# **I SEMESTER**

### MBAH 401: MODERN ORGANISATION AND MANAGEMENT

# **Course Outcomes:**

- 1. Acquire knowledge on the evolution of Management discipline
- 2. Have understanding about the management concepts.
- 3. Be able to solve the problems of organizations in an integrated manner.
- 4. Understand the management challenges in the changing business world.
- 5. Comprehending & correlating all of the management roles that occur around with basic management concepts and principles.
- 6. Understand the overview of its management, management theory and practical applications.
- 7. Students should get a clear idea about the Strategic Management concept, its relevance, characteristics, nature, process and purpose.

# **MBAH 402: BUSINESS ACCOUNTING AND FINANCE**

# **Course Outcomes:**

- 1. Demonstrate theoretical knowledge and its application in real time accounting.
- 2. Demonstrate knowledge regarding accounting principles and its application.
- 3. Independently undertake financial statement analysis and take decisions.
- 4. Understand the basic financial concepts.
- 5. Evaluate the investment decisions.
- 6. Analyse the capital structure and dividend decisions.
- 7. Estimate working capital requirements.

# MBAH 403: ORGANISATION BEHAVIOUR AND COMMUNICATIONS

# **Course Outcomes:**

- 1. Describe the key concepts of organizational behaviour.
- 2. Enhance the ability in terms of control of human behaviour in an organization.
- 3. Have knowledge on motivational factors that influence the individual behaviour.
- 4. Have understanding about the organizational power and politics.
- 5. Understand theories about how managers should behave to motivate and control employees.
- 6. Build people and leadership skills essential for managerial success.
- 7. Appraise the basic principles of communication

# **MBAH 404: INFORMATION TECHNOLOGY IN BUSINESS**

- 1.Describe the conceptual framework for e trade, mobile trade, and social trade.
- 2.Summarize the impact on society, markets & commerce of media, internet, social, digital, Io T, and related technologies.
- 3. Creation of illustrate interest & competitive edge in a digital business environment.
- 4.Examine the changing position of intermediaries, the changing nature of the supply chain and the online and offline payment systems.
- 5. Able to Classify the prevalent digital business models into different groups,

6. Able to describe their advantages and limitations.

7. Explaining the vast electronic business applications in today's world.

# **MBAS 405: ECONOMICS FOR MANAGERS**

# **Course Outcomes:**

- 1. The student will understand the application of Economic Principles to decision making in management.
- 2. The student must understand and apply the microeconomic principles to the efficient functioning of a firm and industry.
- 3. The Student will be able to understand, evaluate and predict Demand.
- 4. The student will apply production concepts and costs for production optimization
- 5. The student will be able to Analyse the Consumption Function and Investment Function.
- 6. Able to understand the impact of Business Cycle on day to day business.
- 7. The student will understand the impact of Government and the Macro Economy on business.

# **MBAS 406: SOFT SKILLS**

# **Course Outcomes:**

- 1.Recognize the various communication structures, communication channels and obstacles to effective communication.
- 2.Effectively Express themselves in real-world business interactions of routine and special nature.
- 3.Demonstrate proper use of body language.
- 4. Participate in professional meetings, group discussions, telephone calls, basic interviews as well as public speaking activities.
- 5.Create and deliver effective business presentations for common business situations, using the appropriate technology tools.
- 6.Describe steps in a standard process of contact and obstacles to effective communication.
- 7. Compose texts, notes, memos and circulars.

### **MBAS407: E-COMMERCE**

# **Course Outcomes:**

- 1.Recognize the various E-commerce structures, forms and obstacles to effective E-commerce.
- 2. Equip the students to handle jobs in E-commerce business.
- 3. Manage the E-commerce organization.
- 4. Able to understand the basic requirements of E-Commerce.
- 5. Able to manage the risks associated with the E-Commerce.
- 6. The students will be able to manage the SCM in E-Commerce.
- 7. The students will be able to manage the Challenges and Opportunities of E-Commerce organizations.

# **MBAS 408: COMPLIANCE MANAGEMENT**

# **Course Outcomes:**

1. Understanding of the key terms involved in each Act.

- 2. Summarize the key legal provisions of each Act.
- 3. Illustrate the use of the acts in common business situations.
- 4. Outline the various facets of basic case laws of each act from a legal perspective
- 5.Understand the various facets of basic case laws of each act from a managerial perspective .
- 6.Inculcate ethical practices.
- 7. Discourage act of business against environment and public interest.

# **MBAS 409: PROJECT MANAGEMENT**

### **Course Outcomes:**

- 1. Understand the need for project management.
- 2. Gain knowledge about business related projects.
- 3. Understand how to prepare project proposals.
- 4. Analyze the legal aspects relating to project management.
- 5. Prepare feasibility projects.
- 6. Analyze the project quality and value engineering.
- 7.In depth knowledge about project performance and evaluation.

# **MBAS 410: BUSINESS ANALYTICS**

# **Course Outcomes:**

- 1.Enable all participants to recognise, understand and apply the language, theory and models of the field of business analytics.
- 2. Foster an ability to critically Analyse, synthesise and solve complex unstructured business problems.
- 3. Encourage an aptitude for business improvement, innovation and entrepreneurial action
- 4. Encourage the sharing of experiences to enhance the benefits of collaborative learning
- 5.Instil a sense of ethical decision-making and a commitment to the long-run welfare of both organisations and the communities they serve
- 6. Enable data-driven decision making that has the potential to increase profits and improve efficiency
- 7. With predictive analytics, allow businesses to plan for the future in ways that were previously impossible.

# **MBAS 411:BANK MANAGEMENT**

# **Course Outcomes:**

- 1. Able to understand the nature of banking system in India.
- 2. Able to understand the need for privatization of banks.
- 3. Able to perform the banking functions and services.
- 4. Able to manage the risk management in banks.
- 5. Capable of handle the problem and the present status of Non-Performing Assets.
- 6. Able to cope up with liberalization in financial services.
- 7. Able to adopt to the changing trends in electronic banking.

# **MBAS 412: FACILITY MANAGEMENT**

- 1.Acquire the skills required for facility Management
- 2. Acquire the legal aspects related to facility management.

- 3. Able to make the best use of resources available.
- 4. Able to handle facility emergency preparedness.
- 5. Able to provide manage facility security management.
- 6. Able to follow and practice the facility management practice, operations and predictive maintenance.
- 7. Able to handle legal compliances relates to facility management.

# **II SEMESTER:**

# **MBAH 451: HUMAN RESOURCE MANAGEMENT**

### **Course Outcomes:**

- 1.Knowing HRM functions, concepts, role analysis that promotes the creation of a job description and job specification for different employee levels for students.
- 2.Synthesize information on recruitment process efficiency, sources & formal selection method comprehension.
- 3. Identify different types of preparation, and develop a training program.
- 4. Understand the concept of an organization's performance assessment process.
- 5. Have knowledge of the concepts and tools of HRM as relevant to industrial organisation
- 6. Have an understanding of the role of HRM in the overall strategy setting.
- 7. Able to Know the importance of training and development, and performance appraisal.

# **MBAH 452: MARKETING MANAGEMENT**

# **Course Outcomes:**

- 1. Build a capacity to assess the impact of the marketing feature on the environment.
- 2. Able to formulate marketing strategies.
- 3. Understand psychological and sociological factors that influence purchasing.
- 4. Develop marketing strategies based on goals of product , price, position and promotion.
- 5. Able to segment the market
- 6. Analyse the product life cycle so as to overcome the competition
- 7. Analyse the recent trends in marketing.

# **MBAH 453: INDIAN BUSINESS ENVIRONMENT**

- 1. Students will get an understanding of the Business macro climate and various macroeconomic principles.
- 2.The student should understand past and present industrial policies and development over time, and how the structure of Indian Industry evolved over time.
- 3. The student will be exposed to different nation and state economic policies.
- 4. The students will be able manage their roles in the changing business scenario.
- 5. Able to Analyse the environmental factors that influence business.
- 6. Able to understand the impact of Technical environment on business.

7. Able to assess the influence of nature on business.

### **MBAH 454: BUSINESS RESEARCH METHODS**

# **Course Outcomes:**

- 1.Identifying research problems and collecting relevant data analysis literature.
- 2. Write research design using methods of exploratory and Descriptive Research.
- 3.To prepare a questionnaire on brand awareness, efficiency of public sector.
- 4.To conduct market surveys and investigate the perception of consumers towards any FMCG or business.
- 5. Able writing reports and methods of presentation.
- 6. Able to maintain Quality Criteria in Qualitative Research.
- 7. Able to write research reports.

# **MBAS 455: OPERATIONS MANAGEMENT**

### **Course Outcomes:**

- 1.Define different types of productivity, and productivity measures.
- 2.Apply principles of value analysis and value engineering to specific operations management situations.
- 3.Apply different types of charts and diagrams to conduct study of the work and the method.
- 4. Explaining the need for aggregate planning, and the aggregate planning steps.
- 5. Able to prepare Resources Planning and Scheduling of Operations.
- 6.Illustrate how organizational capacity planning and its relationship to MRP is performed.
- 7. Elaborate on the JIT, lean, 5s, TPM, BPR, six sigma, world class fabrication principles.

# MBAS 456:BUSINESS ETHICS AND SOCIAL RESPONSIBILITY

# **Course Outcomes:**

- 1. Appreciate the concepts of business ethics
- 2.Understand the basic concepts of Indian Ethos
- 3. Able to understand and apply work ethos and values
- 4.Get familiar with the basic sources of Indian ethos and values
- 5. Undestand the Indian Systems of learning.
- 6. Able to practice ethical principles.
- 7. Able to implement Indian ethos and morals.

# **MBAS 457:SUPPLY CHAIN MANAGEMENT**

- 1. Prepare the students to meet challenges of supply chain management
- 2. Prepare the students to select appropriate CRM channel best suited for different firms.
- 3. Prepare the students to meet challenges of logistic.
- 4. Able to provide solutions to the SCM problems.

- 5. Understand the significance of Co-ordination in the supply chain.
- 6.Able to understand and effectively use Information technology in a supply chain.
- 7. Able to manage Global Supply Chain Management

# **MBAS 458:NON-PROFIT MANAGEMENT**

# **Course Outcomes:**

- 1. Able to identifying potentials of non-profit organizations in the development of an economy.
- 2. Able to establish and manage a non-profit organization.
- 3. Able to identify the scope of non-profit organization.
- 4. Acquire the skill required to manage a non-profit organization
- 5. Able to understand and adopts the changing trends in non-profit sector.
- 6. Able to identify the donors.
- 7. Able to coordinate with other NGOs operating in the sector.

# **MBAS 459: DISASTER MANAGEMENT**

# **Course Outcomes:**

- 1. Students will have clear understanding of Disaster Profile
- 2. Gain knowledge over reasons for disasters.
- 3. Know Roles and Responsibilities of Different Agencies and Government.
- 4.Build and implement a community hazard mitigation plan.
- 5. Develop an emergency management system.
- 6. Application and use of ICST for different disasters.
- 7. Develop a disaster management policy.

# **MBAS 460:MARKETING ANALYTICS**

# **Course Outcomes:**

- 1. After understanding marketing analytics the student can become a marketing analyst'.
- 2. Marketing analytics would save a lot of independent research
- 3. Students will be sound smarter in the boardroom after understanding marketing analytics.
- 4. Understanding of marketing analytics adds a completely new dimension to marketing science'.
- 5.It helps to Optimize Your Marketing Spending Using Customer Data.
- 6.It helps to present meaningful ,clear data to support decision making and convince stakeholder.
- 7. Understanding of marketing analytics helps a company make informed business decisions.

# **MBAS 461:INSURANCE MANAGEMENT**

- 1. Able to analyse the role of IRDA in controlling insurance market.
- 2. Able to analyse and design the of life and general insurance products.

- 3. Capable to describe and of sell insurance products.
- 4. Capable of handling rural insurance and social insurance.
- 5. Able to manage the unemployment insurance and miscellaneous products.
- 6. Capable to manage life insurance risk.
- 7. Understand impact of globalization on insurance market.

# **MBAS 462:FINANCIAL SERVICES**

# **Course Outcomes:**

- 1. Understand the capital market operations.
- 2. Able to handle and work with underwriting organizations.
- 3. Able to evaluate the credit rating of financial instruments.
- 4. Able to work with treasury management activities.
- 5. Able to the evaluation of hire purchase and leasing.
- 6. Able to work with central and commercial banking operations.
- 7. Able to evaluate and sell insurance and banking products.

# **III SEMESTER:**

# MBAH 501: ENTERPRENEURSHIP AND START-UPS

### **Course Outcomes:**

- 1 Identifying research problems of entrepreneurs and able to provide solution for the same.
- 2. Acquire the skills to identify new areas of business.
- 3. Able to identify potential source of finance.
- 4. Acquire the skill to Analyse and identify the potential market for the new business.
- 5. Able to provide suggestions to face the Challenges of Woman Entrepreneurs
- 6. Able to evaluate the established business to acquire it.
- 7. Able to manage small business.

# **MBAH 502: STRATEGIC COST MANAGEMENT**

# **Course Outcomes:**

- 1. Analyse the CVP techniques to determine optimal managerial decision
- 2. Experiencing on budgeting techniques
- 3. Making decision on cost analysis
- 4. use the theoretical knowledge for decision making
- 5. Analyse the financial position of the companies
- 6. Understand the practical difficulties in cost management
- 7. Able to prepare budgets for companies

# **MBAH 503: OPERATIONS RESEARCH**

- 1. Able to identify the applications of OR in business.
- 2. Acquire the OR skills to manage business operations.
- 3. Understand the applications of multiple subjects to manage activities

- 4. Understand the difference between real world problems and simulated problems.
- 5. Able to apply transportation models in business.
- 6. Able to understand and apply replacement decisions effectively.
- 7. Able to manage the projects with limited resources.

# **MBAS 504: STRATEGIC FINANCIAL MANAGEMENT**

### **Course Outcome:**

- 1. Understand the concepts of Financial Management from strategic perspective.
- 2. Apply the techniques and models of Strategic Financial Management.
- 3. Analyse the role of strategic Financial Management within organizations and how financial strategies achieve organizational objectives.
- 4. Analyse the challenges of emerging financial environment.
- 5. Critically assess various risk management approaches.
- 6. Evaluate the approaches to valuation of intangible assets.
- 7. Solve real life cases in the area of corporate finance.

# MBAS 505: INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT

# **Course Outcome:**

- 1. Acquire the knowledge of capital market and its functions and products.
- 2. Able to distinguish the investment products based on its risk and return.
- 3. Able to select and construct best portfolio.
- 4. Able to provide investment advice to the clients.
- 5. Able to identify and manage the risks associated with the investments avenues.
- 6. Able to use derivatives in managing risks.
- 7. Able to Analyse the capital market,

# **MBAS 506: Tax Planning**

### **Course Outcome:**

- 1. Acquire the knowledge of corporate and personal tax laws.
- 2. Able to Analyse the corporate and personal tax planning.
- 3. Understand the consequence of Tax Evasion, Tax Avoidance
- 4. Able to prepare and file personal tax returns.
- 5. Able to avail all kinds of reliefs, exemptions, deductions and tax benefits.
- 6. Understand the recent trends in tax laws.
- 7. Able to evaluate tax planning with regards to specific managerial decisions.

### MBAS 507: MARKETING RESEARCH AND CONSUMER BEHAVIOUR

- 1. Learn the tools and techniques to translate a marketing decision problem into a research question
- 2. Design a research plan, analyse the data gathered
- 3. Accurately interpret and communicate survey reports.
- 4. Translating the results into practical recommendations.
- 5. Identify the dynamics of human behaviour.
- 6. Analyze the basic factors that influence the consumer decision process.
- 7.To demonstrate how concepts may be applied to marketing strategy

### MBAS 508: PROMOTION AND DISTRIBUTION MANAGEMENT

### **Course Outcome:**

- 1. Students understand the pros and cons of promotion and distribution arrangements.
- 2. Realise how this helps the entire chain of marketing.
- 3. Experience the virtual marketing practices.
- 4. Practice the effectiveness of promotional programmes.
- 5. Have practical aspects of public relations
- 6. Understand the current trends in supply chain management.
- 7. Gain knowledge over technological development of e-commerce.

# **MBAS 509: RETAIL MANAGEMENT**

# **Course Outcome:**

- 1. Realise the job opportunities in retail management.
- 2.Get in-depth knowledge to become self-employed.
- 3. Students strive to become good retail managers.
- 4. Understand the practical difficulties in setting up of a retail outlet
- 5. Become entrepreneurs in retail business
- 6. Build retail stores.
- 7. Understand the challenges faced by the retail sector.

# **MBAS 510: LEARNING AND DEVELOPMENT**

# **Course Outcome:**

- 1. Understand the significance of training and development.
- 2. Practicality of HRD programmes in corporates.
- 3. Realise the importance of competency based training and management development programmes.
- 4. Inculcate the abilities to train workforce in the organisation
- 5. Facilitates to prepare employees to face the future challenges.
- 6. Prepares future trainers in corporate sector.
- 7. Translates employees to human resource

# **MBAS 511: EMPLOYEE RELATIONS MANAGEMENT**

### **Course Outcome:**

- 1. Understand the relationship between employer relatives and labour legislations.
- 2. Understand the importance of WPM and conflict management in industries.
- 3. In-depth knowledge on present scenario of industrial relations.
- 4. Demonstrate the knowledge in this area and solve complex corporate problems.
- 5. Identify business opportunities, design and implement innovations in work space.
- 6. Apply reasoning's informed by the contextual knowledge in the given area.
- 7. Apply ethical principles for making judicious managerial decisions,

# **MBAS 512: STRESS MANAGEMENT**

- 1. Understand the cognitive variables of stress
- 2. Learn Managing Work-Life Balance
- 3. Preparing for better future by reducing the stress.
- 4. Demonstrate the knowledge in this area and solve complex corporate problems.

- 5. Identify business opportunities, design and implement innovations in work space,
- 6. Apply reasoning's informed by the contextual knowledge in the given area.
- 7. Apply ethical principles for making judicious managerial decisions.

# MBAS 513: PRINCIPLES AND PRACTICE OF BANKING AND INSURANCE

- **Course outcome:**
- 1. Understand the changing trends in banking and insurance.
- 2. Able to Analyse the products and services offered by banking and insurance industry.
- 3. Able to provide the services to banking and insurance companies.
- 4. Understated the customers' rights.
- 5. Understand and able to procure financing exporters and importers.
- 6. Understand the process and concepts of underwriting.
- 7. Able to perform financial analysis and valuation.

# MBAS 514: BANKING AND INSURANCE PRODUCTS

### **Course outcome:**

- 1. Able to Analyse and explain the banking and insurance products.
- 2. Able to design new banking and insurance products
- 3. Able to provide the services to banking and insurance sector.
- 4. Able to handle IT products of banks.
- 5. Able to sell and manage loan products of banks.
- 6. Able to sell and describe the non-life insurance.
- 7. Able to handle Miscellaneous Products of banks.

# **MBAS 515: INTERNATIONAL BANKING**

### Course outcome:

- 1. Understand the role of international banking in developing and promoting regional and global relationship.
- 2 Able to manage International payments system.
- 3 Able to understand and procure capital from international financial market.

Understand the foreign exchange risk and able to manage it

- 5 Able to identify various agencies and international financial institutions which provides financial assistance for development.
- 6. Able to assess the ratings of International rating agencies.
- 7. Able to handle Asset and liability managements of foreign banks

# **MBAS 516: HOSPITAL SERVICES ADMINISTRATION**

### Course outcome:

- 1. Understand and know the services provided by hospitals and manage it.
- 2. Manage the risk associated with hospital management
- 3. Able to manage hospital planning and administration.
- 4. Provide efficient Supportive and Utility Services to hospitals.
- 5. Able to provide good Clinical Services
- 6. Able to provide and manage occupational safety in hospitals
- 7. Able to handle waste management.

### MBAS 517: HOSPITAL PLANNING AND ADMINISTRATION

### Course outcome:

- 1. Familiarize with the designing of hospital systems.
- 2. Understand the uniqueness of hospital organization, structure, subsystem
- 3. Able to plan and design administrative services.
- 4. Able to plan and design medical and ancillary services requirements.
- 5. Assess the various hospital safety measures.
- 6. Evaluate a suitable information system for hospital services.
- 7. Able to manage Safety and security in Hospitals.

### MBAS 518: HEALTH ECONOMICS AND INSURANCE

# Course outcome:

- 1. Acquire the full knowledge of National Health Policy
- 2. Aware about the health care programmes of state and central governments.
- 3. Facilitate the society to avail health care programmes.
- 4. Analyze the health economics.
- 5. Able to use innovative health schemes.
- 6. Able to conduct Cost analysis for organizations that supply health care.
- 7. Able Analyse the scope for public-private participation in health care.

# **MBAS 519: FUNDAMENTALS OF LOGISTICS MANAGEMENT**

# Course outcome:

- 1. Understand the significance of customer service in logistics management.
- 2. Evaluate procurement and outsourcing in the context of logistics.
- 3. Identify with the evolving Technical factors that make logistics critical for the success of a business.
- 4. Understand a fresh perspective of inventory management in Logistics management.
- 5. Able to provide e-business solutions for supply chain.
- 6. Able to plan and manage logistics resource management.
- 7. Able to use Technology and Logistics information system.

### MBAS 520: CARGO AND FREIGHT MANAGEMENT

# **Course outcome:**

- 1. Explore freight transportation strategies to facilitate effective supply chain operations.
- 2. Evaluate the economic viability of various modes of transport
- 3. Able to formulate freight transportation strategies
- 4. Able to resolve problems in freight transportation and supply chain management
- 5. Able to manage Quality Control and Clearance of Cargo.
- 6. Able to prepare, complete and get all Cargo Documentation.
- 7. Acquire the knowledge Freight structure and practice.

**MBAS 521: TRANSPORTATION MANAGEMENT** 

- 1. Analyse critical thinking strategies in the context of transportation management
- 2. Demonstrate the technological factors of logistics and transportation.
- 3. Utilize data and information to make strategic transportation decisions.
- 4. Develop and implement freight transportation strategies for effective supply chain operations.
- 5. Effectively resolve problems in transportation and supply chain management.
- 6. Able to choose right transportation mode.
- 7. Able to manage transportation risk management.

# **IV SEMESTER:**

# **MBAH 551: International Business Environment**

### Course outcome:

- 1. Able to face the challenges of international market.
- 2. Able to identify the factors influencing international business
- 3. Able to frame strategies to tackle the international business.
- 4. Able to distinguish countries based on competitiveness.
- 5. Able to manage the outsourcing activities.
- 6. Able to procure and manage FDI inflows.
- 7. Able to tackle the international trade barriers.

# MBAS 553: Behavioural Finance

# Course outcome:

- 1. Understand the behavioural finance, rational finance
- 2. Understand the market efficiency
- 3. Understand the Self Deception, Emotional factors and social forces in investment.
- 4. Understand strategies of well-known value investment.
- 5. Able to manage overconfidence and its causes.
- 6. Able to manage market outcomes.
- 7. Able to overcome psychological Biases.

# **MBAS 554: International Financial Management**

# **Course outcome:**

- 1. Understand the global financial environment and International Flow of funds.
- 2. Interpret the operation of financial market and exchange rate determination.
- 3. Recognize foreign exchange risk management.
- 4. Assess the various factors and methods to evaluate the country risk in the context of FDI.
- 5. Address the special issues involved in multinational capital budgeting and cash management.
- 6. Able to manage international fund flow.
- 7. Able to analyse and manage Country risk.

# **MBAS 555: CORPORATE RESTRUCTURING**

# **Course outcome:**

1. Acquire and demonstrate expert knowledge in the specific subject area of corporate restructuring,

- 2. Critically evaluate different types of Merger and Acquisition, take over and different strategies.
- 3. Understand the principles and techniques of corporate restructuring
- 4. Able to manage tax issues associated with corporate restructuring,
- 5. Evaluate synergies of mergers & acquisition deals.
- 6. Able to procure financing for mergers and acquisitions.
- 7. Able to manage revival, rehabilitation and restructuring of sick companies

# MBAS 556: INTERNATIONAL MARKETING MANAGEMENT

### Course outcome:

- 1. Get practical experiences about import/export documentation.
- 2. Visualize the role of commercial banks and other financial institutions in export and import management.
- 3. Practical experience in export/import documentation
- 4. Demonstrate the knowledge in this area and solve complex corporate problems.
- 5. Identify business opportunities, design and implement innovations in work space.
- 6. Apply reasoning's informed by the contextual knowledge in the given area.
- 7. Apply ethical principles for making judicious managerial decisions.

# **MBAS 557: SERVICE MARKETING**

# **Course outcome:**

- 1. creates an understanding what quality means and how customers develop perceptions of service quality
- 2. In depth knowledge on consumer behaviour in service delivery
- 3. Practicality of service design and service standards.
- 4. Demonstrate the knowledge in this area and solve complex corporate problems.
- 5. Identify business opportunities, design and implement innovations in work space.
- 6. Apply reasoning's informed by the contextual knowledge in the given area.
- 7. Apply ethical principles for making judicious managerial decisions.

# **MBAS 558: RURAL MARKETING**

### **Course outcome:**

- 1. Develop required skills to manage rural customers.
- 2. Strategies to overcome the practical difficulties of rural marketing
- 3. Explore the job opportunities in rural marketing
- 4. Demonstrate the knowledge in this area and solve complex corporate problems.
- 5. Identify business opportunities, design and implement innovations in work space.
- 6. Apply reasoning's informed by the contextual knowledge in the given area.
- 7. Apply ethical principles for making judicious managerial decisions.

# MBAS 559: GLOBAL HUMAN RESOURCE MANAGEMENT

### Course outcome:

- 1. Get in-depth knowledge about the different dimension of GHRM.
- 2. Understand MNCs and their HR practices.
- 3. Acquire required competencies for international HR managers.
- 4. Demonstrate the knowledge in this area and solve complex corporate problems.
- 5. Identify business opportunities, design and implement innovations in work space.
- 6. Apply reasoning's informed by the contextual knowledge in the given area.
- 7. Apply ethical principles for making judicious managerial decisions.

### MBAS 560: COMPENSATION MANAGEMENT

# Course outcome:

- 1.Develop remuneration and reward strategies.
- 2. Have an insight to compensation methods at different levels.
- 3.Get theoretical and practical input about salary structure of employees.
- 4. Demonstrate the knowledge in this area and solve complex corporate problems.
- 5. Identify business opportunities, design and implement innovations in work space.
- 6. Apply reasoning's informed by the contextual knowledge in the given area.
- 7. Apply ethical principles for making judicious managerial decisions.

# **MBAS 561: PERFORMANCE MANAGEMENT**

# Course outcome:

- 1. Get practical expense to build high performing.
- 2. Understand the role of HR managers in performance management.
- 3. Able to build high performing teams.
- 4. Demonstrate the knowledge in this area and solve complex corporate problems.
- 5. Identify business opportunities, design and implement innovations in work space.
- 6. Apply reasoning's informed by the contextual knowledge in the given area.
- 7. Apply ethical principles for making judicious managerial decisions.

# MBAS 562: LEGAL ASPECTS OF BANKING AND INSURANCE

### Course outcome:

- 1. Understand the legal framework of regulation of Banking operations
- 2. Understand the legal framework of aspects of banking operations.
- 3. Understand the law relating to securities and modes of charging
- 4. Understand the legal aspects of Insurance,
- 5. Able to manage insurance contract and documents.
- 6. Able to recover assets due to banks.
- 7. Able to manage redressed of grievances Arbitration procedure.

### MBAS 563: TREASURY AND RISK MANAGEMENT

- 1. Understand the need for Treasury and Risk Management
- 2. Able to handle Treasury products of a business.
- 3. Able to identify various capital market instruments and the instruments used for risk management.
- 4. Able to manage the risk associated with the Treasury Management
- 5. Able to conduct risk exposure analysis.

- 6. Able to measure the risk.
- 7. Able to understand the sound practices for management and supervision of operational risk.

# **MBAS 564: Rural Banking**

### Course outcome:

- 1. Able to work in rural banking sector.
- 2. Able Analyse the rural banking customers requirements
- 3. Understand the Regulation, Supervision and Compliance of rural banking.
- 4. Able to identify the methods used for liquidity management
- 5. Able to conduct internal and external audit.
- 6. Able to comply Regulation, Supervision and Compliance
- 7. Able to manage banker customer relationship.

# MBAS 565: Quality Management in Healthcare Organization Course outcome:

- 1. Understand the importance of quality management in healthcare organization
- 2. Able to identify quality control components.
- 3. Understand the quality control tools and techniques
- 4. Able to Evaluate of Quality Management
- 5. Able to manage the hospital Accreditation
- 6. Able to conduct medical audit.
- 7. Able to assist in quality control.

# MBAS 566: LEGAL ISSUES IN HEALTHCARE & BUSINESS ETHICS

# Course outcome:

- 1. Understand the legal and ethical issues in healthcare organization
- 2. Understand the Contract Labour and casual Labour Acts
- 3. Able to Medical Legal Procedures
- 4. Able to manage the Contract Labour and casual Labour
- 5. Able to handle the issues relates to Consumer Protection and Patient Rights.
- 6. Able to advice the issues relates to healthcare business ethics.
- 7. Able to handle issues in ethics in management.

### **MBAS 567: HEALTH ENTREPRENEURSHIP**

- 1. Able to understand the need for Health Entrepreneurship.
- 2. Able to manage Health Enterprise.
- 3. Able to fulfil Statutory requirements for launching a new health venture
- 4. Able to prepare Entrepreneurship (Business) plan
- 5. Able to help the health Entrepreneurs.
- 6. Able to advice and procure financing for the new venture.
- 7. Able to identify the need for social Entrepreneurship in healthcare.

# MBAS 568: INTERNATIONAL TRADE DOCUMENTATION AND MARITIME LAW Course outcome:

- 1. Able to prepare trade procedures and documentation formalities pertaining to export and import.
- 2. Apply the structured approach to handling trade transactions and incidental paper work.
- 3. Able to avail the Export Incentives.
- 4. Able to process export order.
- 5. Able to frame export import strategy for the firm.
- 6. Understand the Maritime Laws of India: Emerging Challenges.
- 7. Able to handle and mange any problems associated with law and enforcement

# **MBAS 569: STRATEGIC LOGISTICS MANAGEMENT**

### Course outcome:

- 1. Explore the conceptual and theoretical backgrounds of strategic logistic management.
- 2. Understand the process of strategic planning and execution.
- 3. Explore the logistics in strategic decisions
- 4. Interpret the various issues in Logistics integration
- 5. Evaluate the performance of Logistics.
- 6. Able to plan for logistic management.
- 7. Able to choose best logistic for different locations.

# MBAS 570: WAREHOUSING, ICD AND PACKAGING

# **Course outcome:**

- 1. Understand the significance of warehousing management techniques and warehouse activity profiling
- 2. Examine the role and functions of Inland Container Depot
- 3. Evaluate the various warehouse performance techniques.
- 4. Suggest packing design based on its cost and requirements for transportation and marking.
- 5. Able to manage the issues relates to Warehouse- and Environment,
- 6. Capable to manage the Health and safety Issues in warehousing, ICD and packaging
- 7. Able to manage warehousing information system.

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