

Program Name: Bachelor of Management Studies (BMS)

Program Outcomes

PO1	Disciplinary Knowledge	Built conceptual foundation and application skills in the area of accountancy, finance, management, research Marketing, Human Resource Management, Business and Corporate Law, economics, Finance, Accounting, Management, Tax, Investment, Insurance, and Banking seeking youth fit for Employment.
PO2	Communication Skills	Communicate Long Standing Unsolved problems in commerce; and to show the importance of commerce in Socio- Economic Development.
PO3	Critical Thinking	Apply the analytical and decision-making skills to various problems appearing in different branches of Commerce and Business
PO4	Analytical Reasoning and Problem Solving	Detect the problem originating in the diverse management areas such as Finance, Marketing, Human Resource, and Taxation; examine the problem, analyses and synthesize data and derive inferences to comprehend solutions to the problems
PO5	Sense of Inquiry	Identify, formulate and analyses socio-economic and environmental problems to arrive at substantiated conclusions for sustainable development using the fundamental principles of various branches of Commerce and Business.
PO6	Use of Modern Tools	Use various technical ICT tools for exploring, analyzing and using the information for business purposes for global competency.
PO7	Research Skills	Identify, formulate and analyses socio-economic and environmental problems to arrive at substantiated conclusions for sustainable development using the fundamental principles of various branches of Commerce and Business.
PO8	Application of Knowledge	Develop disciplinary knowledge and tactical depth-ness, with a broader skill set and encourage them to seek out resolute, innovative solutions for dynamic business.
PO9	Ethical Awareness	Ascertain Unethical Behavior, falsification, and manipulation of information in business and managing self and various social systems.
PO10	Teamwork	Work effectively with groups and individuals and take lead in implementation of plans in various fields of commerce and its allied sectors.
PO11	Environment and Sustainability	Understand the impact of the professional accounting solutions in societal and environmental contexts, and demonstrate the knowledge of and need for sustainable development.

PO12	Lifelong Learning	Ability of self-driven to explore, learn and gain knowledge and new skills to improve the quality of life and sense of self-worth by paying attention to the ideas and goals throughout the life.	
Program Specific Outcomes (PSO)			
PSO1	Apply their knowledge and skills of management and technology in the planning, and supervision of works in related organizations.		
PSO2	Solve problems critically, logically, creatively and analytically based on sound facts and ideas		
PSO3	Communicate effectively across a range of contexts and audiences.		
Sr. No	Course Code	Name of the Course	Course outcomes
1	UGBMSCC301	Foundation Course (Environmental Management) – III	CO1: Describe the Environmental clearance for establishing. CO2: Understand the Non-Conventional energy sources. CO3: Collect the types, causes and remedies (land, air, water and others) CO4: Analyze Waste management projects for profits. CO5: Evaluate the business projects for greener future CO6. Creating the Biogeochemical cycles
2	UGBMSCC302	Business Planning and Entrepreneurial Management	CO1: Describe the qualities and characteristics of an entrepreneur. CO2: Understand the role and importance of entrepreneurship for economic development. CO3: Collect information on institutional support to an entrepreneur. CO4: Analyze the factors stimulating the growth of entrepreneurship CO5: Evaluate the key factors needed to develop a successful business. CO6: Design a business plan by considering all dimensions of business.
3	UGBMSCC303	Accounting For Managerial Decisions	CO1: Describe the concept & components of the Managerial Accounting system. CO2: Understand and study the main disclosures required for preparation of financial statements of a company. CO3: To solve, compare & contrast between ratios of different companies to draw comparative conclusions. CO4: Analyse and interpret corporate financial statements with the help of Comparative, Common Size, Trend & Ratio Analysis concepts. CO5: summarise the components of an operating cycle. CO6: Prepare Cash flow statements of a company.
4	UGBMSSEC304	Information	CO1. Define Various types of Hacking.

	A	Technology in Business & Management-I	CO2.Describe various Web browser. CO3.Apply formulas in excel, including the use of built in functions, relatives and absolute references. CO4.Distinguish between Relatives, Mixed and Absolute references in MS Excel. CO5.Solve What- if – Analysis Problem with the help of MS Excel. CO6.Create Slide presentation that includes text, graphics, animation and transitions.
5	UGBMSSEC304 B	Financial Software	CO1. Understanding Financial Software CO2. Using Financial software for Data Management CO3. Financial reporting & software CO4. Financial decision making with software support CO5. Trouble Shutting & Technical support CO6. Compliance & Regulatory Consideration
6	UGBMSGEC30 5M	Consumer Behavior	CO1.State the Features and Importance of Consumer Behavior. CO2.Describe the Profiling the consumer and understanding their needs. CO3.Apply Application of Consumer Behavior knowledge in Marketing CO4.Determine the Consumer Decision Making Process CO5.Assess the factors affecting each stage and Need recognition. CO6.Assess the Factors affecting the need of the family, family life cycle stage and size.
7	UGBMSGEC30 6M	Advertising	CO1.State the Advertising Planning process. CO2.Explain the Role of Advertising in PLC CO3.Determine the Element of Promotion CO4.Classify the types of Advertising. CO5.Assess the Selection criteria for Advertising Agencies CO6.Prepare Creative strategy and media strategy
8	UGBMSGEC30 5F	Basics of Financial Services	CO1. Define the concept of Financial System CO2. Understand the Functions of Banks. CO3. Apply the Principles of Insurance. CO4. Analysis the various Schemes of Mutual Fund. CO5. Compare the performance of Mutual funds throughout various years. CO6. Prepare the Structure Organized Market and Unorganized Market.
9	UGBMSGEC30 6F	Corporate Finance	CO1.State the relative advantages of each sources of finance CO2.Understand the range of real-life financial situation using the concepts, framework and theories thought the

			<p>course.</p> <p>CO3.Analyse the concept, role and impact of investment policy, capital structure and dividend policy.</p> <p>CO4.To examine the different source of corporate finance like equity, debt, and retained earnings.</p> <p>CO 5.Assess the number of decision problem capital structure decision, cost of capital, leverage and capital budgeting</p> <p>CO 6.Prepare capital structure and dividend policy</p>
10	UGBMSGEC305H	Recruitment & Selection	<p>CO1.Define Recruitment & Selection.</p> <p>CO2.Understand the internal and external sources of recruitment.</p> <p>CO3.Collect information on job description and job specification of different job positions.</p> <p>CO4.Analyze, integrate and assess the core staffing activities of different industries.</p> <p>CO5.Distinguish between traditional & modern techniques of recruitment.</p> <p>CO6.Prepare own curriculum vitae.</p>
11	UGBMSGEC306H	Motivation & Leadership	<p>CO1.Illustrate Theories of motivation.</p> <p>CO2.Understand basic concepts of motivation</p> <p>CO3.Apply concept of motivation.</p> <p>CO4.Analyze different concepts and theories of motivation.</p> <p>CO5. Evaluate motivation strategies for employees.</p> <p>CO6.Design motivation tools.</p>
12	UGBMSCC401	Foundation Course (Ethics & Governance) – IV	<p>CO1: Define types of Ethics.</p> <p>CO2: Discuss Business Ethics..</p> <p>CO3: Use different concepts of Ethics.</p> <p>CO4: Analyze reasons to follow workplace Ethics.</p> <p>CO5: Recommend Ethics in Advertising & Marketing</p> <p>CO6: repair guidelines to promote workplace Ethics.</p>
13	UGBMSCC402	Business Research Methods	<p>CO1: State the characteristics of Good research.</p> <p>CO2: .Compare and contrast between Qualitative and Quantitative research.</p> <p>CO3: Construct the Hypothesis based on research</p> <p>CO4: .Classify the method of collection of primary data.</p> <p>CO5: Decide the type of research</p> <p>CO6: Design Questionnaire</p>
14	UGBMSCC403	Production and Total Quality Management	<p>CO1. Describe product development and various classification and product design.</p> <p>CO2. Understand importance and objectives of materials management.</p> <p>CO3. Prepare a flow chart of Six sigma and goals of six sigma enablers.</p>

			CO4. Analyze the product and service quality dimensions. CO5. Evaluate the objectivity and confidentiality of research. CO6. Design components and various objectives of production management.
15	UGBMSSEC404 A	IT in Business Management- II	CO1: Describe Various types of Hacking. CO2: Explain E- Business Risk management Issues. CO3: Apply formulas in excel, including the use of built in functions, relatives and absolute references. CO4: Distinguish between Relatives, Mixed and Absolute references in MS Excel. CO5: Solve What- if – Analysis Problem with the help of MS Excel. CO6: Create New Email Id.
16	UGBMSSEC404 B	Research Software	CO1. Understanding the Principles of Research Software CO2. Proficiency in programming languages CO3. Familiarity with research software tools & Libraries. CO 4 Software development practices CO5 Data Management & Analysis CO6 Collaboration & Teamwork
17	UGBMSGEC40 5M	Integrated Marketing Communications	CO1: Solve systems of linear equations and interpret their results. CO2: Compute and interpret determinants of matrices. CO3: Use computational techniques and algebraic skills essential for the study of systems of linear Equations, matrix algebra. CO4: Analyze and construct mathematical arguments that relate to the study of introductory group theory. (Proof and Reasoning).
18	UGBMSGEC40 6M	Rural Marketing	CO1: Apply various methods to solve systems of linear equations and interpret their results. CO2: Compute and interpret determinants of matrices. CO3: Use computational techniques and algebraic skills essential for the study of systems of linear equations, matrix algebra. CO4: Analyze the order structure of the elements of the group.
19	UGBMSGEC40 5F	Auditing	CO1: Define basic concepts of Auditing CO2: Understand concept of Audit Programmed. CO3: Apply Methods of Audit Work. CO4: Analyze different concepts of Auditing Techniques. CO5: Evaluate Audit of Assets book debts. CO6: Create Audit Working Papers.
20	UGBMSGEC40 6F	Strategic Cost Management	CO1: Compute various types of limits of functions of one variable. CO2: Determine the region of continuity and types of

			<p>discontinuity of a function.</p> <p>CO3: Apply Fundamental theorem of algebra for finding roots of given polynomial.</p> <p>CO4: Identify and apply various properties relating to the integers.</p>
21	UGBMSGEC40 5H	HRP & IS	<p>CO1. Define the concepts of job analysis, job design, job redesign.</p> <p>CO2. Understand the process of HRP management</p> <p>CO3. Understand mechanism of HRIS</p> <p>CO4. Analyze security issues in HRIS.</p> <p>CO5. Evaluate different activities for HRP</p> <p>CO6. Create process of HRP during the process of recruitment</p>
22	UGBMSGEC40 6H	Training & Development in HRM	<p>CO1. Define the concept of training in detail.</p> <p>CO2. Understand the process of training.</p> <p>CO3. Determine the Performance measurements– Appraisals, pitfalls & ethics of appraisal.</p> <p>CO4. Analyse the counseling techniques with reference to development of employees, society and organization</p> <p>CO5. Evaluate Knowledge Management Program.</p> <p>CO6. Design Implementation of training program.</p>