



**Yashoda Technical Campus  
Faculty of MBA**

**Subject- Strategic and Change Management CC301**

<b>Course Outcomes</b>	
<b>CO1</b>	Understand the concept and process of strategic management
<b>CO2</b>	Evaluate external and internal business environment
<b>CO3</b>	Analyze situational SWOT
<b>CO4</b>	Understand various tools used for strategic choice
<b>CO5</b>	Understand the concept of Corporate Governance and CSR

<b>CO's</b>	<b>Program Outcome (PO's)</b>						
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>
<b>CO1</b>	3						
<b>CO2</b>	3	3	3				3
<b>CO3</b>	3	3	3				3
<b>CO4</b>	3	3	3				
<b>CO5</b>	3						
<b>Average</b>	3	3	3				3
<b>Average Roundup</b>	3	3	3				3

**Subject- Business Intelligence and Analytics: CC302**

<b>Course Outcomes</b>	
<b>CO1</b>	Understand the business intelligence essentials
<b>CO2</b>	Explain various descriptive statistical tools for proper inferences
<b>CO3</b>	Generate assignment and transportation models for any organization
<b>CO4</b>	Develop Queueing model, Game theory, network analysis for any organization

<b>CO's</b>	<b>Program Outcome (PO's)</b>						
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>
<b>CO1</b>	2	3	1	–	1	2	–
<b>CO2</b>	2	2	2	–	2	2	–
<b>CO3</b>	1	3	3	–	1	2	–
<b>CO4</b>	1	3	3	–	3	2	–
<b>Average</b>	1.5	2.75	2.25	–	2	2	–
<b>Average Roundup</b>	2	3	2	–	2	2	–

**Subject- Project Report & Viva Voce AECC 303**

<b>Course Outcomes</b>	
<b>CO1</b>	To identify management problem and design research problem
<b>CO2</b>	To adopt appropriate research methodology
<b>CO3</b>	To study organization environment and understand theoretical concepts
<b>CO4</b>	To analyze and interpret the collected data
<b>CO5</b>	To Communicate and present research work in Scientific Format

<b>CO's</b>	<b>Program Outcome (PO's)</b>						
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>
<b>CO1</b>	3	3	3		1	2	
<b>CO2</b>	3	2	2			3	
<b>CO3</b>	3		2				
<b>CO4</b>	3	2	3		1	2	
<b>CO5</b>	3	1	3			1	
<b>Average</b>	3	2	2.6		1	2	
<b>Average Roundup</b>	3	2	3		1	2	

**Subject- Buying Behaviour and Brand Management DSC 304**

Course Outcomes	
CO1	Student will able to Compare consumer behaviour and its effect on buying decision
CO2	Student will able to Demonstrate consumer behaviour and buying decision process
CO3	Student will able to Application of effective marketing program by understanding buyer behaviour
CO4	Student will able to Develop brand building abilities

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3	3				3	
CO2	3	3				3	
CO3	3					3	2
CO4	3	3				3	2
Average	3	3				3	2
Average Roundup	3	3				3	2

**Subject- Advertisement and Sales Management DSC 305**

Course Outcomes	
CO1	To develop the understanding of advertising management.
CO2	To help students analyze different Medias and execute media plan.
CO3	To develop the understanding of various sales forecasting methods and to know the application of it.
CO4	To understand and learn the process of Personal Selling.
CO5	To understand the Logistics & Supply Chain Management practices and its applications

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	2	3					
CO2	3	3	3				
CO3	3	3	3			3	
CO4	3	3	3		3		2
CO5	3	3	2		3	3	2
Average	2.8	3	2.75	#DIV /0!	3	3	2
Average Roundup	3	3	3		3	2	2

**Subject- HRM- I: Paper I Compensation Management DSC 306**

Course Outcomes	
CO1	Discuss the theories, philosophies, techniques and approaches to manage the pay systems.
CO2	Gain the insight of Compensation management concepts and practices to design pay structure and benefits for better management of human resources.
CO3	Develop an understanding of various legislations to design the pay systems.
CO4	Develop the knowledge related to Policy issues of employee benefits in India, voluntary and Government mandated benefits.
CO5	Enhance necessary critical thinking skills in order to evaluate different jobs and design salary structure
CO6	Apply the legal aspects in wide range of issues related to Compensation

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3	3	3	2	2	3	
CO2	3	3	3	3	3	3	3
CO3	2	3	3		2		2
CO4		3	3	2		3	
CO5	3	3	3			3	2
CO6		3	3		2	3	2
Average	2.75	3	3	2.333 333	2.25	3	2.25
Average Roundup	2.80	3.00	3.00	2.33	2.30	3.00	2.30

**Subject- HRM-II (Human Resource Development) DSC: 307**

Course Outcomes	
CO1	It will help the students to learn the conceptual theme of HRD.
CO2	Empower the students to design and develop the training modules.
CO3	It will help students to know how to retain the top talent in the organization.
CO4	Incorporate students in performance appraisal, career planning and employee engagement.
CO5	Apply the right evaluation framework of HR.
CO6	Demonstrate the ability to carry out competency mapping.

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3	3	2			2	2
CO2	3	2		2	3	3	2
CO3		3	3		3	3	2
CO4	2	3		3	3		2
CO5	2	3	2		3	3	2
CO6		2	2	2	3	3	2
Average	2.5	2.666 667	2.25	2.333 333	3	2.8	2
Average Roundup	2.50	2.7	2.30	2.30	3.00	2.80	2.00

**Subject- Indian Financial System [FM-I]: DSC308**

Course Outcomes	
CO1	To describe the role of Financial sector in the economy
CO2	To recognize availability of various financial markets
CO3	To analyze the Trading Mechanism in Stock Exchanges
CO4	To define different financial services

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	2	1	2	2	1	2	3
CO2	2	3	3	3	2	3	3
CO3	3	3	3	2	2	3	2
CO4	2	1	3	2	2	2	2
Average	2.25	2	2.75	2.25	1.75	2.5	2.5
Average Roundup	2	2	3	2	2	3	3

**Subject- Indian Financial System [FM-I]: DSC 309**

Course Outcomes	
CO1	To describe the role of Financial sector in the economy
CO2	To recognize availability of various financial markets
CO3	To analyze the Trading Mechanism in Stock Exchanges
CO4	To define different financial services

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	2	2	3	1	2	3	2
CO2	3	2	3	2	1	3	2
CO3	2	1	2	2	2	1	2
CO4	3	3	3	3	3	3	3
Average	2.5	2	2.75	2	2	2.5	2.25
Average Roundup	3	2	3	2	2	3	2

**Subject- Operations Management Strategies ( DSC 310)**

Course Outcomes	
CO1	Describe various Operations Management Strategies.
CO2	Create comprehensive product development framework.
CO3	Explain Decision Areas for Formation of operations strategy.
CO4	Formulate outline of Implementation of production planning & control.

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	2	2	1	2	2	2	2
CO2	1	2	1	2	1	1	1
CO3	2	2	1	2	1	1	1
CO4	1	2	1	1	1	1	2
Average	1.5	2	1	1.75	1.25	1.25	1.5
Average Roundup	2	2	1	2	1	1	2

**Subject- Materials and Inventory Management. DSC 311**

Course Outcomes	
CO1	Describe various functions of materials management.
CO2	Formulate inventory planning with various aspects.
CO3	Implement various inventory control techniques.
CO4	Explain various other aspects of Materials Management.

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	1	1	1	1	1	1	1
CO2	3	2	1	1	1	2	1
CO3	2	3	1	1	1	3	1
CO4	1	1	1	1	1	2	2
Average	1.75	1.75	1	1	1	2	1.25
Average Roundup	2	2	1	1	1	2	1

**Subject- IT Strategy & Governance [ITSM-I]DSC: 312**

Course Outcomes	
CO1	Understand emerging Technologies and strategic role of IT in strategy
CO2	Develop IT strategy for any manufacturing or service organization
CO3	Understand IT governance areas and determine IT governance implementation problems in business organization
CO4	Develop IT governance framework for IT enables organizations

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	2	3	3	–	3	3	–
CO2	2	2	3	–	3	3	–
CO3	3	3	3	–	3	3	–
CO4	3	3	3	–	3	3	–
Average	2.5	2.75	3	–	3	3	–
Average Roundup	3	3	3	–	3	3	–

**Subject- Information System Security & Audit (IT-II) DSC 313**

Course Outcomes	
CO1	Demonstrate the concepts of information system audit and security
CO2	Estimate the organizations risk management IS controls and data security architecture
CO3	Define the applications of various types of computer - Assisted System Audit Tools and Techniques
CO4	Design security policy for IT enabled organizations

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3	3	3	–	3	3	–
CO2	3	3	3	–	3	3	–
CO3	2	3	2	–	2	2	–
CO4	3	3	3	–	3	2	–
Average	2.75	3	2.75	–	2.75	2.5	–
Average Roundup	3	3	3	–	3	3	–



**Subject- AGM - Agribusiness Management & Practices:- DSC314**

Course Outcomes	
CO1	To introduce about the scope of Agribusiness Business in India
CO2	To provide skills and techniques to run Agribusiness Business
CO3	To aware about Agribusiness Business laws and legislations

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3	2	2	2	2	3	2
CO2	3	3	2	3	3	3	3
CO3	3	3	3	2	2	2	2
Average	3.0	2.7	2.3	2.3	2.3	2.7	2.3
Average Roundup	3	3	2	2	2	3	2

**Subject- AGM - Agri-Business Finance: DSC315**

Course Outcomes	
CO1	Understand Agribusiness Business in India
CO2	Describe the nature of Agri-Business Finance.
CO3	Describe Institutional and Non Institutional finance for agriculture sector.
CO4	Understand financial management for Agri-business.

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3	2	2	1	1	3	2
CO2	3	2	2	2	2	3	2
CO3	2	3	3	2	2	3	3
CO4	3	3	2	3	3	3	3
Average	2.75	2.5	2.25	2	2	3	2.5
Average Roundup	3	3	2	2	2	3	3

**Subject - BA - Business Data Management- DSC 324**

Course Outcomes	
CO1	Understand DBMS and Components of DBMS
CO2	Design database for business applications
CO3	Describe various stages in Data Warehouse development process
CO4	Evaluate and select appropriate data-mining algorithms

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	2	3	3			3	3
CO2	3	3	3		3	3	3
CO3	3	3	3	3	2	2	3
CO4	3	3	2	2		3	2
Average	2.75	3	2.75	2.5	2.5	2.75	2.75
Average Roundup	3	3	3	3	3	3	3

**Subject - BA- II - Business Analytics in Management DSC 325**

Course Outcomes	
CO1	Understand basic of business analytics
CO2	Describe business analytics in different functional areas of business
CO3	Create basic calculations including basic arithmetic calculations and aggregations
CO4	Applications of MS- excel for visualization of business data

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	2	3	2	2		3	3
CO2	3	3	2		2	3	3
CO3	3					2	3
CO4		2			1	2	3
Average	2.6666 67	2.666 667	2	2	1.5	2.5	3
Average Roundup	3	3	2	2	2	3	3

**Subject- Optional C - ERP/SAP : SECC308**

Course Outcomes	
CO1	Understand modules and subsystems of SAP
CO2	Understand SAP implementation methodology

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3	3	–	–	1	2	–
CO2	2	3	–	–	2	2	–
Average	2.5	3	–	–	1.5	2	–
Average Roundup	2	3	–	–	2	2	–

**Subject- BUSINESS ANALYTICS (Optional C )SECC 308**

Course Outcomes	
CO1	Understand various analytical techniques
CO2	Formulate business problem using analytical techniques
CO3	Implement the best analytical technique for optimization

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3	3				3	
CO2		3		3		3	3
CO3						3	
Average	3	3		3		3	3
Average Roundup	3	3		3		3	3

**Subject- CRM Optional C : SECC 308**

Course Outcomes	
CO1	Use effective Customer Relationship Management practices to retain the customers.
CO2	Construct CRM strategies.

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3					3	3
CO2		3		3		3	3
Average	3	3		3		3	3
Average Roundup	3	3		3		3	3

**Subject-Optional C Labour Law SECC 308**

Course Outcomes	
CO1	Learn about the practical implementation of Industrial Employment Act, 1946
CO2	Learn about the various provisions of Industrial Dispute Act 1947
CO3	Learn about the various measures to be taken to resolve the industrial disputes

CO's	Program Outcome (PO's)						
	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	3	2	3	–	–	1	–
CO2	3	2	3	–	–	1	–
CO3	3	3	3	–	–	1	–
Average	3	2.33	3	–	–	1	–
Average Roundup	3	2	3	–	–	1	–