



Criterion : I – Curricular Aspects

Metric : 1.1.1 – Programme Outcomes (POs), Programme Specific Outcomes (PSOs) and Course Outcomes (COs) – M.B.A

Year : 2015 - 2020



FATIMA COLLEGE (AUTONOMOUS), MADURAI – 625018

NAME OF THE PROGRAMME: M.B.A

PROGRAMME CODE: MBA

PROGRAMME OUTCOMES:

On completion (after two years) of MBA Programme, the students are able to

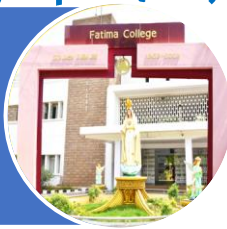
- PO 1:** Assess and synchronize the information on business environment and enhance the skills for grabbing the business opportunities
- PO 2:** Demonstrate the awareness on the current scenario of business and enrich the ability to connect their impacts on Global business trends
- PO 3:** Develop the creative and innovative techniques in management of Men, Materials, Money and Man power in an organization along with cross cultural and diversified commonalities
- PO 4:** Summarize the theories and thoughts of leadership, communication, strategic decision making and motivation to make a platform in formulation of crisis management skills
- PO 5:** Synthesize and articulate the team development and group decision making skills along with employee empowerment through strong industrial relations



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PROGRAMME SPECIFIC OUTCOMES:

On completion (after two years) of MBA Programme, the students are able to

- PSO 1:** Impart the students with practical knowledge about all the concepts with the objective of developing them as managers of business entities
- PSO 2:** Assist the students in developing their knowledge to acquire sound decision making skills, leadership traits, crisis management capability and resources utilization optimality
- PSO 3:** Provide a strong foundation for analytical thinking and application of technologies in business and in its various functional areas
- PSO 4:** Appraise the skills of the students through internship programmes, projects and in-plant training to develop their professionalism in their career
- PSO 5:** Sketch out the students with expectancy in foundation courses and functional courses in their first year and with areas of specialization by streamlining their interest towards various aspects of business in the second year



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YEAR: 2019 - 2020

COURSE CODE	COURSE TITLE	NATURE OF THE COURSE (LOCAL/ NATIONAL/ REGIONAL/ GLOBAL)	COURSE DESCRIPTION	COURSE OUTCOMES
19MBA101	Management Principles and Practice	Global	This course focuses on the management principles, functions and various other elements of management. In this course the functions of managers, their roles and responsibilities along with organizational structure are insisted to make the students understand better to run a business successfully.	<p>CO 1: Frame out the functions of management and evaluation of management thought.</p> <p>CO 2: Sketch out the types of organization structure along with delegation of authority and strategy.</p> <p>CO 3: Asses the various types of leadership styles and theories.</p> <p>CO 4: Emphasis on process of communication and its types.</p> <p>CO 5: Focus on the controlling techniques and its application in management.</p>



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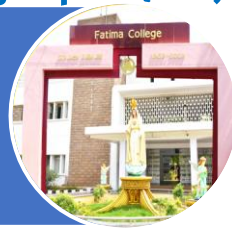
19MBA102	Management Accounting	National	Students in this course will develop the essential ability of all managers to use complex accounting information as a platform for decision making. Students will build a certain sophisticated level of understanding of the language of accounting and its concepts.	<p>CO 1: Outline the overview of management accounting and understand the different types of depreciation.</p> <p>CO 2: Demonstrate the elements of cost and compute break-even print.</p> <p>CO 3: Analyze the managerial application of marginal costing.</p> <p>CO 4: Discuss the significance of ratio Analysis and compute difference type's ratio.</p> <p>CO 5: Assess the requisites for a successful budgetary control system and compute different types of budget</p>
19MBA103	Computer for	Global	This course equips the students with skills for the	CO 1: Discuss the evolution, classification



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	Managers		effective use of office automation systems. This helps the participants to construct and Analyze databases.	<p>of computers.</p> <p>CO 2: Analyze the applications of MS-Word MS-Excel and PowerPoint.</p> <p>CO 3: Assess the concept of database management system and communication network.</p> <p>CO 4: Outline Enterprise resource planning and its types.</p> <p>CO 5: Evaluate various E-Business models.</p>
19MBA104	Managerial Economics	National	This course combines micro and macroeconomics and its application in businesses. It also exposes students to the fundamental economic concepts. This course also aims at providing an	<p>CO 1: Sketch the fundamental economic concepts.</p> <p>CO 2: Analyze demand and its determinants and to know the economics of scale.</p> <p>CO 3: Assess the pricing methods in</p>



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			overview of the circular flow of National income and its concepts.	<p>various Market structure and to get an idea over the theories of profits.</p> <p>CO 4: Demonstrate the circular flow of National Income and its concept.</p> <p>CO 5: Discuss the phase of Business cycle and Analyze the effects of inflation and deflation.</p>
19MBA105	Organizational Behavior	Local	This course is to provide an understanding about individual and group behavioral process in the organizational context and apply such knowledge in dealing with issues of individual interpersonal or group behavior in organization	<p>CO 1: Outline the overview of organizational behavior and understand the different types of perception.</p> <p>CO 2: Demonstrate the concept of personality and discuss the different types of leadership theories.</p> <p>CO 3: Discuss the different type of assess the functions of attitude.</p>



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				<p>CO 4: Analyze the group dynamics and discuss the different type of motivation theories.</p> <p>CO 5: Assess the different stages of conflicts and stress management mechanism in the organization.</p>
19MBA106	Quantitative Techniques	Regional	<p>The course introduces the application of Operations Research concepts to the Management decision-making. The course enables the learners to enrich their quantitative analytical skills.</p>	<p>CO 1: Formulate business problems in matrix form</p> <p>CO 2: Formulate LP model for Business decision making and compute optimal solutions</p> <p>CO 3: Plan optimal decisions for transportation problems</p> <p>CO 4: Design methods to solve assignment problems</p> <p>CO 5: Apply strategies using game theory and Analyze it for optimality</p>



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19MBA201	Production & Operations Management	Local	This course examines the functional areas of production and operations management in the manufacturing industry.	<p>CO 1: Outline the concept of production management and discuss the different types of layout techniques.</p> <p>CO 2: Compute EOQ and assess the inventory classification.</p> <p>CO 3: Evaluate the production scheduling and control mechanism in the organization</p> <p>CO 4: Discuss the techniques of work measurements and asses the work sampling procedures.</p> <p>CO 5: Identify the quality control techniques and emerging trends in production management.</p>
19MBA202	Human	Local	This course aims on	CO 1: Outline the concept of HRM



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	Resources Management		providing a overview on the concept of HRM. It exposes students to how to manage people at work. It also covers concepts like manpower planning, recruitment, selection, training and development. It also examines the emerging trends in HRM.	<p>&Manpower planning process.</p> <p>CO 2: Analyze the process of performance Appraisal and discuss the various methods of training and development.</p> <p>CO 3: Evaluate the principles of Job evaluation and explain the wage and salary Administration.</p> <p>CO 4: Discuss trade Union and its function and Analyze collective bargaining.</p> <p>CO 5: Identify the cause of grievance and procedure for disciplinary action.</p>
19MBA203	Marketing Management	Global	This course describes the nature and purpose of marketing. It describes marketing mix, consumer	<p>CO 1: Outline marketing management concept and current trends.</p> <p>CO 2: Assess consumer behavior and</p>



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			behavior and strategy, product planning and development. It helps the students in making better marketing management decisions.	<p>identify competitors.</p> <p>CO 3: Analyze product life cycle and strategies relevant to them.</p> <p>CO 4: Discuss pricing and distribution strategies.</p> <p>CO 5: Design and Manage advertising programme</p>
19MBA204	Financial Management	Local	<p>This course emphasis on the functions of finance, sources of finance and the importance of finance department in an enterprise. This course also illustrates the financial decisions, investment decisions and dividend decisions and their impact in the business</p>	<p>CO 1: Introduce financial management and preparation of fund flow and cash flow statements.</p> <p>CO 2: Outline the short term financing decisions in an organization.</p> <p>CO 3: Emphasize on long term investment and financial decisions in an organization.</p> <p>CO 4: Enhance the students with</p>



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			environment.	determination of dividend decisions and policies in declaration of dividends in an organization. CO 5: Sketch out the concept of taxation and its types.
19MBA205	Management Information System	Global	The course emphasizes the application of systems in various business operations. The types of MIS and its various areas of business applications are focused in this course. The business analytics and its impact on various business operations are also insisted in this course.	CO 1: Emphasize on impact and role of MIS in an organization. CO 2: Outline the application of information system in business operations. CO 3: Focus on decision support system in management decisions. CO 4: Highlight the application of strategic Information system in an organization. CO 5: Introduce business analytics and



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				its types.
19MBA206	Business Research	Regional	The course is designed to enable the managers to pursue independent research in the context of organization. The course sharpens the research competencies and analytical skills of learners.	CO 1: Outline research types and process CO 2: Apply suitable sampling methods and techniques for research study CO 3: Use effective data collection methods CO 4: Apply appropriate Statistical tools and Analyze the results CO 5: Evaluate the research results and Create research report
COURSE CODE	COURSE TITLE	NATURE OF THE COURSE	COURSE DESCRIPTION	COURSE OBJECTIVES
MBA301	Strategic Management	Global	The primary concern of this course is to introduce a	<ul style="list-style-type: none"> Provide framework on strategic management.



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			strategic orientation among the participants in formulating and implementing strategies at corporate level.	<ul style="list-style-type: none"> Analyze the environment for suitable strategies. Explain various strategies that corporate can adapt. Identify the process of implementing a strategy. Assess the strategic Control process and suggest suitable ways for effective implementation of strategies
MBA302	Entrepreneurship	National	The course explores the basic concepts of entrepreneurship. It provides an idea about the idea generation and the various Appraisals.	<ul style="list-style-type: none"> Outline the entrepreneurial framework and explore their personality traits. Explain the EDP Training Programmes and institutions. Identify the problems of women entrepreneur and face the challenges with Governmental



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				<p>support.</p> <ul style="list-style-type: none"> Analyze and formulate a business plan. Assess the financial institutions and a roadmap to utilize the various incentives schemes.
MBA303	Marketing Research	Global	<p>This course deals with planning relevant data collection Analysis and communication of such results. It deals with monitoring marketing performance and improves understanding.</p>	<ul style="list-style-type: none"> Outline the importance research process Study the importance of research and information. Understand the process and methods of Data collection. Explain Data presentation interpretation and evaluation. Assess the application of marketing research in different forms.
MBA304	Advertising	Local	<p>This course introduces</p>	<ul style="list-style-type: none"> To discuss the need for advertisement



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	Management		integrated communication – advertising public relations – process and practices.	and current scenario in advertising. <ul style="list-style-type: none"> To explain the role of advertising agencies. To create advertisement for a product. Assess the various media for advertising. Compile research and advertising effectively.
MBA305	Sales and Distribution Management	Local	This course introduces the participants to sales and distribution practices. It exposes the participants to the tools and strategies necessary for designing, motivating and evaluating sales and distribution systems.	<ul style="list-style-type: none"> Outline the Concept of selling and sales management. Explain the theories on salesmanship and personal selling. Assess the role of personal selling in distribution and promotional strategy. Discuss sales force management and Analyze channel of distribution and various distribution systems.



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MBA306	Customer Relationship Management	National	This course plans to impart a sound introduction and components involved in CRM.	<ul style="list-style-type: none"> Assess the need for and different mode of CRM. Identify various aspects related to CRM. Explain customer relationship Management process. Analyze the implication of CRM. Compile E-CRM with traditional CRM.
MBA308	Brand Management	Local	This course provides students with insights into how profitable brand strategies can be created and the implications for brand management professionals.	<ul style="list-style-type: none"> Revise branding, positioning and connected issues. Compile new product development with branding. Discuss product launch strategies. Analyze the role of brand in Portfolio Management. Explain brand management plan and systems.



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MBA309	E-Marketing	Global	This course enables the students to learn and master the complete landscape of online marketing and associated channels.	<ul style="list-style-type: none"> • Explain the evolution of digital marketing. • Revise consumer buying behavior and process. • Analyze segmentation, Targeting and positioning in digital marketing. • Assess digital marketing mix. • Discuss relevant issues related to digital marketing.
MBA311	E – Commerce	Global	This course illustrates the electronic way of commerce and trade in the business world. The various models of e-commerce, e-payment modes and the safety approached in transactions are also included in this course for the better	<ul style="list-style-type: none"> • Create an idea about e-market and its opportunities. • Give a frame work of various modes of e-commerce. • Emphasize the securities and safety measures for online transactions. • Sketch out the mode of purchase and cash payments.



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			understanding of the students.	<ul style="list-style-type: none"> Insists on upcoming trends in e-commerce.
MBA312	Introduction to GUI & Visual Basic	Global	<p>This course aims to introduce the students about graphical user interface and its applications in business. The SQL, programming and its concepts are also focused in this course for the knowledge of the students in recent developments in software and systems technology.</p>	<ul style="list-style-type: none"> Insists on applications of Front end tools. Provide knowledge about working with strings. Give views on usage of control statements. Provide information about VB menus. Explain the usage of files and database.
MBA313	Enterprise Resource Planning	Global	<p>This practical course gives knowledge about the applications of enterprise resource planning in various</p>	<ul style="list-style-type: none"> Frame an outline of ERP and its related technologies. Outline the Manufacturing module of ERP.



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			<p>functions of an organization. This course insists on the various technologies such as SAP, e-payment, e-HRM, OLAP.</p>	<ul style="list-style-type: none"> • Explain the finance and production module of ERP. • Insist on the Frame work and the market of ERP along with its leading. • Brief out the ways of ERP implementation and its Process.
MBA314	Knowledge Management	Global	<p>This course explores the concepts in knowledge database, knowledge architecture and its subsequent implications in business. This course also insists the development of knowledge base in the organization for is better focus on the functions of the organization.</p>	<ul style="list-style-type: none"> • Introduce the knowledge management components and its benefits. • Give an outline of Knowledge Management process and challenges. • Emphasize on Industrial environment and its issues. • Brief out the anatomy of Knowledge Management. • State the critical success factors in Knowledge Management.



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MBA322	Project Financing	National	The course on Project Financing enables the project idea conception, project appraisal, and evaluating competencies of learners. The course provides knowledge on project risk evaluation techniques.	<ul style="list-style-type: none"> • Explore project ideas & assess project identification criteria • Design project report and evaluate financial estimates and projections • Plan appraisal of projects by various financial institutions • Compute project evaluation using techniques and Analyze project risks • Predict sources of raising finance for projects
MBA323	Strategic Financial management	Regional	The course inculcates the strategic approach to financial management and develops the diagnostic skills of learners on valuation of firm.	<ul style="list-style-type: none"> • Outline SFM model and identify conceptual framework • Explain financial models and apply models successfully • Use equity and firm valuation models and formulate management decisions • Apply corporate restructuring methods



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				<p>and strategic cost management techniques</p> <ul style="list-style-type: none"> Plan for financial innovations and asses ethical financial performance
MBA324	Fundamentals of Insurance Management	Global	<p>The course enables the learners to acquaint understanding on Insurance policies and familiarize the mechanism of Insurance services. The course hones up the skills of managers to compute insurance premiums and bonuses.</p>	<ul style="list-style-type: none"> Outline the concepts of risk in 'Life insurance' and explain the fundamentals of agency law and explain the fundamentals of agency law. Explain life insurance plans and identify insurance companies in India Compute Premiums and Bonuses for insurance policies Evaluate general insurance Business and its forms Assess other types of general insurance



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MBA325	Management of Financial Institutions and Banks	National	The course offers a comprehensive outlook on the financial institutions and in particular develops the profound knowledge on operations of banks.	<ul style="list-style-type: none"> • Outline the structure, functions & operations of Indian financial and banking system • Explain the role and policy measures of Development Financial Institutions • Analyze risk management in FIs and assess the interaction among various risks. • Discuss NPA management RBI functions and norms. • Evaluate latest technology in banks in Payment & Settlement system.
MBA326	Derivatives & Futures	Global	The course presents a framework of various derivative and commodity products in the market. The course attempts to enhance the assessment expertise of	<ul style="list-style-type: none"> • Identify derivative products and explain risks associates with derivatives. • Outline the rules and bye-laws for derivatives market.



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			managers on trading mechanism of derivative and commodity market.	<ul style="list-style-type: none"> • Explain the concept of Stock index futures. • Assess types of interest rate futures • Evaluate commodity futures
MBA331	Total Quality in Human Resource	Regional	This course focuses on imparting knowledge about the role of TQM in HRM. It also helps to assess the various dimensions of performance to integrate implication plan for managing HR.	<ul style="list-style-type: none"> • Outline the significance of total quality management and Analyzing role of TQM in HRM. • Explain customer satisfaction strategy dimension and asses the various TQ HR strategy planning. • Demonstrate the continuous improvement process dimension. • Analyze project dimension and assess TQHR projects, planning & Management. • Assess various dimension of performance to integrate implication



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				plan for managing HR
MBA332	Advanced industrial relations	Regional	This course intends to explore the industrial relations in public sector. The course aims to equip students with grievance and conflict resolutions measures.	<ul style="list-style-type: none"> • Outline the concepts of IR and explore IR in the public sector • Explain the concepts of trade union and collective bargaining. • Identify the courses of grievances, conflicts and to discuss the conflict resolution measures. • To discuss the workers participation in management and to know the level of workers education in India. • Analyze various legislations relating to social security and the functions of ILO
MBA333	Training & Development	Regional	This course aims to teach HR students the skills to design, develop and implement a	<ul style="list-style-type: none"> • Outline the principles of training & development. • Explain the techniques of on the job



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			training program. This course also gives a wider knowledge about OD strategies and its implementation.	<p>training</p> <ul style="list-style-type: none"> Identify the various techniques of the job. Analyze the process and intervention of OD. Assess the OD strategies and the action research requirements for OD implication
MBA334	Labour Legislation	National	This course focuses at providing a wide knowledge to students about the various Acts in relation with Labour Legislation. It also exposes students to identify the provisions in the Industrial Disputes Act. It helps the students to get an idea about the relationship	<ul style="list-style-type: none"> Discuss the concept and principles of legislation and the role of Labour welfare officer. Explain the various Act relevant to labour legislation . Discuss some of the relevant Act in relation with Labour Legislation. Create an idea about the acts that are relevant to Laws. To identify the provisions in the



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			between management and Indian Labour legislation.	Industrial disputes Act
MBA335	Strategic Human Resource Management	Global	This course enhances students understanding the various approaches of SHRM. It helps the students to Analyze the strategic linkage of performance management and helps to assess the contribution of SHRM to organizational success.	<ul style="list-style-type: none"> • Outline the concepts and components of SHRM • Discuss the functional strategies of HRP, Recruitment and selection • Demonstrate the linkage between business strategy & training • Identify / Analyze the strategic linkage of performance Management compensation & rewards strategy. • Assess the strategic contribution of HRM to organizational
MBA336	Career Management	Local	This course explores the impact of changing environment in career development. It helps to	<ul style="list-style-type: none"> • Outline the concepts & Components of career development. • Analyze the career progression and the baseline for competency management.



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			evaluate the changing career dynamic and its impact.	<ul style="list-style-type: none"> Assess the career paths and talent management. Evaluating the changing career dynamic and its impact . Discuss the various career development plan
MBA341	Value Engineering & Waste Control	National	This course makes the students to learn the basics of value engineering and its importance. The course deals with uses of value engineering and reducing waste.	<ul style="list-style-type: none"> Outline the overview of value engineering and discuss the relation of VE to other operations. Identify the different value engineering techniques and assess the decision making process. Discuss the concept of scheduling and Analyze the different techniques in scheduling . Assess the different types of training for value engineering . Discuss and communicate the value



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				engineering at workplace
MBA342	Materials Management	Local	The course introduces students to the basic concepts of material management. There will be a focus on appropriate theory and the course will aim to provide opportunities for the practical implementation of the main concept covered.	<ul style="list-style-type: none"> • Outline the overview of material management and Analyze the different type of techniques • Assess the price trends and identify the purchase policies in material management. • Discuss the different inventory calculation techniques and compute EOQ • Identify the different level of stock and Analyze cost optimization. • Explain the concept of storage and preservation
MBA343	Advanced Manufacturing System	Global	The students will have the opportunity to learn advanced manufacturing	<ul style="list-style-type: none"> • This course familiarizing the computer aided designing and manufacturing • Identify the flexible manufacturing



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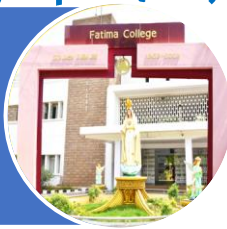
			system being used in the business environment which enables students to make better management decisions.	<p>system and robotics in organization.</p> <ul style="list-style-type: none"> Assess the different type of networking techniques and project budgeting . Discuss the concept of capacity utilization and its effect on manufacturing. Analyze the need for cost reduction and discuss the different inventory management techniques
MBA351	Hospital Administration –I	Global	This is an introductory course in Hospital Administration with emphasis to cover key activities related to hospital operation.	<ul style="list-style-type: none"> Outline the overview of service industry and Analyzing characteristics and challenges . Demonstrate the healthcare revolution assess various type of health care organizations Explain the different type of Hospitals and Analyzing role of Hospital in health care .



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				<ul style="list-style-type: none"> Identify the different levels and roles in hospital management. Discuss the current issues and best practices in health care
MBA352	Health Insurance	Global	<p>The course introduces students to the basic concepts of Health Insurance. It involves understanding all aspects of health insurance package and premium schedule.</p>	<ul style="list-style-type: none"> Outline the concept of health insurance and discuss the different types of Health Assess the demand and supply of health Insurance . Compute the health Insurance premium and designing benefit package . Identify the provider payment mechanism and comparison of different payments systems Explain the concept of TPA and communicate the problems faced by



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				hospitals.
MBA353	Hospital Accounting and Finance	National	This course explains accounting tools and techniques, which can be used to help firms maximizes value improving decision relating to budgeting and costing	<ul style="list-style-type: none"> • Outline the overview of Hospital Accounting and demonstrate the accounting chart for hospitals • Explain the concept of fundraising and evaluate fundraising tactics . • Prepare different types of Budget and compute cost sheet for hospitals . • Assess the financial performance of hospital and plan (Financial decisions) investment Management • CO 5: Discuss the concept the concept of equity and evaluate the NHA in India context
MBA321	International Financial Management	Global	This course describes the challenges and trends in international finance	<ul style="list-style-type: none"> • Brief out the recent changes and global financial market . • Conceptualize the FOREX applications



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			function, the implications of currency market, foreign exchange market and derivative market in the business environment.	<p>and balance of payments</p> <ul style="list-style-type: none"> • Give an idea about various types of currency transactions in FOREX market • Insists on party conditions in international finance. • Explain the function of international and European Monetary system
MBA371	Logistics and Supply Chain Management	Global	This course emphasizes and the logistics management and supply chain management in an organization. The basic concepts such as inventory management, distribution management and supply chain relationships are also discussed in this course.	<ul style="list-style-type: none"> • Introduce various types of logistics and concepts. • Focus on inventory control and distribution resource planning in an organization • Insist an importance of supply chain management and its global business applications . • Assess the importance of supply chain relationships and conflicts resolution



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				<p>strategies.</p> <ul style="list-style-type: none"> • Emphasis the role of manager in supply chain along with its values
MBA372	Import Procedures and Documentation	National	<p>The course illustrates the import requisites, importance, and preliminary arrangements and importers documents in the present scenario. The import incentives along with various supportive documents are also emphasized by this course for the better understanding of the students.</p>	<ul style="list-style-type: none"> • Outline the overview of service industry and Analyzing characteristics and challenges. • Demonstrate the healthcare revolution assess various type of health care organizations. • Explain the different type of Hospitals and Analyzing role of Hospital in health care . • Identify the different levels and roles in hospital management. • Discuss the current issues and best practices in health care
MBA401	International	Global	<p>This course focuses on broad</p>	<ul style="list-style-type: none"> • Explain the need and relevance of



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	Business Management		business administration skills. It combines International business strategies and culture	<p>International Business.</p> <ul style="list-style-type: none"> Assess tariff barriers and role of various institutions in International Business. Analyze multinational companies and various market entry strategies. Compare globalization and Indian business settings. Discuss issues in International Business.
MBA403	Rural Marketing	Local	This course familiarizes the students with conceptual understanding of rural marketing and development practices in Indian context.	<ul style="list-style-type: none"> Discuss the characteristics of rural market. Analyze the challenges in rural marketing and rural market consumer behavior. Assess rural marketing mix. Explain channel management and communication in rural market.



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				<ul style="list-style-type: none"> Outline industrial setup in rural market and recent trends.
MBA404	Marketing of Services	Global	<p>This course of examines the important issues faced by the service providers and the successful implementation of a customer focus in service based businesses.</p>	<ul style="list-style-type: none"> Discuss evolution of service marketing, consumer behavior and segmentation, targeting and positioning. Explain product and pricing in service industries. Analyze promotion and distribution in service industries. Compile the concepts of people, process and physical evidences in service marketing. Apply service quality and strategies in various industries.
MBA405	Consumer Behavior	Regional	<p>This course applies knowledge from the field of</p>	<ul style="list-style-type: none"> Explain the need for studying consumer behavior and consumer



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			psychology, sociology, anthropology and economics to describe and understand how consumers are likely to behave in many different consumption situations.	<p>research.</p> <ul style="list-style-type: none"> • Discuss the role of social factors in consumer behavior. • Analyze the role of culture in understanding consumers. • Outline consumer decision process and models. • Compile the influence of attitude and belief in consumer behavior.
MBA406	Retail Marketing Management	Regional	This course develops an in-depth understanding of retail and services management as well as non-store retailing.	<ul style="list-style-type: none"> • Outline channels of Distribution and evolution of retailing. • Discuss trends and opportunities in retailing. • Analyze various retail formats • Assess the role of Inventory display in retailing. • Explain retailing as a sustainable



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				competitive strategy.
MBA410	Relational Database Management System & Oracle	Global	This course aims on the data base and its concepts along with its applications in business. This course also emphasizes the recent developments in RDBMS and Oracle to make the students to run a business in an effective manner.	<ul style="list-style-type: none"> • Outline the evolution of database management system. • Give a frame work a relational model of DBMS and its data control facilities. • Provide knowledge about SQL and its applications. • Identify ways of designing database and format models for its applications in business. • Emphasis a establishing user system and user object to maintain database security in the organization
MBA411	Internet & Java	Global	In order to cope up with the recent developments and	<ul style="list-style-type: none"> • Introduce the browsers and URL in web designing.



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	Programming		designing an e-business, this course is framed for the students. It also focuses on the concepts and areas of internet and Java programming.	<ul style="list-style-type: none"> • Enable to know various types of data and inheritance. • Framework of various packages and interfaces along with exception banding. • Insist on working with windows graphics and texts. • Introduce networking and IDBC.
MBA412	Computer Networks	Global	This course examines the concepts and features of computer networks in the present scenario. It involves the various types of networking and its impact in the business.	<ul style="list-style-type: none"> • Introduce the network types, applications and models • Outline the path of transmission of various types of signals and error detections and correction • Give importance about data communications and channels • Analyze the various types of communication networks • Provide knowledge about



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				internetwork and wireless network
MBA420	Security Analysis and Port folio Management	National	The course is intended to provide an in-depth theoretical knowledge on stock market. It augments the learning managers to build portfolio and Analyze its performance.	<ul style="list-style-type: none"> • Outline the concept of Investment Management and Securities market • Assess the risk and return of individual securities. • Apply Fundamentals and Technical Analysis to Portfolio • Assess the risk and return of Portfolio • Use portfolio evaluation techniques
MBA 422	Management of Financial Services	National	The course focuses on providing knowledge on financial services industry. The course is designed to Analyze the practices of different financial services in the market.	<ul style="list-style-type: none"> • Explain the industry framework of financial services and create innovative financial instruments • Evaluate leasing & hire purchase quantitatively and qualitatively • Outline the venture capital firms, credit rating agencies &



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				<p>methodology, and stock broking procedures</p> <ul style="list-style-type: none"> Evaluate mutual fund industry Analyze factoring services, depository system and International Financial Centers
MBA423	Mergers, Acquisitions and corporate restructuring	Global	<p>This course hones up the dexterity of the managers on the strategic approach to mergers and acquisitions. It also widens the analytical skills of learners on valuation of mergers.</p>	<ul style="list-style-type: none"> Plan for mergers and discuss the strategic approach to M&A Formulate corporate restructuring deal Evaluate valuation approaches and methods of financing mergers Analyze take over approaches and amendments Apply accounting methods and Analyze Legal and Regulatory Provisions



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MBA431	Industrial Psychology & Counseling	Local		<ul style="list-style-type: none"> • Outline the concepts of industrial psychology. • Analyze work psychology and career choice and development for executives. • Discuss the types of employee counseling and its process. • Evaluate the special areas in counseling. • Explain the role & functions of employee counselor.
MBA432	Human Resource Accounting and Audit	National	This course aims at providing an overview about the concepts of HRA. This course explores the various methods and instruments of HR Audit.	<ul style="list-style-type: none"> • Outline the concepts of HRA. • Analyze the various methods of HRA. • Discuss concepts & Components of HR Audit. • Explain HRD strategies, style, structure & systems.



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				<ul style="list-style-type: none"> Evaluate HRD Audit methodology.
MBA433	Management consultancy	Global	<p>This course focuses on providing an outline about concepts of consulting and its models. It also helps to explore the tools and methodology of consulting.</p>	<ul style="list-style-type: none"> Outline the concepts of consulting & its models. Understand the steps in marketing of consulting service. Analyze the tools & methodology of consulting. Assess the strategy of the consulting firms in managing conflicts. Identifying the consultancy assignment & client presentation in managing future consulting opportunities.
MBA434	Disaster Management	Global	<p>This course helps the students to explore and inculcating skills to manage disaster and crisis.</p>	<ul style="list-style-type: none"> Outline an overview of Natural Disaster Management. Assess the skill development for disaster Management.



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				<ul style="list-style-type: none"> • Discuss the steps in project rescue. • Analyze the Leader's Role in emotional intelligence. • Examine the ethics and social responsibility.
MBA435	Human Resource Information System	Global	<p>This course focuses at enhancing the knowledge on integration of HR and information technology. It helps the students to integrate information system with functional areas of HR.</p>	<ul style="list-style-type: none"> • Outline information about interface between HR & IT. • Discuss the logical process modeling. • Analyze the various issues of HRIs . • Asses HRIs & Functional Areas of HR. • Evaluate performance and compensating management in organization .
MBA440	Total Quality Management	Global	<p>This course is designed with an objective to familiarize the</p>	<ul style="list-style-type: none"> • Outline the overview of TQM and identify the different components of



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			students with key aspects of total quality management and its application in real world scenarios.	<p>quality.</p> <ul style="list-style-type: none"> • Discuss the role of functional department in TQM. • Assess and manage the process quality in the organization. • Identify the role and importance of quality in customer satisfaction. • Demonstrate the ISO certification procedures in the organization.
MBA441	Production Planning & Control	Regional	The course introduces students to the basic concept of production planning and control. The students will have the opportunity to learn routing and scheduling being used in the business environment which enables students to make better	<ul style="list-style-type: none"> • Outline the overview of production planning and different control procedures in the organization. • Discuss the application of routing & scheduling in production planning. • Identify the different type of production system and control technique. • Assess the different stages of



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			decisions.	production control. <ul style="list-style-type: none"> Discuss different types of computer aided production planning and computer systems.
MBA442	Project Management	National	This course has been designed with an objective to familiarize students with key aspects of project management. This course will equip them to understand the influences of heuristics while taking investment decision.	<ul style="list-style-type: none"> Outline the concept of project management and discuss the project feasibility Analysis. Discuss the market Analysis and evaluate social cost Benefit Analysis. Identify the different networking techniques used in project construction. Explain the concept of GERT simulation and its application in project management. Prepare the project organization and project costing.



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MBA450	Hospital Administration – II	Global	The course will focus on sharing the latest trends, best practices and procedures in Hospital administration.	<ul style="list-style-type: none"> • Outline the overview of outpatient services and Trauma care in hospital. • Demonstrate the impatient services and functions of OT/ICU in the hospital. • Explain the diagnosis procedures in the hospital. • Identify the role of engineering service in Hospital. • Discuss the various supporting services in Hospital.
MBA451	Quality Management in Hospital	Global	The course aims to prepare students to provide in-depth knowledge of quality management that can be used in hospitals.	<ul style="list-style-type: none"> • Outline the entrepreneurial framework and explore their personality traits. • Explain the EDP Training Programmes and institutions. • Identify the problems of women



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				<p>entrepreneur and face the challenges with Governmental support.</p> <ul style="list-style-type: none"> Analyze and formulate a business plan. Assess the financial institutions and a roadmap to utilize the various incentives schemes.
MBA452	Marketing of Hospital Services	Global	<p>The course provides students scope, skills and tools of marketing. Then the student will be able to start their marketing careers in the Hospital.</p>	<ul style="list-style-type: none"> Outline the concept of service of service marketing and identify different service mix components for hospital. Discuss the procedure for planning and development of new services in the hospital. Asses the different type of pricing methods and franchise in hospital service.



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				<ul style="list-style-type: none"> Identify the promotion and communication mix for hospital services. Analyze the role and importance of people, process and physical evidence in hospital service.
MBA402	International Marketing	Global	The course seeks to improve the knowledge of learners on the international context of marketing orientation. It also inculcates the expertise in the managers to formulate marketing decisions in the international context.	<ul style="list-style-type: none"> Explain foreign trade and plan for international market entry decisions Formulate product mix decisions Plan Pricing mix decisions Analyze Distribution strategies Evaluate promotion strategies and predict control aspects
MBA421	Export Finance & Documentation	National	The purpose of the course is to implant proficiency in Export operations and	<ul style="list-style-type: none"> Explain foreign trade formalities, payments and practical problems faced



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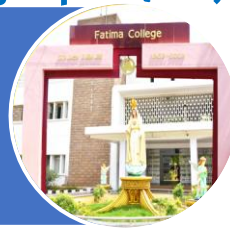
			procedures among the learners. The course intends to build up the logical ability of the managers in handling foreign trade transactions.	<ul style="list-style-type: none"> Analyze financing foreign trade and financing schemes Create shipping documents in foreign trade Apply Foreign exchange theories Evaluate Trade control policies and Promotional measures
MBA430	International Human Resource Management	Global	This course intends to improve the familiarity of learners on the HRM practices in the international context. It enables the students to face the HRM challenges in the International context.	<ul style="list-style-type: none"> Formulate approaches to IHRM and identify role of HRM in international firms. Demonstrate different cultures and its values. Plan recruitment & selection practices in MNCs and design T&D components. Apply performance appraisal and compare approaches to Compensation Management. Assess comparative practices of Industrial relations internationally.



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COURSE CODE	COURSE TITLE	NATURE OF THE COURSE (LOCAL/ NATIONAL/ REGIONAL/ GLOBAL)	COURSE DESCRIPTION	COURSE OBJECTIVES
MBA 101	Management Principles and Practice	Global	This course focuses on the management principles, functions and various other elements of management. In this course the functions of managers, their roles and responsibilities along with organizational structure are insisted to make the students understand better to run a	<ul style="list-style-type: none"> • Frame out the functions of management and evaluation of management thought. • Sketch out the types of organization structure along with delegation of authority and strategy. • Assess the various types of leadership styles and theories. • Emphasis on process of communication and its types. • Focus on the controlling techniques and its application in management.



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			business successfully.	
MBA 102	Management Accounting	National	Students in this course will develop the essential ability of all managers to use complex accounting information as a platform for decision making. Students will build a certain sophisticated level of understanding of the language of accounting and its concepts.	<ul style="list-style-type: none"> Outline the overview of management accounting and understand the different types of depreciation. Demonstrate the elements of cost and compute break-even print. Analyze the managerial application of marginal costing. Discuss the significance of ration Analysis and compute difference type's ration. Assess the requisites for a successful budgetary control system and compute different types of budget
MBA 103	Computer for Managers	Global	This course equips the students with skills for the effective use of office	<ul style="list-style-type: none"> Discuss the evolution, classification of computers. Analyze the applications of MS-Word MS-



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			automation systems. This helps the participants to construct and Analyze databases.	<p>Excel and PowerPoint.</p> <ul style="list-style-type: none"> Assess the concept of database management system and communication network. Outline Enterprise resource planning and its types. Evaluate various E-Business models.
MBA 104	Managerial Economics	National	This course combines micro and macro economics and its application in businesses. It also exposes students to the fundamental economic concepts. This course also aims at providing an overview of the circular flow of National income and its concepts.	<ul style="list-style-type: none"> Sketch the fundamental economic concepts. Analyze demand and its determinants and to know the economics of scale. Assess the pricing methods in various Market structure and to get an idea over the theories of profits. Demonstrate the circular flow of National Income and its concept. Discuss the phase of Business cycle and Analyze the effects of inflation and



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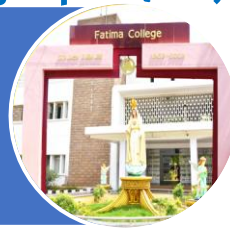
				deflation.
MBA 105	Organizational Behavior	Local	This course is to provide an understanding about individual and group behavioral process in the organizational context and apply such knowledge in dealing with issues of individual interpersonal or group behavior in organization	<ul style="list-style-type: none"> • Outline the overview of organizational behavior and understand the different types of perception. • Demonstrate the concept of personality and discuss the different types leadership theories. • Discuss the different type of assess the functions of attitude. • Analyze the group dynamics and discuss the different type of motivation theories. • Assess the different stages of conflicts and stress management mechanism in the organization.
MBA 106	Quantitative Techniques	Regional	The course introduces the application of Operations Research concepts to the	<ul style="list-style-type: none"> • Formulate business problems in matrix form • Formulate LP model for Business



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			Management decision-making. The course enables the learners to enrich their quantitative analytical skills.	<p>decision making and compute optimal solutions</p> <ul style="list-style-type: none"> • Plan optimal decisions for transportation problems • Design methods to solve assignment problems • Apply strategies using game theory and Analyze it for optimality criterion
MBA 201	Production & Operations Management	Local	This course examines the functional areas of production and operations management in the manufacturing industry.	<ul style="list-style-type: none"> • Outline the concept of production management and discuss the different types of layout techniques. • Compute EOQ and assess the inventory classification. • Evaluate the production scheduling and control mechanism in the organization • Discuss the techniques of work measurements and assess the work sampling procedures.



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				<ul style="list-style-type: none"> Identify the quality control techniques and emerging trends in production management.
MBA 202	Human Resources Management	Local	<p>This course aims on providing a overview on the concept of HRM. It exposes students to how to manage people at work. It also covers concepts like manpower planning, recruitment, selection, training and development. It also examines the emerging trends in HRM.</p>	<ul style="list-style-type: none"> Outline the concept of HRM & Manpower planning process. Analyze the process of performance Appraisal and discuss the various methods of training and development. Evaluate the principles of Job evaluation and explain the wage and salary Administration. Discuss trade Union and its function and Analyze collective bargaining. Identify the cause of grievance and procedure for disciplinary action.
MBA 203	Marketing Management	Global	<p>This course describes the nature and purpose of</p>	<ul style="list-style-type: none"> Outline marketing management concept and current trends.



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			marketing. It describes marketing mix, consumer behavior and strategy, product planning and development. It helps the students in making better marketing management decisions.	<ul style="list-style-type: none"> Assess consumer behavior and identify competitors. Analyze product life cycle and strategies relevant to them. Discuss pricing and distribution strategies. Design and Manage advertising programme
MBA 204	Financial Management	Local	This course emphasis on the functions of finance, sources of finance and the importance of finance department in an enterprise. This course also illustrates the financial decisions, investment decisions and dividend decisions and their impact	<ul style="list-style-type: none"> Introduce financial management and preparation of fund flow and cash flow statements. Outline the short term financing decisions in an organization. Emphasize on long term investment and financial decisions in an organization. Enhance the students with determination of dividend decisions and policies in declaration of dividends in an



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			in the business environment.	organization. <ul style="list-style-type: none"> • Sketch out the concept of taxation and its types.
MBA 205	Management Information System	Global	The course emphasizes the application of systems in various business operations. The types of MIS and its various areas of business applications are focused in this course. The business analytics and its impact on various business operations are also insisted in this course.	<ul style="list-style-type: none"> • Emphasize on impact and role of MIS in an organization. • Outline the application of information system in business operations. • Focus on decision support system in management decisions. • Highlight the application of strategic Information system in an organization. • Introduce business analytics and its types.
MBA 206	Business Research	Regional	The course is designed to enable the managers to pursue independent	<ul style="list-style-type: none"> • Outline research types and process • Apply suitable sampling methods and techniques for research study



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			research in the context of organization. The course sharpens the research competencies and analytical skills of learners.	<ul style="list-style-type: none"> • Use effective data collection methods • Apply appropriate Statistical tools and Analyze the results • Evaluate the research results and Create research report
MBA 301	Strategic Management	Global	The primary concern of this course is to introduce a strategic orientation among the participants in formulating and implementing strategies at corporate level.	<ul style="list-style-type: none"> • Provide framework on strategic management. • Analyze the environment for suitable strategies. • Explain various strategies that corporate can adapt. • Identify the process of implementing a strategy • Assess the strategic Control process and suggest suitable ways for effective implementation of strategies
MBA 302	Entrepreneur-	National	The course explores the	<ul style="list-style-type: none"> • Outline the entrepreneurial framework



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	ship		basic concepts of entrepreneurship. It provides an idea about the idea generation and the various Appraisals.	<p>and explore their personality traits.</p> <ul style="list-style-type: none"> • Explain the EDP Training Programmes and institutions. • Identify the problems of women entrepreneur and face the challenges with Governmental support. • Analyze and formulate a business plan. • Assess the financial institutions and a roadmap to utilize the various incentives schemes.
MBA 303	Marketing Research	Global	This course deals with planning relevant data collection Analysis and communication of such results. It deals with monitoring marketing performance and improves understanding.	<ul style="list-style-type: none"> • Outline the importance research process • Study the importance of research and information. • Understand the process and methods of Data collection. • Explain Data presentation interpretation and evaluation. • Assess the application of marketing



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				research in different forms.
MBA 304	Advertising Management	Local	This course introduces integrated communication – advertising public relations – process and practices.	<ul style="list-style-type: none"> • To discuss the need for advertisement and current scenario in advertising. • To explain the role of advertising agencies. • To create advertisement for a product. • Assess the various media for advertising. • Compile research and advertising effectively.
MBA 305	Sales and Distribution Management	Local	This course introduces the participants to sales and distribution practices. It exposes the participants to the tools and strategies necessary for designing, motivating and evaluating sales and distribution	<ul style="list-style-type: none"> • Outline the Concept of selling and sales management. • Explain the theories on salesmanship and personal selling. • Assess the role of personal selling in distribution and promotional strategy. • Discuss sales force management and training programme.



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			systems.	<ul style="list-style-type: none"> Analyze channel of distribution and various distribution systems.
MBA 306	Customer Relationship Management	National	This course plans to impart a sound introduction and components involved in CRM.	<ul style="list-style-type: none"> Assess the need for and different mode of CRM. Identify various aspects related to CRM. Explain customer relationship Management process. Analyze the implication of CRM. Compile E-CRM with traditional CRM.
MBA 308	Brand Management	Local	This course provides students with insights into how profitable brand strategies can be created and the implications for brand management professionals.	<ul style="list-style-type: none"> Revise branding, positioning and connected issues. Compile new product development with branding. Discuss product launch strategies. Analyze the role of brand in Portfolio Management. Explain brand management plan and



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				systems.
MBA 309	E-Marketing	Global	This course enables the students to learn and master the complete landscape of online marketing and associated channels.	<ul style="list-style-type: none"> • Explain the evolution of digital marketing. • Revise consumer buying behavior and process. • Analyze segmentation, Targeting and positioning in digital marketing. • Assess digital marketing mix. • Discuss relevant issues related to digital marketing.
MBA 311	E – Commerce	Global	This course illustrates the electronic way of commerce and trade in the business world. The various models of e-commerce, e-payment modes and the safety approached in transactions	<ul style="list-style-type: none"> • Create an idea about e-market and its opportunities. • Give a frame work of various modes of e-commerce. • Emphasize the securities and safety measures for online transactions. • Sketch out the mode of purchase and



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			are also included in this course for the better understanding of the students.	<p>cash payments.</p> <ul style="list-style-type: none"> • Insists on upcoming trends in e-commerce.
MBA 312	Introduction to GUI & Visual Basic	Global	<p>This course aims to introduce the students about graphical user interface and its applications in business. The SQL, programming and its concepts are also focused in this course for the knowledge of the students in recent developments in software and systems technology.</p>	<ul style="list-style-type: none"> • Insists on applications of Front end tools • Provide knowledge about working with strings. • Give views on usage of control statements. • Provide information about VB menus. • Explain the usage of files and database.
MBA 313	Enterprise	Global	This practical course gives	<ul style="list-style-type: none"> • Frame an outline of ERP and its related



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	Resource Planning		knowledge about the applications of enterprise resource planning in various functions of an organization. This course insists on the various technologies such as SAP, e-payment, e-HRM, OLAP.	<p>technologies.</p> <ul style="list-style-type: none"> • Outline the Manufacturing module of ERP. • Explain the finance and production module of ERP. • Insist on the Frame work and the market of ERP along with its leading. • Brief out the ways of ERP implementation and its Process.
MBA 314	Knowledge Management	Global	This course explores the concepts in knowledge database, knowledge architecture and its subsequent implications in business. This course also insists the development of knowledge base in the organization for is better	<ul style="list-style-type: none"> • Introduce the knowledge management components and its benefits. • Give an outline of Knowledge Management process and challenges. • Emphasize on Industrial environment and its issues. • Brief out the anatomy of Knowledge Management. • State the critical success factors in



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			focus on the functions of the organization.	Knowledge Management.
MBA 322	Project Financing	National	The course on Project Financing enables the project idea conception, project appraisal, and evaluating competencies of learners. The course provides knowledge on project risk evaluation techniques.	<ul style="list-style-type: none"> • Explore project ideas & assess project identification criteria • Design project report and evaluate financial estimates and projections • Plan appraisal of projects by various financial institutions • Compute project evaluation using techniques and Analyze project risks • Predict sources of raising finance for projects
MBA 323	Strategic Financial management	Regional	The course inculcates the strategic approach to financial management and develops the diagnostic skills of learners on	<ul style="list-style-type: none"> • Outline SFM model and identify conceptual framework • Explain financial models and apply models successfully • Use equity and firm valuation models



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			valuation of firm.	<p>and formulate management decisions</p> <ul style="list-style-type: none"> • Apply corporate restructuring methods and strategic cost management techniques • Plan for financial innovations and assess ethical financial performance
MBA 324	Fundamentals of Insurance Management	Global	<p>The course enables the learners to acquaint understanding on Insurance policies and familiarize the mechanism of Insurance services. The course hones up the skills of managers to compute insurance premiums and bonuses.</p>	<ul style="list-style-type: none"> • Outline the concepts of risk in 'Life insurance' and explain the fundamentals of agency law and explain the fundamentals of agency law. • Explain life insurance plans and identify insurance companies in India • Compute Premiums and Bonuses for insurance policies • Evaluate general insurance Business and its forms • Assess other types of general insurance



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MBA 325	Management of Financial Institutions and Banks	National	The course offers a comprehensive outlook on the financial institutions and in particular develops the profound knowledge on operations of banks.	<ul style="list-style-type: none"> • Outline the structure, functions & operations of Indian financial and banking system • Explain the role and policy measures of Development Financial Institutions • Analyze risk management in FIs and assess the interaction among various risks • Discuss NPA management RBI functions and norms • Evaluate latest technology in banks in Payment & Settlement system.
MBA 326	Derivatives & Futures	Global	The course presents a framework of various derivative and commodity products in the market. The course attempts to enhance the assessment expertise of	<ul style="list-style-type: none"> • Identify derivative products and explain risks associates with derivatives • Outline the rules and bye-laws for derivatives market • Explain the concept of Stock index



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			managers on trading mechanism of derivative and commodity market.	<p>futures</p> <ul style="list-style-type: none"> Assess types of interest rate futures Evaluate commodity futures
MBA 331	Total Quality in Human Resource	Regional	This course focuses on imparting knowledge about the role of TQM in HRM. It also helps to assess the various dimensions of performance to integrate implication plan for managing HR.	<ul style="list-style-type: none"> Outline the significance of total quality management and Analyzing role of TQM in HRM. Explain customer satisfaction strategy dimension and asses the various TQ HR strategy planning. Demonstrate the continuous improvement process dimension. Analyze project dimension and assess TQHR projects, planning & Management Assess various dimension of performance to integrate implication plan for managing HR
MBA 332	Advanced	Regional	This course intends to	<ul style="list-style-type: none"> Outline the concepts of IR and explore IR



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	industrial relations		explore the industrial relations in public sector. The course aims to equip students with grievance and conflict resolutions measures.	<p>in the public sector</p> <ul style="list-style-type: none"> • Explain the concepts of trade union and collective bargaining • Identify the courses of grievances, conflicts and to discuss the conflict resolution measures. • To discuss the workers participation in management and to know the level of workers education in India • Analyze various legislations relating to social security and the functions of ILO
MBA 333	Training & Development	Regional	This course aims to teach HR students the skills to design, develop and implement a training program. This course also gives a wider knowledge about OD strategies and its	<ul style="list-style-type: none"> • outline the principles of training & development • Explain the techniques of on the job training • Identify the various techniques of the job • Analyze the process and intervention of OD



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			implementation.	<ul style="list-style-type: none"> Assess the OD strategies and the action research requirements for OD implication
MBA 334	Labour Legislation	National	<p>This course focuses at providing a wide knowledge to students about the various Acts in relation with Labour Legislation. It also exposes students to identify the provisions in the Industrial Disputes Act. It helps the students to get an idea about the relationship between management and Indian Labour legislation.</p>	<ul style="list-style-type: none"> Discuss the concept and principles of legislation and the role of Labour welfare officer Explain the various Act relevant to labour legislation Discuss some of the relevant Act in relation with Labour Legislation Create an idea about the acts that are relevant to Laws To identify the provisions in the Industrial disputes Act
MBA 335	Strategic Human	Global	<p>This course enhances students understanding the</p>	<ul style="list-style-type: none"> Outline the concepts and components of SHRM



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	Resource Management		various approaches of SHRM. It helps the students to Analyze the strategic linkage of performance management and helps to assess the contribution of SHRM to organizational success.	<ul style="list-style-type: none"> • Discuss the functional strategies of HRP, Recruitment and selection • Demonstrate the linkage between business strategy & training • Identify / Analyze the strategic linkage of performance Management compensation & rewards strategy • Assess the strategic contribution of HRM to organizational
MBA 336	Career Management	Local	This course explores the impact of changing environment in career development. It helps to evaluate the changing career dynamic and its impact.	<ul style="list-style-type: none"> • Outline the concepts & Components of career development • Analyze the career progression and the baseline for competency management • Assess the career paths and talent management • Evaluating the changing career dynamic and its impact • Discuss the various career development



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				plan
MBA 341	Value Engineering & Waste Control	National	This course makes the students to learn the basics of value engineering and its importance. The course deals with uses of value engineering and reducing waste.	<ul style="list-style-type: none"> • Outline the overview of value engineering and discuss the relation of VE to other operations • Identify the different value engineering techniques and assess the decision making process • Discuss the concept of scheduling and Analyze the different techniques in scheduling • Assess the different types of training for value engineering • Discuss and communicate the value engineering at workplace
MBA 342	Materials Management	Local	The course introduces students to the basic concepts of material	<ul style="list-style-type: none"> • Outline the overview of material management and Analyze the different type of techniques



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			management. There will be a focus on appropriate theory and the course will aim to provide opportunities for the practical implementation of the main concept covered.	<ul style="list-style-type: none"> Assess the price trends and identify the purchase policies in material management Discuss the different inventory calculation techniques and compute EOQ Identify the different level of stock and Analyze cost optimization Explain the concept of storage and preservation
MBA 343	Advanced Manufacturing System	Global	The students will have the opportunity to learn advanced manufacturing system being used in the business environment which enables students to make better management decisions.	<ul style="list-style-type: none"> This course familiarizing the computer aided designing and manufacturing Identify the flexible manufacturing system and robotics in organization Assess the different type of networking techniques and project budgeting Discuss the concept of capacity utilization and its effect on manufacturing



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				<ul style="list-style-type: none"> Analyze the need for cost reduction and discuss the different inventory management techniques
MBA 351	Hospital Administration – I	Global	This is an introductory course in Hospital Administration with emphasis to cover key activities related to hospital operation.	<ul style="list-style-type: none"> Outline the overview of service industry and analyzing characteristics and challenges Demonstrate the healthcare revolution assess various type of health care organizations Explain the different type of Hospitals and analyzing role of Hospital in health care Identify the different levels and roles in hospital management Discuss the current issues and best practices in health care
MBA 352	Health	Global	The course introduces	<ul style="list-style-type: none"> Outline the concept of health insurance



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	Insurance		students to the basic concepts of Health Insurance. It involves understanding all aspects of health insurance package and premium schedule.	<p>and discuss the different types of Health insurance in India</p> <ul style="list-style-type: none"> • Assess the demand and supply of health Insurance • Compute the health Insurance premium and designing benefit package • Identify the provider payment mechanism and comparison of different payments systems • Explain the concept of TPA and communicate the problems faced by hospitals.
MBA 353	Hospital Accounting and Finance	National	This course explains accounting tools and techniques, which can be used to help firms maximizes value improving decision relating to	<ul style="list-style-type: none"> • Outline the overview of Hospital Accounting and demonstrate the accounting chart for hospitals • Explain the concept of fundraising and evaluate fundraising tactics • Prepare different types of Budget and



Criterion : I – Curricular Aspects

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Year : 2015 - 2020



			budgeting and costing	<p>compute cost sheet for hospitals</p> <ul style="list-style-type: none"> Assess the financial performance of hospital and plan (Financial decisions) investment Management Discuss the concept the concept of equity and evaluate the NHA in India context
MBA 321	International Financial Management	Global	This course describes the challenges and trends in international finance function, the implications of currency market, foreign exchange market and derivative market in the business environment.	<ul style="list-style-type: none"> Brief out the recent changes and global financial market Conceptualize the fore applications and balance of payments Give an idea about various types of currency transactions in fore market Insists on party conditions in international finance Explain the function of international and European Monetary system
MBA 371	Logistics and	Global	This course emphasizes	<ul style="list-style-type: none"> Introduce various types of logistics and



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	Supply Chain Management		and the logistics management and supply chain management in an organization. The basic concepts such as inventory management, distribution management and supply chain relationships are also discussed in this course.	<p>concepts.</p> <ul style="list-style-type: none"> • Focus on inventory control and distribution resource planning in an organization. • Insist an importance of supply chain management and its global business applications • Assess the importance of supply chain relationships and conflicts resolution strategies • Emphasis the role of manager in supply chain along with its values
MBA 372	Import Procedures and Documentation	National	The course illustrates the import requisites, importance, preliminary arrangements and importers documents in the present scenario. The	<ul style="list-style-type: none"> • Outline the overview of service industry and analyzing characteristics and challenges • Demonstrate the healthcare revolution assess various type of health care organizations



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			import incentives along with various supportive documents are also emphasized by this course for the better understanding of the students.	<ul style="list-style-type: none"> • Explain the different type of Hospitals and analyzing role of Hospital in health care • Identify the different levels and roles in hospital management • Discuss the current issues and best practices in health care
MBA 401	International Business Management	Global	This course focuses on broad business administration skills. It combines International business strategies and culture	<ul style="list-style-type: none"> • Explain the need and relevance of International Business. • Assess tariff barriers and role of various institutions in International Business. • Analyze multinational companies and various market entry strategies. • Compare globalization and Indian business settings. • Discuss issues in International Business.
MBA 403	Rural Marketing	Local	This course familiarizes the	<ul style="list-style-type: none"> • Discuss the characteristics of rural



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			students with conceptual understanding of rural marketing and development practices in Indian context.	<p>market.</p> <ul style="list-style-type: none"> Analyze the challenges in rural marketing and rural market consumer behavior. Assess rural marketing mix. Explain channel management and communication in rural market. Outline industrial setup in rural market and recent trends.
MBA 404	Marketing of Services	Global	This course of examines the important issues faced by the service providers and the successful implementation of a customer focus in service based businesses.	<ul style="list-style-type: none"> Discuss evolution of service marketing, consumer behavior and segmentation, targeting and positioning. Explain product and pricing in service industries. Analyze promotion and distribution in service industries. Compile the concepts of people, process and physical evidences in service marketing.



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				<ul style="list-style-type: none"> • Apply service quality and strategies in various industries.
MBA 405	Consumer Behavior	Regional	<p>This course applies knowledge from the field of psychology, sociology, anthropology and economics to describe and understand how consumers are likely to behave in many different consumption situations.</p>	<ul style="list-style-type: none"> • Explain the need for studying consumer behavior and consumer research. • Discuss the role of social factors in consumer behavior. • Analyze the role of culture in understanding consumers. • Outline consumer decision process and models. • Compile the influence of attitude and belief in consumer behavior.
MBA 406	Retail Marketing Management	Regional	<p>This course develops an in-depth understanding of retail and services management as well as non-store retailing.</p>	<ul style="list-style-type: none"> • Outline channels of Distribution and evolution of retailing. • Discuss trends and opportunities in retailing. • Analyze various retail formats



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				<ul style="list-style-type: none"> Assess the role of Inventory display in retailing. Explain retailing as a sustainable competitive strategy.
MBA 410	Relational Database Management System & Oracle	Global	This course aims on the data base and its concepts along with its applications in business. This course also emphasizes the recent developments in RDBMS and Oracle to make the students to run a business in an effective manner.	<ul style="list-style-type: none"> Outline the evolution of database management system. Give a frame work a relational model of DBMS and its data control facilities. Provide knowledge about SQL and its applications. Identify ways of designing database and format models for its applications in business. Emphasis a establishing user system and user object to maintain database security in the organization
MBA 411	Internet & Java	Global	In order to cope up with the	<ul style="list-style-type: none"> Introduce the browsers and URL in web



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	Programming		recent developments and designing an e-business, this course is framed for the students. It also focuses on the concepts and areas of internet and Java programming.	<p>designing.</p> <ul style="list-style-type: none"> • Enable to know various types of data and inheritance. • Framework of various packages and interfaces along with exception banding. • Insist on working with windows graphics and texts. • Introduce networking and IDBC.
MBA 412	Computer Networks	Global	This course examines the concepts and features of computer networks in the present scenario. It involves the various types of networking and its impact in the business.	<ul style="list-style-type: none"> • Introduce the network types, applications and models • Outline the path of transmission of various types of signals and error detections and correction • Give importance about data communications and channels • Analyze the various types of communication networks • Provide knowledge about internetwork



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				and wireless network
MBA 420	Security Analysis and Port folio Management	National	The course is intended to provide an in-depth theoretical knowledge on stock market. It augments the learning managers to build portfolio and Analyze its performance.	<ul style="list-style-type: none"> • Outline the concept of Investment Management and Securities market • Assess the risk and return of individual securities • Apply Fundamentals and Technical Analysis to Portfolio • Assess the risk and return of Portfolio • Use portfolio evaluation techniques
MBA 422	Management of Financial Services	National	<p>The course focuses on providing knowledge on financial services industry.</p> <p>The course is designed to Analyze the practices of different financial services in the market.</p>	<ul style="list-style-type: none"> • Explain the industry framework of financial services and create innovative financial instruments • Evaluate leasing & hire purchase quantitatively and qualitatively • Outline the venture capital firms, credit rating agencies & methodology, and stock broking procedures



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				<ul style="list-style-type: none"> Evaluate mutual fund industry Analyze factoring services, depository system and International Financial Centers
MBA 423	Mergers, Acquisitions and corporate restructuring	Global	This course hones up the dexterity of the managers on the strategic approach to mergers and acquisitions. It also widens the analytical skills of learners on valuation of mergers.	<ul style="list-style-type: none"> Plan for mergers and discuss the strategic approach to M&A Formulate corporate restructuring deal Evaluate valuation approaches and methods of financing mergers Analyze take over approaches and amendments Apply accounting methods and Analyze Legal and Regulatory Provisions
MBA 431	Industrial Psychology & Counseling	Local	This course focuses on inculcating knowledge about work psychology and the various approaches of	<ul style="list-style-type: none"> Outline the concepts of industrial psychology. Analyze work psychology and career choice and development for executives.



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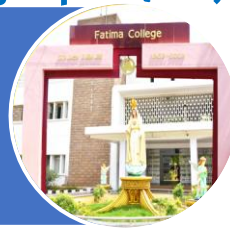
			work psychology like psychoanalytic, trait, behavioral, phenomenological, social and cognitive. It helps the student to develop the counseling skills.	<ul style="list-style-type: none"> • Discuss the types of employee counseling and its process. • Evaluate the special areas in counseling. • Explain the role & functions of employee counselor.
MBA 432	Human Resource Accounting and Audit	National	This course aims at providing an overview about the concepts of HRA. This course explores the various methods and instruments of HR Audit.	<ul style="list-style-type: none"> • Outline the concepts of HRA. • Analyze the various methods of HRA. • Discuss concepts & Components of HR Audit. • Explain HRD strategies, style, structure & systems. • Evaluate HRD Audit methodology.
MBA 433	Management consultancy	Global	This course focuses on providing an outline about concepts of consulting and	<ul style="list-style-type: none"> • Outline the concepts of consulting & its models. • Understand the steps in marketing of



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			its models. It also helps to explore the tools and methodology of consulting.	<p>consulting service.</p> <ul style="list-style-type: none"> Analyze the tools & methodology of consulting. Assess the strategy of the consulting firms in managing conflicts. Identifying the consultancy assignment & client presentation in managing future consulting opportunities.
MBA 434	Disaster Management	Global	This course helps the students to explore and inculcating skills to manage disaster and crisis.	<ul style="list-style-type: none"> Outline an overview of Natural Disaster Management. Assess the skill development for disaster Management. Discuss the steps in project rescue. Analyze the Leader's Role in emotional intelligence. Examine the ethics and social responsibility.



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MBA 435	Human Resource Information System	Global	This course focuses at enhancing the knowledge on integration of HR and information technology. It helps the students to integrate information system with functional areas of HR.	<ul style="list-style-type: none"> • Outline information about interface between HR & IT. • Discuss the logical process modeling. • Analyze the various issues of HRIs . • Asses HRIs & Functional Areas of HR. • Evaluate performance and compensating management in organization .
MBA 440	Total Quality Management	Global	This course is designed with an objective to familiarize the students with key aspects of total quality management and its application in real world scenarios.	<ul style="list-style-type: none"> • Outline the overview of TQM and identify the different components of quality. • Discuss the role of functional department in TQM. • Assess and manage the process quality in the organization. • Identify the role and importance of quality in customer satisfaction. • Demonstrate the ISO certification



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				procedures in the organization.
MBA 441	Production Planning & Control	Regional	The course introduces students to the basic concept of production planning and control. The students will have the opportunity to learn routing and scheduling being used in the business environment which enables students to make better decisions.	<ul style="list-style-type: none"> • Outline the overview of production planning and different control procedures in the organization. • Discuss the application of routing & scheduling in production planning. • Identify the different type of production system and control technique. • Assess the different stages of production control. • Discuss different types of computer aided production planning and computer systems.
MBA 442	Project Management	National	This course has been designed with an objective to familiarize students with key aspects of project	<ul style="list-style-type: none"> • Outline the concept of project management and discuss the project feasibility Analysis. • Discuss the market Analysis and



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			management. This course will equip them to understand the influences of heuristics while taking investment decision.	<p>evaluate social cost Benefit Analysis.</p> <ul style="list-style-type: none"> Identify the different networking techniques used in project construction. Explain the concept of GERT simulation and its application in project management. Prepare the project organization and project costing.
MBA 450	Hospital Administration – II	Global	The course will focus on sharing the latest trends, best practices and procedures in Hospital administration.	<ul style="list-style-type: none"> Outline the overview of outpatient services and Trauma care in hospital. Demonstrate the impatient services and functions of OT/ICU in the hospital. Explain the diagnosis procedures in the hospital. Identify the role of engineering service in Hospital. Discuss the various supporting services



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				in Hospital.
MBA 451	Quality Management in Hospital	Global	The course aims to prepare students to provide in-depth knowledge of quality management that can be used in hospitals.	<ul style="list-style-type: none"> • Outline the entrepreneurial framework and explore their personality traits. • Explain the EDP Training Programmers and institutions. • Identify the problems of women entrepreneur and face the challenges with Governmental support. • Analyze and formulate a business plan. • Assess the financial institutions and a roadmap to utilize the various incentives schemes.
MBA 452	Marketing of Hospital Services	Global	The course provides students scope, skills and tools of marketing. Then the student will be able to start their marketing	<ul style="list-style-type: none"> • Outline the concept of service of service marketing and identify different service mix components for hospital. • Discuss the procedure for planning and development of new services in the



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			careers in the Hospital.	<p>hospital.</p> <ul style="list-style-type: none"> Asses the different type of pricing methods and franchise in hospital service. Identify the promotion and communication mix for hospital services. Analyze the role and importance of people, process and physical evidence in hospital service.
MBA 402	International Marketing	Global	The course seeks to improve the knowledge of learners on the international context of marketing orientation. It also inculcates the expertise in the managers to formulate marketing decisions in the	<ul style="list-style-type: none"> Explain foreign trade and plan for international market entry decisions Formulate product mix decisions Plan Pricing mix decisions Analyze Distribution strategies Evaluate promotion strategies and predict control aspects



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			international context.	
MBA 421	Export Finance & Documentation	National	The purpose of the course is to implant proficiency in Export operations and procedures among the learners. The course intends to build up the logical ability of the managers in handling foreign trade transactions.	<ul style="list-style-type: none"> • Explain foreign trade formalities, payments and practical problems faced • Analyze financing foreign trade and financing schemes • Create shipping documents in foreign trade • Apply Foreign exchange theories • Evaluate Trade control policies and Promotional measures
MBA 430	International Human Resource Management	Global	This course intends to improve the familiarity of learners on the HRM practices in the international context. It enables the students to face	<ul style="list-style-type: none"> • Formulate approaches to IHRM and identify role of HRM in international firms. • Demonstrate different cultures and its values. • Plan recruitment & selection practices in MNCs and design T&D components.



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			the HRM challenges in the International context.	<ul style="list-style-type: none"> • Apply performance appraisal and compare approaches to Compensation Management. • Assess comparative practices of Industrial relations internationally.
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2017-2018

COURSE CODE	COURSE TITLE	NATURE OF THE COURSE (LOCAL/ NATIONAL/ REGIONAL/ GLOBAL)	COURSE DESCRIPTION	COURSE OBJECTIVES
MBA 101	Management Principles and Practice	Global	This course focuses on the management principles, functions and various other	<ul style="list-style-type: none"> • Frame out the functions of management and evaluation of management thought. • Sketch out the types of organization



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			<p>elements of management.</p> <p>In this course the functions of managers, their roles and responsibilities along with organizational structure are insisted to make the students understand better to run a business successfully.</p>	<p>structure along with delegation of authority and strategy.</p> <ul style="list-style-type: none"> Asses the various types of leadership styles and theories. Emphasis on process of communication and its types. Focus on the controlling techniques and its application in management.
MBA 102	Management Accounting	National	<p>Students in this course will develop the essential ability of all managers to use complex accounting information as a platform for decision making.</p> <p>Students will build a certain sophisticated level of understanding of the</p>	<ul style="list-style-type: none"> Outline the overview of management accounting and understand the different types of depreciation. Demonstrate the elements of cost and compute break-even print. Analyze the managerial application of marginal costing. Discuss the significance of ration Analysis and compute difference type's



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			language of accounting and its concepts.	<p>ration.</p> <ul style="list-style-type: none"> Assess the requisites for a successful budgetary control system and compute different types of budget
MBA 103	Computer for Managers	Global	This course equips the students with skills for the effective use of office automation systems. This helps the participants to construct and Analyze databases.	<ul style="list-style-type: none"> Discuss the evolution, classification of computers. Analyze the applications of MS-Word MS-Excel and PowerPoint. Assess the concept of database management system and communication network. Outline Enterprise resource planning and its types. Evaluate various E-Business models.
MBA 104	Managerial Economics	National	This course combines micro and macro economics and its application in	<ul style="list-style-type: none"> Sketch the fundamental economic concepts. Analyze demand and its determinants



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			businesses. It also exposes students to the fundamental economic concepts. This course also aims at providing an overview of the circular flow of National income and its concepts.	<p>and to know the economics of scale.</p> <ul style="list-style-type: none"> Assess the pricing methods in various Market structure and to get an idea over the theories of profits. Demonstrate the circular flow of National Income and its concept. Discuss the phase of Business cycle and Analyze the effects of inflation and dilatation.
MBA 105	Organizational Behavior	Local	This course is to provide an understanding about individual and group behavioral process in the organizational context and apply such knowledge in dealing with issues of individual interpersonal or group behavior in	<ul style="list-style-type: none"> Outline the overview of organizational behavior and understand the different types of perception. Demonstrate the concept of personality and discuss the different types leadership theories. Discuss the different type of assess the functions of attitude. Analyze the group dynamics and discuss



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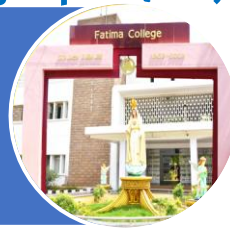
			organization	<p>the different type of motivation theories.</p> <ul style="list-style-type: none"> Assess the different stages of conflicts and stress management mechanism in the organization.
MBA 106	Quantitative Techniques	Regional	<p>The course introduces the application of Operations Research concepts to the Management decision-making. The course enables the learners to enrich their quantitative analytical skills.</p>	<ul style="list-style-type: none"> Formulate business problems in matrix form Formulate LP model for Business decision making and compute optimal solutions Plan optimal decisions for transportation problems Design methods to solve assignment problems Apply strategies using game theory and Analyze it for optimality criterion
MBA 201	Production & Operations	Local	<p>This course examines the functional areas of</p>	<ul style="list-style-type: none"> Outline the concept of production management and discuss the different



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	Management		production and operations management in the manufacturing industry.	<p>types of layout techniques.</p> <ul style="list-style-type: none"> • Compute EOQ and assess the inventory classification. • Evaluate the production scheduling and control mechanism in the organization • Discuss the techniques of work measurements and assess the work sampling procedures. • Identify the quality control techniques and emerging trends in production management.
MBA 202	Human Resources Management	Local	This course aims on providing a overview on the concept of HRM. It exposes students to how to manage people at work. It also covers concepts like manpower planning,	<ul style="list-style-type: none"> • Outline the concept of HRM & Manpower planning process. • Analyze the process of performance Appraisal and discuss the various methods of training and development. • Evaluate the principles of Job evaluation and explain the wage and salary



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			recruitment, selection, training and development. It also examines the emerging trends in HRM.	<p>Administration.</p> <ul style="list-style-type: none"> • Discuss trade Union and its function and Analyze collective bargaining. • Identify the cause of grievance and procedure for disciplinary action.
MBA 203	Marketing Management	Global	This course describes the nature and purpose of marketing. It describes marketing mix, consumer behavior and strategy, product planning and development. It helps the students in making better marketing management decisions.	<ul style="list-style-type: none"> • Outline marketing management concept and current trends. • Assess consumer behavior and identify competitors. • Analyze product life cycle and strategies relevant to them. • Discuss pricing and distribution strategies. • Design and Manage advertising programmer
MBA 204	Financial Management	Local	This course emphasis on the functions of finance,	<ul style="list-style-type: none"> • Introduce financial management and preparation of fund flow and cash flow



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			sources of finance and the importance of finance department in an enterprise. This course also illustrates the financial decisions, investment decisions and dividend decisions and their impact in the business environment.	<p>statements.</p> <ul style="list-style-type: none"> • Outline the short term financing decisions in an organization. • Emphasize on long term investment and financial decisions in an organization. • Enhance the students with determination of dividend decisions and policies in declaration of dividends in an organization. • Sketch out the concept of taxation and its types.
MBA 205	Management Information System	Global	The course emphasizes the application of systems in various business operations. The types of MIS and its various areas of business applications are focused in this course. The	<ul style="list-style-type: none"> • Emphasize on impact and role of MIS in an organization. • Outline the application of information system in business operations. • Focus on decision support system in management decisions. • Highlight the application of strategic



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			business analytics and its impact on various business operations are also insisted in this course.	Information system in an organization. <ul style="list-style-type: none"> • Introduce business analytics and its types.
MBA 206	Business Research	Regional	The course is designed to enable the managers to pursue independent research in the context of organization. The course sharpens the research competencies and analytical skills of learners.	<ul style="list-style-type: none"> • Outline research types and process • Apply suitable sampling methods and techniques for research study • Use effective data collection methods • Apply appropriate Statistical tools and Analyze the results • Evaluate the research results and Create research report
MBA 301	Strategic Management	Global	The primary concern of this course is to introduce a strategic orientation among the participants in formulating and	<ul style="list-style-type: none"> • Provide framework on strategic management. • Analyze the environment for suitable strategies. • Explain various strategies that corporate



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			implementing strategies at corporate level.	<p>can adapt.</p> <ul style="list-style-type: none"> Identify the process of implementing a strategy Assess the strategic Control process and suggest suitable ways for effective implementation of strategies
MBA 302	Entrepreneurship	National	The course explores the basic concepts of entrepreneurship. It provides an idea about the idea generation and the various Appraisals.	<ul style="list-style-type: none"> Outline the entrepreneurial framework and explore their personality traits. Explain the EDP Training Programmer and institutions. Identify the problems of women entrepreneur and face the challenges with Governmental support. Analyze and formulate a business plan. Assess the financial institutions and a roadmap to utilize the various incentives schemes.



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MBA 303	Marketing Research	Global	This course deals with planning relevant data collection Analysis and communication of such results. It deals with monitoring marketing performance and improves understanding.	<ul style="list-style-type: none"> • Outline the importance research process • Study the importance of research and information. • Understand the process and methods of Data collection. • Explain Data presentation interpretation and evaluation. • Assess the application of marketing research in different forms.
MBA 304	Advertising Management	Local	This course introduces integrated communication – advertising public relations – process and practices.	<ul style="list-style-type: none"> • To discuss the need for advertisement and current scenario in advertising. • To explain the role of advertising agencies. • To create advertisement for a product. • Assess the various media for advertising. • Compile research and advertising effectively.



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MBA 305	Sales and Distribution Management	Local	This course introduces the participants to sales and distribution practices. It exposes the participants to the tools and strategies necessary for designing, motivating and evaluating sales and distribution systems.	<ul style="list-style-type: none"> • Outline the Concept of selling and sales management. • Explain the theories on salesmanship and personal selling. • Assess the role of personal selling in distribution and promotional strategy. • Discuss sales force management and training programmer. • Analyze channel of distribution and various distribution systems.
MBA 306	Customer Relationship Management	National	This course plans to impart a sound introduction and components involved in CRM.	<ul style="list-style-type: none"> • Assess the need for and different mode of CRM. • Identify various aspects related to CRM. • Explain customer relationship Management process. • Analyze the implication of CRM. • Compile E-CRM with traditional CRM.



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MBA 308	Brand Management	Local	This course provides students with insights into how profitable brand strategies can be created and the implications for brand management professionals.	<ul style="list-style-type: none"> • Revise branding, positioning and connected issues. • Compile new product development with branding. • Discuss product launch strategies. • Analyze the role of brand in Portfolio Management. • Explain brand management plan and systems.
MBA 309	E-Marketing	Global	This course enables the students to learn and master the complete landscape of online marketing and associated channels.	<ul style="list-style-type: none"> • Explain the evolution of digital marketing. • Revise consumer buying behavior and process. • Analyze segmentation, Targeting and positioning in digital marketing. • Assess digital marketing mix. • Discuss relevant issues related to digital



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				marketing.
MBA 311	E – Commerce	Global	This course illustrates the electronic way of commerce and trade in the business world. The various models of e-commerce, e-payment modes and the safety approached in transactions are also included in this course for the better understanding of the students.	<ul style="list-style-type: none"> • Create an idea about e-market and its opportunities. • Give a frame work of various modes of e-commerce. • Emphasize the securities and safety measures for online transactions. • Sketch out the mode of purchase and cash payments. • Insists on upcoming trends in e-commerce.
MBA 312	Introduction to GUI & Visual Basic	Global	This course aims to introduce the students about graphical user interface and its applications in business.	<ul style="list-style-type: none"> • Insists on applications of Front end tools • Provide knowledge about working with strings. • Give views on usage of control statements.



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			<p>The SQL, programming and its concepts are also focused in this course for the knowledge of the students in recent developments in software and systems technology.</p>	<ul style="list-style-type: none"> • Provide information about VB menus. • Explain the usage of files and database.
MBA 313	Enterprise Resource Planning	Global	<p>This practical course gives knowledge about the applications of enterprise resource planning in various functions of an organization. This course insists on the various technologies such as SAP, e-payment, e-HRM, OLAP.</p>	<ul style="list-style-type: none"> • Frame an outline of ERP and its related technologies • Outline the Manufacturing module of ERP. • Explain the finance and production module of ERP. • Insist on the Frame work and the market of ERP along with its leading. • Brief out the ways of ERP implementation and its Process.



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MBA 314	Knowledge Management	Global	This course explores the concepts in knowledge database, knowledge architecture and its subsequent implications in business. This course also insists the development of knowledge base in the organization for is better focus on the functions of the organization.	<ul style="list-style-type: none"> • Introduce the knowledge management components and its benefits. • Give an outline of Knowledge Management process and challenges. • Emphasize on Industrial environment and its issues. • Brief out the anatomy of Knowledge Management. • State the critical success factors in Knowledge Management.
MBA 322	Project Financing	National	The course on Project Financing enables the project idea conception, project appraisal, and evaluating competencies of learners. The course provides knowledge on	<ul style="list-style-type: none"> • Explore project ideas & assess project identification criteria • Design project report and evaluate financial estimates and projections • Plan appraisal of projects by various financial institutions • Compute project evaluation using



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			project risk evaluation techniques.	techniques and Analyze project risks <ul style="list-style-type: none"> Predict sources of raising finance for projects
MBA 323	Strategic Financial management	Regional	The course inculcates the strategic approach to financial management and develops the diagnostic skills of learners on valuation of firm.	<ul style="list-style-type: none"> Outline SFM model and identify conceptual framework Explain financial models and apply models successfully Use equity and firm valuation models and formulate management decisions Apply corporate restructuring methods and strategic cost management techniques Plan for financial innovations and assess ethical financial performance
MBA 324	Fundamentals of Insurance Management	Global	The course enables the learners to acquaint understanding on	<ul style="list-style-type: none"> Outline the concepts of risk in 'Life insurance' and explain the fundamentals of agency law and explain the



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			Insurance policies and familiarize the mechanism of Insurance services. The course hones up the skills of managers to compute insurance premiums and bonuses.	<p>fundamentals of agency law</p> <ul style="list-style-type: none"> • Explain life insurance plans and identify insurance companies in India • Compute Premiums and Bonuses for insurance policies • Evaluate general insurance Business and its forms • Assess other types of general insurance
MBA 325	Management of Financial Institutions and Banks	National	The course offers a comprehensive outlook on the financial institutions and in particular develops the profound knowledge on operations of banks.	<ul style="list-style-type: none"> • Outline the structure, functions & operations of Indian financial and banking system • Explain the role and policy measures of Development Financial Institutions • Analyze risk management in FIs and assess the interaction among various risks • Discuss NPA management RBI functions and norms



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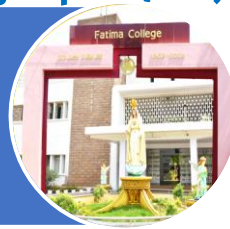
				<ul style="list-style-type: none"> Evaluate latest technology in banks in Payment & Settlement system.
MBA 326	Derivatives & Futures	Global	<p>The course presents a framework of various derivative and commodity products in the market. The course attempts to enhance the assessment expertise of managers on trading mechanism of derivative and commodity market.</p>	<ul style="list-style-type: none"> Identify derivative products and explain risks associates with derivatives Outline the rules and bye-laws for derivatives market Explain the concept of Stock index futures Assess types of interest rate futures Evaluate commodity futures
MBA 331	Total Quality in Human Resource	Regional	<p>This course focuses on imparting knowledge about the role of TQM in HRM. It also helps to assess the various dimensions of performance to integrate</p>	<ul style="list-style-type: none"> Outline the significance of total quality management and Analyzing role of TQM in HRM. Explain customer satisfaction strategy dimension and asses the various TQ HR strategy planning.



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			implication plan for managing HR.	<ul style="list-style-type: none"> • Demonstrate the continuous improvement process dimension. • Analyze project dimension and assess TQHR projects, planning & Management • Assess various dimension of performance to integrate implication plan for managing HR
MBA 332	Advanced industrial relations	Regional	This course intends to explore the industrial relations in public sector. The course aims to equip students with grievance and conflict resolutions measures.	<ul style="list-style-type: none"> • Outline the concepts of IR and explore IR in the public sector • Explain the concepts of trade union and collective bargaining • Identify the courses of grievances, conflicts and to discuss the conflict resolution measures. • To discuss the workers participation in management and to know the level of workers education in India • Analyze various legislations relating to



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				social security and the functions of ILO
MBA 333	Training & Development	Regional	This course aims to teach HR students the skills to design, develop and implement a training program. This course also gives a wider knowledge about OD strategies and its implementation.	<ul style="list-style-type: none"> • outline the principles of training & development • Explain the techniques of on the job training • Identify the various techniques of the job • Analyze the process and intervention of OD • Assess the OD strategies and the action research requirements for OD implication
MBA 334	Labour Legislation	National	This course focuses at providing a wide knowledge to students about the various Acts in relation with Labor Legislation. It also exposes students to identify the provisions in the	<ul style="list-style-type: none"> • Discuss the concept and principles of legislation and the role of Labor welfare officer • Explain the various Act relevant to labour legislation • Discuss some of the relevant Act in relation with Labour Legislation



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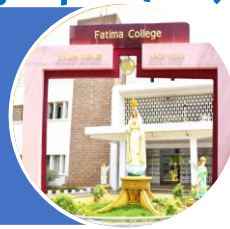
			Industrial Disputes Act. It helps the students to get an idea about the relationship between management and Indian Labour legislation.	<ul style="list-style-type: none"> • Create an idea about the acts that are relevant to Laws • To identify the provisions in the Industrial disputes Act
MBA 335	Strategic Human Resource Management	Global	This course enhances students understanding the various approaches of SHRM. It helps the students to Analyze the strategic linkage of performance management and helps to assess the contribution of SHRM to organizational success.	<ul style="list-style-type: none"> • Outline the concepts and components of SHRM • Discuss the functional strategies of HRP, Recruitment and selection • Demonstrate the linkage between business strategy & training • Identify / Analyze the strategic linkage of performance Management compensation & rewards strategy • Assess the strategic contribution of HRM to organizational
MBA 336	Career	Local	This course explores the	<ul style="list-style-type: none"> • Outline the concepts & Components of



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	Management		<p>impact of changing environment in career development. It helps to evaluate the changing career dynamic and its impact.</p>	<p>career development</p> <ul style="list-style-type: none"> Analyze the career progression and the baseline for competency management Assess the career paths and talent management Evaluating the changing career dynamic and its impact Discuss the various career development plan
MBA 341	Value Engineering & Waste Control	National	<p>This course makes the students to learn the basics of value engineering and its importance. The course deals with uses of value engineering and reducing waste.</p>	<ul style="list-style-type: none"> Outline the overview of value engineering and discuss the relation of VE to other operations Identify the different value engineering techniques and assess the decision making process Discuss the concept of scheduling and Analyze the different techniques in scheduling



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				<ul style="list-style-type: none"> Assess the different types of training for value engineering Discuss and communicate the value engineering at workplace
MBA 342	Materials Management	Local	The course introduces students to the basic concepts of material management. There will be a focus on appropriate theory and the course will aim to provide opportunities for the practical implementation of the main concept covered.	<ul style="list-style-type: none"> Outline the overview of material management and Analyze the different type of techniques Assess the price trends and identify the purchase policies in material management Discuss the different inventory calculation techniques and compute EOQ Identify the different level of stock and Analyze cost optimization Explain the concept of storage and preservation
MBA 343	Advanced	Global	The students will have the	<ul style="list-style-type: none"> This course familiarizing the computer



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	Manufacturing System		<p>opportunity to learn advanced manufacturing system being used in the business environment which enables students to make better management decisions.</p>	<p>aided designing and manufacturing</p> <ul style="list-style-type: none"> Identify the flexible manufacturing system and robotics in organization Assess the different type of networking techniques and project budgeting Discuss the concept of capacity utilization and its effect on manufacturing Analyze the need for cost reduction and discuss the different inventory management techniques
MBA 351	Hospital Administration –I	Global	<p>This is an introductory course in Hospital Administration with emphasis to cover key activities related to hospital operation.</p>	<ul style="list-style-type: none"> Outline the overview of service industry and Analyzing characteristics and challenges Demonstrate the healthcare revolution assess various type of health care organizations Explain the different type of Hospitals



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				<p>and Analyzing role of Hospital in health care</p> <ul style="list-style-type: none"> • Identify the different levels and roles in hospital management • Discuss the current issues and best practices in health care
MBA 352	Health Insurance	Global	<p>The course introduces students to the basic concepts of Health Insurance. It involves understanding all aspects of health insurance package and premium schedule.</p>	<ul style="list-style-type: none"> • Outline the concept of health insurance and discuss the different types of Health insurance in India • Assess the demand and supply of health Insurance • Compute the health Insurance premium and designing benefit package • Identify the provider payment mechanism and comparison of different payments systems • Explain the concept of TPA and communicate the problems faced by



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				hospitals.
MBA 353	Hospital Accounting and Finance	National	This course explains accounting tools and techniques, which can be used to help firms maximizes value improving decision relating to budgeting and costing	<ul style="list-style-type: none"> • Outline the overview of Hospital Accounting and demonstrate the accounting chart for hospitals • Explain the concept of fundraising and evaluate fundraising tactics • Prepare different types of Budget and compute cost sheet for hospitals • Assess the financial performance of hospital and plan (Financial decisions) investment Management • Discuss the concept the concept of equity and evaluate the NHA in India context
MBA 321	International Financial Management	Global	This course describes the challenges and trends in international finance function, the implications of	<ul style="list-style-type: none"> • Brief out the recent changes and global financial market • Conceptualize the FOREX applications and balance of payments



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			currency market, foreign exchange market and derivative market in the business environment.	<ul style="list-style-type: none"> • Give an idea about various types of currency transactions in FOREX market • Insists on party conditions in international finance • Explain the function of international and European Monetary system
MBA 371	Logistics and Supply Chain Management	Global	This course emphasizes and the logistics management and supply chain management in an organization. The basic concepts such as inventory management, distribution management and supply chain relationships are also discussed in this course.	<ul style="list-style-type: none"> • Introduce various types of logistics and concepts. • Focus on inventory control and distribution resource planning in an organization • Insist an importance of supply chain management and its global business applications • Assess the importance of supply chain relationships and conflicts resolution strategies • Emphasis the role of manager in supply



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				chain along with its values
MBA 372	Import Procedures and Documentation	National	The course illustrates the import requisites, importance, preliminary arrangements and importers documents in the present scenario. The import incentives along with various supportive documents are also emphasised by this course for the better understanding of the students.	<ul style="list-style-type: none"> • Outline the overview of service industry and Analyzing characteristics and challenges • Demonstrate the healthcare revolution assess various type of health care organizations • Explain the different type of Hospitals and Analyzing role of Hospital in health care • Identify the different levels and roles in hospital management • Discuss the current issues and best practices in health care
MBA 401	International Business Management	Global	This course focuses on broad business administration skills. It	<ul style="list-style-type: none"> • Explain the need and relevance of International Business. • Assess tariff barriers and role of various



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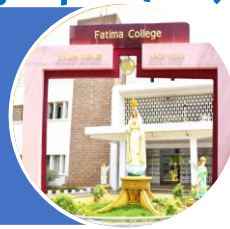
			combines International business strategies and culture	<p>institutions in International Business.</p> <ul style="list-style-type: none"> Analyze multinational companies and various market entry strategies. Compare globalization and Indian business settings. Discuss issues in International Business.
MBA 403	Rural Marketing	Local	This course familiarizes the students with conceptual understanding of rural marketing and development practices in Indian context.	<ul style="list-style-type: none"> Discuss the characteristics of rural market. Analyze the challenges in rural marketing and rural market consumer behavior. Assess rural marketing mix. Explain channel management and communication in rural market. Outline industrial setup in rural market and recent trends.
MBA 404	Marketing of Services	Global	This course of examines the important issues faced by	<ul style="list-style-type: none"> Discuss evolution of service marketing, consumer behavior and segmentation,



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			the service providers and the successful implementation of a customer focus in service based businesses.	<p>targeting and positioning.</p> <ul style="list-style-type: none"> • Explain product and pricing in service industries. • Analyze promotion and distribution in service industries. • Compile the concepts of people, process and physical evidences in service marketing. • Apply service quality and strategies in various industries.
MBA 405	Consumer Behavior	Regional	This course applies knowledge from the field of psychology, sociology, anthropology and economics to describe and understand how consumers are likely to behave in many different consumption	<ul style="list-style-type: none"> • Explain the need for studying consumer behavior and consumer research. • Discuss the role of social factors in consumer behavior. • Analyze the role of culture in understanding consumers. • Outline consumer decision process and models.



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			situations.	<ul style="list-style-type: none"> • Compile the influence of attitude and belief in consumer behavior.
MBA 406	Retail Marketing Management	Regional	This course develops an in-depth understanding of retail and services management as well as non-store retailing.	<ul style="list-style-type: none"> • Outline channels of Distribution and evolution of retailing. • Discuss trends and opportunities in retailing. • Analyze various retail formats • Assess the role of Inventory display in retailing. • Explain retailing as a sustainable competitive strategy.
MBA 410	Relational Database Management System & Oracle	Global	This course aims on the data base and its concepts along with its applications in business. This course also emphasizes the recent developments in RDBMS	<ul style="list-style-type: none"> • Outline the evolution of database management system. • Give a frame work a relational model of DBMS and its data control facilities. • Provide knowledge about SQL and its applications.



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			and Oracle to make the students to run a business in an effective manner.	<ul style="list-style-type: none"> Identify ways of designing database and format models for its applications in business. Emphasis a establishing user system and user object to maintain database security in the organization
MBA 411	Internet & Java Programming	Global	In order to cope up with the recent developments and designing an e-business, this course is framed for the students. It also focuses on the concepts and areas of internet and Java programming.	<ul style="list-style-type: none"> Introduce the browsers and URL in web designing. Enable to know various types of data and inheritance. Framework of various packages and interfaces along with exception banding. Insist on working with windows graphics and texts. Introduce networking and IDBC.
MBA 412	Computer Networks	Global	This course examines the concepts and features of	<ul style="list-style-type: none"> Introduce the network types, applications and models



Criterion : I – Curricular Aspects

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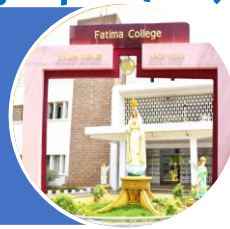
			computer networks in the present scenario. It involves the various types of networking and its impact in the business.	<ul style="list-style-type: none"> • Outline the path of transmission of various types of signals and error detections and correction • Give importance about data communications and channels • Analyze the various types of communication networks • Provide knowledge about internetwork and wireless network
MBA 420	Security Analysis and Port folio Management	National	The course is intended to provide an in-depth theoretical knowledge on stock market. It augments the learning managers to build portfolio and Analyze its performance.	<ul style="list-style-type: none"> • Outline the concept of Investment Management and Securities market • Assess the risk and return of individual securities • Apply Fundamentals and Technical Analysis to Portfolio • Assess the risk and return of Portfolio • Use portfolio evaluation techniques



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MBA 422	Management of Financial Services	National	<p>The course focuses on providing knowledge on financial services industry. The course is designed to Analyze the practices of different financial services in the market.</p>	<ul style="list-style-type: none"> • Explain the industry framework of financial services and create innovative financial instruments • Evaluate leasing & hire purchase quantitatively and qualitatively • Outline the venture capital firms, credit rating agencies & methodology, and stock broking procedures • Evaluate mutual fund industry • Analyze factoring services, depository system and International Financial Centers
MBA 423	Mergers, Acquisitions and corporate restructuring	Global	<p>This course hones up the dexterity of the managers on the strategic approach to mergers and acquisitions. It also widens the analytical skills of learners on</p>	<ul style="list-style-type: none"> • Plan for mergers and discuss the strategic approach to M&A • Formulate corporate restructuring deal • Evaluate valuation approaches and methods of financing mergers



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			valuation of mergers.	<ul style="list-style-type: none"> Analyze take over approaches and amendments Apply accounting methods and Analyze Legal and Regulatory Provisions
MBA 431	Industrial Psychology & Counseling	Local	This course focuses on inculcating knowledge about work psychology and the various approaches of work psychology like psychoanalytic, trait, behavioral, phenomenological, social and cognitive. It helps the student to develop the counseling skills.	<ul style="list-style-type: none"> Outline the concepts of industrial psychology. Analyze work psychology and career choice and development for executives. Discuss the types of employee counseling and its process. Evaluate the special areas in counseling. Explain the role & functions of employee counselor.
MBA 432	Human Resource	National	This course aims at providing an overview about	<ul style="list-style-type: none"> Outline the concepts of HRA. Analyze the various methods of HRA.



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	Accounting and Audit		the concepts of HRA. This course explores the various methods and instruments of HR Audit.	<ul style="list-style-type: none"> • Discuss concepts & Components of HR Audit. • Explain HRD strategies, style, structure & systems. • Evaluate HRD Audit methodology.
MBA 433	Management consultancy	Global	This course focuses on providing an outline about concepts of consulting and its models. It also helps to explore the tools and methodology of consulting.	<ul style="list-style-type: none"> • Outline the concepts of consulting & its models. • Understand the steps in marketing of consulting service. • Analyze the tools & methodology of consulting. • Assess the strategy of the consulting firms in managing conflicts. • Identifying the consultancy assignment & client presentation in managing future consulting opportunities.
MBA 434	Disaster	Global	This course helps the	<ul style="list-style-type: none"> • Outline an overview of Natural Disaster



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	Management		students to explore and inculcating skills to manage disaster and crisis.	<p>Management.</p> <ul style="list-style-type: none"> Assess the skill development for disaster Management. Discuss the steps in project rescue. Analyze the Leader's Role in emotional intelligence. Examine the ethics and social responsibility.
MBA 435	Human Resource Information System	Global	This course focuses at enhancing the knowledge on integration of HR and information technology. It helps the students to integrate information system with functional areas of HR.	<ul style="list-style-type: none"> Outline information about interface between HR & IT. Discuss the logical process modeling. Analyze the various issues of HRIs . Asses HRIs & Functional Areas of HR. Evaluate performance and compensating management in organization .
MBA 440	Total Quality	Global	This course is designed	<ul style="list-style-type: none"> Outline the overview of TQM and identify



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	Management		with an objective to familiarize the students with key aspects of total quality management and its application in real world scenarios.	<p>the different components of quality.</p> <ul style="list-style-type: none"> • Discuss the role of functional department in TQM. • Assess and manage the process quality in the organization. • Identify the role and importance of quality in customer satisfaction. • Demonstrate the ISO certification procedures in the organization.
MBA 441	Production Planning & Control	Regional	The course introduces students to the basic concept of production planning and control. The students will have the opportunity to learn routing and scheduling being used in the business environment which enables	<ul style="list-style-type: none"> • Outline the overview of production planning and different control procedures in the organization. • Discuss the application of routing & scheduling in production planning. • Identify the different type of production system and control technique. • Assess the different stages of production control.



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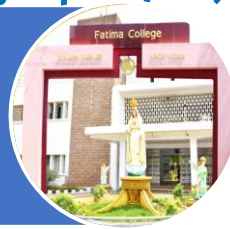
			students to make better decisions.	<ul style="list-style-type: none"> Discuss different types of computer aided production planning and computer systems.
MBA 442	Project Management	National	This course has been designed with an objective to familiarize students with key aspects of project management. This course will equip them to understand the influences of heuristics while taking investment decision.	<ul style="list-style-type: none"> Outline the concept of project management and discuss the project feasibility Analysis. Discuss the market Analysis and evaluate social cost Benefit Analysis. Identify the different networking techniques used in project construction. Explain the concept of GERT simulation and its application in project management. Prepare the project organization and project costing.
MBA 450	Hospital Administration	Global	The course will focus on sharing the latest trends,	<ul style="list-style-type: none"> Outline the overview of outpatient services and Trauma care in hospital.



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	– II		best practices and procedures in Hospital administration.	<ul style="list-style-type: none"> • Demonstrate the impatient services and functions of OT/ICU in the hospital. • Explain the diagnosis procedures in the hospital. • Identify the role of engineering service in Hospital. • Discuss the various supporting services in Hospital.
MBA 451	Quality Management in Hospital	Global	The course aims to prepare students to provide in-depth knowledge of quality management that can be used in hospitals.	<ul style="list-style-type: none"> • Outline the entrepreneurial framework and explore their personality traits. • Explain the EDP Training Programmes and institutions. • Identify the problems of women entrepreneur and face the challenges with Governmental support. • Analyze and formulate a business plan. • Assess the financial institutions and a roadmap to utilize the various incentives



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				schemes.
MBA 452	Marketing of Hospital Services	Global	The course provides students scope, skills and tools of marketing. Then the student will be able to start their marketing careers in the Hospital.	<ul style="list-style-type: none"> • Outline the concept of service of service marketing and identify different service mix components for hospital. • Discuss the procedure for planning and development of new services in the hospital. • Asses the different type of pricing methods and franchise in hospital service. • Identify the promotion and communication mix for hospital services. • Analyze the role and importance of people, process and physical evidence in hospital service.
MBA 402	International Marketing	Global	The course seeks to improve the knowledge of	<ul style="list-style-type: none"> • Explain foreign trade and plan for international market entry decisions



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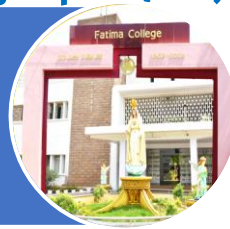
			learners on the international context of marketing orientation. It also inculcates the expertise in the managers to formulate marketing decisions in the international context.	<ul style="list-style-type: none"> • Formulate product mix decisions • Plan Pricing mix decisions • Analyze Distribution strategies • Evaluate promotion strategies and predict control aspects
MBA 421	Export Finance & Documentation	National	The purpose of the course is to implant proficiency in Export operations and procedures among the learners. The course intends to build up the logical ability of the managers in handling foreign trade transactions.	<ul style="list-style-type: none"> • Explain foreign trade formalities, payments and practical problems faced • Analyze financing foreign trade and financing schemes • Create shipping documents in foreign trade • Apply Foreign exchange theories • Evaluate Trade control policies and Promotional measures



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MBA 430	International Human Resource Management	Global	<p>This course intends to improve the familiarity of learners on the HRM practices in the international context. It enables the students to face the HRM challenges in the International context.</p>	<ul style="list-style-type: none"> • Formulate approaches to IHRM and identify role of HRM in international firms. • Demonstrate different cultures and its values. • Plan recruitment & selection practices in MNCs and design T&D components. • Apply performance appraisal and compare approaches to Compensation Management. • Assess comparative practices of Industrial relations internationally.
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2016-2017

COURSE CODE	COURSE TITLE	NATURE OF THE COURSE (LOCAL/ NATIONAL/ REGIONAL/ GLOBAL)	COURSE DESCRIPTION	COURSE OBJECTIVES
MBA 101	Management Principles and Practice	Global	This course focuses on the management principles, functions and various other elements of management. In this course the functions of managers, their roles and responsibilities along with organizational structure are insisted to make the students understand better to run a	<ul style="list-style-type: none"> • Frame out the functions of management and evaluation of management thought. • Sketch out the types of organization structure along with delegation of authority and strategy. • Assess the various types of leadership styles and theories. • Emphasis on process of communication and its types. • Focus on the controlling techniques



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			business successfully.	and its application in management.
MBA 102	Management Accounting	National	Students in this course will develop the essential ability of all managers to use complex accounting information as a platform for decision making. Students will build a certain sophisticated level of understanding of the language of accounting and its concepts.	<ul style="list-style-type: none"> • Outline the overview of management accounting and understand the different types of depreciation. • Demonstrate the elements of cost and compute break-even print. • Analyze the managerial application of marginal costing. • Discuss the significance of ration Analysis and compute difference type's ration. • Assess the requisites for a successful budgetary control system and compute different types of budget
MBA 103	Computer for Managers	Global	This course equips the students with skills for the effective use of office	<ul style="list-style-type: none"> • Discuss the evolution, classification of computers. • Analyze the applications of MS-Word



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			automation systems. This helps the participants to construct and Analyze databases.	<p>MS-Excel and PowerPoint.</p> <ul style="list-style-type: none"> Assess the concept of database management system and communication network. Outline Enterprise resource planning and its types. Evaluate various E-Business models.
MBA 104	Managerial Economics	National	<p>This course combines micro and macro economics and its application in businesses. It also exposes students to the fundamental economic concepts. This course also aims at providing an overview of the circular flow of National income and its concepts.</p>	<ul style="list-style-type: none"> Sketch the fundamental economic concepts. Analyze demand and its determinants and to know the economics of scale. Assess the pricing methods in various Market structure and to get an idea over the theories of profits. Demonstrate the circular flow of National Income and its concept. Discuss the phase of Business cycle and Analyze the effects of inflation and



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				deflation.
MBA 105	Organization al Behavior	Local	This course is to provide an understanding about individual and group behavioral process in the organizational context and apply such knowledge in dealing with issues of individual interpersonal or group behavior in organization	<ul style="list-style-type: none"> • Outline the overview of organizational behavior and understand the different types of perception. • Demonstrate the concept of personality and discuss the different types leadership theories. • Discuss the different type of assess the functions of attitude. • Analyze the group dynamics and discuss the different type of motivation theories. • Assess the different stages of conflicts and stress management mechanism in the organization.
MBA 106	Quantitative Techniques	Regional	The course introduces the application of Operations	<ul style="list-style-type: none"> • Formulate business problems in matrix form



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			Research concepts to the Management decision-making. The course enables the learners to enrich their quantitative analytical skills.	<ul style="list-style-type: none"> Formulate LP model for Business decision making and compute optimal solutions Plan optimal decisions for transportation problems Design methods to solve assignment problems Apply strategies using game theory and Analyze it for optimality criterion
MBA 201	Production & Operations Management	Local	This course examines the functional areas of production and operations management in the manufacturing industry.	<ul style="list-style-type: none"> Outline the concept of production management and discuss the different types of layout techniques. Compute EOQ and assess the inventory classification. Evaluate the production scheduling and control mechanism in the organization Discuss the techniques of work measurements and assess the work



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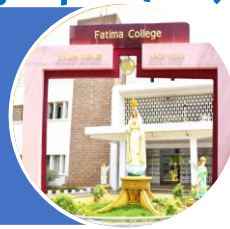
				<p>sampling procedures.</p> <ul style="list-style-type: none"> Identify the quality control techniques and emerging trends in production management.
MBA 202	Human Resources Management	Local	<p>This course aims on providing a overview on the concept of HRM. It exposes students to how to manage people at work. It also covers concepts like manpower planning, recruitment, selection, training and development. It also examines the emerging trends in HRM.</p>	<ul style="list-style-type: none"> Outline the concept of HRM & Manpower planning process. Analyze the process of performance Appraisal and discuss the various methods of training and development. Evaluate the principles of Job evaluation and explain the wage and salary Administration. Discuss trade Union and its function and Analyze collective bargaining. Identify the cause of grievance and procedure for disciplinary action.
MBA 203	Marketing	Global	<p>This course describes the</p>	<ul style="list-style-type: none"> Outline marketing management



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	Management		nature and purpose of marketing. It describes marketing mix, consumer behavior and strategy, product planning and development. It helps the students in making better marketing management decisions.	<p>concept and current trends.</p> <ul style="list-style-type: none"> Assess consumer behavior and identify competitors. Analyze product life cycle and strategies relevant to them. Discuss pricing and distribution strategies. Design and Manage advertising programme
MBA 204	Financial Management	Local	This course emphasis on the functions of finance, sources of finance and the importance of finance department in an enterprise. This course also illustrates the financial decisions, investment decisions and dividend	<ul style="list-style-type: none"> Introduce financial management and preparation of fund flow and cash flow statements. Outline the short term financing decisions in an organization. Emphasize on long term investment and financial decisions in an organization. Enhance the students with



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			decisions and their impact in the business environment.	determination of dividend decisions and policies in declaration of dividends in an organization. <ul style="list-style-type: none"> Sketch out the concept of taxation and its types.
MBA 205	Management Information System	Global	The course emphasizes the application of systems in various business operations. The types of MIS and its various areas of business applications are focused in this course. The business analytics and its impact on various business operations are also insisted in this course.	<ul style="list-style-type: none"> Emphasize on impact and role of MIS in an organization. Outline the application of information system in business operations. Focus on decision support system in management decisions. Highlight the application of strategic Information system in an organization. Introduce business analytics and its types.
MBA 206	Business	Regional	The course is designed to	<ul style="list-style-type: none"> Outline research types and process



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	Research		enable the managers to pursue independent research in the context of organization. The course sharpens the research competencies and analytical skills of learners.	<ul style="list-style-type: none"> • Apply suitable sampling methods and techniques for research study • Use effective data collection methods • Apply appropriate Statistical tools and Analyze the results • Evaluate the research results and Create research report
MBA 301	Strategic Management	Global	The primary concern of this course is to introduce a strategic orientation among the participants in formulating and implementing strategies at corporate level.	<ul style="list-style-type: none"> • Provide framework on strategic management. • Analyze the environment for suitable strategies. • Explain various strategies that corporate can adapt. • Identify the process of implementing a strategy • Assess the strategic Control process and suggest suitable ways for effective



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				implementation of strategies
MBA 302	Entrepreneurship	National	The course explores the basic concepts of entrepreneurship. It provides an idea about the idea generation and the various Appraisals.	<ul style="list-style-type: none"> • Outline the entrepreneurial framework and explore their personality traits. • Explain the EDP Training Programmes and institutions. • Identify the problems of women entrepreneur and face the challenges with Governmental support. • Analyze and formulate a business plan. • Assess the financial institutions and a roadmap to utilize the various incentives schemes.
MBA 303	Marketing Research	Global	This course deals with planning relevant data collection Analysis and communication of such results. It deals with	<ul style="list-style-type: none"> • Outline the importance research process • Study the importance of research and information. • Understand the process and methods of



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			monitoring marketing performance and improves understanding.	<p>Data collection.</p> <ul style="list-style-type: none"> • Explain Data presentation interpretation and evaluation. • Assess the application of marketing research in different forms.
MBA 304	Advertising Management	Local	This course introduces integrated communication – advertising public relations – process and practices.	<ul style="list-style-type: none"> • To discuss the need for advertisement and current scenario in advertising. • To explain the role of advertising agencies. • To create advertisement for a product. • Assess the various media for advertising. • Compile research and advertising effectively.
MBA 305	Sales and Distribution Management	Local	This course introduces the participants to sales and distribution practices. It	<ul style="list-style-type: none"> • Outline the Concept of selling and sales management. • Explain the theories on salesmanship



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			exposes the participants to the tools and strategies necessary for designing, motivating and evaluating sales and distribution systems.	<p>and personal selling.</p> <ul style="list-style-type: none"> Assess the role of personal selling in distribution and promotional strategy. Discuss sales force management and training programme. Analyze channel of distribution and various distribution systems.
MBA 306	Customer Relationship Management	National	This course plans to impart a sound introduction and components involved in CRM.	<ul style="list-style-type: none"> Assess the need for and different mode of CRM. Identify various aspects related to CRM. Explain customer relationship Management process. Analyze the implication of CRM. Compile E-CRM with traditional CRM.
MBA 308	Brand Management	Local	This course provides students with insights into how profitable brand	<ul style="list-style-type: none"> Revise branding, positioning and connected issues. Compile new product development with



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			strategies can be created and the implications for brand management professionals.	branding. <ul style="list-style-type: none"> • Discuss product launch strategies. • Analyze the role of brand in Portfolio Management. • Explain brand management plan and systems.
MBA 309	E-Marketing	Global	This course enables the students to learn and master the complete landscape of online marketing and associated channels.	<ul style="list-style-type: none"> • Explain the evolution of digital marketing. • Revise consumer buying behavior and process. • Analyze segmentation, Targeting and positioning in digital marketing. • Assess digital marketing mix. • Discuss relevant issues related to digital marketing.
MBA 311	E – Commerce	Global	This course illustrates the electronic way of commerce	<ul style="list-style-type: none"> • Create an idea about e-market and its opportunities.



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			and trade in the business world. The various models of e-commerce, e-payment modes and the safety approached in transactions are also included in this course for the better understanding of the students.	<ul style="list-style-type: none"> • Give a frame work of various modes of e-commerce. • Emphasize the securities and safety measures for online transactions. • Sketch out the mode of purchase and cash payments. • Insists on upcoming trends in e-commerce.
MBA 312	Introduction to GUI & Visual Basic	Global	<p>This course aims to introduce the students about graphical user interface and its applications in business.</p> <p>The SQL, programming and its concepts are also focused in this course for the knowledge of the</p>	<ul style="list-style-type: none"> • Insists on applications of Front end tools • Provide knowledge about working with strings. • Give views on usage of control statements. • Provide information about VB menus. • Explain the usage of files and database.



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			students in recent developments in software and systems technology.	
MBA 313	Enterprise Resource Planning	Global	This practical course gives knowledge about the applications of enterprise resource planning in various functions of an organization. This course insists on the various technologies such as SAP, e-payment, e-HRM, OLAP.	<ul style="list-style-type: none"> • Frame an outline of ERP and its related technologies. • Outline the Manufacturing module of ERP. • Explain the finance and production module of ERP. • Insist on the Frame work and the market of ERP along with its leading. • Brief out the ways of ERP implementation and its Process.
MBA 314	Knowledge Management	Global	This course explores the concepts in knowledge database, knowledge architecture and its	<ul style="list-style-type: none"> • Introduce the knowledge management components and its benefits. • Give an outline of Knowledge Management process and challenges.



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			subsequent implications in business. This course also insists the development of knowledge base in the organization for is better focus on the functions of the organization.	<ul style="list-style-type: none"> • Emphasize on Industrial environment and its issues. • Brief out the anatomy of Knowledge Management. • State the critical success factors in Knowledge Management.
MBA 322	Project Financing	National	The course on Project Financing enables the project idea conception, project appraisal, and evaluating competencies of learners. The course provides knowledge on project risk evaluation techniques.	<ul style="list-style-type: none"> • Explore project ideas & assess project identification criteria • Design project report and evaluate financial estimates and projections • Plan appraisal of projects by various financial institutions • Compute project evaluation using techniques and Analyze project risks • Predict sources of raising finance for projects



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MBA 323	Strategic Financial management	Regional	The course inculcates the strategic approach to financial management and develops the diagnostic skills of learners on valuation of firm.	<ul style="list-style-type: none"> • Outline SFM model and identify conceptual framework • Explain financial models and apply models successfully • Use equity and firm valuation models and formulate management decisions • Apply corporate restructuring methods and strategic cost management techniques • Plan for financial innovations and assess ethical financial performance
MBA 324	Fundamentals of Insurance Management	Global	The course enables the learners to acquaint understanding on Insurance policies and familiarize the mechanism of Insurance services. The course hones up the skills	<ul style="list-style-type: none"> • Outline the concepts of risk in 'Life insurance' and explain the fundamentals of agency law and explain the fundamentals of agency law • Explain life insurance plans and identify insurance companies in India



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			of managers to compute insurance premiums and bonuses.	<ul style="list-style-type: none"> • Compute Premiums and Bonuses for insurance policies • Evaluate general insurance Business and its forms • Assess other types of general insurance
MBA 325	Management of Financial Institutions and Banks	National	The course offers a comprehensive outlook on the financial institutions and in particular develops the profound knowledge on operations of banks.	<ul style="list-style-type: none"> • Outline the structure, functions & operations of Indian financial and banking system • Explain the role and policy measures of Development Financial Institutions Analyze risk management in FIs and assess the interaction among various risks • Discuss NPA management RBI functions and norms • Evaluate latest technology in banks in Payment & Settlement system.



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MBA 326	Derivatives & Futures	Global	<p>The course presents a framework of various derivative and commodity products in the market.</p> <p>The course attempts to enhance the assessment expertise of managers on trading mechanism of derivative and commodity market.</p>	<ul style="list-style-type: none"> Identify derivative products and explain risks associates with derivatives Outline the rules and bye-laws for derivatives market Explain the concept of Stock index futures Assess types of interest rate futures Evaluate commodity futures
MBA 331	Total Quality in Human Resource	Regional	<p>This course focuses on imparting knowledge about the role of TQM in HRM. It also helps to assess the various dimensions of performance to integrate implication plan for</p>	<ul style="list-style-type: none"> Outline the significance of total quality management and Analyzing role of TQM in HRM. Explain customer satisfaction strategy dimension and asses the various TQ HR strategy planning. Demonstrate the continuous improvement process dimension.



Criterion : I – Curricular Aspects

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			managing HR.	<ul style="list-style-type: none"> Analyze project dimension and assess TQHR projects, planning & Management Assess various dimension of performance to integrate implication plan for managing HR
MBA 332	Advanced industrial relations	Regional	<p>This course intends to explore the industrial relations in public sector. The course aims to equip students with grievance and conflict resolutions measures.</p>	<ul style="list-style-type: none"> Outline the concepts of IR and explore IR in the public sector Explain the concepts of trade union and collective bargaining Identify the courses of grievances, conflicts and to discuss the conflict resolution measures. To discuss the workers participation in management and to know the level of workers education in India Analyze various legislations relating to



Criterion : I – Curricular Aspects

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				social security and the functions of ILO
MBA 333	Training & Development	Regional	This course aims to teach HR students the skills to design, develop and implement a training program. This course also gives a wider knowledge about OD strategies and its implementation.	<ul style="list-style-type: none"> • outline the principles of training & development • Explain the techniques of on the job training • Identify the various techniques of the job • Analyze the process and intervention of OD • Assess the OD strategies and the action research requirements for OD implication
MBA 334	Labour Legislation	National	This course focuses at providing a wide knowledge to students about the various Acts in relation with Labour Legislation. It	<ul style="list-style-type: none"> • Discuss the concept and principles of legislation and the role of Labour welfare officer • Explain the various Act relevant to labour legislation



Criterion : I – Curricular Aspects

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Year : 2015 - 2020



			also exposes students to identify the provisions in the Industrial Disputes Act. It helps the students to get an idea about the relationship between management and Indian Labour legislation.	<ul style="list-style-type: none"> • Discuss some of the relevant Act in relation with Labour Legislation • Create an idea about the acts that are relevant to Laws • To identify the provisions in the Industrial disputes Act
MBA 335	Strategic Human Resource Management	Global	This course enhances students understanding the various approaches of SHRM. It helps the students to Analyze the strategic linkage of performance management and helps to assess the contribution of SHRM to organizational success.	<ul style="list-style-type: none"> • Outline the concepts and components of SHRM • Discuss the functional strategies of HRP, Recruitment and selection • Demonstrate the linkage between business strategy & training • Identify / Analyze the strategic linkage of performance Management compensation & rewards strategy • Assess the strategic contribution of



Criterion : I – Curricular Aspects

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				HRM to organizational
MBA 336	Career Management	Local	This course explores the impact of changing environment in career development. It helps to evaluate the changing career dynamic and its impact.	<ul style="list-style-type: none"> • Outline the concepts & Components of career development • Analyze the career progression and the baseline for competency management • Assess the career paths and talent management • Evaluating the changing career dynamic and its impact • Discuss the various career development plan
MBA 341	Value Engineering & Waste Control	National	This course makes the students to learn the basics of value engineering and its importance. The course deals with uses of value engineering and	<ul style="list-style-type: none"> • Outline the overview of value engineering and discuss the relation of VE to other operations • Identify the different value engineering techniques and assess the decision making process



Criterion : I – Curricular Aspects

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Year : 2015 - 2020



			reducing waste.	<ul style="list-style-type: none"> • Discuss the concept of scheduling and Analyze the different techniques in scheduling • Assess the different types of training for value engineering • Discuss and communicate the value engineering at workplace
MBA 342	Materials Management	Local	The course introduces students to the basic concepts of material management. There will be a focus on appropriate theory and the course will aim to provide opportunities for the practical implementation of the main concept covered.	<ul style="list-style-type: none"> • Outline the overview of material management and Analyze the different type of techniques • Assess the price trends and identify the purchase policies in material management • Discuss the different inventory calculation techniques and compute EOQ • Identify the different level of stock and Analyze cost optimization



Criterion : I – Curricular Aspects

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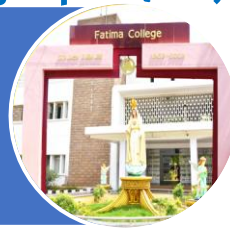
				<ul style="list-style-type: none"> Explain the concept of storage and preservation
MBA 343	Advanced Manufacturing System	Global	<p>The students will have the opportunity to learn advanced manufacturing system being used in the business environment which enables students to make better management decisions.</p>	<ul style="list-style-type: none"> This course familiarizing the computer aided designing and manufacturing Identify the flexible manufacturing system and robotics in organization Assess the different type of networking techniques and project budgeting Discuss the concept of capacity utilization and its effect on manufacturing Analyze the need for cost reduction and discuss the different inventory management techniques
MBA 351	Hospital Administration –I	Global	<p>This is an introductory course in Hospital Administration with</p>	<ul style="list-style-type: none"> Outline the overview of service industry and Analyzing characteristics and challenges



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Year : 2015 - 2020



			emphasis to cover key activities related to hospital operation.	<ul style="list-style-type: none"> • Demonstrate the healthcare revolution assess various type of health care organizations • Explain the different type of Hospitals and Analyzing role of Hospital in health care • Identify the different levels and roles in hospital management • Discuss the current issues and best practices in health care
MBA 352	Health Insurance	Global	The course introduces students to the basic concepts of Health Insurance. It involves understanding all aspects of health insurance package and premium schedule.	<ul style="list-style-type: none"> • Outline the concept of health insurance and discuss the different types of Health insurance in India • Assess the demand and supply of health Insurance • Compute the health Insurance premium and designing benefit package • Identify the provider payment



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Year : 2015 - 2020



				<p>mechanism and comparison of different payments systems</p> <ul style="list-style-type: none"> • Explain the concept of TPA and communicate the problems faced by hospitals.
MBA 353	Hospital Accounting and Finance	National	<p>This course explains accounting tools and techniques, which can be used to help firms maximizes value improving decision relating to budgeting and costing</p>	<ul style="list-style-type: none"> • Outline the overview of Hospital Accounting and demonstrate the accounting chart for hospitals • Explain the concept of fundraising and evaluate fundraising tactics • Prepare different types of Budget and compute cost sheet for hospitals • Assess the financial performance of hospital and plan (Financial decisions) investment Management • Discuss the concept the concept of equity and evaluate the NHA in India



Criterion : I – Curricular Aspects

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Year : 2015 - 2020



				context
MBA 321	International Financial Management	Global	This course describes the challenges and trends in international finance function, the implications of currency market, foreign exchange market and derivative market in the business environment.	<ul style="list-style-type: none"> • Brief out the recent changes and global financial market • Conceptualize the fore applications and balance of payments • Give an idea about various types of currency transactions in fore market • Insists on party conditions in international finance • Explain the function of international and European Monetary system
MBA 371	Logistics and Supply Chain Management	Global	This course emphasizes and the logistics management and supply chain management in an organization. The basic concepts such as inventory	<ul style="list-style-type: none"> • Introduce various types of logistics and concepts. • Focus on inventory control and distribution resource planning in an organization • Insist an importance of supply chain



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Year : 2015 - 2020



			management, distribution management and supply chain relationships are also discussed in this course.	<p>management and its global business applications</p> <ul style="list-style-type: none"> Assess the importance of supply chain relationships and conflicts resolution strategies Emphasis the role of manager in supply chain along with its values
MBA 372	Import Procedures and Documentation	National	The course illustrates the import requisites, importance, preliminary arrangements and importers documents in the present scenario. The import incentives along with various supportive documents are also emphasised by this course for the better	<ul style="list-style-type: none"> Outline the overview of service industry and Analyzing characteristics and challenges Demonstrate the healthcare revolution assess various type of health care organizations Explain the different type of Hospitals and Analyzing role of Hospital in health care Identify the different levels and roles in hospital management



Criterion : I – Curricular Aspects

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Year : 2015 - 2020



			understanding of the students.	<ul style="list-style-type: none"> Discuss the current issues and best practices in health care
MBA 401	International Business Management	Global	This course focuses on broad business administration skills. It combines International business strategies and culture	<ul style="list-style-type: none"> Explain the need and relevance of International Business. Assess tariff barriers and role of various institutions in International Business. Analyze multinational companies and various market entry strategies. Compare globalization and Indian business settings. Discuss issues in International Business.
MBA 403	Rural Marketing	Local	This course familiarizes the students with conceptual understanding of rural marketing and development practices in	<ul style="list-style-type: none"> Discuss the characteristics of rural market. Analyze the challenges in rural marketing and rural market consumer behavior.



Criterion : I – Curricular Aspects

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Year : 2015 - 2020



			Indian context.	<ul style="list-style-type: none"> Assess rural marketing mix. Explain channel management and communication in rural market. Outline industrial setup in rural market and recent trends.
MBA 404	Marketing of Services	Global	This course of examines the important issues faced by the service providers and the successful implementation of a customer focus in service based businesses.	<ul style="list-style-type: none"> Discuss evolution of service marketing, consumer behavior and segmentation, targeting and positioning. Explain product and pricing in service industries. Analyze promotion and distribution in service industries. Compile the concepts of people, process and physical evidences in service marketing. Apply service quality and strategies in various industries.



Criterion : I – Curricular Aspects

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MBA 405	Consumer Behavior	Regional	This course applies knowledge from the field of psychology, sociology, anthropology and economics to describe and understand how consumers are likely to behave in many different consumption situations.	<ul style="list-style-type: none"> • Explain the need for studying consumer behavior and consumer research. • Discuss the role of social factors in consumer behavior. • Analyze the role of culture in understanding consumers. • Outline consumer decision process and models. • Compile the influence of attitude and belief in consumer behavior.
MBA 406	Retail Marketing Management	Regional	This course develops an in-depth understanding of retail and services management as well as non-store retailing.	<ul style="list-style-type: none"> • Outline channels of Distribution and evolution of retailing. • Discuss trends and opportunities in retailing. • Analyze various retail formats • Assess the role of Inventory display in retailing.



Criterion : I – Curricular Aspects

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Year : 2015 - 2020



				<ul style="list-style-type: none"> • Explain retailing as a sustainable competitive strategy.
MBA 410	Relational Database Management System & Oracle	Global	<p>This course aims on the data base and its concepts along with its applications in business. This course also emphasizes the recent developments in RDBMS and Oracle to make the students to run a business in an effective manner.</p>	<ul style="list-style-type: none"> • Outline the evolution of database management system. • Give a frame work a relational model of DBMS and its data control facilities. • Provide knowledge about SQL and its applications. • Identify ways of designing database and format models for its applications in business. • Emphasis a establishing user system and user object to maintain database security in the organization
MBA 411	Internet & Java Programming	Global	<p>In order to cope up with the recent developments and designing an e-</p>	<ul style="list-style-type: none"> • Introduce the browsers and URL in web designing. • Enable to know various types of data



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Year : 2015 - 2020



			business, this course is framed for the students. It also focuses on the concepts and areas of internet and Java programming.	<p>and inheritance.</p> <ul style="list-style-type: none"> • Framework of various packages and interfaces along with exception banding. • Insist on working with windows graphics and texts. • Introduce networking and IDBC.
MBA 412	Computer Networks	Global	This course examines the concepts and features of computer networks in the present scenario. It involves the various types of networking and its impact in the business.	<ul style="list-style-type: none"> • Introduce the network types, applications and models • Outline the path of transmission of various types of signals and error detections and correction • Give importance about data communications and channels • Analyze the various types of communication networks • Provide knowledge about internetwork



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Year : 2015 - 2020



				and wireless network
MBA 420	Security Analysis and Portfolio Management	National	The course is intended to provide an in-depth theoretical knowledge on stock market. It augments the learning managers to build portfolio and Analyze its performance.	<ul style="list-style-type: none"> • Outline the concept of Investment Management and Securities market • Assess the risk and return of individual securities • Apply Fundamentals and Technical Analysis to Portfolio • Assess the risk and return of Portfolio • Use portfolio evaluation techniques
MBA 422	Management of Financial Services	National	<p>The course focuses on providing knowledge on financial services industry.</p> <p>The course is designed to Analyze the practices of different financial services in the market.</p>	<ul style="list-style-type: none"> • Explain the industry framework of financial services and create innovative financial instruments • Evaluate leasing & hire purchase quantitatively and qualitatively • Outline the venture capital firms, credit rating agencies & methodology, and stock broking procedures



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				<ul style="list-style-type: none"> • Evaluate mutual fund industry • Analyze factoring services, depository system and International Financial Centers
MBA 423	Mergers, Acquisitions and corporate restructuring	Global	This course hones up the dexterity of the managers on the strategic approach to mergers and acquisitions. It also widens the analytical skills of learners on valuation of mergers.	<ul style="list-style-type: none"> • Plan for mergers and discuss the strategic approach to M&A • Formulate corporate restructuring deal • Evaluate valuation approaches and methods of financing mergers • Analyze take over approaches and amendments • Apply accounting methods and Analyze Legal and Regulatory Provisions
MBA 431	Industrial Psychology & Counseling	Local	This course focuses on inculcating knowledge about work psychology and the various approaches of	<ul style="list-style-type: none"> • Outline the concepts of industrial psychology. • Analyze work psychology and career choice and development for executives.



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			work psychology like psychoanalytic, trait, behavioral, phenomenological, social and cognitive. It helps the student to develop the counseling skills.	<ul style="list-style-type: none"> • Discuss the types of employee counseling and its process. • Evaluate the special areas in counseling. • Explain the role & functions of employee counselor.
MBA 432	Human Resource Accounting and Audit	National	This course aims at providing an overview about the concepts of HRA. This course explores the various methods and instruments of HR Audit.	<ul style="list-style-type: none"> • Outline the concepts of HRA. • Analyze the various methods of HRA. • Discuss concepts & Components of HR Audit. • Explain HRD strategies, style, structure & systems. • Evaluate HRD Audit methodology.
MBA 433	Management consultancy	Global	This course focuses on providing an outline about concepts of consulting and	<ul style="list-style-type: none"> • Outline the concepts of consulting & its models. • Understand the steps in marketing of



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			its models. It also helps to explore the tools and methodology of consulting.	<p>consulting service.</p> <ul style="list-style-type: none"> Analyze the tools & methodology of consulting. Assess the strategy of the consulting firms in managing conflicts. Identifying the consultancy assignment & client presentation in managing future consulting opportunities.
MBA 434	Disaster Management	Global	This course helps the students to explore and inculcating skills to manage disaster and crisis.	<ul style="list-style-type: none"> Outline an overview of Natural Disaster Management. Assess the skill development for disaster Management. Discuss the steps in project rescue. Analyze the Leader's Role in emotional intelligence. Examine the ethics and social responsibility.



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MBA 435	Human Resource Information System	Global	This course focuses at enhancing the knowledge on integration of HR and information technology. It helps the students to integrate information system with functional areas of HR.	<ul style="list-style-type: none"> • Outline information about interface between HR & IT. • Discuss the logical process modeling. • Analyze the various issues of HRIs . • Asses HRIs & Functional Areas of HR. • Evaluate performance and compensating management in organization .
MBA 440	Total Quality Management	Global	This course is designed with an objective to familiarize the students with key aspects of total quality management and its application in real world scenarios.	<ul style="list-style-type: none"> • Outline the overview of TQM and identify the different components of quality. • Discuss the role of functional department in TQM. • Assess and manage the process quality in the organization. • Identify the role and importance of quality in customer satisfaction.



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				<ul style="list-style-type: none"> • Demonstrate the ISO certification procedures in the organization.
MBA 441	Production Planning & Control	Regional	The course introduces students to the basic concept of production planning and control. The students will have the opportunity to learn routing and scheduling being used in the business environment which enables students to make better decisions.	<ul style="list-style-type: none"> • Outline the overview of production planning and different control procedures in the organization. • Discuss the application of routing & scheduling in production planning. • Identify the different type of production system and control technique. • Assess the different stages of production control. • Discuss different types of computer aided production planning and computer systems.
MBA 442	Project Management	National	This course has been designed with an objective to familiarize students with	<ul style="list-style-type: none"> • Outline the concept of project management and discuss the project feasibility Analysis.



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			key aspects of project management. This course will equip them to understand the influences of heuristics while taking investment decision.	<ul style="list-style-type: none"> • Discuss the market Analysis and evaluate social cost Benefit Analysis. • Identify the different networking techniques used in project construction. • Explain the concept of GERT simulation and its application in project management. • Prepare the project organization and project costing.
MBA 450	Hospital Administration – II	Global	The course will focus on sharing the latest trends, best practices and procedures in Hospital administration.	<ul style="list-style-type: none"> • Outline the overview of outpatient services and Trauma care in hospital. • Demonstrate the impatient services and functions of OT/ICU in the hospital. • Explain the diagnosis procedures in the hospital. • Identify the role of engineering service in Hospital.



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				<ul style="list-style-type: none"> Discuss the various supporting services in Hospital.
MBA 451	Quality Management in Hospital	Global	The course aims to prepare students to provide in-depth knowledge of quality management that can be used in hospitals.	<ul style="list-style-type: none"> Outline the entrepreneurial framework and explore their personality traits. Explain the EDP Training Programmer and institutions. Identify the problems of women entrepreneur and face the challenges with Governmental support. Analyze and formulate a business plan. Assess the financial institutions and a roadmap to utilize the various incentives schemes.
MBA 452	Marketing of Hospital Services	Global	The course provides students scope, skills and tools of marketing. Then the student will be able to	<ul style="list-style-type: none"> Outline the concept of service of service marketing and identify different service mix components for hospital. Discuss the procedure for planning and



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			start their marketing careers in the Hospital.	<p>development of new services in the hospital.</p> <ul style="list-style-type: none"> Asses the different type of pricing methods and franchise in hospital service. Identify the promotion and communication mix for hospital services. Analyze the role and importance of people, process and physical evidence in hospital service.
MBA 402	International Marketing	Global	The course seeks to improve the knowledge of learners on the international context of marketing orientation. It also inculcates the expertise in the managers	<ul style="list-style-type: none"> Explain foreign trade and plan for international market entry decisions Formulate product mix decisions Plan Pricing mix decisions Analyze Distribution strategies Evaluate promotion strategies and



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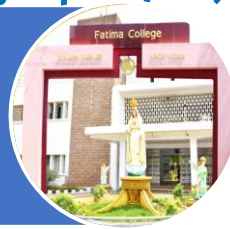
			to formulate marketing decisions in the international context.	predict control aspects
MBA 421	Export Finance & Documentation	National	The purpose of the course is to implant proficiency in Export operations and procedures among the learners. The course intends to build up the logical ability of the managers in handling foreign trade transactions.	<ul style="list-style-type: none"> • Explain foreign trade formalities, payments and practical problems faced • Analyze financing foreign trade and financing schemes • Create shipping documents in foreign trade • Apply Foreign exchange theories • Evaluate Trade control policies and Promotional measures
MBA 430	International Human Resource Management	Global	This course intends to improve the familiarity of learners on the HRM practices in the international context. It	<ul style="list-style-type: none"> • Formulate approaches to IHRM and identify role of HRM in international firms. • Demonstrate different cultures and its values.



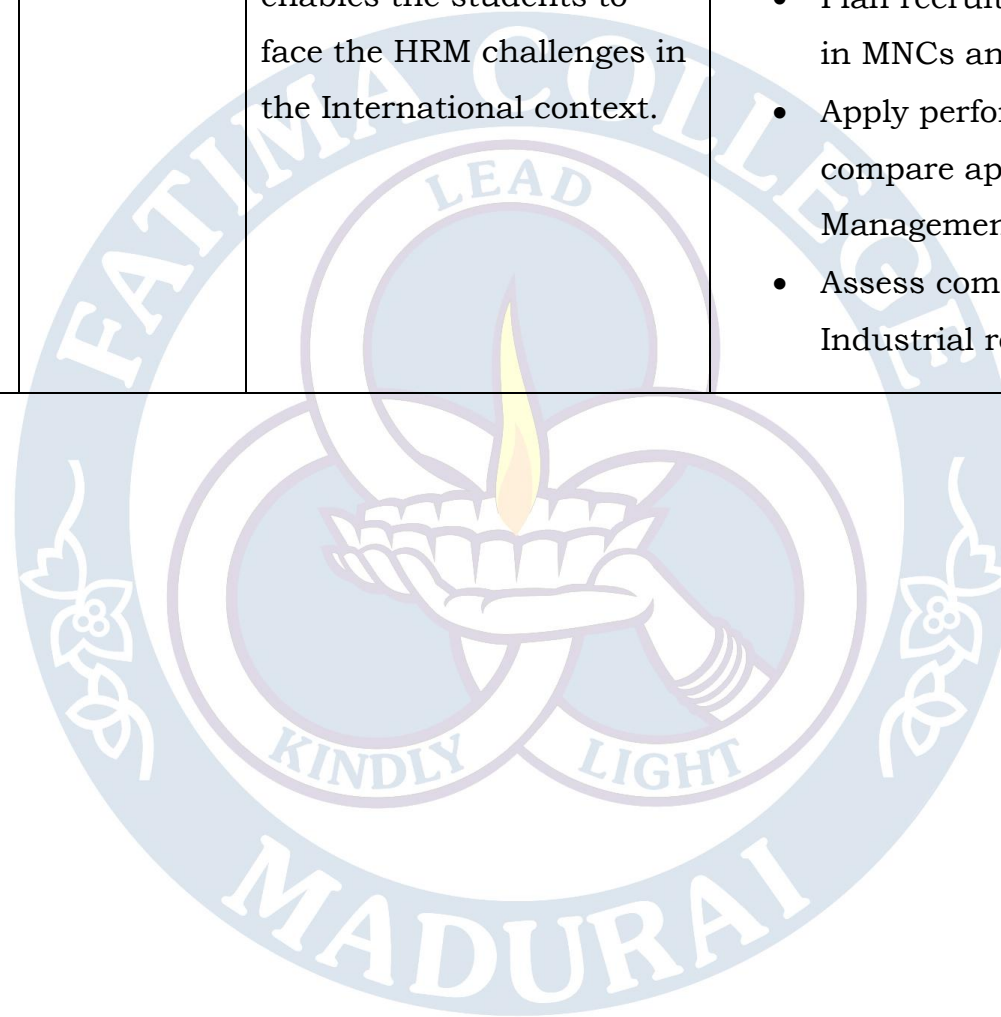
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			enables the students to face the HRM challenges in the International context.	<ul style="list-style-type: none"> • Plan recruitment & selection practices in MNCs and design T&D components. • Apply performance appraisal and compare approaches to Compensation Management. • Assess comparative practices of Industrial relations internationally.
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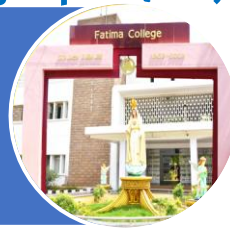




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YEAR: 2015 - 2016

COURSE CODE	COURSE TITLE	NATURE OF THE COURSE (LOCAL/ NATIONAL/ REGIONAL/ GLOBAL)	COURSE DESCRIPTION	COURSE OBJECTIVES
MBA 101	Management Principles and Practice	Global	This course focuses on the management principles, functions and various other elements of management. In this course the functions of managers, their roles and responsibilities along with organizational structure are insisted to make the students understand better to run a business successfully.	<ul style="list-style-type: none"> • Frame out the functions of management and evaluation of management thought. • Sketch out the types of organization structure along with delegation of authority and strategy. • Assess the various types of leadership styles and theories. • Emphasis on process of communication and its types. • Focus on the controlling techniques and its application in management.



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MBA 102	Management Accounting	National	Students in this course will develop the essential ability of all managers to use complex accounting information as a platform for decision making. Students will build a certain sophisticated level of understanding of the language of accounting and its concepts.	<ul style="list-style-type: none"> • Outline the overview of management accounting and understand the different types of depreciation. • Demonstrate the elements of cost and compute break-even print. • Analyze the managerial application of marginal costing. • Discuss the significance of ration Analysis and compute difference type's ration. • Assess the requisites for a successful budgetary control system and compute different types of budget
MBA 103	Computer for Managers	Global	This course equips the students with skills for the effective use of office automation systems. This helps the participants to construct and Analyze	<ul style="list-style-type: none"> • Discuss the evolution, classification of computers. • Analyze the applications of MS-Word MS-Excel and PowerPoint. • Assess the concept of database



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			databases.	<p>management system and communication network.</p> <ul style="list-style-type: none"> • Outline Enterprise resource planning and its types. • Evaluate various E-Business models.
MBA 104	Managerial Economics	National	<p>This course combines micro and macro economics and its application in businesses. It also exposes students to the fundamental economic concepts. This course also aims at providing an overview of the circular flow of National income and its concepts.</p>	<ul style="list-style-type: none"> • Sketch the fundamental economic concepts. • Analyze demand and its determinants and to know the economics of scale. • Assess the pricing methods in various Market structure and to get an idea over the theories of profits. • Demonstrate the circular flow of National Income and its concept. • Discuss the phase of Business cycle and Analyze the effects of inflation and deflation.



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MBA 105	Organizational Behavior	Local	This course is to provide an understanding about individual and group behavioral process in the organizational context and apply such knowledge in dealing with issues of individual interpersonal or group behavior in organization	<ul style="list-style-type: none"> Outline the overview of organizational behavior and understand the different types of perception. Demonstrate the concept of personality and discuss the different types leadership theories. Discuss the different type of assess the functions of attitude. Analyze the group dynamics and discuss the different type of motivation theories. Assess the different stages of conflicts and stress management mechanism in the organization.
MBA 106	Quantitative Techniques	Regional	The course introduces the application of Operations Research concepts to the Management decision-making. The course enables	<ul style="list-style-type: none"> Formulate business problems in matrix form Formulate LP model for Business decision making and compute optimal solutions



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			the learners to enrich their quantitative analytical skills.	<ul style="list-style-type: none"> Plan optimal decisions for transportation problems Design methods to solve assignment problems Apply strategies using game theory and Analyze it for optimality criterion
MBA 201	Production & Operations Management	Local	This course examines the functional areas of production and operations management in the manufacturing industry.	<ul style="list-style-type: none"> Outline the concept of production management and discuss the different types of layout techniques. Compute EOQ and assess the inventory classification. Evaluate the production scheduling and control mechanism in the organization Discuss the techniques of work measurements and assess the work sampling procedures. Identify the quality control techniques and emerging trends in production



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				management.
MBA 202	Human Resources Management	Local	This course aims on providing a overview on the concept of HRM. It exposes students to how to manage people at work. It also covers concepts like manpower planning, recruitment, selection, training and development. It also examines the emerging trends in HRM.	<ul style="list-style-type: none"> • Outline the concept of HRM & Manpower planning process. • Analyze the process of performance Appraisal and discuss the various methods of training and development. • Evaluate the principles of Job evaluation and explain the wage and salary Administration. • Discuss trade Union and its function and Analyze collective bargaining. • Identify the cause of grievance and procedure for disciplinary action.
MBA 203	Marketing Management	Global	This course describes the nature and purpose of marketing. It describes marketing mix, consumer	<ul style="list-style-type: none"> • Outline marketing management concept and current trends. • Assess consumer behavior and identify competitors.



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			behavior and strategy, product planning and development. It helps the students in making better marketing management decisions.	<ul style="list-style-type: none"> Analyze product life cycle and strategies relevant to them. Discuss pricing and distribution strategies. Design and Manage advertising programmer
MBA 204	Financial Management	Local	<p>This course emphasis on the functions of finance, sources of finance and the importance of finance department in an enterprise. This course also illustrates the financial decisions, investment decisions and dividend decisions and their impact in the business environment.</p>	<ul style="list-style-type: none"> Introduce financial management and preparation of fund flow and cash flow statements. Outline the short term financing decisions in an organization. Emphasize on long term investment and financial decisions in an organization. Enhance the students with determination of dividend decisions and policies in declaration of dividends in an organization. Sketch out the concept of taxation and its



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				types.
MBA 205	Management Information System	Global	The course emphasizes the application of systems in various business operations. The types of MIS and its various areas of business applications are focused in this course. The business analytics and its impact on various business operations are also insisted in this course.	<ul style="list-style-type: none"> • Emphasize on impact and role of MIS in an organization. • Outline the application of information system in business operations. • Focus on decision support system in management decisions. • Highlight the application of strategic Information system in an organization. • Introduce business analytics and its types.
MBA 206	Business Research	Regional	The course is designed to enable the managers to pursue independent research in the context of organization. The course	<ul style="list-style-type: none"> • Outline research types and process • Apply suitable sampling methods and techniques for research study • Use effective data collection methods • Apply appropriate Statistical tools and



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			sharpens the research competencies and analytical skills of learners.	<p>Analyze the results</p> <ul style="list-style-type: none"> Evaluate the research results and Create research report
MBA 301	Strategic Management	Global	The primary concern of this course is to introduce a strategic orientation among the participants in formulating and implementing strategies at corporate level.	<ul style="list-style-type: none"> Provide framework on strategic management. Analyze the environment for suitable strategies. Explain various strategies that corporate can adapt. Identify the process of implementing a strategy Assess the strategic Control process and suggest suitable ways for effective implementation of strategies
MBA 302	Entrepreneurship	National	The course explores the basic concepts of entrepreneurship. It provides	<ul style="list-style-type: none"> Outline the entrepreneurial framework and explore their personality traits. Explain the EDP Training Programmer and



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			an idea about the idea generation and the various Appraisals.	<p>institutions.</p> <ul style="list-style-type: none"> Identify the problems of women entrepreneur and face the challenges with Governmental support. Analyze and formulate a business plan. Assess the financial institutions and a roadmap to utilize the various incentives schemes.
MBA 303	Marketing Research	Global	This course deals with planning relevant data collection Analysis and communication of such results. It deals with monitoring marketing performance and improves understanding.	<ul style="list-style-type: none"> Outline the importance research process Study the importance of research and information. Understand the process and methods of Data collection. Explain Data presentation interpretation and evaluation. Assess the application of marketing research in different forms.



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MBA 304	Advertising Management	Local	This course introduces integrated communication – advertising public relations – process and practices.	<ul style="list-style-type: none"> • To discuss the need for advertisement and current scenario in advertising. • To explain the role of advertising agencies. • To create advertisement for a product. • Assess the various media for advertising. • Compile research and advertising effectively.
MBA 305	Sales and Distribution Management	Local	This course introduces the participants to sales and distribution practices. It exposes the participants to the tools and strategies necessary for designing, motivating and evaluating sales and distribution systems.	<ul style="list-style-type: none"> • Outline the Concept of selling and sales management. • Explain the theories on salesmanship and personal selling. • Assess the role of personal selling in distribution and promotional strategy. • Discuss sales force management and training programmer. • Analyze channel of distribution and various distribution systems.



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MBA 306	Customer Relationship Management	National	This course plans to impart a sound introduction and components involved in CRM.	<ul style="list-style-type: none"> Assess the need for and different mode of CRM. Identify various aspects related to CRM. Explain customer relationship Management process. Analyze the implication of CRM. Compile E-CRM with traditional CRM.
MBA 308	Brand Management	Local	This course provides students with insights into how profitable brand strategies can be created and the implications for brand management professionals.	<ul style="list-style-type: none"> Revise branding, positioning and connected issues. Compile new product development with branding. Discuss product launch strategies. Analyze the role of brand in Portfolio Management. Explain brand management plan and systems.



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MBA 309	E-Marketing	Global	This course enables the students to learn and master the complete landscape of online marketing and associated channels.	<ul style="list-style-type: none"> • Explain the evolution of digital marketing. • Revise consumer buying behavior and process. • Analyze segmentation, Targeting and positioning in digital marketing. • Assess digital marketing mix. • Discuss relevant issues related to digital marketing.
MBA 311	E – Commerce	Global	This course illustrates the electronic way of commerce and trade in the business world. The various models of e-commerce, e-payment modes and the safety approached in transactions are also included in this course for the better understanding of the	<ul style="list-style-type: none"> • Create an idea about e-market and its opportunities. • Give a frame work of various modes of e-commerce. • Emphasize the securities and safety measures for online transactions. • Sketch out the mode of purchase and cash payments. • Insist on upcoming trends in e-commerce.



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			students.	
MBA 312	Introduction to GUI & Visual Basic	Global	This course aims to introduce the students about graphical user interface and its applications in business. The SQL, programming and its concepts are also focused in this course for the knowledge of the students in recent developments in software and systems technology.	<ul style="list-style-type: none"> • Insists on applications of Front end tools • Provide knowledge about working with strings. • Give views on usage of control statements. • Provide information about VB menus. • Explain the usage of files and database.
MBA 313	Enterprise Resource Planning	Global	This practical course gives knowledge about the applications of enterprise resource planning in various functions of an organization.	<ul style="list-style-type: none"> • Frame an outline of ERP and its related technologies. • Outline the Manufacturing module of ERP. • Explain the finance and production module of ERP.



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			This course insists on the various technologies such as SAP, e-payment, e-HRM, OLAP.	<ul style="list-style-type: none"> • Insist on the Frame work and the market of ERP along with its leading. • Brief out the ways of ERP implementation and its Process.
MBA 314	Knowledge Management	Global	This course explores the concepts in knowledge database, knowledge architecture and its subsequent implications in business. This course also insists the development of knowledge base in the organization for is better focus on the functions of the organization.	<ul style="list-style-type: none"> • Introduce the knowledge management components and its benefits. • Give an outline of Knowledge Management process and challenges. • Emphasize on Industrial environment and its issues. • Brief out the anatomy of Knowledge Management. • State the critical success factors in Knowledge Management.
MBA 322	Project Financing	National	The course on Project Financing enables the project	<ul style="list-style-type: none"> • Explore project ideas & assess project identification criteria



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			<p>idea conception, project appraisal, and evaluating competencies of learners.</p> <p>The course provides knowledge on project risk evaluation techniques.</p>	<ul style="list-style-type: none"> • Design project report and evaluate financial estimates and projections • Plan appraisal of projects by various financial institutions • Compute project evaluation using techniques and Analyze project risks • Predict sources of raising finance for projects
MBA 323	Strategic Financial management	Regional	<p>The course inculcates the strategic approach to financial management and develops the diagnostic skills of learners on valuation of firm.</p>	<ul style="list-style-type: none"> • Outline SFM model and identify conceptual framework • Explain financial models and apply models successfully • Use equity and firm valuation models and formulate management decisions • Apply corporate restructuring methods and strategic cost management techniques • Plan for financial innovations and asses



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				ethical financial performance
MBA 324	Fundamentals of Insurance Management	Global	The course enables the learners to acquaint understanding on Insurance policies and familiarize the mechanism of Insurance services. The course hones up the skills of managers to compute insurance premiums and bonuses.	<ul style="list-style-type: none"> • Outline the concepts of risk in 'Life insurance' and explain the fundamentals of agency law and explain the fundamentals of agency law • Explain life insurance plans and identify insurance companies in India • Compute Premiums and Bonuses for insurance policies • Evaluate general insurance Business and its forms • Assess other types of general insurance
MBA 325	Management of Financial Institutions and Banks	National	The course offers a comprehensive outlook on the financial institutions and in particular develops the profound knowledge on	<ul style="list-style-type: none"> • Outline the structure, functions & operations of Indian financial and banking system • Explain the role and policy measures of Development Financial Institutions



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			operations of banks.	<ul style="list-style-type: none"> Analyze risk management in FIs and assess the interaction among various risks Discuss NPA management RBI functions and norms Evaluate latest technology in banks in Payment & Settlement system.
MBA 326	Derivatives & Futures	Global	The course presents a framework of various derivative and commodity products in the market. The course attempts to enhance the assessment expertise of managers on trading mechanism of derivative and commodity market.	<ul style="list-style-type: none"> Identify derivative products and explain risks associates with derivatives Outline the rules and bye-laws for derivatives market Explain the concept of Stock index futures Assess types of interest rate futures Evaluate commodity futures
MBA 331	Total Quality in Human	Regional	This course focuses on imparting knowledge about	<ul style="list-style-type: none"> Outline the significance of total quality management and Analyzing role of TQM in



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	Resource		the role of TQM in HRM. It also helps to assess the various dimensions of performance to integrate implication plan for managing HR.	<p>HRM.</p> <ul style="list-style-type: none"> • Explain customer satisfaction strategy dimension and assess the various TQ HR strategy planning. • Demonstrate the continuous improvement process dimension. • Analyze project dimension and assess TQHR projects, planning & Management • Assess various dimension of performance to integrate implication plan for managing HR
MBA 332	Advanced industrial relations	Regional	<p>This course intends to explore the industrial relations in public sector. The course aims to equip students with grievance and conflict resolutions measures.</p>	<ul style="list-style-type: none"> • Outline the concepts of IR and explore IR in the public sector • Explain the concepts of trade union and collective bargaining • Identify the courses of grievances, conflicts and to discuss the conflict resolution measures.



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				<ul style="list-style-type: none"> To discuss the workers participation in management and to know the level of workers education in India Analyze various legislations relating to social security and the functions of ILO
MBA 333	Training & Development	Regional	This course aims to teach HR students the skills to design, develop and implement a training program. This course also gives a wider knowledge about OD strategies and its implementation.	<ul style="list-style-type: none"> outline the principles of training & development Explain the techniques of on the job training Identify the various techniques of the job Analyze the process and intervention of OD Assess the OD strategies and the action research requirements for OD implication
MBA 334	Labor Legislation	National	This course focuses at providing a wide knowledge to students about the various	<ul style="list-style-type: none"> Discuss the concept and principles of legislation and the role of Lab our welfare officer



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			Acts in relation with Labour Legislation. It also exposes students to identify the provisions in the Industrial Disputes Act. It helps the students to get an idea about the relationship between management and Indian Labour legislation.	<ul style="list-style-type: none"> • Explain the various Act relevant to labor legislation • Discuss some of the relevant Act in relation with Labor Legislation • Create an idea about the acts that are relevant to Laws • To identify the provisions in the Industrial disputes Act
MBA 335	Strategic Human Resource Management	Global	This course enhances students understanding the various approaches of SHRM. It helps the students to Analyze the strategic linkage of performance management and helps to assess the contribution of SHRM to organizational success.	<ul style="list-style-type: none"> • Outline the concepts and components of SHRM • Discuss the functional strategies of HRP, Recruitment and selection • Demonstrate the linkage between business strategy & training • Identify / Analyze the strategic linkage of performance Management compensation & rewards strategy



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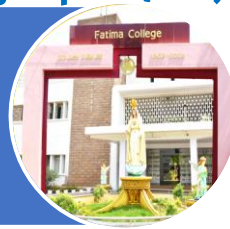
				<ul style="list-style-type: none"> Assess the strategic contribution of HRM to organizational
MBA 336	Career Management	Local	This course explores the impact of changing environment in career development. It helps to evaluate the changing career dynamic and its impact.	<ul style="list-style-type: none"> Outline the concepts & Components of career development Analyze the career progression and the baseline for competency management Assess the career paths and talent management Evaluating the changing career dynamic and its impact Discuss the various career development plan
MBA 341	Value Engineering & Waste Control	National	This course makes the students to learn the basics of value engineering and its importance. The course deals with uses of value	<ul style="list-style-type: none"> Outline the overview of value engineering and discuss the relation of VE to other operations Identify the different value engineering techniques and assess the decision



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			engineering and reducing waste.	<p>making process</p> <ul style="list-style-type: none"> • Discuss the concept of scheduling and Analyze the different techniques in scheduling • Assess the different types of training for value engineering • Discuss and communicate the value engineering at workplace
MBA 342	Materials Management	Local	The course introduces students to the basic concepts of material management. There will be a focus on appropriate theory and the course will aim to provide opportunities for the practical implementation of the main concept covered.	<ul style="list-style-type: none"> • Outline the overview of material management and Analyze the different type of techniques • Assess the price trends and identify the purchase policies in material management • Discuss the different inventory calculation techniques and compute EOQ • Identify the different level of stock and Analyze cost optimization • Explain the concept of storage and



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				preservation
MBA 343	Advanced Manufacturing System	Global	The students will have the opportunity to learn advanced manufacturing system being used in the business environment which enables students to make better management decisions.	<ul style="list-style-type: none"> • This course familiarizing the computer aided designing and manufacturing • Identify the flexible manufacturing system and robotics in organization • Assess the different type of networking techniques and project budgeting • Discuss the concept of capacity utilization and its effect on manufacturing • Analyze the need for cost reduction and discuss the different inventory management techniques
MBA 351	Hospital Administration –I	Global	This is an introductory course in Hospital Administration with emphasis to cover key activities related to hospital	<ul style="list-style-type: none"> • Outline the overview of service industry and Analyzing characteristics and challenges • Demonstrate the healthcare revolution assess various type of health care



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			operation.	<p>organizations</p> <ul style="list-style-type: none"> • Explain the different type of Hospitals and Analyzing role of Hospital in health care • Identify the different levels and roles in hospital management • Discuss the current issues and best practices in health care
MBA 352	Health Insurance	Global	The course introduces students to the basic concepts of Health Insurance. It involves understanding all aspects of health insurance package and premium schedule.	<ul style="list-style-type: none"> • Outline the concept of health insurance and discuss the different types of Health insurance in India • Assess the demand and supply of health Insurance • Compute the health Insurance premium and designing benefit package • Identify the provider payment mechanism and comparison of different payments systems • Explain the concept of TPA and



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				communicate the problems faced by hospitals.
MBA 353	Hospital Accounting and Finance	National	This course explains accounting tools and techniques, which can be used to help firms maximize value improving decision relating to budgeting and costing	<ul style="list-style-type: none"> • Outline the overview of Hospital Accounting and demonstrate the accounting chart for hospitals • Explain the concept of fundraising and evaluate fundraising tactics • Prepare different types of Budget and compute cost sheet for hospitals • Assess the financial performance of hospital and plan (Financial decisions) investment Management • Discuss the concept the concept of equity and evaluate the NHA in India context
MBA 401	International Business Management	Global	This course focuses on broad business administration skills. It combines	<ul style="list-style-type: none"> • Explain the need and relevance of International Business. • Assess tariff barriers and role of various



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			International business strategies and culture	<p>institutions in International Business.</p> <ul style="list-style-type: none"> Analyze multinational companies and various market entry strategies. Compare globalization and Indian business settings. Discuss issues in International Business.
MBA 403	Rural Marketing	Local	This course familiarizes the students with conceptual understanding of rural marketing and development practices in Indian context.	<ul style="list-style-type: none"> Discuss the characteristics of rural market. Analyze the challenges in rural marketing and rural market consumer behavior. Assess rural marketing mix. Explain channel management and communication in rural market. Outline industrial setup in rural market and recent trends.
MBA 404	Marketing of Services	Global	This course of examines the important issues faced by the	<ul style="list-style-type: none"> Discuss evolution of service marketing, consumer behavior and segmentation,



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			service providers and the successful implementation of a customer focus in service based businesses.	<p>targeting and positioning.</p> <ul style="list-style-type: none"> • Explain product and pricing in service industries. • Analyze promotion and distribution in service industries. • Compile the concepts of people, process and physical evidences in service marketing. • Apply service quality and strategies in various industries.
MBA 405	Consumer Behavior	Regional	This course applies knowledge from the field of psychology, sociology, anthropology and economics to describe and understand how consumers are likely to behave in many different consumption situations.	<ul style="list-style-type: none"> • Explain the need for studying consumer behavior and consumer research. • Discuss the role of social factors in consumer behavior. • Analyze the role of culture in understanding consumers. • Outline consumer decision process and models.



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				<ul style="list-style-type: none"> • Compile the influence of attitude and belief in consumer behavior.
MBA 406	Retail Marketing Management	Regional	This course develops an in-depth understanding of retail and services management as well as non-store retailing.	<ul style="list-style-type: none"> • Outline channels of Distribution and evolution of retailing. • Discuss trends and opportunities in retailing. • Analyze various retail formats • Assess the role of Inventory display in retailing. • Explain retailing as a sustainable competitive strategy.
MBA 410	Relational Database Management System & Oracle	Global	This course aims on the data base and its concepts along with its applications in business. This course also emphasizes the recent developments in RDBMS and	<ul style="list-style-type: none"> • Outline the evolution of database management system. • Give a frame work a relational model of DBMS and its data control facilities. • Provide knowledge about SQL and its applications.



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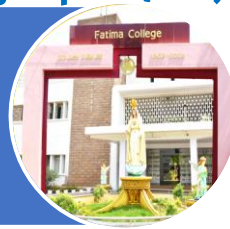
			Oracle to make the students to run a business in an effective manner.	<ul style="list-style-type: none"> Identify ways of designing database and format models for its applications in business. Emphasis a establishing user system and user object to maintain database security in the organization
MBA 411	Internet & Java Programming	Global	In order to cope up with the recent developments and designing an e-business, this course is framed for the students. It also focuses on the concepts and areas of internet and Java programming.	<ul style="list-style-type: none"> Introduce the browsers and URL in web designing. Enable to know various types of data and inheritance. Framework of various packages and interfaces along with exception banding. Insist on working with windows graphics and texts. Introduce networking and IDBC.
MBA 412	Computer Networks	Global	This course examines the concepts and features of	<ul style="list-style-type: none"> Introduce the network types, applications and models



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			computer networks in the present scenario. It involves the various types of networking and its impact in the business.	<ul style="list-style-type: none"> • Outline the path of transmission of various types of signals and error detections and correction • Give importance about data communications and channels • Analyze the various types of communication networks • Provide knowledge about internetwork and wireless network
MBA 420	Security Analysis and Port folio Management	National	The course is intended to provide an in-depth theoretical knowledge on stock market. It augments the learning managers to build portfolio and Analyze its performance.	<ul style="list-style-type: none"> • Outline the concept of Investment Management and Securities market • Assess the risk and return of individual securities • Apply Fundamentals and Technical Analysis to Portfolio • Assess the risk and return of Portfolio • Use portfolio evaluation techniques



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MBA 422	Management of Financial Services	National	<p>The course focuses on providing knowledge on financial services industry.</p> <p>The course is designed to Analyze the practices of different financial services in the market.</p>	<ul style="list-style-type: none"> • Explain the industry framework of financial services and create innovative financial instruments • Evaluate leasing & hire purchase quantitatively and qualitatively • Outline the venture capital firms, credit rating agencies & methodology, and stock broking procedures • Evaluate mutual fund industry • Analyze factoring services, depository system and International Financial Centers
MBA 423	Mergers, Acquisitions and corporate restructuring	Global	<p>This course hones up the dexterity of the managers on the strategic approach to mergers and acquisitions. It also widens the analytical skills of learners on valuation</p>	<ul style="list-style-type: none"> • Plan for mergers and discuss the strategic approach to M&A • Formulate corporate restructuring deal • Evaluate valuation approaches and methods of financing mergers



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			of mergers.	<ul style="list-style-type: none"> Analyze take over approaches and amendments Apply accounting methods and Analyze Legal and Regulatory Provisions
MBA 431	Industrial Psychology & Counseling	Local	This course focuses on inculcating knowledge about work psychology and the various approaches of work psychology like psychoanalytic, trait, behavioral, phenomenological, social and cognitive. It helps the student to develop the counseling skills.	<ul style="list-style-type: none"> Outline the concepts of industrial psychology. Analyze work psychology and career choice and development for executives. Discuss the types of employee counseling and its process. Evaluate the special areas in counseling. Explain the role & functions of employee counselor.
MBA 432	Human Resource	National	This course aims at providing an overview about the	<ul style="list-style-type: none"> Outline the concepts of HRA. Analyze the various methods of HRA.



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	Accounting and Audit		concepts of HRA. This course explores the various methods and instruments of HR Audit.	<ul style="list-style-type: none"> • Discuss concepts & Components of HR Audit. • Explain HRD strategies, style, structure & systems. • Evaluate HRD Audit methodology.
MBA 433	Management consultancy	Global	This course focuses on providing an outline about concepts of consulting and its models. It also helps to explore the tools and methodology of consulting.	<ul style="list-style-type: none"> • Outline the concepts of consulting & its models. • Understand the steps in marketing of consulting service. • Analyze the tools & methodology of consulting. • Assess the strategy of the consulting firms in managing conflicts. • Identifying the consultancy assignment & client presentation in managing future consulting opportunities.
MBA 434	Disaster	Global	This course helps the	<ul style="list-style-type: none"> • Outline an overview of Natural Disaster



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	Management		students to explore and inculcating skills to manage disaster and crisis.	<p>Management.</p> <ul style="list-style-type: none"> Assess the skill development for disaster Management. Discuss the steps in project rescue. Analyze the Leader's Role in emotional intelligence. Examine the ethics and social responsibility.
MBA 435	Human Resource Information System	Global	This course focuses at enhancing the knowledge on integration of HR and information technology. It helps the students to integrate information system with functional areas of HR.	<ul style="list-style-type: none"> Outline information about interface between HR & IT. Discuss the logical process modeling. Analyze the various issues of HRIs . Asses HRIs & Functional Areas of HR. Evaluate performance and compensating management in organization .
MBA 440	Total Quality Management	Global	This course is designed with an objective to familiarize the	<ul style="list-style-type: none"> Outline the overview of TQM and identify the different components of quality.



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Year : 2015 - 2020



			students with key aspects of total quality management and its application in real world scenarios.	<ul style="list-style-type: none"> • Discuss the role of functional department in TQM. • Assess and manage the process quality in the organization. • Identify the role and importance of quality in customer satisfaction. • Demonstrate the ISO certification procedures in the organization.
MBA 441	Production Planning & Control	Regional	The course introduces students to the basic concept of production planning and control. The students will have the opportunity to learn routing and scheduling being used in the business environment which enables students to make better decisions.	<ul style="list-style-type: none"> • Outline the overview of production planning and different control procedures in the organization. • Discuss the application of routing & scheduling in production planning. • Identify the different type of production system and control technique. • Assess the different stages of production control. • Discuss different types of computer aided



Criterion : I – Curricular Aspects

Metric : 1.1.1 – Programme Outcomes (POs), Programme Specific Outcomes (PSOs) and Course Outcomes (COs) – M.B.A

Year : 2015 - 2020



				production planning and computer systems.
MBA 442	Project Management	National	This course has been designed with an objective to familiarize students with key aspects of project management. This course will equip them to understand the influences of heuristics while taking investment decision.	<ul style="list-style-type: none"> • Outline the concept of project management and discuss the project feasibility Analysis. • Discuss the market Analysis and evaluate social cost Benefit Analysis. • Identify the different networking techniques used in project construction. • Explain the concept of GERT simulation and its application in project management. • Prepare the project organization and project costing.
MBA 450	Hospital Administration – II	Global	The course will focus on sharing the latest trends, best practices and procedures in Hospital	<ul style="list-style-type: none"> • Outline the overview of outpatient services and Trauma care in hospital. • Demonstrate the impatient services and functions of OT/ICU in the hospital.



Criterion : I – Curricular Aspects

Metric : 1.1.1 – Programme Outcomes (POs), Programme Specific Outcomes (PSOs) and Course Outcomes (COs) – M.B.A

Year : 2015 - 2020



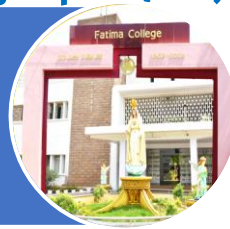
			administration.	<ul style="list-style-type: none"> • Explain the diagnosis procedures in the hospital. • Identify the role of engineering service in Hospital. • Discuss the various supporting services in Hospital.
MBA 451	Quality Management in Hospital	Global	The course aims to prepare students to provide in-depth knowledge of quality management that can be used in hospitals.	<ul style="list-style-type: none"> • Outline the entrepreneurial framework and explore their personality traits. • Explain the EDP Training Programmer and institutions. • Identify the problems of women entrepreneur and face the challenges with Governmental support. • Analyze and formulate a business plan. • Assess the financial institutions and a roadmap to utilize the various incentives schemes.



Criterion : I – Curricular Aspects

Metric : 1.1.1 – Programme Outcomes (POs), Programme Specific Outcomes (PSOs) and Course Outcomes (COs) – M.B.A

Year : 2015 - 2020



MBA 452	Marketing of Hospital Services	Global	<p>The course provides students scope, skills and tools of marketing. Then the student will be able to start their marketing careers in the Hospital.</p>	<ul style="list-style-type: none"> • Outline the concept of service of service marketing and identify different service mix components for hospital. • Discuss the procedure for planning and development of new services in the hospital. • Asses the different type of pricing methods and franchise in hospital service. • Identify the promotion and communication mix for hospital services. • Analyze the role and importance of people, process and physical evidence in hospital service.
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