

Attainment of Programme Outcome

BBA

CO, PO and PSO Mapping

Name of the Course: PRINCIPLES OF MANAGEMENT

Blueprint of the question paper	Section	Unit I	Unit II	Unit III	Unit IV	Unit V
	Section A	2	2	2	2	2
	Section B Any FIVE	2	2	1	1	1
	Section C Either OR	2	2	2	2	2
	Section D Any THREE	1	1	1	1	1

Semester I			
Core – I		Principles of Management	
Course Code:21UBAC11	Hrs/Week:5	Hrs/Semester: 75	Credits:5

Objectives:

- Provide thorough knowledge about historical developments, theoretical aspects and emerging trends and developments in management.
- To enable student to understand fundamental concepts and principles of management, including the basic roles, skills and functions of management.

UNIT – I Introduction of Management: (15 hours)

Management: Meaning - Definition – Functions of Management-Managerial SkillsManagement Level- Role of manager- Contributions to Management by F.W Taylor, Henry Fayol, Elton Mayo, Peter .F .Drucker, Bureaucracy, Hawthorne Experiments – Management by objective.

UNIT- II Planning & Organizing: (15 hours) Planning- Meaning – Definition – Characteristics – Objectives- Nature - Importance of Planning – Process of planning– Types-Steps in planning process – Methods of planning - Limitations- Business Forecasting – Choosing the best alternative – Decision making. Organization – Meaning – Definition – functions – Principles – Nature – Importance – Classification- Difference between formal and informal organisation – Theories of organisation.

UNIT – III Delegation of Authority & Decentralisation (15 hours) Authority – Definition – Characteristics – Sources of authority.

Delegation – Meaning, Definition, Importance – Types – Advantages- Problems – Steps – Pre requisites – Common faults.

Decentralisation – Meaning – Advantages – Disadvantages – Responsibility – Elements of responsibility – Span of management.

UNIT-IV Staffing and Directing: (15 hours)

Staffing: Meaning – Definition – Functions of Staffing – Process of Staffing.

Directing: Meaning – Definition – Principles – Issuing orders or instruction – Characteristics - Importance of Directing.

UNIT-V Co-ordination and Controlling: (15 hours)

Co-ordination: Meaning – Definition –Features – Principles – Techniques - Requirements of effective coordination

Controlling: Meaning – Definition – Advantages – Characteristics – Process - Techniques in control process.(Control Techniques, Statistical Report, Critical Path Method, Management Audit, Managerial Audit, Managerial Statistics, Standing Orders).

Text Book:

1. L.M.Prasad, *Principles & Practice of Management* – Sultan Chand & Sons – 14th Edition 2020 -New Delhi.

Books for Reference:

1. C.B.Gupta - *Management Theory & practice*, New Delhi, Sultan Chand & Sons, 5th Edition 2017
2. P.C. Tripathi& P.N Reddy - *Principles of Management*, New Delhi, Tata McGraw Hill, 6th Edition 2010.
3. Weihrich and Koontz – *Management, A Global Perspective.*, New Delhi, Tata McGraw Hill, 14th Edition 2019.

Course Outcomes:

CO. No.	Upon completion of this course, students will be able to	PSO addressed	CL
CO-1	understand the basic principles, nature and levels of management.	1,4	Un
CO-2	understand the scientific approaches of management	4	Un
CO-3	know the importance of planning, its procedures and limitations.	1	Cr
CO-4	analyze the organizational structure and span of control with power and authority.	2,3,5	An
CO-5	understand the steps in staffing and directing and controlling.	1,8	Un
CO-6	identify the difference between power and authority.	7	Re

21UBAC11 - PRINCIPLES OF MANAGEMENT

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PS O-1	PS O-2	PS O-3	PS O-4	PS O-5	PS O-6	PS O-7	PS O-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.7
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation			Strong							Strength of PSO Correlation						Strong		

Attainment of Course Outcomes of the DEPARTMENT OF BBA

Course Code	Name of the Course	Course Outcomes															
		Programme Outcomes (PO)								Programme Specific Outcomes (PSO)							
		P O-1	PO -2	PO -3	PO -4	PO -5	PO -6	PO -7	PO -8	PS O-1	PS O-2	PS O-3	PS O-4	PS O-5	PS O-6	PS O-7	PS O-8
21ULTA11	Part-I Tamil	2.8	2.5	2.6	3	2.8	2.5	2.3	3	2.6	2.8	2.8	2.8	2.8	3	2.8	2.6
21ULFB11	Part-I French	2.8	3	3	3	3	3	2.3	3	2.7	3	3	2.7	3	3	3	3

21UGEN11	Part-II General English	2.5	2.5	2.5	2.5	2.5	2.5	2.6	2.5	2.5	2.5	2.5	2.5	2.6	2.5	2.6	2.5
21UBAC11	Principles of management	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAC12	Accounting for managers	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAA11	Business Environment	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21ULTA21	Part-I Tamil	2.8	2.6	2.6	3	2.8	2.5	2.5	2.8	2.6	2.8	2.6	2.8	2.8	2.6	2.8	2.6
21ULFB21	Part-I French	2.8	3	3	3	3	3	2.2	2.8	2.7	2.8	2.8	2.7	2.8	3	2.5	3
21UGEN21	Part-II General English	2.6	2.5	2.6	2.5	2.6	2.5	2.5	2.5	2.6	2.5	2.6	2.5	2.6	2.5	2.6	2.5
21UBAC21	Organisational Behaviour	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAC22	Business Statistics	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAA21	Business Ethics and Corporate Social Responsibility	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21ULTA31	Part-I Tamil	2.6	2.8	2.6	3	2.8	2.5	2.5	2.8	2.5	2.8	2.6	2.8	2.8	2.6	2.8	2.6
21ULFB31	Part-I French	2.8	3	2.8	3	3	3	2.7	3	2.7	3	3	2.8	3	3	2.8	3
21UGEN31	Part-II General English	2.8	2.6	2.5	3	2.5	2.8	2.6	2.5	2.5	2.8	2.6	2.8	2.8	2.3	2.8	2.5
21UBAC31	Business Economics	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAS31	Logistics Management	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAA31	Banking Practices	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2

21ULTA41	Part-I Tamil	2.6	2.5	2.6	2.6	2.8	2.5	2.8	2.8	2.6	2.8	2.8	2.5	2.8	2.6	2.8	2.6
21ULFB41	Part-I French	3	2.8	3	3	3	3	2.3	3	2.8	2.8	3	3	3	3	3	3
21UGEN41	Part-II General English	2.8	3	2.6	3	2.6	2.8	2.8	2.6	2.6	2.8	2.6	2.8	3	2.6	2.8	2.6
21UBAC41	Quantitative Techniques for Management	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAS41	Office Automation	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	1.5
21UBAA41	International Business	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	1.5
21UMCC51	Human Resource Management	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAC51	Research Methodology	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAC52	Entrepreneurial Development	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAC53	Case Study Analysis	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAE51	IT Skills for Managers	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAC61	Financial Management	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAC62	Law for Managers	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAC63	Foreign Trade-Import and Export Procedures	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2
21UBAC64	Production and Operations Management	3	3	3	3	3	2	2	2	3	3	3	3	3	2.2	2.2	2

Average Correlation	2.9	2.9	2.8	2.9	2.9	2.3	2.2	2.3	2.8	2.8	2.9	2.9	2.9	2.9	2.4	2.2
Mean Overall Score	2.7	The POs and PSOs are strongly correlated with the COs of the programme														

Courses of the Department of BBA

Semester I			
Core II		Accounting for Managers	
Course Code:21UBAC12	Hrs/Week:5	Hrs/Sem.:75	Credits:4

Objectives:

- To achieve national recognition in accounting education.
- To enable students learn the fundamental aspects of financial, management and cost accounting and acquire skills in portraying the financial portion of a business.

Course Outcomes:

CO.No.	Upon completion of this course, students will be able to	PSO addressed	C L
CO-1	apply cost accounting methods, and gain knowledge in preparation of books of accounts.	2,6	Ap,Cr
CO-2	have an effective understanding of analysis of depreciation and to apply the knowledge to prepare the final accounts of sole trader	1, 9	Cr, Ap,An
CO-3	understand the knowledge of material and labour cost.	1	Un
CO-4	employ critical thinking and skills to analyze financial data.	9	Re
CO-5	prepare cash and fund flow statement of accounts.	1, 9	Ap, Ev
CO-6	find the method of sharing gains in productivity with workers by rewarding them financially	5	An, Re

21UBAC12- Accounting for Managers

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	3	3	3	3.0	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.7	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation					Strong			

Semester I			
Allied– I		Business Environment	
Course Code:21UBAA11	Hrs/Week:4	Hrs/Semester: 60	Credits:4

Objectives:

- Provide thorough knowledge about the emerging concepts of business environment.
- To inculcate the effects of different external as well as internal environment of business, in the learners.

Course Outcomes:

CO. No.	Upon completion of this course, students will be able to	PSO addressed	CL
CO-1	understand the concept and levels of business environment	1,3	Un
CO-2	gain knowledge on business economic system	1, 4	Un, An
CO-3	have an effective knowledge on socio and cultural environment	1,3,4	Un, An
CO-4	observe knowledge on legal business environment	3	An, Cr
CO-5	inculcate the information of privatizations and impart information on private & public sector	3,7	Un
CO-6	inculcate knowledge on globalization	3, 5	Un, An

21UBAA11- Business Environment

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	3	3	3	3.0	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.7	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

Semester II			
Core III		Organisational Behaviour	
CourseCode :21UBAC21	Hrs/Week :5	Hrs/Sem :60	Credits :4

Objectives:

- To provide an overview of theories and practices in organizational behaviour in individual, group and organisational level.
- Acquaint the students with the fundamentals of managing business and to understand individual and group behaviour at work place so as to improve the effectiveness of an organisation.and to effectively analyze and approach various organisational situations

Course Outcomes:

CO.No.	Upon completion of this course, students will be able to	PSO addressed	CL
CO-1	understand the importance of organisational behavior and its various approaches.	1	Un
CO -2	learn the roleofeach individuals in job performance.	4	Un
CO-3	deliver the concepts and principles of perception and learning.	1,3,5	Ap
CO-4	elaborate various motivational theories and importance of group behaviour and team building.	1,4,5,7	Un,Ap
CO-5	identify the various leadership styles and skills required for working in groups and organisational climate and to study the conflicts and culture	1,7,5	An, Ap
CO-6	inculcate the knowledge on group behavior and team building	7	Ap

21UBAC21- Organisational Behaviour

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	3	3	3	3.0	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.7	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

Semester II			
Core IV		Business Statistics	
CourseCode:21UBAC22	Hrs/Week:5	Hrs/Sem:75	Credits:4

Objectives:

- To create a responsive and sustainable statistical system.
- Provide excellent training in scientific data collection- data management- methods and procedures of dataanalysis.

Course Outcomes:

CO.No.	Upon completion of this course- students will be able to	PSO addressed	CL
CO-1	understand the meaning- nature and methods of statistics.	1	Un
CO-2	identify population- sample parameter and sampling frame.	6	An
CO-3	determine the sample as a voluntary response sample or a convenience sample.	1-6	An
CO-4	determine the approximate location of the median and quartiles.	6	An
CO-5	state the assumptions of inference about the regression model.	1	An-Cr
CO-6	measure the degree of economic changes overtime and combined fluctuations in a group related variables..	1,3	An,Ap, Cr

21UBAC22- Business Statistics

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	3	3	3	3.0	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.7	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

Semester II			
Allied II Business Ethics and Corporate Social Responsibility			
Course Code: 21UBAA21	Hrs/Week :4	Hrs/Sem: 60	Credits :4

Objectives:

- Provide the skills with which to recognize and resolve ethical issues in business.
- Import the importance of ethical, moral and corporate social responsibility of business.

Course Outcomes:

CO.No	Upon completion of this course, students will be able to	PSO Addressed	CL
CO-1	understand and illustrate the theoretical foundation of business ethics	1	Un
CO-2	understand the knowledge of business and economic concepts from an ethical perspective.	3	Un
CO-3	know the importance of ethical conduct of business environment and community development.	1,3	Un
CO-4	expose the concepts of CSR and to analyse and resolve ethical issue in business.	1,3, 7	An
CO-5	know the role of government and application of procedures to perform the business and critically examine their own values.	1,3,5	CR
CO-6	confidently apply systematic ethical reasoning to business dilemmas and communicate effectively in oral and written forms.	4,6	CR

21UBAA21- Business Ethics and Corporate Social Responsibilities

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	2	3	3	3	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

SEMESTER III			
Core V		Business Economics	
Course Code : 21UBAC31	Hrs/Week : 6	Hrs/Sem : 90	Credits : 4

Objectives

- To understand the applications of economics theories in business decisions
- To determine the profit maximizing price and output for a firm operating different forms of market

Course Outcomes:

CO.No	Upon completion of this course, students will be able to	PSO addressed	CL
CO-1	understand the concept of economics	1,3,5	Un
CO-2	learn about the concept of production and cost function	5	Un
CO-3	an awareness of market structure and competition	8	Ap
CO-4	evaluate the elements of money and inflation and national income	1,2,3	Ev
CO-5	exhibit ability to perfect competition	9	Un, Ap
CO-6	gain a knowledge of fundamentals of economics	1,5	Ap

21UBAC31- Business Economics

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	2	3	3	3	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	2	3	2	3	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

SEMESTER III			
Allied III	Banking Practices		
Course Code:21UBAA31	Hrs/Week: 4	Hrs/Sem: 60	Credits :4

Objectives:

- To make students understand about the banking practices.
- Develop students with the theoretical and legal concepts of banking.

Course Outcomes:

CO. NO	Upon completion of this course, students will be able to	PSO addressed	CL
CO -1	understand about the banker and customer	1, 3	Un
CO - 2	know about the types of deposits	4, 6	Un
CO - 3	identify loans and advances	1, 2 , 7	Re
CO - 4	understand the different approaches to technological change and to study the electronic banking.	2, 5	Un, Cr

CO - 5	understand the different modes of charging security and to study the benefits and constraints of banking.	2, 5	Un, Ap
CO - 6	understand the basic concepts of electronic banking.	1, 5	Un

21UBAA31- Banking Practices

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	2	3	3	3	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong					Strength of PSO Correlation							Strong		

SEMESTER III

CORE SB

Logistics Management

Course Code :21UBAS31

Hrs/Week : 4

Hrs/Sem :60

Credits :4

Objectives

- To enable students to have knowledge in shipping field operation.
- To familiarize students on the various aspects of logistics.

Course outcomes:

CO.No.	Upon completion of this courses, students will be able to	PSO addressed	CL
CO - 1	understand the concept of logistics management and its evolution	1	Un

CO – 2	impart the knowledge on logistics transportation	7	Un
CO – 3	understand the importance of logistics to the economy	2	Re
CO – 4	gain knowledge on performance measurement and logistics audit	5	Un,Cr
CO – 5	provide knowledge on types of inventory among global logistics	3, 5, 7	Cr, Re
CO – 6	know about supply chain management	2,4	Cr

21UBAS31 Logistics Management

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	2	3	3	3	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

SEMESTER IV			
Core – VI		Quantitative Techniques for Managers	
Course Code:21UBAC41	Hrs/Week:6	Hrs/Semester: 90	Credits:4

Objectives:

- To create a responsive and sustainable statistical system.
- To provide excellent training in scientific data collection, data management, methods and procedures of data analysis.

Course Outcome:

CO.No.	Upon completion of this course, students will be able to	PSO addressed	C L
CO-1	understand the meaning, nature and methods of data collection.	1	Un
CO-2	determine the approximate location of transportations problems.	6	An
CO-3	determine the graphical solutions to maximize the problem	4, 6	Ap
CO-4	determine the models in operation research	1, 6	An
CO-5	determine the applications operation research	6	An
CO-6	know about the techniques in probability	4, 6	Ap

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	2	3	3	3	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

Semester IV			
Allied IV		International Business	
Code : 21UBAA41	Hrs/Week: 4	Hrs/Sem:60	Credit : 4

Objectives:

- To give international perspective to learners as to establishment of business and running of business in the era of Globalization.
- To enable students to have an adequate knowledge on international business.

CO.No.	Upon completion of this course, students will be able to	PSO addressed	C L
CO-1	communicate the nature theories and competitive advantages of international business.	3, 4	Un
CO-2	describing the modes of entering into international business-licensing, franchising, exporting and key projects.	4, 6	An
CO-3	elaborate the detailed study on MNC'S-growth, structure, merits and demerits.	5, 8	Ap
CO-4	impart the international marketing Intelligencesources, characteristics and process of IMI'S	3, 6, 8	An
CO-5	identify the financing foreign Trade-functions of ECGC,EXIM.	1, 4, 8	An
CO-6	elaborate the procedure to be implemented for STC,AEPC,TTCI	3, 8	Ap

21UBAA41 - International Business

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PS O-1	PS O-2	PS O-3	PS O-4	PS O-5	PS O-6	PS O-7	PS O-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	2	2.6
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	2	2.6
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	2	2.9
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	1.5	
PO Mean									2.6	PSO Mean								2.6
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

SEMESTER IV			
Core SB		Office Automation	
Course Code: 21UBAS41	Hrs/Week : 4	Hrs/Sem : 60	Credits : 4

Objectives

- To provide basic understanding of office management and its procedures
- To train students in theoretical and practice skills of using and maintaining office equipment

Course Outcome:

CO.No	Upon completion of this course, students will be able to	PSO addressed	CL
CO-1	understand the basic nature, scope, duties and responsibilities of office management	1,4	Un
CO-2	understand scientific approach of office management	4	Un

CO-3	know the importance of Office system procedures and effective communication process	1	Cr
CO-4	analyze the office forms, design, management and control and to identify the difference between Electronic Records and Paper Analog	2,3,5, 7	Re, An
CO-5	understand office environment and building accommodation, layout and environment	1,5, 8	Un, Re, Ev
CO-6	evaluate modern tendencies in concept of office records management	5	Ev

21UBAS41 - Office Automation

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PS O-1	PS O-2	PS O-3	PS O-4	PS O-5	PS O-6	PS O-7	PS O-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	2	2.6
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	2	2.6
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	2	2.9
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	1.5	
PO Mean									2.6	PSO Mean								2.6
Strength of PO Correlation		Strong								Strength of PSO Correlation						Strong		

Semester – V			
Common Core VII Human Resource Management			
Course Code:21UMCC51	Hrs/Week: 6	Hrs/Sem: 90	Credit :3

Objectives:

- • To enable students to understand the basic concepts in HRM
- To familiarize students on the various aspects of HRM

Course Outcome:

CO No.	Upon completion of this course. students will be able to:	PSO addressed	CL
CO - 1	gain knowledge on the basic concepts of planning human resource and help them to understand basic techniques of business.	1.2	Un
CO - 2	understand the basic selection process in HR.	1.2.3	Un
CO - 3	know the importance of training and development in HR.	2.3.4	Ap
CO -4	gain knowledge on compensation methods and transfer policies	3.4	An
CO -5	know about the significance and problems in performance appraisal.	3.4.5	Ap
CO - 6	know about the methods of performance appraisal	3.4.5	Ap

21UMCC51 - Human Resource Management

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5

CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong					Strength of PSO Correlation					Strong				

Strength of PO Correlation	Strong	Strength of PSO Correlation	Strong
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SEMESTER V			
Core IX		Entrepreneurial Development	
Course Code : 21UBAC52	Hrs/Week: 6	Hrs / Sem : 90	Credits : 4

Objectives:

- To foster entrepreneurial thinking, promote, facilitate the business knowledge and develop the aspiring entrepreneurial thought among the students.
- Help to realize the entrepreneurial potential of people for the emergence of an enterprising society and vibrant economy.

Course Outcomes:

CO.No.	Upon completion of this course, students will be able to	PSO addressed	CL
CO-1	know the basic concept of entrepreneur & their roles.	1	Un
CO-2	understand the importance of entrepreneurship to the society	1,3	Un
CO-3	gain the information on women entrepreneurship and their barriers faced.	4	Re
CO-4	gain knowledge on product identification, agencies and its roles.	2,3, 8	Un, An, Ap
CO-5	understand the roles of small scale industries in economic development and to analyse tax concessions in rural areas.	1,2,4	An, Ev
CO-6	analyse tax concessions to small industries in rural and backward areas.	4	An

21UBAC52 - Entrepreneurial Development

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	2	3	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	2	3	3	2	3	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

SEMESTER V			
Core X		Case Study Analysis	
Course Code:21UBAC53	Hrs/Week:5	Hrs/Sem:75	Credits:4

Objectives:

- To develop interpersonal skills through both a team work and completing individual tasks.
- Enable a researcher to gain a more detailed, un-biased understanding of a complex situation, through the use of a range of research tools.

Course Outcomes:

CO.No.	Upon completion of this course, students will be able to	PSO addressed	CL
CO-1	understand the overall situations as well as to analyse the company's strategy.	8	Ev
CO-2	know the process key information needed for decision making.	5,7	An
CO-3	identify the company's strength and weakness.	6	An,Ev
CO-4	know the strategy and critical thinking all the disciplines of management.	1	Re
CO-5	analyse the criticism in organisation and manipulate the decision making techniques.	1,5,7	Un,An,Ap
CO-6	identity the alternatives in research.	1	Ev

21UBAC53- Case Study Analysis

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	2	3	2	3	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8

CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong					Strength of PSO Correlation						Strong			

SEMESTER V			
Core Elective		IT Skills for Managers	
Course Code : 21UBAE51	Hrs/Week : 5	Hrs/Sem : 75	Credits : 4

Objectives

- To make the students understand about computer and make them efficient in the concept of computers
- To provide an understanding of computers, computer operating systems and train students computer application software

Course Outcomes:

CO.No	Upon completion of this course, students will be able to	PSO addressed	CL
CO-1	understand the concept of information Technology	1	Un
CO-2	apply spell and grammar check in Ms Office and to Create word documents with formatting features	3,4,5	Ev,Cr
CO-3	know about Ms Excel in detail for calculations	5	An
CO-4	know about Ms Power Point for presenting company data	5	An
CO-5	gain knowledge in internet applications	6	Cr

CO-6	understand the history and basic concepts of computers	1	Un
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21UBAE51 -IT Skills for Managers

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	2	3	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

SEMESTER IV			
Core XV		Financial Management	
Course Code:21UBAC61	Hrs/Week:6	Hrs/Sem:90	Credits:4

Objectives :

- To develop strategies and plans for the long term financial goals of the organisation.
- Ensure accurate and timely financial reporting, procurement compliance with applicable rules and regulations.

CourseOutcome:

CO.No.	Upon completion of thiscourse,studentswillbeableto	PSO's addressed	CL
CO-1	enhance the practical and applied aspects of capital	1	Un,Ap
CO-2	calculate the credit period of the business	8	Ap
CO-3	find out the short term and long term solvency of a business.	8	An
CO-4	ensure a proper system of communication at all levels of management.	5,7	Cr
CO-5	utilize the capital more economically	1,3	Un,Ap
CO-6	check and evaluate actual results.	6	Ev
CO-7	prepare both operating and financial budget.	3,6	Cr,Ap
CO-8	analyse the relationship between the cost volume and profit	6	An

21UBAC61 –Financial Management

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	2	3	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

SEMESTER VI			
Core–XVI		Law for Managers	
CourseCode:21UBAC62	Hrs/Week:6	Hrs/Semester:90	Credits:4

Objectives:

- To have basic knowledge on laws governing the business.
- To enable the students to have an adequate knowledge on laws.

Course Outcomes:

CO.No.	Up on completion of this course, Students will be able to	PSO addressed	CL
CO-1	Know the causes of accidents, safety Provisions and occupational hazards, diseases.	3,6	An
CO-2	Learn the code of conduct	3	Un
CO-3	Inculcate the legislative provisions for child, women and contract labour	3	An
CO-4	understand the labour welfare concepts with statutory & voluntary welfare measures	1, 3	Un
CO-5	Understand the basics of Indian contract Act governing business	1	Un
CO-6	Know about offer, acceptance, revocation And consideration	3	Un
CO-7	Understand the concept of indemnity and guarantee	3	Un
CO-8	Know about bailment, pledge and Contract of agency	3,4	Ap

21UBAC62 – Law for Managers

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	3	3	3	3.0	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.7	PSO Mean								2.7
Strength of PO Correlation				Strong						Strength of PSO Correlation						Strong		

SEMESTER VI			
Core XIII Foreign Trade Import and Export Procedures			
Course Code :21UBAC63	Hrs/Week : 6	Hrs/Sem :90	Credits :4

Objectives

- To provide the knowledge to the students to understand the activities involved in international trade.
- Enable students to demonstrate their best in import and export scenario.

Course Outcomes:

CO.No.	Upon completion of this courses, students will be able to	PSO addressed	CL
CO - 1	understand the concepts of domestic and international trade and their difference	1	Un
CO – 2	explain about the general principles of tax	1	Un
CO – 3	determine the Sources of financing for foreign trade	1,3	Un
CO – 4	understand the documentation process for imports and exports	3,6	An
CO – 5	inculcate a basic knowledge about the intellectual property rights	3	An
CO - 6	practice the customs clearance import and export procedures	4	Ap

21UBAC62 – Law for Managers

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.6	PSO Mean								2.7
Strength of PO Correlation			Strong							Strength of PSO Correlation						Strong		

SEMESTER VI			
Core XVIII Production and Operation Management			
Course Code: 21UBAC64	Hrs/Week: 6	Hrs/Sem: 90	Credits: 4

Objectives

- To provide knowledge on understanding of production and operation process of converting resources into products.
- Apply the concept to manage maintenance, quality control and work measurement at an organization level.

Course Outcomes:

CO.No.	Upon completion of this courses, students	PSO	CL
	Will be able to	addr	

		essed	
CO-1	Understand the meaning, nature and recent trends production and operation management	1	Un
CO- 2	Know about plantl ocation and layout	3	Un
CO- 3	Understand the types and methods of layout	3,4	Un
CO- 4	Describe the plant and material maintenance	6	An
CO- 5	Elaborate the types of maintenance	1,4,5	Un,A p
CO- 6	Investigate the production and operation Planning and control	4	Ap
CO- 7	Know about the safety stock	3	Un
CO-8	Learn the application and techniques in work study and measurement	6	Un

21UBAC64– Production and Operation Management

	PO									PSO								
	PO-1	PO-2	PO-3	PO-4	PO-5	PO-6	PO-7	PO-8	Avg	PSO-1	PSO-2	PSO-3	PSO-4	PSO-5	PSO-6	PSO-7	PSO-8	Avg
CO-1	3	3	3	3	3	2	3	2	2.8	3	3	3	3	3	2	2	1	2.5
CO-2	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	1	2.5
CO-3	3	3	3	3	3	2	1	2	2.5	3	3	3	3	3	2	2	1	2.5
CO-4	3	3	3	3	3	3	3	3	3.0	3	3	3	3	3	2	2	3	2.8
CO-5	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	2	2	3	2.8
CO-6	3	3	3	3	3	2	2	2	2.6	3	3	3	3	3	3	3	3	3.0
Average	3	3	3	3	3	2	2	2		3	3	3	3	3	2.2	2.2	2	
PO Mean									2.7	PSO Mean								2.7
Strength of PO Correlation			Strong							Strength of PSO Correlation						Strong		

