore the major elements of supply chain and expose to leading edge thinking on supply chain strategy, Designing supply chain, customer satisfaction; inventory management; risk management, alliances, issues and challenges, performance measurement.
2.	Operations Analytics	<ol style="list-style-type: none"> 1. Develop analytical techniques for supply chain, demand analytics, retail analytics, waiting line analytics 2. Develop performance metrics for various situations and cases 3. Apply analytical techniques in complex real life situations
3.	Services Operation Management	<ol style="list-style-type: none"> 1. Analyse different Service processes 2. Evaluate inventory management systems in services business 3. Develop quantitative models for various service situations
4.	Manufacturing Resource Planning	<ol style="list-style-type: none"> 1. Apply various tools and techniques for resource Planning & Control in operations 2. Analyse different case studies in Operations Planning & Control for effective performance 3. Design the Optimum operation layouts 4. Understand the application of MRP & ERP systems
5.	Material Management	<ol style="list-style-type: none"> 1. Design process to deliver materials without damage 2. Devise systems to maintain a high inventory turnover, reduce excess storage, and inventory losses. 3. Design strategies to develop and maintain good supplier relationships
6.	Total Quality Management	<ol style="list-style-type: none"> 1 Know concept of Total Quality management 2 Know the tools for quality control and management 3 Understand relation of cost and value to business

Systems IT Specialisation		
Sr.No	Subject	Course Outcome
1	Big Data and Business Analysis	<ol style="list-style-type: none"> 1. To understand the Introduction to Big Data and Business Analytics and its applications 2. To understand the Business Analytics Cycle Introduction, Analytical Tools & Methods 3. To understand Data Mining & decision Making concepts, Predictive Analysis, Forecasting Optimization, Simulation, and Business Metrics etc. 4. To understand the Data Driven Prediction Methods NLP, Regression, Correlation, Cluster Analysis, Artificial Neural Networks, BI Tools & Applications
2	Knowledge Management	<ol style="list-style-type: none"> 1. To understand the introduction to Meaning of data, information, knowledge 2. To Know the conceptual background and framework of KM 3. Understand the KM Foundations and Solutions KM Foundations 4. To know the Organizational Structure, Culture, Communities and KM practices, Information Technology as an enabler.
3	Data base Management System	<ol style="list-style-type: none"> 1 To understand the introduction, Meaning and Definition of Database, Database Environment 2 To understand the Data Models : The importance of data models, Basic building 3 Understand applications of Database Management System(DBMS) 4 To understand the Relational Database Management System(RDBMS) 5 To understand the Object-Relational Database Management System(ORDBMS) 6 Overview of Structured Query Language and application DBMS to business
4	Software Engineering	<ol style="list-style-type: none"> 1. To understand the in details software development process with issues /challenges In analysis, design, implementation ,maintenance etc. 2. Ability to analyze, design, verify, validate, implement, apply and maintain software systems. 3. To help students to develop skills that will enable to construct high quality software and reliability.
5	Software Project Management	<ol style="list-style-type: none"> 1 To understand the Introduction, the state of IT project management, need of project management, project goals, project life cycle and IT development 2 To understand the project management process, project integration Management, the project charter, project planning framework, the contents of a project plan, the planning process. 3 Understand the Introduction, developing the project schedule, project management software tools, methods of budgeting, developing the project budget, improving cost

		<p>estimates, finalizing the project</p> <p>4 To know the Organization and project planning, the project team, the Project environment.</p> <p>5 To understand the Managing Project Procurement and Outsourcing , project procurement management, outsourcing.</p>
6	Enterprise Management System	<p>1 To understand the Enterprise Resource Planning (ERP) - Meaning and Concept of ERP, Functional view of business processes and how they are integrated using an ERP, Merits and Demerits of ERP</p> <p>2 To understand the Enterprise Content Management – Role of content management</p> <p>3 To understand the applications areas of ERP, in various industry verticals and business</p> <p>4 To understand Enterprise Portals – Concept of an enterprise portal</p> <p>5 To understand the Enterprise Application Integration- Challenges in integrating</p>

Course Outcome for MMS (2nd YEAR SEM-IV)

Common Subject – Project Management		
Sr. No	Subject	CO
1.	Project Management	1. To learn concepts of network analysis and demand forecasting in projects 2. To apply tools of project management 3. To learn monitoring and control of projects, project closure
FINANCE SPECIALISATION		
1.	Commercial Banking	1. To understand the concepts and fundamentals of Commercial Banking, 2. To understand the Structure and growth of banking and various services rendered through commercial banks.
MARKETING SPECIALISATION		
1.	International Marketing	1. To develop an understanding of key issues in marketing across borders 2. To study the impact of various factors on a firm's business model and entry modes in international markets
HR SPECIALISATION		
1.	Strategic HRM	1. To learn the basics of HR strategy formulation and implementation in domestic as well as international scenario, talent management and competency based HRM
OPERATIONS SPECIALISATION		
1.	Operation Applications and Cases	1 To enable a student to understand the complex processes and operations of product & service industry 2 To apply various techniques, tools & practices in different situations to design & execute system in best manner 3 To develop a model as an extension from academic to practical complex real life situation.
IT (SYSTEMS) SPECIALISATION		
1.	Strategic ITM	1 To understand the strategic use of Information Technology for Competitive Advantage 2 To understand Emerging trends of information technology to devise organization /business strategy