

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 objectives 2. To comprehend the significance and necessity of managing stakeholders 3. To conceptualize how internal and external environment shape organizations and their responses 4. To develop critical thinking skills in identifying ethical, global, and diversity issues in planning, organizing, controlling and leading functions of management 5. To Understand organizational design and structural issues 6. 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 statements 4. To Study learn and apply cash flow and fund flow statements 5. 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 Management 2. To understand quality aspects, SQC and Inventory Principles in operations management 3. Apply different techniques and methods to improve the processes 4. To formulate the MRP, Aggregate planning and interpret the results for decision making 5. 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 designs 5. To analyse the influence of capital investment decisions on Valuation of firms 6. To study the financial system In India and understand its relevance in current scenario
3	Human Resource Management	<ol style="list-style-type: none"> 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. 2. Enhancing the effectiveness of decision-making regarding recruitment, training, development, and retention of human resources. 3. Creating opportunities for improving and sustaining organizational performance. 4. Adapting and managing the organizational change and design various strategies for the organizational development
4	Operations Research	<ol style="list-style-type: none"> 1. To know optimizing techniques 2. To understand its use in decision making in business 3. To Identify and develop operational research model from real time systems 4. To appreciate the mathematical basis for business decision making
5	Business Research Methods	<ol style="list-style-type: none"> 1. To understand the importance of research and various methods that researcher used to investigate problems. 2. Applying Modern Analytical tools for Business Management Decisions. 3. To interpret the data to make meaningful decisions. 4. To derive strategies from the finding of the research analysis.
6	Entrepreneurship Management	<ol style="list-style-type: none"> 1. Create business plan based on the innovative ideas and theory 2. Analyse the success stories of start-up companies based on the real-life situation faced by the companies. 3. Design new business ventures / models and start ups as a

		possible career options
7	Cost & Management Accounting	1. To understand the basic cost concepts and techniques of analyzing cost to have better management control and decision making
8	Developing Teams & Effective Leadership	1. Developing and managing a team 2. Understand how to adapt your leadership style to effectively lead and influence others 3. Strategies for coping with team challenges 4. Define your leadership philosophy and learn how to communicate it 5. Earning trust and building relationships 6. Leading virtual team

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	<ol style="list-style-type: none"> 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	<ol style="list-style-type: none"> 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	<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 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 theory 3. 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 management 2. 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	

Sr.No	Name of Subject	Course Outcome
MARKETING SPECIALISATION		
1.	Sales Management	
2.	Marketing Management Strategy	
3.	Consumer Behaviour	
4.	Services Marketing	
5.	Product and Brand Management	
6.	Customer Relationship Management	
HR SPECIALISATION		
Sr.No	Name of Subject	Course Outcome
1.	Training and Development	
2.	Compensation and Benefits	
3.	Competency-based HRM	
4.	Labour Laws and its implications	
5.	HR Planning and Application Tech in HR	
6.	Global HRM	

I.T. (Systems) Specialization

Sr.No	Name of Subject	Course Outcome
1.	Big Data and Business Analysis	
2.	Knowledge Management	
3.	Data base Management System	
4.	Software Engineering	
5.	Software Project Management	
6.	Enterprise Management System	

Operations Specialization

Sr.No	Name of Subject	Course Outcome
1.	Supply Chain Management	
2.	Operations Analytics	
3.	Services Operation Management	
4.	Manufacturing Resource Planning	
5.	Material Management	
6.	Total Quality Management	