



## II SEMESTER

### Course Outcomes (COs)

Course Title: Technology for Management

Course code: 2.1

CO 1	Understand the technical aspect of computers and internet as well as their roles in business Environment
CO 2	Analyze the impact of IT in the Business and techniques used to maintain Management Information System in the organization.
CO 3	Expose the students in the areas of System Development Life Cycle and usage of software tools like DSS, GDSS and expert systems etc. in business applications.
CO 4	Perceive the important business functions provided by typical business software such as Customer Relationship Management (CRM), Supply Chain Management, Artificial Intelligence and Enterprise Resource Planning (ERP).
CO 5	Understand the e-commerce framework and technology.
CO 6	Expose the students to current environment for existing business systems in the areas of Accounting, Finance, Manufacturing and Marketing
CO 7	Enable the students to use the software tools such as RDBMS, MS-Excel, MS-Word, MS-Access, Google Docs and MS-PowerPoint to analyze and solve business problems.

Course Title: Management Research Methods

Course code: 2.2

CO 1	Attaining comprehensive knowledge and skills about research process with a balanced blend of theory and Application Technique.
CO 2	Acquainting students with the types of management problems of organizations.
CO 3	Enabling them to develop insights about basic concepts, designs, tools and methodology that are used at each step of Research Process thereby, honing the research skills of future managers.
CO 4	Transforming students into well-equipped and scientifically skilled research professional sand managers by conducting research in every aspect of decision making in the organization.

Course Title: Entrepreneurship and Ethics

Course code: 2.3

CO 1	Understand the nuances of entrepreneurship
CO 2	Understand the dynamics for startups and success of new ventures.
CO 3	Critically analyze, how the fundamental concepts and tools may be applied to real world business situations and opportunities
CO 4	Gain an understanding of how entrepreneurial thought and action may be applied to opportunities of all kinds including new ventures as well as innovation within existing organizations, in both for profit and not for profit sectors.
CO 5	Use a methodology to develop and assess new opportunities to convert an idea into reality and to be able to create B Plans in addition to the ability of raising funds.
CO 6	Inculcate the ethical framework of leadership as an entrepreneur.





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**Course Title: Human Capital Management**  
**Course code: 2.4**

CO 1	Design & perform various activities related to Human Resource Planning in the workplace
CO 2	Formulate job description and job specification details related to various positions in the workplace
CO 3	Choose right candidate by conducting relevant selection tests and interviews
CO 4	Evaluate employees performance in the workplace as per the organisation policies and procedures
CO 5	Align various functional goals by practicing Strategic Human Resource Management in the workplace
CO 6	Understand the changing environment and its implication for managing the Human Resources to achieve the competitive advantage and organizational excellence.

**Course Title: Financial Management**  
**Course code: 2.5**

CO 1	Describe the financial environment within which organisations must operate.
CO 2	Understand the concept of time value of money and application of the same in various financial decisions.
CO 3	Review the various long-term sources of funds for a firm and apply measures of cost of capital and financial leverage to form long-term financial policies for business.
CO 4	Apply techniques for estimating the cost of each component of the cost of capital and understand how to assemble this information into a cost of capital.
CO 5	Identify and judge relevant cash flows for capital budgeting projects and apply various methods to analyse projects.
CO 6	Understand working capital management which includes strategies and techniques used to manage cash, accounts receivable, inventory and payables.
CO 7	Enable the students with required knowledge and skill sets to apply business finance theories and concepts to practical problems.







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**Course Title: Quantitative Techniques & Operation Research**

**Course code: 2.6**

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**Course Title: Innovation Management**

**Course code: 2.7**

CO 1	Given a set of objects the students shall use their design thinking skills to create useful objects which is novel and shall find economic value in the market.
CO 2	The students shall be confident to demonstrate out of the box thinking.
CO 3	Student shall identify at least one problem that they feel shall have an entrepreneurial opportunity.
CO 4	Every student shall create at least one new product with the existing material list and shall prepare a neat diagram on a paper using pencils or a black marker pens.
CO 5	All the students shall ACQUIRE SKILLS to draft a patent document.
CO 6	All the students shall demonstrate the procedures to develop an App/ Application in Google Play.

