

**Academic
Year 2018-19 Subject CO List**

Sr.No.	CO Code	Subject Name	CO	Cognition Level	Cognition Level ID
1	P210026.1	Financial Services Marketing	The students after successfully completing the course will be able to identify, relate and reproduce the complex body of knowledge pertaining to Marketing management which will help them in assessing the macro & micro business environment of their organizations.	Understanding	2
2	P210026.2	Financial Services Marketing	The graduates of the course will be better equipped to analyze, review and discuss the underlying dimensions affecting cross-cultural consumer behavior making them an effective manager in dealing with their product portfolio.	Analyzing	4
3	P210026.3	Financial Services Marketing	Student will be able to increase customer value through innovative product process, which will enable them to evaluate various criteria's of increasing customer satisfaction by various market offerings of their brand.	Applying	3
4	P210026.4	Financial Services Marketing	4 It provides students with the requisite marketing strategies making them skilled enough to understand their products & services well.	Applying	3

5	P210026.5	Financial Services Marketing	This course aims to strengthen and develop the students' ability to analyze and understand, evaluate and manage products in highly competitive & complex marketing platforms & eventually giving them an edge in managing their product portfolio.	Understanding	2
6	P210013.1	Merger, Acquisition	Understand the process of merger	Understanding	2
7	P210013.2	Merger, Acquisition	Apply techniques	Applying	3
8	M110022.1	Consumer Behaviour	Students will be able to demonstrate the fundamental concepts in consumer behavior and to understand the pre and post purchase consumer behaviour.	Remembering	1
9	M110022.2	Consumer Behaviour	Students will be able to develop conceptual insights into key aspects such as social, psychological and other factors that influence consumer behavior and will enable them to evaluate various business cases.	Analyzing	4
10	M110022.3	Consumer Behaviour	Students will be able apply various frameworks of consumer buying behaviour for analyzing various business situations.	Applying	3
11	M110022.4	Consumer Behaviour	Students will be able to understand the effects of macro and micro business environment on the behaviour or behavioural change of consumers for designing effecting marketing strategies	Understanding	2
12	M110022.5	Consumer Behaviour	Students will be able to demonstrate Creative ways to find unique solutions to business problems	Creating	6
13	M310026.1	HR Analytics	Basics of HR Analytics	Understanding	2
14	M310026.2	HR Analytics	Introduction to latest technologies including SPSS, Big Data	Applying	3

15	M310026.3	HR Analytics	Using HR Analytics for various functions of HR	Applying	3
16	M310026.4	HR Analytics	Different Analysis Strategies	Analyzing	4
17	M310026.5	HR Analytics	Ethics and Limitations while using HR Analytics	Evaluating	5
18	M210010.1	Security Analysis and Portfolio Management	Student will be able to understand the different investment avenues and the different category of investors by analyzing their investment needs and economic environment in general .	Understanding	2
19	M210010.2	Security Analysis and Portfolio Management	Students will be able to calculate the risk and return of different assets and their combinations and compose different portfolios	Analyzing	4
20	M210010.3	Security Analysis and Portfolio Management	Student will be able to identify the essence of different investment avenues and processes within the framework of different modern portfolio theories.	Applying	3
21	M210010.4	Security Analysis and Portfolio Management	Student will be able to formulate different investment plans as different business cases through different asset allocation process in such proportion so that optimization of return is possible at minimum risk.	Analyzing	4
22	M210010.5	Security Analysis and Portfolio Management	Students will be able to compare the performance of the different assets and portfolios to facilitate the further revision	Evaluating	5
23	M210023.1	Financial Markets and Institutions	Students should be able to remember various components of Indian Financial system and markets and further assessing their impact on macro and micro environment of India.	Remembering	1

24	M210023.2	Financial Markets and Institutions	Students should be able to understand different products and institutions of primary markets and secondary markets of India.	Understanding	2
25	M110010.1	Services Marketing	Students should be able to assess and evaluate the role of services in the various sectors	Evaluating	5
26	M110010.2	Services Marketing	Students should be able to understand and evaluate the role of services and consumer behavior in the various sectors.	Understanding	2
27	M110010.3	Services Marketing	student should able to apply concepts of services marketing, customer handling, service failure and recovery in different industries	Applying	3
28	M210023.3	Financial Markets and Institutions	Students should be able to review the working of various other financial institutions and apply the knowledge to various business situations that these organisations support.	Evaluating	5
29	M610006.1	International Business	CLO 1: : Students should be able to list the principles and concepts of globalisation and understand its role in business decisions.	Understanding	2
30	M610006.2	International Business	CLO 2: Students should be able to identify important opportunities and macro and micro challenges in the international environment and analyse its impact on the organisation performance.	Analyzing	4
31	M610006.3	International Business	CLO 3: Students should be able to design strategic alternatives to deal in global markets creating profitability for the company.	Applying	3
32	M610006.4	International Business	CLO 4: Students should be able to compare the global issues between developed and developing markets and design strategies for sustainability in global environment.	Evaluating	5

33	M610006.5	International Business	CLO 5: To evaluate the student's critical and creative thinking related to International Business and its application in the Indian context to foster organisational performance and adaptation.	Evaluating	5
34	M210023.4	Financial Markets and Institutions	students should be able to evaluate and estimate the different yield and rates on fixed income securities so that investors and financial institutions choose the unique solution to these business situations.	Evaluating	5
35	M110010.4	Services Marketing	students should be able to analyse the current trends, issues and challenges in various service sectors.	Analyzing	4
36	M210023.5	Financial Markets and Institutions	Students should be able to predict or create the forward rates of bonds using spot rates and also the yield of the bond.	Creating	6
37	M210023.6	Financial Markets and Institutions	Students should be able to develop a good understanding of currency markets and its role in the financial system.	Understanding	2
38	M410010.1	Manufacturing Resource Planning & Control	Knowledge ::To understand importance of manufacturing resources planning and control to achieve continuous improvement in the better performance. To Identify the vertical and horizontal cross-functional integration within the MRP I & II planning hierarchy, which able to frame of reference for the planning of production and material flows in a mfg. cos.	Understanding	2
39	M410003.1	Total Quality Management	Student will get the basics of quality, quality concepts with respect to management. & other quality terms, as well as an overview of contribution of quality Gurus	Remembering	1

40	M410003.2	Total Quality Management	Student will be able to Understand statistical quality control & sampling technique. Students will also get the knowledge of basic & advanced quality tools for improvements	Understanding	2
41	M410003.3	Total Quality Management	Student will understand JIT, Lean manufacturing, waste elimination, ISO, Six Sigma, Quality Circle.	Creating	6
42	M410003.4	Total Quality Management	Student will learn cost of quality by Juran & Crosby for revenue growth, cost savings, productivity improvement	Applying	3
43	M510008.1	Software Project Management	CLO 1: To understand the Introduction, the state of IT project management, need of project management, project goals, project life cycle and IT development	Understanding	2
44	M510008.2	Software Project Management	CLO 2: To understand the project management process, project integration Management, the project charter, project planning framework, the contents of a project plan, the planning process.	Analyzing	4
45	M510008.3	Software Project Management	CLO 3: Understand the Introduction, developing the project schedule, project management software tools, methods of budgeting, developing the project budget, improving cost estimates, finalizing the project	Applying	3
46	M410010.2	Manufacturing Resource Planning & Control	Comprehension :: To explain the relationship between the planning, scheduling and execution functions within the MRP I, II & ERP planning, which enables them to utilize best utilization of the resources in a mfg. co.	Understanding	2
47	M510008.4	Software Project Management	CLO 4: To know the Organization and project planning, the project team, the Project environment.	Analyzing	4

48	M510008.5	Software Project Management	CLO 5:To understand the Managing Project Procurement and Outsourcing , project procurement management, outsourcing.	Evaluating	5
49	M410010.3	Manufacturing Resource Planning & Control	Analysis :: Students will able to develop analyze the integrated planning structure and functions incorporated within MRP I & II, for the effective decision making in operations, under most critical conditions to balance the material and capacity perspective of a company.	Analyzing	4
50	M410010.4	Manufacturing Resource Planning & Control	Application :: Students will be able to articulate the tools and practices of production planning and inventory control & the models that are applicable for supply chain inventory management, including those for quantity discounts, safety stocks and order quantity and reorder point interactions, to enhance the increase in the profits of the company.	Applying	3
51	M310008.1	Competency Based HRM and Performance Management	Knowledge: Recall Student should able to recall theoretical concept	Understanding	2
52	M310008.2	Competency Based HRM and Performance Management	: Describe- Student should able to describe the nature of Competency based HRM performance management	Analyzing	4
53	M310008.3	Competency Based HRM and Performance Management	: Discuss/ Explain- Student should able to Outline the Competency Model & performance management cycle and identify and explain the key stages of this cycle	Applying	3

54	M310008.4	Competency Based HRM and Performance Management	Differentiate –Students should able to differentiate between performance management and performance appraisal in relevant organization context	Analyzing	4
55	M310008.5	Competency Based HRM and Performance Management	:-identify – Students should able to identify the different performance appraisal techniques that can be used by organizations	Applying	3
56	M110021.1	Marketing Strategy	Students should be able to assess and evaluate the importance marketing strategy	Evaluating	5
57	M110021.2	Marketing Strategy	Students should analyze and apply the marketing intelligence in developing new product for organizational competitive advantage	Applying	3
58	M110021.3	Marketing Strategy	Students should be able to suggest the product related decisions and illustrate product strategies for better decision making	Applying	3
59	M110021.4	Marketing Strategy	Students should be able to formulate the pricing and promotional techniques as per the current marketing objectives for ensuring the profitability of the firm	Applying	3
60	M110021.5	Marketing Strategy	The students should be able to design and prepare marketing plan for achieving the marketing objective for effective marketing planning	Applying	3
61	M110021.6	Marketing Strategy	The students should be able to construct the channel structure according to the need of the marketing programs	Applying	3

62	M310008.6	Competency Based HRM and Performance Management	Evaluate- Student should able to evaluate the advantages and disadvantages of different performance appraisal techniques	Evaluating	5
63	M110010.5	Services Marketing	Students will Develop the skills needed to analyze and understand complex services marketing situation in the global market	Analyzing	4
64	M110010.6	Services Marketing	students should able to explain different terms, concepts and facilitating a wide understanding and appreciation of services marketing	Creating	6
65	M210014.1	Derivatives and Risk Management	Students will be able to list the different types of risk and their inherent features which an organization can face and describe the various risk management approaches .	Understanding	2
66	M210014.2	Derivatives and Risk Management	Students will be able to explain different risk management process through appraisal of the theoretical framework	Applying	3
67	M210014.3	Derivatives and Risk Management	Student will be able to estimate the value of different derivative products with the help of traditional and emerging models	Analyzing	4
68	M210014.4	Derivatives and Risk Management	Student will be able to formulate different derivative strategies in creative and innovative manner for the purpose of trading and hedging	Analyzing	4
69	M210014.5	Derivatives and Risk Management	Student will calculate the risk quantification and use different derivative instruments and tool to chalk out the best risk management policy of an organization	Understanding	2
70	M210024.1	Corporate Valuation and Mergers & Acquisitions	To understand the process and set of procedures to be used to estimate the value of a company	Understanding	2

71	M210024.2	Corporate Valuation and Mergers & Acquisitions	To learn to make strategic decisions in M&A to enhance a company's growth	Applying	3
72	M210024.3	Corporate Valuation and Mergers & Acquisitions	To evaluate company's worth through various tools and techniques of valuations such as Asset Base, Relative, EV, DCF(FCFF) and others	Evaluating	5
73	M210024.4	Corporate Valuation and Mergers & Acquisitions	Ability to calculate the value of a company and analyze it into M&A deal such as Stock & Cash Deal, Corporate Restructuring, LBO Valuations, Brand Valuations, Capital Budgeting decision and others	Analyzing	4
74	M110006.1	Product & Brand Management	The students after successfully completing the course will be able to identify, relate and reproduce the complex body of knowledge pertaining to product & Brand which will help them in assessing the macro & micro business environment of their organizations.	Understanding	2
75	M110006.2	Product & Brand Management	The graduates of the course will be better equipped to analyze, review and discuss the underlying dimensions affecting cross-cultural consumer behavior making them an effective manager in dealing with their product portfolio.	Analyzing	4
76	M110006.3	Product & Brand Management	Student will be able to increase customer value through innovative product process, which will enable them to evaluate various criteria's of increasing customer satisfaction by various market offerings of their brand.	Evaluating	5
77	M110006.4	Product & Brand Management	It provides students with the requisite Branding strategies making them skilled enough to understand their Brand extensions.	Understanding	2

78	M110006.5	Product & Brand Management	This course aims to strengthen and develop the students' ability to analyze and understand, evaluate and manage brands in highly competitive & complex marketing platforms & eventually giving them an edge in managing their Brand Personality & Identity.	Creating	6
79	M410022.1	Operations Analytics	To equip students with fundamental concepts and tools to understand the role of Operations analytics in organisations	Remembering	1
80	M410022.2	Operations Analytics	To learn various analytical techniques applied in complex real life situations ..	Understanding	2
81	M410022.3	Operations Analytics	To be able to scale up an academic model to workable practical model by carrying the process of analytical framework.	Applying	3
82	M410022.4	Operations Analytics	To apply basic analytical tools in a spreadsheet environment	Applying	3
83	M410022.5	Operations Analytics	To effectively use and interpret analytic models and results for making better business decisions	Analyzing	4
84	M410022.6	Operations Analytics	To be able to view analytics from descriptive ,prescriptive and predictive perspectives	Evaluating	5
85	M210033.1	Financial Modeling	To understand the concept and methodology of financial modelling and to strengthen concepts of Excel to be used in modelling	Understanding	2
86	M210033.2	Financial Modeling	To understand the basic tools of financial modelling	Understanding	2
87	M210033.3	Financial Modeling	To understand the practical applications of basic financial functions, Excel in equity research Modelling, Report Writing Skills	Applying	3

88	M210033.4	Financial Modeling	Learn the different aspects and nuances required for project assessment, planning and funding, portfolio allocation situations and the importance of diversifications understand BETA and its calculation based on real data	Evaluating	5
89	M310010.1	Training & Development	Students should be able to assess and evaluate the roles of training in the organization	Understanding	2
90	M310010.2	Training & Development	Students should be able to assess various learning styles in the organization and decide its application to business context	Understanding	2
91	M310010.3	Training & Development	Students should be able to compute training budgets, developing training modules apply knowledge based on the organizational needs	Applying	3
92	M310010.4	Training & Development	Students should be able to assess and suggest need assessment and competency mapping suitable to the organization	Applying	3
93	M310010.5	Training & Development	Students should be able to calculate and practice training cost and return of training	Evaluating	5
94	M310010.6	Training & Development	Students should be able to demonstrate and illustrate presenting skills and training administration	Evaluating	5
95	M310023.1	HR Planning and Application of Technology in HR	Students should be able to list the different applications of HR Planning across organizations	Remembering	1
96	M310023.2	HR Planning and Application of Technology in HR	Students should be able to relate the learning to the applications in the respective domains of the organizations.	Understanding	2

97	M310023.3	HR Planning and Application of Technology in HR	Students should be able to apply various frameworks to the system to analyze solutions leading to organizational development	Applying	3
98	M310023.4	HR Planning and Application of Technology in HR	Students should be able to understand how application of technology aids in developing a better and more efficient HR system	Understanding	2
99	M310023.5	HR Planning and Application of Technology in HR	Students should be able to relate application of technology in HR to Human resource Planning	Analyzing	4
100	P210013.1	Merger, Acquisition	To understand the process and set of procedures to be applied in Corporate Restructuring	Understanding	2
101	P210013.2	Merger, Acquisition	To learn to make strategic decisions in M&A to enhance a company's growth	Applying	3
102	P210013.3	Merger, Acquisition	Ability to calculate the value of a company and analyze it into M&A deal such as Stock & Cash Deal, Corporate Restructuring, LBO Valuations, Brand Valuations, Capital Budgeting decision and others	Evaluating	5
103	M410016.1	Project Management (UA)	To understand the concepts of basic project management and project framework and to identify the importance of organizational structure in organizations involved in execution of projects	Understanding	2
104	M410016.2	Project Management (UA)	To understand the network diagram ,critical path ,time and cost estimates and concepts of crashing network	Applying	3

105	M410016.3	Project Management (UA)	To explain the need to identify , classify , quantify and respond to risks in projects ,make resource charts and finding the probability of completion of projects .	Analyzing	4
106	M410016.4	Project Management (UA)	To understand organisation structure ,flow of authority and responsibility , team development model ,sources of conflict and conflict resolution	Understanding	2
107	M410016.5	Project Management (UA)	To understand organisation structure ,flow of authority and responsibility , team development model ,sources of conflict and conflict resolution	Evaluating	5
108	M410016.6	Project Management (UA)	To understand concepts of earned value in projects and prepare / create revised estimates of cost and time	Creating	6
109	P210015.1	Credit & NPA Management	1. Understand risk assessment, collaterals & margins in lending.	Understanding	2
110	P210015.2	Credit & NPA Management	2. Credit appraisal & monitoring of advances	Applying	3
111	P210015.3	Credit & NPA Management	3. NPA causes & management	Applying	3
112	P210015.4	Credit & NPA Management	4. Basel Norms & provisioning	Applying	3
113	P210015.5	Credit & NPA Management	5. Securitization & Asset Reconstruction Companies	Understanding	2
114	P410002.1	ERP & SCM	To explain the need for ERP ,its evolution ,scope and benefits of implementation . To identify the importance of process , procedure/process automation and information integration in ERP .	Understanding	2

115	P410002.2	ERP & SCM	To identify the various business functions in an ERP environment , the core processes in each function ,interrelationships and interdependencies between the various core processes .	Analyzing	4
116	P410002.3	ERP & SCM	To understand and evaluate the mapping of various functions and the core processes in an ERP software as implemented in an organisation	Evaluating	5
117	P410002.4	ERP & SCM	To explain the concept of Supply chain in an organisational setting and to explain the principles ,physical features , and relationships within a resilient supply chain To identify risks , strategic alliances and international issues in supply chain	Applying	3
118	P410002.5	ERP & SCM	To identify the importance of business continuity management and how to overcome the business continuity risk inherent in any business venture	Remembering	1
119	P410002.6	ERP & SCM	To explain supply chain performance measures ,steps and assessment methodology , world class performance measures .	Understanding	2
120	P110009.1	Integrated Marketing Communication	Students should be able to define and recognize the marketing communication concept, tools and their practical application	Understanding	2
121	P110009.2	Integrated Marketing Communication	Students should be able to identify the advertising objectives and illustrate the creatives of a firm	Analyzing	4
122	P110009.3	Integrated Marketing Communication	Students should be able to prepare and propose a media plan and design publicity campaign	Applying	3

123	P110009.4	Integrated Marketing Communication	Students should be able to construct and organize the event ,promotion, personal selling , and direct marketing campaigns, and evaluate IMC programs	Creating	6
124	P110009.5	Integrated Marketing Communication	The students should be able to design and prepare social media campaign and apply ecommerce and digital marketing concepts	Creating	6
125	P110009.6	Integrated Marketing Communication	The students should be able to integrate and construct the integrated digital marketing campaign	Creating	6
126	P710015.1	Multivariate Statistical Analysis for Understanding Complex Data	Students should be able to use cluster analysis to analyze and able to group variables in groups based on similarity of behavior	Analyzing	4
127	P710015.2	Multivariate Statistical Analysis for Understanding Complex Data	Students should be able to use factor analysis and correspondence analysis to analyze and interpret the factors underlying some variables and reduce the number of variables	Analyzing	4
128	P710015.3	Multivariate Statistical Analysis for Understanding Complex Data	Students should be able to use discriminant analysis to analyze and develop model to predict a categorical variable which depends upon multiple variables which are either categorical or numerical	Analyzing	4
129	P710015.4	Multivariate Statistical Analysis for Understanding Complex Data	Students should be able to use MANOVA and canonical correlation to analyze and understand the behavior of a numerical variable which depends upon other numerical variables	Understanding	2
130	P710015.5	Multivariate Statistical Analysis for Understanding Complex Data	Students should be able to use conjoint analysis to analyze and find how customers make decisions and how do they value products and services	Analyzing	4

131	P710015.6	Multivariate Statistical Analysis for Understanding Complex Data	Students should be able to use multi-dimensional scaling to analyze and visualize to reduce the complexity of a data set by reducing the number of dimensions	Analyzing	4
132	P310009.1	Performance Management System	: Student should able to recall theoretical concept while developing Performance appraisal form and understand the management issues that impact the organization	Understanding	2
133	P310009.2	Performance Management System	#NAME?	Evaluating	5
134	P310009.3	Performance Management System	#NAME?	Analyzing	4
135	P310009.4	Performance Management System	Students should able to differentiate between performance management and performance appraisal and should able to demonstrate the effective verbal skills during the PMS cycle	Creating	6
136	P310009.5	Performance Management System	Students should able to identify the different performance appraisal techniques that can be used by organizations and should be effectively demonstrate through written and verbal communication as HR professional in organization	Applying	3
137	P310009.6	Performance Management System	Student should able to evaluate the advantages and disadvantages of different performance appraisal techniques and take decision as PMS Administrator	Remembering	1

138	M410023.1	Materials Management	Students should be able to understand the importance of materials management function activities and its strategic implication on organization performance. Students should be acquainted with the integrated approach of materials management. They should also understand the procedures and documentation for disposal of scrap/ surplus/ obsolete.	Remembering	1
139	M410023.2	Materials Management	Students should be able to Comprehend concepts of purchasing and procurement activities and international procurements in order to develop a better and more efficient Materials management system. Also they should be able to interpret classification of materials and types of inventories to understand how industry give selective importance to specific materials.	Understanding	2
140	M410023.3	Materials Management	Students should be able to apply various methods of materials planning its impact on financial performance.	Applying	3
141	M410023.4	Materials Management	Students should be able to analyze the prices by using forecasting methods. They should also be able to analyze and control over the materials by using concepts of store management, centralization and decentralization and codification which helps in leading to organizational development	Analyzing	4

142	M410023.5	Materials Management	Students should be able to develop and evaluate vendors in making decision of supplier's selection. They should be able to evaluate the situation of make or buy decision and standardization vs variety reduction, stock verification and materials handling.	Evaluating	5
143	M410023.6	Materials Management	Students should be able to understand the importance of the need to have ethical approach in materials management and handling purchase activities like ethics in buying , backdoor selling	Understanding	2
144	P210016.1	Advanced Fixed Income Analytics	Understand the different types of fixed income securities, their characteristics and risk associated while investing in them	Understanding	2
145	P210016.2	Advanced Fixed Income Analytics	Explain interest rate derivatives to learn how to manage risk to suitable decisions	Applying	3
146	P210016.3	Advanced Fixed Income Analytics	Compute value of corporate bonds and different yields to gain an overview of portfolio construction for investment purpose	Analyzing	4
147	P210016.4	Advanced Fixed Income Analytics	Examine the characteristics of mortgage loan and mortgage backed securities to understand the methods used in industry for decision making	Understanding	2
148	M310006.1	Compensation and Benefits	Students should be able to understand the concept of Reward Strategies and examine various context of Reward Strategies Students to differentiate Compensation from Total Rewards	Understanding	2

149	M310006.2	Compensation and Benefits	Students should be able to define the elements of rewards. Understand elements of compensation structure. learning to Cost the CTC of each element of Compensation Structure	Understanding	2
150	M310006.3	Compensation and Benefits	Students should be able to understand Inflation, Dearness Allowance & Consumer Price Index. Understanding PF, Gratuity, Bonus, Pension Act, income tax and ESOPs when designing CTC and pay for improved effectiveness of organization.	Understanding	2
151	M310006.4	Compensation and Benefits	Students should be able to justify variable pay for performance i.e performance appraisal, variable pay, team incentives and benefits with increased motivation of employees. Also understand Equity compensation Plan	Analyzing	4
152	P110001.1	Marketing Management	Students will learn to identify their customers and their needs, wants and desires for various product & services of their organizations	Understanding	2
153	P110001.2	Marketing Management	Students will Learn to identify and evaluate market opportunities that the organization can capture by using statistical technique & research methodology to make strategic decision.	Evaluating	5
154	P110001.3	Marketing Management	Students will be able to create, communicate, and capture customer value by offering right product, at the right time, at the right price & at the right place.	Applying	3
155	P110001.4	Marketing Management	Students will be able to use statistical technique & research methodology to make strategic decision	Creating	6

156	P110001.5	Marketing Management	Students will Develop the skills needed to analyze and understand complex marketing situation in the global market	Analyzing	4
157	P110001.6	Marketing Management	Differentiate between ethical & unethical actions of the marketing area.	Evaluating	5
158	M510003.1	Database Management System	To understand the introduction, Meaning and Definition of Database, Database Environment	Understanding	2
159	M510003.2	Database Management System	To understand the Data Models : The importance of data models, Basic building	Analyzing	4
160	M510003.3	Database Management System	To understand applications of Database Management System(DBMS)	Understanding	2
161	M510003.4	Database Management System	To understand the Relational Database Management System(RDBMS)	Understanding	2
162	M510003.5	Database Management System	To understand the Object-Relational Database Management System(ORDBMS)	Understanding	2
163	M510003.6	Database Management System	Overview of Structured Query Language and application DBMS to business	Applying	3
164	P410020.1	Operations Management	Knowledge ::To Identify the core features of the operations and production management function at the operational and strategic levels, specifically the relationship between people, process, technology, productivity and quality and how it contributes to the competitiveness of the firms	Remembering	1
165	P410020.2	Operations Management	To explain the various parts of the operations and production management processes and their interaction with other business functions (Strategy, engineering, finance, marketing, HRM, project management & innovation) which enables them to have effective decision making in cross functional area.	Understanding	2

166	P410020.3	Operations Management	Students will develop an integrated framework for strategic thinking and decision making to analyze the enterprise as a whole with a specific focus on the wealth creation processes to enhance net worth of the organization.	Analyzing	4
167	P410020.4	Operations Management	Students will be able to develop the ability to identify operational methodologies to assess and improve an organizations performance. To gather, organize and deploy evidence, data and information to make decision. To develop the skills of insight and critical evaluation to optimize the cost & to increase the efficiency and improve an organization performance.	Applying	3
168	M510005.1	Big Data	Student should know about the importance of big data and analytics and its use cases	Understanding	2
169	M510005.2	Big Data	Student should know about the upstream part of analytics	Understanding	2
170	M510005.3	Big Data	Student should know about the downstream part of analytics	Understanding	2
171	P210014.1	Wealth Management	Student will be able to understand the different investment avenues, financial planning and the different category of investors	Understanding	2
172	P210014.2	Wealth Management	students will be able to do wealth management of different client categories as HNI, mass affluent	Applying	3
173	P210014.3	Wealth Management	students will be able to understand the different wealth management account structures	Understanding	2
174	P210014.4	Wealth Management	Students will be able to do the asset allocation after proper risk analysis and diversification	Analyzing	4

175	M510007.1	Software Engineering	Understand in details software development process with issues / challenges in analysis, design, implementation, maintenance	Understanding	2
176	M510007.2	Software Engineering	Ability to analyse, design, verify, validate, implement, apply and maintain software systems	Applying	3
177	P710012.1	Text Mining	Students should be able to understand the framework of Data Mining, Machine Learning, Natural Language Processing (NLP), Information Retrieval (IR) and Knowledge management which will enable to push aside all of the non-relevant material and provide answers that is required by the organizations to increase their effectiveness.	Understanding	2
178	P710012.2	Text Mining	Students should be able to apply SAS text Miner to extract meanings, patterns and structures hidden in unstructured textual data for helping organizations for enhancing departmental efficiencies.	Applying	3
179	P710012.3	Text Mining	Students should be apply Text Analytics and Sentiment Mining to convert large quantities of unstructured data accessible and useful, thereby generating value and also delivering ROI from unstructured data management.	Applying	3
180	P710002.1	Base SAS Programming Essentials	Identify the importance of SAS Business Data Analytics and programming tool that will help them for data manipulation, information storage and retrieval, descriptive statistics and reporting	Remembering	1

181	P710002.2	Base SAS Programming Essentials	Understand the skills learnt of Base SaS Programming in the organization in order to contribute to improve efficiency, better data gathering and reporting for better decision making.	Understanding	2
182	M510001.1	IT Skills for Management and Technology Platform	Student will be able to understand various components of of information Technology(i.eHardware Software , Database, Networking, Communication Technology)with its application and usage.	Understanding	2
183	P110013.1	Brand Management	The students after successfully completing the course will be able to identify, relate and reproduce the complex body of knowledge pertaining to product & Brand which will help them in assessing the macro & micro business environment of their organizations.	Understanding	2
184	P110013.2	Brand Management	The graduates of the course will be better equipped to analyze, review and discuss the underlying dimensions affecting cross- cultural consumer behavior making them an effective manager in dealing with their brand portfolio	Evaluating	5
185	P110013.3	Brand Management	Student will be able to increase customer value through innovative product process, which will enable them to evaluate various criteria's of increasing customer satisfaction by various market offerings of their brand	Creating	6
186	P110013.4	Brand Management	It provides students with the requisite Branding strategies making them skilled enough to understand their Brand extensions	Applying	3

187	P110013.5	Brand Management	This course aims to strengthen and develop the students' ability to analyze and understand, evaluate and manage brands in highly competitive & complex marketing platforms & eventually giving them an edge in managing their Brand Personality & Identity	Applying	3
188	P710014.1	Visual Analytics	Define the visualization tool to help organisation to analyze particular business situations	Remembering	1
189	P710014.2	Visual Analytics	Analyse the data using visualization techniques via good communication skills	Analyzing	4
190	P710014.3	Visual Analytics	Predict and summarize the business using data that impact an organization	Creating	6
191	P210020.1	Financial Modelling Using Excel	To define the different types of Excel functions to improve Excel proficiency	Understanding	2
192	P210020.2	Financial Modelling Using Excel	To explain different valuation models.	Analyzing	4
193	P210020.3	Financial Modelling Using Excel	To compute value of company shares and bonds and apply various frameworks to analyse particular business situations	Evaluating	5
194	P210020.4	Financial Modelling Using Excel	To examine the characteristics of equity report writing on the basis of financial modeling to understand the methods used in industry for decision making and exhibit ability to understand management issues from international perspective	Creating	6
195	P410001.1	Operations Research	Exhibit capacity to understand various issues that influence or impact an organization	Understanding	2
196	P410001.2	Operations Research	Apply various frameworks to analyze particular business situations	Applying	3
197	P410001.3	Operations Research	Combine and Apply knowledge of cross functional areas of business	Analyzing	4

198	P310002.1	Human Resource Management	Students should be able to explain and describe human resource management, its scope and relations in the organizations	Understanding	2
199	P310002.2	Human Resource Management	Students should be able to assess manpower needs and decide selection methods	Remembering	1
200	P310002.3	Human Resource Management	Students should be able to assess HRIS systems and understand its application	Evaluating	5
201	P310002.4	Human Resource Management	Students should be able to measure how rewards are linked to various factors in organization working	Evaluating	5
202	P310002.5	Human Resource Management	Students should be able to assess performance management systems, organizational development, training needs and apply HR strategies in the organizations	Applying	3
203	P310002.6	Human Resource Management	Students should be able to demonstrate and articulate presenting skills and Human Resource Management	Evaluating	5
204	P610007.1	Strategic Management	Understanding of Strategic Management so as to enable the students shoulder responsibilities in the ever changing market arena	Understanding	2
205	P610007.2	Strategic Management	Environmental scanning and appreciation of external and internal business environment for effective strategy formulation	Applying	3
206	P610007.3	Strategic Management	Application of various frame works for industry analysis to create sustainable competitive advantage for the organization	Evaluating	5
207	P610007.4	Strategic Management	Applying the knowledge of cross functional areas of business for multi directional, innovative ways of business growth, aligning organizational forces to achieve desired objectives	Creating	6

208	M610004.1	Perspective Management	To comprehend the significance and necessity of managing stakeholders enabling to get overview of the organization functioning.	Understanding	2
209	M610004.2	Perspective Management	To explain the relationships between organizational mission, goals, and objectives	Applying	3
210	M610001.1	Managerial Economics	To define the importance of micro and macro economics, gaining knowledge to recognize its fundamental concepts, to be linked with various streams of management.	Understanding	2
211	M610001.2	Managerial Economics	To enable students to explain the different cost concept involved in the business to design the cost optimization procedure of a firm, thus comprehend the firm to facilitate in optimizing profitability.	Understanding	2
212	M610001.3	Managerial Economics	Students should be able to draw the state of equilibrium of the market through interaction of demand and supply through numerical approach for better application in different business situation, and adoption of effective decision in cross functional areas of business.	Applying	3
213	M610001.4	Managerial Economics	Analyse the various market competition and apply the concept of pricing to find some unique solutions to the business problem in order to evaluate its competitive advantage in different business situation	Analyzing	4
214	M610001.5	Managerial Economics	Formulate the procedure of project evaluation through risk analysis to lead to correct business decision synthesizing the micro and the macro business environment of the organization.	Evaluating	5

215	M610001.6	Managerial Economics	Evaluate the business scenario and choose the right measure in cross functional areas of Business.	Creating	6
216	P110021.1	E Commerce Marketing	Exhibit capacity to assess macro and micro business environment of an organization	Understanding	2
217	P110021.2	E Commerce Marketing	Exhibit capacity to understand management issues that impact an organization	Understanding	2
218	P110021.3	E Commerce Marketing	Apply various frameworks to analyze particular business situations	Evaluating	5
219	P110021.4	E Commerce Marketing	Demonstrate Creative ways to find unique solutions to business problems	Analyzing	4
220	P110021.5	E Commerce Marketing	Combine and Apply knowledge of cross functional areas of Business	Applying	3
221	P210018.1	Treasury Management	1. Understand the role the treasury plays in financial institutions including those of the front office, middle office, and back office.	Understanding	2
222	P210018.2	Treasury Management	3. Discuss treasury issues such as management of the balance sheet, liquidity risk, settlement and pre-settlement credit risk, interest rate risk, and foreign exchange exposure.	Applying	3
223	P210018.3	Treasury Management	4. Understand the implications of the Basel III accords on asset and liability management.	Understanding	2
224	P210018.4	Treasury Management	5. Describe the controls and measures in treasury management to protect against overexposure, errors, and fraud, manage conflicts of interest, and other issues.	Understanding	2
225	M210006.1	Analysis of Financial Statement	Student will be able to understand the concept of fundamental analysis of a company	Understanding	2
226	M210006.2	Analysis of Financial Statement	Student will be able to calculate the different ratios from income statement and interpret the performance of a company	Analyzing	4

227	M210006.3	Analysis of Financial Statement	Student will identify different component of cash flow statement and will prepare cash flow statement from income statement	Applying	3
228	M210006.4	Analysis of Financial Statement	Student will be able to understand the concept of fundamental analysis of a company	Understanding	2
229	M210006.5	Analysis of Financial Statement	Student will be able to calculate the different ratios from income statement and interpret the performance of a company	Analyzing	4
230	M210006.6	Analysis of Financial Statement	Student will identify different component of cash flow statement and will prepare cash flow statement from income statement	Applying	3
231	M210006.7	Analysis of Financial Statement	Student will be able calculate the free cash flow to firm and find the valuation of the firm	Analyzing	4
232	M210006.8	Analysis of Financial Statement	Student will understand the concept of EVA and MVA and calculate the same from available data.	Applying	3
233	M210006.9	Analysis of Financial Statement	Student will be able calculate the free cash flow to firm and find the valuation of the firm	Analyzing	4
234	M210006.10	Analysis of Financial Statement	Student will understand the concept of EVA and MVA and calculate the same from available data.	Evaluating	5
235	M110001.1	Marketing Management	Apply knowledge of management theories and practices to solve business problems.	Applying	3
236	M110001.2	Marketing Management	Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business	Understanding	2
237	M110001.3	Marketing Management	Students will Learn to identify and evaluate market opportunities that the organization can capture by using statistical technique & research methodology to make strategic decision.	Evaluating	5

238	M110001.4	Marketing Management	Students will be able to create, communicate, and capture customer value by offering right product, at the right time, at the right price & at the right place.	Creating	6
239	M110001.5	Marketing Management	Students will Develop the skills needed to analyze and understand complex marketing situation in the global market	Analyzing	4
240	M110001.6	Marketing Management	Students will learn to identify their customers and their needs, wants and desires for various product & services of their organizations	Remembering	1
241	M110001.7	Marketing Management	Students will be able to create, communicate, and capture customer value by offering right product, at the right time, at the right price & at the right place.	Creating	6
242	M310002.1	Human Resource Management	Students should be able to explain and describe human resource management, its scope and relations in the organizations	Understanding	2
243	M310002.2	Human Resource Management	Students should be able to identify personnel functions and policies and translate them to executing proper policies	Evaluating	5
244	M310002.3	Human Resource Management	Students should be able to assess manpower needs and decide selection methods	Evaluating	5
245	M310002.4	Human Resource Management	Students should be able to measure motivation and decide suitable motivation measures in the organisation	Remembering	1
246	M310002.5	Human Resource Management	Students should be able to assess performance management systems, organizational development, training needs and apply HR strategies in the organizations	Applying	3
247	M310002.6	Human Resource Management	1A: Exhibit capacity to assess macro and micro business environment of an organization:	Understanding	2

248	M610005.1	Business Research Methods	Exhibit capacity to understand management issues that impact an organization	Understanding	2
249	M610005.2	Business Research Methods	Evaluate a business case from various managerial perspectives.	Applying	3
250	M610005.3	Business Research Methods	Demonstrate Creative ways to find unique solutions to business problems	Applying	3
251	M210003.1	Financial Management	Students understand the analytical framework for decision making	Understanding	2
252	M210003.2	Financial Management	Student appraise and forecast the performance of business	Applying	3
253	M210003.3	Financial Management	Students analyze and interpret the financial statements	Analyzing	4
254	M610016.1	Business Environment	To define the importance of micro and macro environment of business, thus should acquire knowledge to recognize its fundamental concepts, to be linked with various domain of management application	Understanding	2
255	M610016.2	Business Environment	To enable students to explain the PASTEL, STEEPLE environment of business to understand business environment so as to comprehend the best policy firm can adopt to facilitate in optimizing profitability.	Remembering	1
256	M610016.3	Business Environment	Students should be able to draw the state of current and contemporary trade policy and practices, and its application in different business situation, and adoption of effective decision in cross functional areas of business.	Applying	3

257	M610016.4	Business Environment	Analyse the various macro-economic parameters and apply policy keeping in mind its impact on firms strategic decision to gain sustainable competitive advantage in different business situation	Analyzing	4
258	M610016.5	Business Environment	Formulate effective business decision synthesizing the micro and the macro business environment of the organization.	Creating	6
259	M610016.6	Business Environment	Evaluate the business scenario and choose the right measure in cross functional areas of Business.	Evaluating	5
260	P310014.1	High Performance Leadership	Exhibit capacity to assess macro and micro business environment of an organization	Understanding	2
261	P310014.2	High Performance Leadership	Evaluate a business case from various managerial perspectives	Evaluating	5
262	P310014.3	High Performance Leadership	Combine and Apply knowledge of cross functional areas of Business	Applying	3
263	P210006.1	Cost & Management Accounting	The students should know the basic meaning of cost, cost accounting and costing and they can easily classify the cost in to various types of cost for eg. Material, Labour and overheads.	Understanding	2
264	P210006.2	Cost & Management Accounting	The students should be able to understand cost sheet preparation for work out the cost of manufacturing the product and services. They can easily get the idea of process wise costing and job wise costing	Applying	3
265	P210006.3	Cost & Management Accounting	Students should be able to solve the real life managerial problem with the help of theory and practical knowledge.	Applying	3

266	P210006.4	Cost & Management Accounting	The students should be able to estimate the company's efficiency in term of its cost and operation and cost through the analysis of various techniques.	Analyzing	4
267	P210006.5	Cost & Management Accounting	The students should be able to judge the cost optimization techniques and try to increase the sales revenue to increase company worth.	Applying	3
268	P210006.6	Cost & Management Accounting	The student should be able to measure, manage and analyse the performance of a company and according to that they can use the cost reduction techniques	Analyzing	4
269	M210002.1	Cost & Management Accounting	Students will be able to understand the concept of Cost and Management Accounting Created	Understanding	2
270	P710003.1	Data Integration Techniques	Student will be able to identify the importance of SAS Business Data Analytics and SAS Data Integration Studio for the organization to integrate the data across various sources and utilize in the improved data analysis, explore knowledge and better decision making	Understanding	2
271	P710003.2	Data Integration Techniques	Student will be able to apply the skills learnt of Data Integration to the organization in order to contribute to improve its efficiency and better data analysis and decision making.	Applying	3
272	P110024.1	Emerging Trends in Mktg	To describe the current marketing trends and critically evaluate contemporary and/or emerging marketing perspectives.	Understanding	2
273	P110024.2	Emerging Trends in Mktg	To be able to examine the company's competitive advantages and build cost-effective marketing strategies around them.	Analyzing	4

274	P110024.3	Emerging Trends in Mktg	To demonstrate an advanced level of understanding of marketing and a capacity to make deeper connections with and among contemporary and emerging marketing knowledge, concepts and practices.	Applying	3
275	M310029.1	OD and Change Management	Students should be able to articulate and discuss the history, main concepts, and theories of the field of Organization Development	Understanding	2
276	M310029.2	OD and Change Management	Students should be able to experience the emotions and dynamics of change, resistance to change and articulate the reasons behind such dynamics	Applying	3
277	M310029.3	OD and Change Management	Students should be able to understand role and responsibility and dilemma faced by OD Practitioner.	Analyzing	4
278	M310029.4	OD and Change Management	Students should be able to articulate and discuss the process of Change Management with particular attention to the logic behind the stages of the process.	Evaluating	5
279	M310029.5	OD and Change Management	Students should gain the ability to implement tools of intervention to effectively bring about major change in a way that gains support of organization members.	Creating	6
280	P210024.1	Strategic Cost Management	Knowledge: Define: Student should be able to define management control system and financial goal setting of the businesses.	Analyzing	4
281	P210024.2	Strategic Cost Management	Knowledge: Recall: Student should be able to recall the concepts of analysis of management control system which is to be applied for computation of business decision making evaluation.	Analyzing	4

282	P210024.3	Strategic Cost Management	Analysis: Calculate: Student should be able to compute the various techniques and tools for the formulation of strategy and taking corrective measure.	Analyzing	4
283	P210024.4	Strategic Cost Management	Analysis: Compare: Student should be able to estimate through different methods which would help the firm choose the unique solution to these business situations.	Understanding	2
284	P210024.5	Strategic Cost Management	Evaluation: Predict: Student should be able to predict the solution of the firm for the future period which would benefit the firm under different situations such as assigning responsibility, measuring the ROI etc.	Evaluating	5
285	P210024.6	Strategic Cost Management	Understand: To Know: Student should be able to know in detail the concept, its applications and different measurement for taking necessary action	Understanding	2
286	M210001.1	Financial Accounting	Students should be able to apply the principles and concepts of accounting and recall its significance in decision making process	Applying	3
287	M210001.2	Financial Accounting	Students should be able to explain the various steps in classifying, recording and analyzing the transactions process	Analyzing	4
288	M210001.3	Financial Accounting	Students should be able to prepare the financial statements for the organizations with the help of Journal, ledger and trial balance	Understanding	2
289	M210001.4	Financial Accounting	The students will be able to evaluate & interpret the accounting standards used for the preparation of financial statements in a uniform manner. Also understand the fixed assets accounting and cost accounting	Evaluating	5

290	M210001.5	Financial Accounting	The students should able to assess the ethical issues in accounting for sustainability purpose.	Analyzing	4
291	P210002.1	Financial Accounting	Students should be able to apply the principles and concepts of accounting and recall its significance in decision making process	Applying	3
292	P210002.2	Financial Accounting	Students should be able to explain the various steps in classifying, recording and analyzing the transactions process	Analyzing	4
293	P210002.3	Financial Accounting	Students should be able to explain the various steps in classifying, recording and analyzing the transactions process	Understanding	2
294	P210002.4	Financial Accounting	The students will be able to evaluate & interpret the accounting standards used for the preparation of financial statements in a uniform manner. Also understand the fixed assets accounting.	Evaluating	5
295	P210002.5	Financial Accounting	The students should able to assess the ethical issues in accounting for sustainability purpose	Analyzing	4
296	M510001.2	IT Skills for Management and Technology Platform	Students will be able to apply basics practical skills of information Technology(i.eHardware - Software , Database, Networking, Communication Technology)with its application and usage.	Applying	3
297	P310012.1	HR Audit	Students should be able to describe Human Resource as strategic Asset and understand its implication with respect to cost Vs benefit.	Understanding	2
298	P310012.2	HR Audit	Students should be able to combine HR scorecard with Balance scorecard in greater perspective in an organization for strategic implications.	Applying	3

299	P310012.3	HR Audit	Students should be able to design HR Audit process for any organization	Analyzing	4
300	P310012.4	HR Audit	Students should be able to compute the final score and suggest area of improvement.	Creating	6
301	P710013.1	SAS Hadoop Interface	Student will be able to identify the importance of Hadoop ecosystem for the organization to integrate the data across various sources of diverse types, parallel processing, distributed computing environment and components of Hadoop architecture and its allied projects.	Understanding	2
302	P710013.2	SAS Hadoop Interface	Student will be able to apply the skills for data processing and analysis learnt out of the course in the form of Map Reduce programming, Hive, Pig, Hbase projects for better insight on structured, semi-structured and unstructured data for better decision making.	Applying	3
303	P710007.1	R Programming	Knowledge: Memorize:--To learn and memorize R programming terminologies through discussion and lab practical which will enable to develop programs for statistical analysis for their organizations	Understanding	2
304	P710007.2	R Programming	To apply R programming terminologies to create R programs for helping organizations for enhancing departmental efficiencies	Applying	3
305	P710007.3	R Programming	To learn to write R programs to create linear and logistic models and apply these models in areas like marketing, finance, operations and HR.	Analyzing	4
306	P110025.1	Marketing Applications & Practices	Application: Business and marketing plan writing and Industry Analysis	Applying	3

307	P110025.2	Marketing Applications & Practices	Application: configuring marketing mix for various target groups.	Applying	3
308	M410001.1	Operation Management	CLO 1: To Identify the core features of the operations and production management function at the operational and strategic levels, specifically the relationship between people, process, technology, productivity and quality and how it contributes to the competitiveness of the firms.	Understanding	2
309	M410001.2	Operation Management	CLO 2 : To explain the various parts of the operations and production management processes and their interaction with other business functions (Strategy, engineering, finance, marketing, HRM, project management & innovation) which enables them to have effective decision making in cross functional area.	Applying	3
310	M410001.3	Operation Management	CLO 3 : Students will develop an integrated framework for strategic thinking and decision making to analyze the enterprise as a whole with a specific focus on the wealth creation processes to enhance net worth of the organization.	Analyzing	4
311	M410001.4	Operation Management	CLO 4 : Students will be able to develop the ability to identify operational methodologies to assess and improve an organizations performance. To gather, organize and deploy evidence, data and information to make decision. To develop the skills of insight and critical evaluation to optimize the cost & to increase the efficiency and improve an organization performance.	Creating	6

312	P610016.1	Research Methodology	Exhibit capacity to understand management issues that impact an organization	Understanding	2
313	P610016.2	Research Methodology	Evaluate a business case from various managerial perspectives	Evaluating	5
314	P610016.3	Research Methodology	Demonstrate Creative ways to find unique solutions to business problems	Applying	3
315	P210003.1	Financial Management	Students should have a conceptual and analytical framework for decision making	Analyzing	4
316	P210003.2	Financial Management	Students should be able to Appraise & Forecast the Performance of Business	Applying	3
317	P210003.3	Financial Management	Students should be able to understand the concept of Time Value of Money & it's applications	Understanding	2
318	P210003.4	Financial Management	Understand the Investment Decisions, Financing Decisions & Dividend decisions	Understanding	2
319	P210003.5	Financial Management	Students should be able to analyze and interpret the financial statements	Analyzing	4
320	P110022.1	Marketing Analytics I	Customer data analysis: Students will learn and implement the various steps needed to obtain insights from customer data analysis. These steps include defining research problems, collecting and managing customer data, conducting appropriate analyses, and interpreting analytic results for marketing insights.	Understanding	2
321	P110022.2	Marketing Analytics I	Theories on customer analytics: Students will learn analytical and customer theories to apply appropriate analysis techniques to given research problems and types of customer data.	Understanding	2
322	P110022.3	Marketing Analytics I	Critical thinking: Student will develop the ability to critically evaluate business problems and to determine the most appropriate analytical technique.	Evaluating	5

323	P110022.4	Marketing Analytics I	Strategic thinking: Students will demonstrate how to gain insight from the analysis of data and to recommend an appropriate course of action based on empirical evidence.	Creating	6
324	P110022.5	Marketing Analytics I	Customer data analysis software: Students will learn a statistical software package appropriate to handling customer data, for example SAS	Remembering	1
325	M510017.1	Business Analytics	To gain an understanding of relevant statistical tools applicable for Business Analytics.	Understanding	2
326	M510017.2	Business Analytics	To learn data mining techniques using Excel and R.	Applying	3
327	M510017.3	Business Analytics	To evaluate various models of Business Analytics.	Evaluating	5
328	P110023.1	Marketing Analytics II	Customer data analysis: Students will learn and implement the various steps needed to obtain insights from customer data analysis. These steps include defining research problems, collecting and managing customer data, conducting appropriate analyses, and interpreting analytic results for marketing insights.	Understanding	2
329	P110023.2	Marketing Analytics II	Theories on customer analytics: Students will learn analytical and customer theories to apply appropriate analysis techniques to given research problems and types of customer data.	Understanding	2
330	P110023.3	Marketing Analytics II	Critical thinking: Student will develop the ability to critically evaluate business problems and to determine the most appropriate analytical technique.	Remembering	1
331	P110023.4	Marketing Analytics II	Strategic thinking: Students will demonstrate how to gain insight from the analysis of data and to recommend an appropriate course of action based on empirical evidence.	Creating	6

332	P110023.5	Marketing Analytics II	Customer data analysis software: Students will learn a statistical software package appropriate to handling customer data, for example SAS	Remembering	1
333	P710001.1	Business Statistics *	Demonstrate the ability to apply fundamental concepts in exploratory data analysis	Applying	3
334	P710001.2	Business Statistics *	Demonstrate an understanding of the basic concepts of probability and random variables	Understanding	2
335	P710001.3	Business Statistics *	Understand the concept of the sampling distribution of a statistic, and in particular describe the behaviour of the sample mean.	Understanding	2
336	P710001.4	Business Statistics *	Understand the foundations for classical inference involving confidence intervals and hypothesis testing.	Understanding	2
337	P710001.5	Business Statistics *	Apply inferential methods relating to the means of Normal distributions.	Applying	3
338	P710001.6	Business Statistics *	Apply and interpret basic summary and modelling techniques for bivariate data and use inferential methods in the context of simple linear models with Normally distributed errors	Applying	3
339	P710001.7	Business Statistics *	Interpret and analyse data that may be displayed in a two—way table	Analyzing	4
340	M610002.1	Business Statistics	To understand the role of statistics in decision making process in the face of uncertainty and risk	Understanding	2
341	M610002.2	Business Statistics	To explore how statistics can be used to describe and summarize the data	Understanding	2
342	M610002.3	Business Statistics	To explore how statistics can be used to draw inferences about the population from the sample	Understanding	2
343	M610002.4	Business Statistics	To explore how statistics can be used in bivariate analysis	Understanding	2
344	M610002.5	Business Statistics	To analyze practical problem using probability distributions	Applying	3

345	M610002.6	Business Statistics	To explore how statistics can be used in predictive analytics	Applying	3
346	M110024.1	Digital Marketing	Exhibit capacity to assess macro and micro business environment of an organization	Understanding	2
347	M110024.2	Digital Marketing	Demonstrate Creative ways to find unique solutions to business problems	Evaluating	5
348	M110024.3	Digital Marketing	Combine and Apply knowledge of cross functional areas of Business	Applying	3
349	M110024.4	Digital Marketing	Evaluate a business case from various managerial perspectives	Analyzing	4
350	P110012.1	Digital & Social Media Marketing	Exhibit capacity to assess macro and micro business environment of an organization	Understanding	2
351	P110012.2	Digital & Social Media Marketing	Demonstrate Creative ways to find unique solutions to business problems	Evaluating	5
352	P110012.3	Digital & Social Media Marketing	Combine and Apply knowledge of cross functional areas of Business	Applying	3
353	P110012.4	Digital & Social Media Marketing	Evaluate a business case from various managerial perspectives	Analyzing	4
354	P710001.8	Business Statistics *	Constructing Non linear regression models	Creating	6
355	M110028.1	Integrated Marketing Communications	Students should be able to define and recognize the marketing communication concept, tools and their practical application	Applying	3
356	M110028.2	Integrated Marketing Communications	Students should be able to identify the advertising objectives and illustrate the creatives of a firm	Understanding	2
357	M110028.3	Integrated Marketing Communications	Students should be able to prepare and propose a media plan and design publicity campaign	Evaluating	5

358	M110028.4	Integrated Marketing Communications	Students should be able to construct and organize the event ,promotion, personal selling , and direct marketing campaigns, and evaluate IMC programs	Applying	3
359	M110028.5	Integrated Marketing Communications	The students should be able to design and prepare social media campaign and apply ecommerce and digital marketing concepts	Applying	3
360	M210002.2	Cost & Management Accounting	Students will be able to implement as well as analyze the techniques of cost and management accounting and interpret the performance of a company	Analyzing	4
361	M210002.3	Cost & Management Accounting	Foster Analytical and critical thinking abilities for data-based decision making. pply knowledge of management theories and practices to solve business problems	Analyzing	4
362	M210002.4	Cost & Management Accounting	Students should be able to solve the real life managerial problem with the help of theory and practical knowledge	Applying	3
363	M210002.5	Cost & Management Accounting	The students should be able to judge the cost optimization techniques and try to increase the sales revenue to increase company worth.	Evaluating	5
364	P410037.1	Supply Chain Analytics	To equip students with fundamental concepts and tools to understand the role of Supply Chain Analytics in organisations	Remembering	1
365	P410037.2	Supply Chain Analytics	To learn various analytical techniques applied in complex real life situations ..	Understanding	2
366	P410037.3	Supply Chain Analytics	To be able to scale up an academic model to workable practical model by carrying the process of analytical framework.	Applying	3
367	P410037.4	Supply Chain Analytics	To apply basic analytical tools in a spreadsheet environment	Applying	3
368	P410037.5	Supply Chain Analytics	To effectively use and interpret analytic models and results for making better business decisions	Analyzing	4

369	P410037.6	Supply Chain Analytics	To be able to view analytics from descriptive ,prescriptive and predictive perspective	Evaluating	5
370	M210030.1	Commercial Banking	.Evolution & development of banking in India	Understanding	2
371	M210030.2	Commercial Banking	Nature & risks in banking business	Applying	3
372	M210030.3	Commercial Banking	Resolution of NPAs in banking	Applying	3
373	M210030.4	Commercial Banking	Digital banking & forward path	Applying	3
374	M510007.3	Software Engineering	Help students develop skills that will enable to construct high quality software and reliability	Creating	6
375	M410002.1	Operations Research	Knowledge:: To identify typical applications of Operations Research. To develop an insight into Operations Research methodology.	Remembering	1
376	M410002.2	Operations Research	To understand the need of using operations research – a quantitative approach for effective decision making.	Understanding	2
377	M410002.3	Operations Research	To develop the skills of insight and critical evaluation to optimize the cost and to increase the efficiency and improve an decision making ability.	Analyzing	4
378	M410002.4	Operations Research	Students will be able to develop the ability to identify operational techniques to assess and improve an decision making process To gather, organize and deploy evidence, data and information to make decision.	Applying	3
379	M410018.1	Service Operations Management	To understand the importance of service sector, Characteristics of Services, recognize the classification of services	Understanding	2

380	M410018.2	Service Operations Management	To enable students to understand the aspects of service delivery system, use of process flow diagrams, blueprinting, to depict the processes, Process Simulation Techniques. Students should be able to draw flow diagrams, blueprints	Applying	3
381	M410018.3	Service Operations Management	To understand about site selection for services, factors to be considered for site selection for various types of services; ability to develop mathematical models and interpret the solutions obtained	Analyzing	4
382	M410018.4	Service Operations Management	To understand the concept of yield management in services, capacity strategies for yield management, Static and Dynamic Methods, cost and implementation issues related to various strategies.	Understanding	2
383	M410018.5	Service Operations Management	To understand the role and importance of inventory management in services, various models of inventory management, inventory costs, implications of inaccuracies, stock outs in inventory.	Analyzing	4
384	M410018.6	Service Operations Management	To study the Outsourcing and off shoring of services, competitive advantages, and risks in outsourcing and off shoring, Performance measurement of Service Operations, various measures for productivity and cost, and service quality issues	Evaluating	5
385	M510016.1	Managing Tech & IT Resource.	To understand the Need and Significance of IT resource management	Remembering	1
386	M510016.2	Managing Tech & IT Resource.	Understand applications of Determining IT and Information System's Resource Needs and Business	Understanding	2

387	M510016.3	Managing Tech & IT Resource.	IT & Information Systems resources Implementation and Acceptance	Applying	3
388	M410021.1	Supply Chain Management	To formulate the various points of view on specific dimensions of supply chain and evolve frameworks to make tough decisions with uncertain information	Understanding	2
389	M410021.2	Supply Chain Management	To interpret concepts in cases to solve problems on gamut of supply chain issues that significantly influence both the revenue generated and the cost incurred by a firm ..	Analyzing	4
390	M410021.3	Supply Chain Management	To determine the key factors influencing chain network decisions as effective network design decisions increase supply chain profits	Remembering	1
391	M410021.4	Supply Chain Management	To explain the key factors to be considered when designing a distribution network as the customer needs that are met influence the company's revenue which along with the cost of meeting the needs decide the profitability of the supply chain delivery network.	Applying	3
392	P710006.1	Base Programming DMT	Students will be able to understand and control DATA step processing	Remembering	1
393	M410021.5	Supply Chain Management	To explain the critical success factors for effectively using performance measures in supply chain management which allows companies to benchmark themselves and compare their own supply chain practice with the demonstrated best practices	Evaluating	5
394	P710006.2	Base Programming DMT	Students will be able to create an accumulating column and process data in groups	Understanding	2
395	P710006.3	Base Programming DMT	Students will be able to manipulate data with functions, also concatenate, merge and restructure tables	Applying	3

396	P710038.1	Data Visualization	Student will be able to understand and interact with the environment via the SAS Visual Analytics Hub; access and prepare data for exploration, analysis, and reporting	Understanding	2
397	P710038.2	Data Visualization	Students will be able to explore data using the SAS Visual Analytics Explorer	Applying	3
398	P710038.3	Data Visualization	Students will be able to create reports with the SAS Visual Analytics Designer	Creating	6
399	P710038.4	Data Visualization	Students will be using the SAS Visual Data Builder and view reports using the SAS Visual Analytics Viewer	Analyzing	4
400	P410036.1	Advanced logistics & supply Chain Management	To formulate the various points of view on specific dimensions of supply chain and evolve frameworks to make tough decisions with uncertain information	Understanding	2
401	P410036.2	Advanced logistics & supply Chain Management	To interpret concepts in cases to solve problems on gamut of supply chain issues that significantly influence both the revenue generated and the cost incurred by a firm ..	Understanding	2
402	P410036.3	Advanced logistics & supply Chain Management	To determine the key factors influencing chain network decisions as effective network design decisions increase supply chain profits	Understanding	2
403	P410036.4	Advanced logistics & supply Chain Management	To determine the key factors influencing chain network decisions as effective network design decisions increase supply chain profits	Analyzing	4

404	P410036.5	Advanced logistics & supply Chain Management	To explain the key factors to be considered when designing a distribution network as the customer needs that are met influence the company's revenue which along with the cost of meeting the needs decide the profitability of the supply chain delivery network.	Applying	3
405	P710006.4	Base Programming DMT	Summarize the creation, updation and manipulation of the data	Creating	6
406	P310041.1	HR Analytics	Basics of HR Analytics	Understanding	2
407	P310041.2	HR Analytics	Introduction to latest technologies including SPSS, Big Data	Applying	3
408	P310041.3	HR Analytics	Using HR Analytics for various functions of HR	Applying	3
409	P310041.4	HR Analytics	Different Analysis Strategies	Analyzing	4
410	P310041.5	HR Analytics	Ethics and Limitations while using HR Analytics	Evaluating	5
411	P710012.4	Text Mining	Students should develop ability to solve complex problems in an ill-structured environment.	Analyzing	4
412	P710002.3	Base SAS Programming Essentials	Apply knowledge of programming and practices to solve business problems	Applying	3
413	P710002.4	Base SAS Programming Essentials	Demonstrate creative ways to find different solutions to business problems	Analyzing	4
414	M510004.1	Enterprise Management System	To explain the need for ERP ,its evolution ,scope and benefits of implementation . To identify the importance of process , procedure/process automation and information integration in ERP .	Understanding	2
415	M510004.2	Enterprise Management System	To identify the various business functions in an ERP environment , the core processes in each function ,interrelationships and interdependencies between the various core processes .	Analyzing	4

416	M510004.3	Enterprise Management System	To understand and evaluate the mapping of various functions and the core processes in an ERP software as implemented in an organisation	Evaluating	5
417	M510004.4	Enterprise Management System	To explain the concept of Supply chain in an organisational setting and to explain the principles ,physical features , and relationships within a resilient supply chain To identify risks , strategic alliances and international issues in supply chain	Applying	3
418	M510004.5	Enterprise Management System	To identify the importance of business continuity management and how to overcome the business continuity risk inherent in any business venture	Remembering	1
419	M510004.6	Enterprise Management System	To explain supply chain performance measures ,steps and assessment methodology , world class performance measures .	Understanding	2
420	M610004.3	Perspective Management	To Understand organizational design and structural issues enabling to contribute to the organization functioning.	Applying	3
421	M610004.4	Perspective Management	To develop critical thinking skills in identifying ethical, global, and diversity issues in planning, organizing, controlling and leading functions of management	Evaluating	5
422	P610008.1	Ethical Management & Corporate Governance	Students should be able to identify and understand various theories of ethics and ideologies related to business	Understanding	2
423	P610008.2	Ethical Management & Corporate Governance	Students should be able to analyse the connection between ethical practices and business success	Analyzing	4

424	P610008.3	Ethical Management & Corporate Governance	Students should be able to identify and understand the relationship between environmental ethics and business growth	Understanding	2
425	P610008.4	Ethical Management & Corporate Governance	Students should be able to evaluate the role of corporate governance and its impact on society and legal framework operating in the country	Evaluating	5
426	P310001.1	Organizational Behavior	Students should be able to explain and describe the introduction of organisational behaviour in the organisations	Understanding	2
427	P310001.2	Organizational Behavior	Students should be able to classify and assess personality to increase emotional intelligence.	Understanding	2
428	P310001.3	Organizational Behavior	Students should be able to describe and apply various motivation concepts	Applying	3
429	P310001.4	Organizational Behavior	Students should be able to practice and evaluate team effectiveness and group dynamics.	Applying	3
430	P310001.5	Organizational Behavior	Students should be able to evaluate and appraise organisational conflict and leadership styles in organisations.	Evaluating	5
431	P310001.6	Organizational Behavior	Students should be able to demonstrate and illustrate presenting skills and organisational development.	Evaluating	5
432	M610009.1	Business Ethics	Students should be able to identify and understand various theories of ethics and ideologies related to business	Understanding	2
433	M610009.2	Business Ethics	Students should be able to analyse the connection between ethical practices and business success	Analyzing	4
434	M610009.3	Business Ethics	Students should be able to identify and understand the relationship between environmental ethics and business growth	Understanding	2

435	M610009.4	Business Ethics	Students should be able to understand the role of corporate governance and its impact on society and legal frame work operating in country	Understanding	2
436	P610008.5	Ethical Management & Corporate Governance	Students should be able to analyse and practice Indian laws and culture in corporate governance, law and ecological environment	Analyzing	4
437	P610008.6	Ethical Management & Corporate Governance	Students should be able to demonstrate and illustrate presenting skills in business ethics and corporate governance	Applying	3
438	P110024.4	Emerging Trends in Mktg	Student Should appreciate the new forces acting on business from society, environment, legal and ethical aspects.	Evaluating	5
439	M510001.3	IT Skills for Management and Technology Platform	Student will be able to evaluate various components of of information Technology(i.eHardware - Software , Database, Networking, Communication Technology)with its application and usage.	Evaluating	5
440	M510001.4	IT Skills for Management and Technology Platform	Student will be able to create new based on the knowledge acquired of various components of information Technology(i.eHardware - Software , Database, Networking, Communication Technology)with its application and usage.	Creating	6
441	P610008.1	Ethical Management & Corporate Governance	Students should be able to identify and understand various theories of ethics and ideologies related to business	Understanding	2
442	P610008.2	Ethical Management & Corporate Governance	Students should be able to analyse the connection between ethical practices and business success	Analyzing	4

443	P610008.3	Ethical Management & Corporate Governance	Students should be able to identify and understand the relationship between environmental ethics and business growth	Understanding	2
444	P610008.4	Ethical Management & Corporate Governance	Students should be able to evaluate the role of corporate governance and its impact on society and legal framework operating in the country	Evaluating	5
445	P610008.5	Ethical Management & Corporate Governance	Students should be able to analyse and practice Indian laws and culture in corporate governance, law and ecological environment	Analyzing	4
446	M610007.1	Strategic Management	Understanding of Strategic Management so as to enable the students shoulder responsibilities in the ever changing market arena	Understanding	2
447	M610007.2	Strategic Management	Environmental scanning and appreciation of external and internal business environment for effective strategy formulation	Applying	3
448	M610007.3	Strategic Management	Application of various frame works for industry analysis to create sustainable competitive advantage for the organization	Evaluating	5
449	M610007.4	Strategic Management	Applying the knowledge of cross functional areas of business for multi directional, innovative ways of business growth, aligning organizational forces to achieve desired objectives	Creating	6
450	P610007.1	Strategic Management	Understanding of Strategic Management so as to enable the students shoulder responsibilities in the ever changing market arena	Understanding	2
451	P610007.2	Strategic Management	Environmental scanning and appreciation of external and internal business environment for effective strategy formulation	Applying	3

452	P610007.3	Strategic Management	Application of various frame works for industry analysis to create sustainable competitive advantage for the organization	Evaluating	5
453	P610007.4	Strategic Management	Applying the knowledge of cross functional areas of business for multi directional, innovative ways of business growth, aligning organizational forces to achieve desired objectives	Creating	6
454	P210019.1	Financial Risk Management	Student will be able to identify the essence of different perspective of risk management Processes within the framework of different theories of risk by understanding their fundamental concepts, to be linked with various streams of management of the organization.	Understanding	2
455	P210019.2	Financial Risk Management	Student will be able to know the credit crises of 2007, Housing market, securitization, ABS, Derivatives Products by analyzing their working process and economic environment in general, thereby facilitating risk management process through innovative and creative ways as per the needs of the organisations.	Understanding	2
456	P210019.3	Financial Risk Management	Students will be able to calculate the theoretical prices of different methods of Value at risk, and their combinations and will be able to utilize them in risk management	Applying	3
457	P210019.4	Financial Risk Management	Student will be able to understand different risk associated ratios and norms and policies	Applying	3

458	P210019.5	Financial Risk Management	Students will be able to comprehend the different risk strategies, Basel Norms, by acquiring the knowledge of risk methods of financial system, different socio political issues of strategic financial risk management. Students will be able to understand different tools related to operational risk, regulatory capital, Economic capital and application of same in financial risk management	Understanding	2
459	P610027.1	IT for Management	To understand the significance of information technology , conceptual framework of networking, communication technology, database etc. for individual	Understanding	2
460	P610027.2	IT for Management	To understand the significance of information technology , conceptual framework of networking, communication technology, database etc. for business Management	Applying	3
461	P610027.3	IT for Management	To understand role , impact and emerging trends of information technology for management and its application at individual level	Analyzing	4
462	P610027.4	IT for Management	To understand role , impact and emerging trends of information technology for management and its application at organizational level	Evaluating	5
463	P210012.1	International Finance	Student will be able to identify the essence of different perspective of Foreign Exchange Exposure and Exposure Management Processes within the framework of different theories of International Finance by understanding their fundamental concepts, to be linked with various streams of management of the organization.	Understanding	2

464	P210012.2	International Finance	Student will be able to handle different Currency Derivatives Products by analyzing their working process and economic environment in general, thereby facilitating risk management process through innovative and creative ways as per the needs of the organisations.	Analyzing	4
465	P210012.3	International Finance	Students will be able to calculate the theoretical prices of different derivative products and their combinations and will be able to utilize them in international transactions	Applying	3
466	P210012.4	International Finance	Student will be able to handle different transactions both in spot and future markets by understanding available quotes and facilitate the organisations to transact in foreign currencies with rest of the world.	Applying	3
467	P210012.5	International Finance	Students will be able to comprehend the different economic theories of the exchange rate by acquiring the knowledge of evolution of international financial system, demand and supply of currencies and different socio political issues of strategic international finance management.	Evaluating	5
468	M210032.1	Venture Capital	To understand the importance of VC and PE, Overview O Overview and history of venture capital industry, evolution of private equity industry and venture capital industry, how to choose and approach a venture capitalist, structure and terms of venture capital and private equity firms. To enable students to understand the aspects of process of VC and PE, VC cycle and PE process	Understanding	2

469	M210032.2	Venture Capital	Understand Investment selection and fundraising challenges and analyze different sources of capital, alternative forms of fundraising and fundraising process and fallacies.	Applying	3
470	M210032.3	Venture Capital	Analyze documents and typical Investment conditions and due diligence procedure for deriving strategy for the different stakeholders while carrying out the different merger process	Analyzing	4
471	M210032.4	Venture Capital	Understand the legal environment and different tax aspects related to private equity (PE) investment	Understanding	2
472	M210003.4	Financial Management	Students evaluate financing and investment decision	Evaluating	5
473	P310015.1	Strategic HRM	1 B: Exhibit capacity to understand management issues that impact an organization	Understanding	2
474	P310015.2	Strategic HRM	2 A: Evaluate a business case from various managerial perspectives	Evaluating	5
475	P310015.3	Strategic HRM	3 A: Combine and Apply knowledge of cross functional areas of Business	Applying	3
476	M110020.1	Sales Management	to understand difference between sales and marketing	Understanding	2
477	M110020.2	Sales Management	to know the practical application of this subject in business world	Applying	3
478	M110020.3	Sales Management	to understand the competitive scenario in this field	Applying	3
479	M110020.4	Sales Management	to prepare the students for a sales career	Evaluating	5
480	M110020.5	Sales Management	to graduate from a sales person to a sales manager	Evaluating	5
481	P110010.1	International Marketing	to understand the difference between domestic marketing and international marketing	Understanding	2

482	P110010.2	International Marketing	to analyse the international market	Analyzing	4
483	P110010.3	International Marketing	decision about international marketing	Creating	6
484	P110010.4	International Marketing	understand the regulatory framework in international markets	Understanding	2
485	P110010.5	International Marketing	conceptual marketing mix of 4 Ps for international markets	Creating	6
486	P610028.1	Entrepreneurship & Innovation	to differentiate between entrepreneur v/s manager	Evaluating	5
487	P610028.2	Entrepreneurship & Innovation	to decide whether to be entrepreneur or manager?	Evaluating	5
488	P610028.3	Entrepreneurship & Innovation	understand the financial readiness for a entrepreneur journey (government schemes)	Creating	6
489	P610028.4	Entrepreneurship & Innovation	prepare business plan	Creating	6
490	P610028.5	Entrepreneurship & Innovation	understand the training issues in entrepreneurship-role of EDI	Understanding	2
491	M510005.4	Big Data	Students should understand the ethical aspect of using data and analytics	Understanding	2
492	P210013.4	Merger, Acquisition	To evaluate the process of mergers & acquisitions	Evaluating	5
493	P710013.3	SAS Hadoop Interface	Students will be able to analyse the the complete ecosystem of business organisation and various data sources to develop big data processing ecosystem	Analyzing	4
494	P710013.4	SAS Hadoop Interface	Students will be able to create big data ecosystem for an organisation using Hadoop and allied technologies.	Creating	6
495	P710003.3	Data Integration Techniques	Students will be able to analyse the business echo system and various data sources	Analyzing	4

496	P710003.4	Data Integration Techniques	Students will be able to create a data warehouse system using SAS Data Integration technology in order to help organisations in effective and data driven decision-making	Creating	6
497	M210025.1	Financial Regulations	to understand the financial regulation framework involved in financial system	Understanding	2
498	M210025.2	Financial Regulations	to get clarity and understanding of various financial regulatory and statutory bodies	Understanding	2
499	M210025.3	Financial Regulations	To learn major intricacies of financial regulations	Evaluating	5
500	M210025.4	Financial Regulations	Understanding the regulatory framework for international market and various agencies involved.	Understanding	2
501	M410010.5	Manufacturing Resource Planning & Control	Knowledge ::To understand importance of manufacturing resources planning and control to achieve continuous improvement in the better performance. To Identify the vertical and horizontal cross-functional integration within the MRP I & II planning hierarchy, which able to frame of reference for the planning of production and material flows in a mfg. cos.	Understanding	2
502	M410010.6	Manufacturing Resource Planning & Control	Comprehension :: To explain the relationship between the planning, scheduling and execution functions within the MRP I, II & ERP planning, which enables them to utilize best utilization of the resources in a mfg. co.	Understanding	2
503	M410010.7	Manufacturing Resource Planning & Control	Analysis :: Students will able to develop analyze the integrated planning structure and functions incorporated within MRP I & II, for the effective decision making in operations, under most critical conditions to balance the material and capacity perspective of a company.	Analyzing	4

504	M410010.8	Manufacturing Resource Planning & Control	Application :: Students will be able to articulate the tools and practices of production planning and inventory control & the models that are applicable for supply chain inventory management, including those for quantity discounts, safety stocks and order quantity and reorder point interactions, to enhance the increase in the profits of the company.	Applying	3
505	M110022.6	Consumer Behaviour	Students will be able to demonstrate the fundamental concepts in consumer behavior and to understand the pre and post purchase consumer behaviour.	Remembering	1
506	M110022.7	Consumer Behaviour	Students will be able to develop conceptual insights into key aspects such as social, psychological and other factors that influence consumer behavior and will enable them to evaluate various business cases.	Analyzing	4
507	M110022.8	Consumer Behaviour	Students will be able apply various frameworks of consumer buying behaviour for analyzing various business situations.	Applying	3
508	M110022.9	Consumer Behaviour	Students will be able to understand the effects of macro and micro business environment on the behaviour or behavioural change of consumers for designing effecting marketing strategies	Understanding	2
509	M110022.10	Consumer Behaviour	Students will be able to demonstrate Creative ways to find unique solutions to business problems	Creating	6
510	M110022.11	Consumer Behaviour	Students will be able to demonstrate the fundamental concepts in consumer behavior and to understand the pre and post purchase consumer behaviour.	Remembering	1

511	M110022.1 2	Consumer Behaviour	Students will be able to develop conceptual insights into key aspects such as social, psychological and other factors that influence consumer behavior and will enable them to evaluate various business cases.	Analyzing	4
512	M110022.1 3	Consumer Behaviour	Students will be able apply various frameworks of consumer buying behaviour for analyzing various business situations.	Applying	3
513	M110022.1 4	Consumer Behaviour	Students will be able to understand the effects of macro and micro business environment on the behaviour or behavioural change of consumers for designing effecting marketing strategies	Understanding	2
514	M110022.1 5	Consumer Behaviour	Students will be able to demonstrate Creative ways to find unique solutions to business problems	Creating	6
515	P310033.1	Organisational Development	Students should be able to articulate and discuss the history, main concepts, and theories of the field of Organization Development	Understanding	2
516	P310033.2	Organisational Development	Students should be able to experience the emotions and dynamics of change, resistance to change and articulate the reasons behind such dynamics	Applying	3
517	P310033.3	Organisational Development	Students should be able to understand role and responsibility and dilemma faced by OD Practitioner.	Analyzing	4
518	P310033.4	Organisational Development	Students should be able to articulate and discuss the process of Change Management with particular attention to the logic behind the stages of the process.	Evaluating	5

519	P310033.5	Organisational Development	Students should gain the ability to implement tools of intervention to effectively bring about major change in a way that gains support of organization members.	Creating	6
520	M310001.1	Organisation Behaviour	Students should be able to explain and describe the introduction of organizational behavior in the organizations	Understanding	2
521	M310001.2	Organisation Behaviour	Students should be able to classify and assess personality to increase emotional intelligence	Remembering	1
522	M310001.3	Organisation Behaviour	Students should be able to describe and interpret various motivation concepts	Understanding	2
523	M310001.4	Organisation Behaviour	Students should be able to practice and evaluate team effectiveness and group dynamics	Understanding	2
524	M410028.1	Operations Applications and Cases	To understand the Application of Operations Management in Complex situations, Resource planning, Process analysis review	Understanding	2
525	M410028.2	Operations Applications and Cases	To understand applications of operations management in production & retail sector, with practical examples of MRP-I & II using Excel Modeling	Analyzing	4
526	M410028.3	Operations Applications and Cases	To understand applications of operations related with workforce, with examples of aggregate planning using Excel Modeling	Analyzing	4
527	M410028.4	Operations Applications and Cases	To understand applications of operations related with plant, investment, replacement & maintenance, Robotic process and financial evaluation, optimum period of replacement using excel modeling.	Evaluating	5
528	M410028.5	Operations Applications and Cases	Application of operations and learning in tendering & bidding, cost aspects, using examples on excel modeling.	Analyzing	4

529	M410028.6	Operations Applications and Cases	Uses of operations and its applications in insurance, BPO/KPO, entertainment, production, etc.	Understanding	2
530	M410010.9	Manufacturing Resource Planning & Control	Knowledge ::To understand importance of manufacturing resources planning and control to achieve continuous improvement in the better performance. To Identify the vertical and horizontal cross-functional integration within the MRP I & II planning hierarchy, which able to frame of reference for the planning of production and material flows in a mfg. cos.	Understanding	2
531	M410010.10	Manufacturing Resource Planning & Control	Comprehension :: To explain the relationship between the planning, scheduling and execution functions within the MRP I, II & ERP planning, which enables them to utilize best utilization of the resources in a mfg. co.	Understanding	2
532	M410010.11	Manufacturing Resource Planning & Control	Analysis :: Students will able to develop analyze the integrated planning structure and functions incorporated within MRP I & II, for the effective decision making in operations, under most critical conditions to balance the material and capacity perspective of a company.	Analyzing	4
533	M410010.12	Manufacturing Resource Planning & Control	Application :: Students will be able to articulate the tools and practices of production planning and inventory control & the models that are applicable for supply chain inventory management, including those for quantity discounts, safety stocks and order quantity and reorder point interactions, to enhance the increase in the profits of the company.	Applying	3

534	P110011.1	Customer Relationship Management	Exhibit capacity to understand management issues that impact an organization	Understanding	2
535	P110011.2	Customer Relationship Management	Evaluate a business case from various managerial perspectives	Analyzing	4
536	P110011.3	Customer Relationship Management	Apply various frameworks to analyze particular business situations	Applying	3
537	P110011.4	Customer Relationship Management	Demonstrate Creative ways to find unique solutions to business problems	Analyzing	4
538	P110011.5	Customer Relationship Management	Combine and Apply knowledge of cross functional areas of Business	Evaluating	5
539	M410001.1	Operation Management	CLO 1: To Identify the core features of the operations and production management function at the operational and strategic levels, specifically the relationship between people, process, technology, productivity and quality and how it contributes to the competitiveness of the firms.	Understanding	2
540	M410001.2	Operation Management	CLO 2 : To explain the various parts of the operations and production management processes and their interaction with other business functions (Strategy, engineering, finance, marketing, HRM, project management & innovation) which enables them to have effective decision making in cross functional area.	Applying	3

541	M410001.3	Operation Management	CLO 3 : Students will develop an integrated framework for strategic thinking and decision making to analyze the enterprise as a whole with a specific focus on the wealth creation processes to enhance net worth of the organization.	Analyzing	4
542	M410001.4	Operation Management	CLO 4 : Students will be able to develop the ability to identify operational methodologies to assess and improve an organizations performance. To gather, organize and deploy evidence, data and information to make decision. To develop the skills of insight and critical evaluation to optimize the cost & to increase the efficiency and improve an organization performance.	Creating	6
543	M610002.1	Business Statistics	To understand the role of statistics in decision making process in the face of uncertainty and risk	Understanding	2
544	M610002.2	Business Statistics	To explore how statistics can be used to describe and summarize the data	Understanding	2
545	M610002.3	Business Statistics	To explore how statistics can be used to draw inferences about the population from the sample	Understanding	2
546	M610002.4	Business Statistics	To explore how statistics can be used in bivariate analysis	Understanding	2
547	M610002.5	Business Statistics	To analyze practical problem using probability distributions	Applying	3
548	M610002.6	Business Statistics	To explore how statistics can be used in predictive analytics	Applying	3

		Subject CO List	Academic Year 2018-19	
Sr.No.	CO Code	CO	Subject Name	Cognition Level
1	P210026.1	The students after successfully completing the course will be able to identify, relate and reproduce the complex body of knowledge pertaining to Marketing management which will help them in assessing the macro & micro business environment of their organizations.	Financial Services Marketing	Understanding
2	P210026.2	The graduates of the course will be better equipped to analyze, review and discuss the underlying dimensions affecting cross- cultural consumer behavior making them an effective manager in dealing with their product portfolio.	Financial Services Marketing	Analyzing
3	P210026.3	Student will be able to increase customer value through innovative product process, which will enable them to evaluate various criteria's of increasing customer satisfaction by various market offerings of their brand.	Financial Services Marketing	Applying
4	P210026.4	4 It provides students with the requisite marketing strategies making them skilled enough to understand their products & services well.	Financial Services Marketing	Applying

5	P210026.5	This course aims to strengthen and develop the students' ability to analyze and understand, evaluate and manage products in highly competitive & complex marketing platforms & eventually giving them an edge in managing their product portfolio.	Financial Services Marketing	Understanding
6	P210013.1	Understand the process of merger	Merger, Acquisition	Understanding
7	P210013.2	Apply techniques	Merger, Acquisition	Applying
8	M110022.1	Students will be able to demonstrate the fundamental concepts in consumer behavior and to understand the pre and post purchase consumer behaviour.	Consumer Behaviour	Remembering
9	M110022.2	Students will be able to develop conceptual insights into key aspects such as social, psychological and other factors that influence consumer behavior and will enable them to evaluate various business cases.	Consumer Behaviour	Analyzing
10	M110022.3	Students will be able apply various frameworks of consumer buying behaviour for analyzing various business situations.	Consumer Behaviour	Applying

11	M110022.4	Students will be able to understand the effects of macro and micro business environment on the behaviour or behavioural change of consumers for designing effecting marketing strategies	Consumer Behaviour	Understanding
12	M110022.5	Students will be able to demonstrate Creative ways to find unique solutions to business problems	Consumer Behaviour	Creating
13	M310026.1	Basics of HR Analytics	HR Analytics	Understanding
14	M310026.2	Introduction to latest technologies including SPSS, Big Data	HR Analytics	Applying
15	M310026.3	Using HR Analytics for various functions of HR	HR Analytics	Applying
16	M310026.4	Different Analysis Strategies	HR Analytics	Analyzing
17	M310026.5	Ethics and Limitations while using HR Analytics	HR Analytics	Evaluating
18	M210010.1	Student will be able to understand the different investment avenues and the different category of investors by analyzing their investment needs and economic environment in general .	Security Analysis and Portfolio Management	Understanding
19	M210010.2	Students will be able to calculate the risk and return of different assets and their combinations and compose different portfolios	Security Analysis and Portfolio Management	Analyzing
20	M210010.3	Student will be able to identify the essence of different investment avenues and processes within the framework of different modern portfolio theories.	Security Analysis and Portfolio Management	Applying

21	M210010.4	Student will be able to formulate different investment plans as different business cases through different asset allocation process in such proportion so that optimization of return is possible at minimum risk.	Security Analysis and Portfolio Management	Analyzing
22	M210010.5	Students will be able to compare the performance of the different assets and portfolios to facilitate the further revision	Security Analysis and Portfolio Management	Evaluating
23	M210023.1	Students should be able to remember various components of Indian Financial system and markets and further assessing their impact on macro and micro environment of India.	Financial Markets and Institutions	Remembering
24	M210023.2	Students should be able to understand different products and institutions of primary markets and secondary markets of India.	Financial Markets and Institutions	Understanding
25	M110010.1	Students should be able to assess and evaluate the role of services in the various sectors	Services Marketing	Evaluating
26	M110010.2	Students should be able to understand and evaluate the role of services and consumer behavior in the various sectors.	Services Marketing	Understanding
27	M110010.3	student should able to apply concepts of services marketing, customer handling, service failure and recovery in different industries	Services Marketing	Applying

28	M210023.3	Students should be able to review the working of various other financial institutions and apply the knowledge to various business situations that these organisations support.	Financial Markets and Institutions	Evaluating
29	M610006.1	CLO 1: : Students should be able to list the principles and concepts of globalisation and understand its role in business decisions.	International Business	Understanding
30	M610006.2	CLO 2: Students should be able to identify important opportunities and macro and micro challenges in the international environment and analyse its impact on the organisation performance.	International Business	Analyzing
31	M610006.3	CLO 3: Students should be able to design strategic alternatives to deal in global markets creating profitability for the company.	International Business	Applying
32	M610006.4	CLO 4: Students should be able to compare the global issues between developed and developing markets and design strategies for sustainability in global environment.	International Business	Evaluating
33	M610006.5	CLO 5: To evaluate the student's critical and creative thinking related to International Business and its application in the Indian context to foster organisational performance and adaptation.	International Business	Evaluating

34	M210023.4	students should be able to evaluate and estimate the different yield and rates on fixed income securities so that investors and financial institutions choose the unique solution to these business situations.	Financial Markets and Institutions	Evaluating
35	M110010.4	students should able to analyses the current trends, issues and challenges in various service sectors.	Services Marketing	Analyzing
36	M210023.5	Students should be able to predict or create the forward rates of bonds using spot rates and also the yield of the bond.	Financial Markets and Institutions	Creating
37	M210023.6	Students should be able to develop a good understanding of currency markets and its role in the financial system.	Financial Markets and Institutions	Understanding
38	M410010.1	Knowledge ::To understand importance of manufacturing resources planning and control to achieve continuous improvement in the better performance. To Identify the vertical and horizontal cross-functional integration within the MRP I & II planning hierarchy, which able to frame of reference for the planning of production and material flows in a mfg. cos.	Manufacturing Resource Planning & Control	Understanding

39	M410003.1	Student will get the basics of quality, quality concepts with respect to management. & other quality terms, as well as an overview of contribution of quality Gurus	Total Quality Management	Remembering
40	M410003.2	Student will be able to Understand statistical quality control & sampling technique. Students will also get the knowledge of basic & advanced quality tools for improvements	Total Quality Management	Understanding
41	M410003.3	Student will understand JIT, Lean manufacturing, waste elimination, ISO, Six Sigma, Quality Circle.	Total Quality Management	Creating
42	M410003.4	Student will learn cost of quality by Juran & Crosby for revenue growth, cost savings, productivity improvement	Total Quality Management	Applying
43	M510008.1	CLO 1: To understand the Introduction, the state of IT project management, need of project management, project goals, project life cycle and IT development	Software Project Management	Understanding
44	M510008.2	CLO 2: To understand the project management process, project integration Management, the project charter, project planning framework, the contents of a project plan, the planning process.	Software Project Management	Analyzing

45	M510008.3	CLO 3: Understand the Introduction, developing the project schedule, project management software tools, methods of budgeting, developing the project budget, improving cost estimates, finalizing the project	Software Project Management	Applying
46	M410010.2	Comprehension :: To explain the relationship between the planning, scheduling and execution functions within the MRP I, II & ERP planning, which enables them to utilize best utilization of the resources in a mfg. co.	Manufacturing Resource Planning & Control	Understanding
47	M510008.4	CLO 4:To know the Organization and project planning, the project team, the Project environment.	Software Project Management	Analyzing
48	M510008.5	CLO 5:To understand the Managing Project Procurement and Outsourcing , project procurement management, outsourcing.	Software Project Management	Evaluating
49	M410010.3	Analysis :: Students will able to develop analyze the integrated planning structure and functions incorporated within MRP I & II, for the effective decision making in operations, under most critical conditions to balance the material and capacity perspective of a company.	Manufacturing Resource Planning & Control	Analyzing

50	M410010.4	Application :: Students will be able to articulate the tools and practices of production planning and inventory control & the models that are applicable for supply chain inventory management, including those for quantity discounts, safety stocks and order quantity and reorder point interactions, to enhance the increase in the profits of the company.	Manufacturing Resource Planning & Control	Applying
51	M310008.1	Knowledge: Recall Student should able to recall theoretical concept	Competency Based HRM and Performance Management	Understanding
52	M310008.2	: Describe- Student should able to describe the nature of Competency based HRM performance management	Competency Based HRM and Performance Management	Analyzing
53	M310008.3	: Discuss/ Explain- Student should able to Outline the Competency Model & performance management cycle and identify and explain the key stages of this cycle	Competency Based HRM and Performance Management	Applying
54	M310008.4	Differentiate –Students should able to differentiate between performance management and performance appraisal in relevant organization context	Competency Based HRM and Performance Management	Analyzing

55	M310008.5	:-identify – Students should be able to identify the different performance appraisal techniques that can be used by organizations	Competency Based HRM and Performance Management	Applying
56	M110021.1	Students should be able to assess and evaluate the importance marketing strategy	Marketing Strategy	Evaluating
57	M110021.2	Students should analyze and apply the marketing intelligence in developing new product for organizational competitive advantage	Marketing Strategy	Applying
58	M110021.3	Students should be able to suggest the product related decisions and illustrate product strategies for better decision making	Marketing Strategy	Applying
59	M110021.4	Students should be able to formulate the pricing and promotional techniques as per the current marketing objectives for ensuring the profitability of the firm	Marketing Strategy	Applying
60	M110021.5	The students should be able to design and prepare marketing plan for achieving the marketing objective for effective marketing planning	Marketing Strategy	Applying
61	M110021.6	The students should be able to construct the channel structure according to the need of the marketing programs	Marketing Strategy	Applying

62	M310008.6	Evaluate- Student should able to evaluate the advantages and disadvantages of different performance appraisal techniques	Competency Based HRM and Performance Management	Evaluating
63	M110010.5	Students will Develop the skills needed to analyze and understand complex services marketing situation in the global market	Services Marketing	Analyzing
64	M110010.6	students should able to explain different terms, concepts and facilitating a wide understanding and appreciation of services marketing	Services Marketing	Creating
65	M210014.1	Students will be able to list the different types of risk and their inherent features which an organization can face and describe the various risk management approaches .	Derivatives and Risk Management	Understanding
66	M210014.2	Students will be able to explain different risk management process through appraisal of the theoretical framework	Derivatives and Risk Management	Applying
67	M210014.3	Student will be able to estimate the value of different derivative products with the help of traditional and emerging models	Derivatives and Risk Management	Analyzing
68	M210014.4	Student will be able to formulate different derivative strategies in creative and innovative manner for the purpose of trading and hedging	Derivatives and Risk Management	Analyzing

69	M210014.5	Student will calculate the risk quantification and use different derivative instruments and tool to chalk out the best risk management policy of an organization	Derivatives and Risk Management	Understanding
70	M210024.1	To understand the process and set of procedures to be used to estimate the value of a company	Corporate Valuation and Mergers & Acquisitions	Understanding
71	M210024.2	To learn to make strategic decisions in M&A to enhance a company's growth	Corporate Valuation and Mergers & Acquisitions	Applying
72	M210024.3	To evaluate company's worth through various tools and techniques of valuations such as Asset Base, Relative, EV, DCF(FCFF) and others	Corporate Valuation and Mergers & Acquisitions	Evaluating
73	M210024.4	Ability to calculate the value of a company and analyze it into M&A deal such as Stock & Cash Deal, Corporate Restructuring, LBO Valuations, Brand Valuations, Capital Budgeting decision and others	Corporate Valuation and Mergers & Acquisitions	Analyzing

74	M110006.1	The students after successfully completing the course will be able to identify, relate and reproduce the complex body of knowledge pertaining to product & Brand which will help them in assessing the macro & micro business environment of their organizations.	Product & Brand Management	Understanding
75	M110006.2	The graduates of the course will be better equipped to analyze, review and discuss the underlying dimensions affecting cross- cultural consumer behavior making them an effective manager in dealing with their product portfolio.	Product & Brand Management	Analyzing
76	M110006.3	Student will be able to increase customer value through innovative product process, which will enable them to evaluate various criteria's of increasing customer satisfaction by various market offerings of their brand.	Product & Brand Management	Evaluating
77	M110006.4	It provides students with the requisite Branding strategies making them skilled enough to understand their Brand extensions.	Product & Brand Management	Understanding

78	M110006.5	This course aims to strengthen and develop the students' ability to analyze and understand, evaluate and manage brands in highly competitive & complex marketing platforms & eventually giving them an edge in managing their Brand Personality & Identity.	Product & Brand Management	Creating
79	M410022.1	To equip students with fundamental concepts and tools to understand the role of Operations analytics in organisations	Operations Analytics	Remembering
80	M410022.2	To learn various analytical techniques applied in complex real life situations ..	Operations Analytics	Understanding
81	M410022.3	To be able to scale up an academic model to workable practical model by carrying the process of analytical framework.	Operations Analytics	Applying
82	M410022.4	To apply basic analytical tools in a spreadsheet environment	Operations Analytics	Applying
83	M410022.5	To effectively use and interpret analytic models and results for making better business decisions	Operations Analytics	Analyzing
84	M410022.6	To be able to view analytics from descriptive ,prescriptive and predictive perspectives	Operations Analytics	Evaluating
85	M210033.1	To understand the concept and methodology of financial modelling and to strengthen concepts of Excel to be used in modelling	Financial Modeling	Understanding
86	M210033.2	To understand the basic tools of financial modelling	Financial Modeling	Understanding

87	M210033.3	To understand the practical applications of basic financial functions, Excel in equity research Modelling, Report Writing Skills	Financial Modeling	Applying
88	M210033.4	Learn the different aspects and nuances required for project assessment, planning and funding, portfolio allocation situations and the importance of diversifications understand BETA and its calculation based on real data	Financial Modeling	Evaluating
89	M310010.1	Students should be able to assess and evaluate the roles of training in the organization	Training & Development	Understanding
90	M310010.2	Students should be able to assess various learning styles in the organization and decide its application to business context	Training & Development	Understanding
91	M310010.3	Students should be able to compute training budgets, developing training modules apply knowledge based on the organizational needs	Training & Development	Applying
92	M310010.4	Students should be able to assess and suggest need assessment and competency mapping suitable to the organization	Training & Development	Applying
93	M310010.5	Students should be able to calculate and practice training cost and return of training	Training & Development	Evaluating
94	M310010.6	Students should be able to demonstrate and illustrate presenting skills and training administration	Training & Development	Evaluating

95	M310023.1	Students should be able to list the different applications of HR Planning across organizations	HR Planning and Application of Technology in HR	Remembering
96	M310023.2	Students should be able to relate the learning to the applications in the respective domains of the organizations.	HR Planning and Application of Technology in HR	Understanding
97	M310023.3	Students should be able to apply various frameworks to the system to analyze solutions leading to organizational development	HR Planning and Application of Technology in HR	Applying
98	M310023.4	Students should be able to understand how application of technology aids in developing a better and more efficient HR system	HR Planning and Application of Technology in HR	Understanding
99	M310023.5	Students should be able to relate application of technology in HR to Human resource Planning	HR Planning and Application of Technology in HR	Analyzing
100	P210013.1	To understand the process and set of procedures to be applied in Corporate Restructuring	Merger, Acquisition	Understanding
101	P210013.2	To learn to make strategic decisions in M&A to enhance a company's growth	Merger, Acquisition	Applying

102	P210013.3	Ability to calculate the value of a company and analyze it into M&A deal such as Stock & Cash Deal, Corporate Restructuring, LBO Valuations, Brand Valuations, Capital Budgeting decision and others	Merger, Acquisition	Evaluating
103	M410016.1	To understand the concepts of basic project management and project framework and to identify the importance of organizational structure in organizations involved in execution of projects	Project Management (UA)	Understanding
104	M410016.2	To understand the network diagram ,critical path ,time and cost estimates and concepts of crashing network	Project Management (UA)	Applying
105	M410016.3	To explain the need to identify , classify , quantify and respond to risks in projects ,make resource charts and finding the probability of completion of projects .	Project Management (UA)	Analyzing
106	M410016.4	To understand organisation structure ,flow of authority and responsibility , team development model ,sources of conflict and conflict resolution	Project Management (UA)	Understanding
107	M410016.5	To understand organisation structure ,flow of authority and responsibility , team development model ,sources of conflict and conflict resolution	Project Management (UA)	Evaluating

108	M410016.6	To understand concepts of earned value in projects and prepare / create revised estimates of cost and time	Project Management (UA)	Creating
109	P210015.1	1. Understand risk assessment, collaterals & margins in lending.	Credit & NPA Management	Understanding
110	P210015.2	2. Credit appraisal & monitoring of advances	Credit & NPA Management	Applying
111	P210015.3	3. NPA causes & management	Credit & NPA Management	Applying
112	P210015.4	4. Basel Norms & provisioning	Credit & NPA Management	Applying
113	P210015.5	5. Securitization & Asset Reconstruction Companies	Credit & NPA Management	Understanding
114	P410002.1	To explain the need for ERP ,its evolution ,scope and benefits of implementation . To identify the importance of process , procedure/process automation and information integration in ERP .	ERP & SCM	Understanding
115	P410002.2	To identify the various business functions in an ERP environment , the core processes in each function ,interrelationships and interdependencies between the various core processes .	ERP & SCM	Analyzing

116	P410002.3	To understand and evaluate the mapping of various functions and the core processes in an ERP software as implemented in an organisation	ERP & SCM	Evaluating
117	P410002.4	To explain the concept of Supply chain in an organisational setting and to explain the principles ,physical features , and relationships within a resilient supply chain To identify risks , strategic alliances and international issues in supply chain	ERP & SCM	Applying
118	P410002.5	To identify the importance of business continuity management and how to overcome the business continuity risk inherent in any business venture	ERP & SCM	Remembering
119	P410002.6	To explain supply chain performance measures ,steps and assessment methodology , world class performance measures .	ERP & SCM	Understanding
120	P110009.1	Students should be able to define and recognize the marketing communication concept, tools and their practical application	Integrated Marketing Communication	Understanding
121	P110009.2	Students should be able to identify the advertising objectives and illustrate the creatives of a firm	Integrated Marketing Communication	Analyzing

122	P110009.3	Students should be able to prepare and propose a media plan and design publicity campaign	Integrated Marketing Communication	Applying
123	P110009.4	Students should be able to construct and organize the event ,promotion, personal selling , and direct marketing campaigns, and evaluate IMC programs	Integrated Marketing Communication	Creating
124	P110009.5	The students should be able to design and prepare social media campaign and apply ecommerce and digital marketing concepts	Integrated Marketing Communication	Creating
125	P110009.6	The students should be able to integrate and construct the integrated digital marketing campaign	Integrated Marketing Communication	Creating
126	P710015.1	Students should be able to use cluster analysis to analyze and able to group variables in groups based on similarity of behavior	Multivariate Statistical Analysis for Understanding Complex Data	Analyzing
127	P710015.2	Students should be able to use factor analysis and correspondence analysis to analyze and interpret the factors underlying some variables and reduce the number of variables	Multivariate Statistical Analysis for Understanding Complex Data	Analyzing

128	P710015.3	Students should be able to use discriminant analysis to analyze and develop model to predict a categorical variable which depends upon multiple variables which are either categorical or numerical	Multivariate Statistical Analysis for Understanding Complex Data	Analyzing
129	P710015.4	Students should be able to use MANOVA and canonical correlation to analyze and understand the behavior of a numerical variable which depends upon other numerical variables	Multivariate Statistical Analysis for Understanding Complex Data	Understanding
130	P710015.5	Students should be able to use conjoint analysis to analyze and find how customers make decisions and how do they value products and services	Multivariate Statistical Analysis for Understanding Complex Data	Analyzing
131	P710015.6	Students should be able to use multi-dimensional scaling to analyze and visualize to reduce the complexity of a data set by reducing the number of dimensions	Multivariate Statistical Analysis for Understanding Complex Data	Analyzing
132	P310009.1	: Student should able to recall theoretical concept while developing Performance appraisal form and understand the management issues that impact the organization	Performance Management System	Understanding

133	P310009.2	#NAME?	Performance Management System	Evaluating
134	P310009.3	#NAME?	Performance Management System	Analyzing
135	P310009.4	Students should able to differentiate between performance management and performance appraisal and should able to demonstrate the effective verbal skills during the PMS cycle	Performance Management System	Creating
136	P310009.5	Students should able to identify the different performance appraisal techniques that can be used by organizations and should be effectively demonstrate through written and verbal communication as HR professional in organization	Performance Management System	Applying
137	P310009.6	Student should able to evaluate the advantages and disadvantages of different performance appraisal techniques and take decision as PMS Administrator	Performance Management System	Remembering

138	M410023.1	<p>Students should be able to understand the importance of materials management function activities and its strategic implication on organization performance. Students should be acquainted with the integrated approach of materials management. They should also understand the procedures and documentation for disposal of scrap/ surplus/ obsolete.</p>	Materials Management	Remembering
139	M410023.2	<p>Students should be able to Comprehend concepts of purchasing and procurement activities and international procurements in order to develop a better and more efficient Materials management system. Also they should be able to interpret classification of materials and types of inventories to understand how industry give selective importance to specific materials.</p>	Materials Management	Understanding
140	M410023.3	<p>Students should be able to apply various methods of materials planning its impact on financial performance.</p>	Materials Management	Applying

141	M410023.4	Students should be able to analyze the prices by using forecasting methods. They should also be able to analyze and control over the materials by using concepts of store management, centralization and decentralization and codification which helps in leading to organizational development	Materials Management	Analyzing
142	M410023.5	Students should be able to develop and evaluate vendors in making decision of supplier's selection. They should be able to evaluate the situation of make or buy decision and standardization vs variety reduction, stock verification and materials handling.	Materials Management	Evaluating
143	M410023.6	Students should be able to understand the importance of the need to have ethical approach in materials management and handling purchase activities like ethics in buying , backdoor selling	Materials Management	Understanding
144	P210016.1	Understand the different types of fixed income securities, their characteristics and risk associated while investing in them	Advanced Fixed Income Analytics	Understanding
145	P210016.2	Explain interest rate derivatives to learn how to manage risk to suitable decisions	Advanced Fixed Income Analytics	Applying

146	P210016.3	Compute value of corporate bonds and different yields to gain an overview of portfolio construction for investment purpose	Advanced Fixed Income Analytics	Analyzing
147	P210016.4	Examine the characteristics of mortgage loan and mortgage backed securities to understand the methods used in industry for decision making	Advanced Fixed Income Analytics	Understanding
148	M310006.1	Students should be able to understand the concept of Reward Strategies and examine various context of Reward Strategies Students to differentiate Compensation from Total Rewards	Compensation and Benefits	Understanding
149	M310006.2	Students should be able to define the elements of rewards. Understand elements of compensation structure. learning to Cost the CTC of each element of Compensation Structure	Compensation and Benefits	Understanding
150	M310006.3	Students should be able to understand Inflation, Dearness Allowance & Consumer Price Index. Understanding PF, Gratuity, Bonus, Pension Act, income tax and ESOPs when designing CTC and pay for improved effectiveness of organization.	Compensation and Benefits	Understanding

151	M310006.4	Students should be able to justify variable pay for performance i.e performance appraisal, variable pay, team incentives and benefits with increased motivation of employees. Also understand Equity compensation Plan	Compensation and Benefits	Analyzing
152	P110001.1	Students will learn to identify their customers and their needs, wants and desires for various product & services of their organizations	Marketing Management	Understanding
153	P110001.2	Students will Learn to identify and evaluate market opportunities that the organization can capture by using statistical technique & research methodology to make strategic decision.	Marketing Management	Evaluating
154	P110001.3	Students will be able to create, communicate, and capture customer value by offering right product, at the right time, at the right price & at the right place.	Marketing Management	Applying
155	P110001.4	Students will be able to use statistical technique & research methodology to make strategic decision	Marketing Management	Creating
156	P110001.5	Students will Develop the skills needed to analyze and understand complex marketing situation in the global market	Marketing Management	Analyzing
157	P110001.6	Differentiate between ethical & unethical actions of the marketing area.	Marketing Management	Evaluating

158	M510003.1	To understand the introduction, Meaning and Definition of Database, Database Environment	Database Management System	Understanding
159	M510003.2	To understand the Data Models : The importance of data models, Basic building	Database Management System	Analyzing
160	M510003.3	To understand applications of Database Management System(DBMS)	Database Management System	Understanding
161	M510003.4	To understand the Relational Database Management System(RDBMS)	Database Management System	Understanding
162	M510003.5	To understand the Object-Relational Database Management System(ORDBMS)	Database Management System	Understanding
163	M510003.6	Overview of Structured Query Language and application DBMS to business	Database Management System	Applying
164	P410020.1	Knowledge ::To Identify the core features of the operations and production management function at the operational and strategic levels, specifically the relationship between people, process, technology, productivity and quality and how it contributes to the competitiveness of the firms	Operations Management	Remembering

165	P410020.2	To explain the various parts of the operations and production management processes and their interaction with other business functions (Strategy, engineering, finance, marketing, HRM, project management & innovation) which enables them to have effective decision making in cross functional area.	Operations Management	Understanding
166	P410020.3	Students will develop an integrated framework for strategic thinking and decision making to analyze the enterprise as a whole with a specific focus on the wealth creation processes to enhance net worth of the organization.	Operations Management	Analyzing
167	P410020.4	Students will be able to develop the ability to identify operational methodologies to assess and improve an organizations performance. To gather, organize and deploy evidence, data and information to make decision. To develop the skills of insight and critical evaluation to optimize the cost & to increase the efficiency and improve an organization performance.	Operations Management	Applying
168	M510005.1	Student should know about the importance of big data and analytics and its use cases	Big Data	Understanding
169	M510005.2	Student should know about the upstream part of analytics	Big Data	Understanding

170	M510005.3	Student should know about the downstream part of analytics	Big Data	Understanding
171	P210014.1	Student will be able to understand the different investment avenues, financial planning and the different category of investors	Wealth Management	Understanding
172	P210014.2	students will be able to do wealth management of different client categories as HNI, mass affluent	Wealth Management	Applying
173	P210014.3	students will be able to understand the different wealth management account structures	Wealth Management	Understanding
174	P210014.4	Students will be able to do the asset allocation after proper risk analysis and diversification	Wealth Management	Analyzing
175	M510007.1	Understand in details software development process with issues / challenges in analysis, design, implementation, maintenance	Software Engineering	Understanding
176	M510007.2	Ability to analyse, design, verify, validate, implement, apply and maintain software systems	Software Engineering	Applying

177	P710012.1	Students should be able to understand the framework of Data Mining, Machine Learning, Natural Language Processing (NLP), Information Retrieval (IR) and Knowledge management which will enable to push aside all of the non-relevant material and provide answers that is required by the organizations to increase their effectiveness.	Text Mining	Understanding
178	P710012.2	Students should be able to apply SAS text Miner to extract meanings, patterns and structures hidden in unstructured textual data for helping organizations for enhancing departmental efficiencies.	Text Mining	Applying
179	P710012.3	Students should be apply Text Analytics and Sentiment Mining to convert large quantities of unstructured data accessible and useful, thereby generating value and also delivering ROI from unstructured data management.	Text Mining	Applying
180	P710002.1	Identify the importance of SAS Business Data Analytics and programming tool that will help them for data manipulation, information storage and retrieval, descriptive statistics and reporting	Base SAS Programming Essentials	Remembering

181	P710002.2	Understand the skills learnt of Base SaS Programming in the organization in order to contribute to improve efficiency, better data gathering and reporting for better decision making.	Base SAS Programming Essentials	Understanding
182	M510001.1	Student will be able to understand various components of information Technology(i.eHardware - Software , Database, Networking, Communication Technology)with its application and usage.	IT Skills for Management and Technology Platform	Understanding
183	P110013.1	The students after successfully completing the course will be able to identify, relate and reproduce the complex body of knowledge pertaining to product & Brand which will help them in assessing the macro & micro business environment of their organizations.	Brand Management	Understanding
184	P110013.2	The graduates of the course will be better equipped to analyze, review and discuss the underlying dimensions affecting cross- cultural consumer behavior making them an effective manager in dealing with their brand portfolio	Brand Management	Evaluating

185	P110013.3	Student will be able to increase customer value through innovative product process, which will enable them to evaluate various criteria's of increasing customer satisfaction by various market offerings of their brand	Brand Management	Creating
186	P110013.4	It provides students with the requisite Branding strategies making them skilled enough to understand their Brand extensions	Brand Management	Applying
187	P110013.5	This course aims to strengthen and develop the students' ability to analyze and understand, evaluate and manage brands in highly competitive & complex marketing platforms & eventually giving them an edge in managing their Brand Personality & Identity	Brand Management	Applying
188	P710014.1	Define the visualization tool to help organisation to analyze particular business situations	Visual Analytics	Remembering
189	P710014.2	Analyse the data using visualization techniques via good communication skills	Visual Analytics	Analyzing
190	P710014.3	Predict and summarize the business using data that impact an organization	Visual Analytics	Creating
191	P210020.1	To define the different types of Excel functions to improve Excel proficiency	Financial Modelling Using Excel	Understanding

192	P210020.2	To explain different valuation models.	Financial Modelling Using Excel	Analyzing
193	P210020.3	To compute value of company shares and bonds and apply various frameworks to analyse particular business situations	Financial Modelling Using Excel	Evaluating
194	P210020.4	To examine the characteristics of equity report writing on the basis of financial modeling to understand the methods used in industry for decision making and exhibit ability to understand management issues from international perspective	Financial Modelling Using Excel	Creating
195	P410001.1	Exhibit capacity to understand various issues that influence or impact an organization	Operations Research	Understanding
196	P410001.2	Apply various frameworks to analyze particular business situations	Operations Research	Applying
197	P410001.3	Combine and Apply knowledge of cross functional areas of business	Operations Research	Analyzing
198	P310002.1	Students should be able to explain and describe human resource management, its scope and relations in the organizations	Human Resource Management	Understanding
199	P310002.2	Students should be able to assess manpower needs and decide selection methods	Human Resource Management	Remembering
200	P310002.3	Students should be able to assess HRIS systems and understand its application	Human Resource Management	Evaluating

201	P310002.4	Students should be able to measure how rewards are linked to various factors in organization working	Human Resource Management	Evaluating
202	P310002.5	Students should be able to assess performance management systems, organizational development, training needs and apply HR strategies in the organizations	Human Resource Management	Applying
203	P310002.6	Students should be able to demonstrate and articulate presenting skills and Human Resource Management	Human Resource Management	Evaluating
204	P610007.1	Understanding of Strategic Management so as to enable the students shoulder responsibilities in the ever changing market arena	Strategic Management	Understanding
205	P610007.2	Environmental scanning and appreciation of external and internal business environment for effective strategy formulation	Strategic Management	Applying
206	P610007.3	Application of various frame works for industry analysis to create sustainable competitive advantage for the organization	Strategic Management	Evaluating
207	P610007.4	Applying the knowledge of cross functional areas of business for multi directional, innovative ways of business growth, aligning organizational forces to achieve desired objectives	Strategic Management	Creating

208	M610004.1	To comprehend the significance and necessity of managing stakeholders enabling to get overview of the organization functioning.	Perspective Management	Understanding
209	M610004.2	To explain the relationships between organizational mission, goals, and objectives	Perspective Management	Applying
210	M610001.1	To define the importance of micro and macro economics, gaining knowledge to recognize its fundamental concepts, to be linked with various streams of management.	Managerial Economics	Understanding
211	M610001.2	To enable students to explain the different cost concept involved in the business to design the cost optimization procedure of a firm, thus comprehend the firm to facilitate in optimizing profitability.	Managerial Economics	Understanding
212	M610001.3	Students should be able to draw the state of equilibrium of the market through interaction of demand and supply through numerical approach for better application in different business situation, and adoption of effective decision in cross functional areas of business.	Managerial Economics	Applying

213	M610001.4	Analyse the various market competition and apply the concept of pricing to find some unique solutions to the business problem in order to evaluate its competitive advantage in different business situation	Managerial Economics	Analyzing
214	M610001.5	Formulate the procedure of project evaluation through risk analysis to lead to correct business decision synthesizing the micro and the macro business environment of the organization.	Managerial Economics	Evaluating
215	M610001.6	Evaluate the business scenario and choose the right measure in cross functional areas of Business.	Managerial Economics	Creating
216	P110021.1	Exhibit capacity to assess macro and micro business environment of an organization	E Commerce Marketing	Understanding
217	P110021.2	Exhibit capacity to understand management issues that impact an organization	E Commerce Marketing	Understanding
218	P110021.3	Apply various frameworks to analyze particular business situations	E Commerce Marketing	Evaluating
219	P110021.4	Demonstrate Creative ways to find unique solutions to business problems	E Commerce Marketing	Analyzing

220	P110021.5	Combine and Apply knowledge of cross functional areas of Business	E Commerce Marketing	Applying
221	P210018.1	1. Understand the role the treasury plays in financial institutions including those of the front office, middle office, and back office.	Treasury Managemen t	Understanding
222	P210018.2	3. Discuss treasury issues such as management of the balance sheet, liquidity risk, settlement and pre-settlement credit risk, interest rate risk, and foreign exchange exposure.	Treasury Managemen t	Applying
223	P210018.3	4. Understand the implications of the Basel III accords on asset and liability management.	Treasury Managemen t	Understanding
224	P210018.4	5. Describe the controls and measures in treasury management to protect against overexposure, errors, and fraud, manage conflicts of interest, and other issues.	Treasury Managemen t	Understanding
225	M210006.1	Student will be able to understand the concept of fundamental analysis of a company	Analysis of Financial Statement	Understanding
226	M210006.2	Student will be able to calculate the different ratios from income statement and interpret the performance of a company	Analysis of Financial Statement	Analyzing
227	M210006.3	Student will identify different component of cash flow statement and will prepare cash flow statement from income statement	Analysis of Financial Statement	Applying

228	M210006.4	Student will be able to understand the concept of fundamental analysis of a company	Analysis of Financial Statement	Understanding
229	M210006.5	Student will be able to calculate the different ratios from income statement and interpret the performance of a company	Analysis of Financial Statement	Analyzing
230	M210006.6	Student will identify different component of cash flow statement and will prepare cash flow statement from income statement	Analysis of Financial Statement	Applying
231	M210006.7	Student will be able calculate the free cash flow to firm and find the valuation of the firm	Analysis of Financial Statement	Analyzing
232	M210006.8	Student will understand the concept of EVA and MVA and calculate the same from available data.	Analysis of Financial Statement	Applying
233	M210006.9	Student will be able calculate the free cash flow to firm and find the valuation of the firm	Analysis of Financial Statement	Analyzing
234	M210006.10	Student will understand the concept of EVA and MVA and calculate the same from available data.	Analysis of Financial Statement	Evaluating
235	M110001.1	Apply knowledge of management theories and practices to solve business problems.	Marketing Management	Applying
236	M110001.2	Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business	Marketing Management	Understanding

237	M110001.3	Students will Learn to identify and evaluate market opportunities that the organization can capture by using statistical technique & research methodology to make strategic decision.	Marketing Management	Evaluating
238	M110001.4	Students will be able to create, communicate, and capture customer value by offering right product, at the right time, at the right price & at the right place.	Marketing Management	Creating
239	M110001.5	Students will Develop the skills needed to analyze and understand complex marketing situation in the global market	Marketing Management	Analyzing
240	M110001.6	Students will learn to identify their customers and their needs, wants and desires for various product & services of their organizations	Marketing Management	Remembering
241	M110001.7	Students will be able to create, communicate, and capture customer value by offering right product, at the right time, at the right price & at the right place.	Marketing Management	Creating
242	M310002.1	Students should be able to explain and describe human resource management, its scope and relations in the organizations	Human Resource Management	Understanding
243	M310002.2	Students should be able to identify personnel functions and policies and translate them to executing proper policies	Human Resource Management	Evaluating

244	M310002.3	Students should be able to assess manpower needs and decide selection methods	Human Resource Management	Evaluating
245	M310002.4	Students should be able to measure motivation and decide suitable motivation measures in the organisation	Human Resource Management	Remembering
246	M310002.5	Students should be able to assess performance management systems, organizational development, training needs and apply HR strategies in the organizations	Human Resource Management	Applying
247	M310002.6	1A: Exhibit capacity to assess macro and micro business environment of an organization:	Human Resource Management	Understanding
248	M610005.1	Exhibit capacity to understand management issues that impact an organization	Business Research Methods	Understanding
249	M610005.2	Evaluate a business case from various managerial perspectives.	Business Research Methods	Applying
250	M610005.3	Demonstrate Creative ways to find unique solutions to business problems	Business Research Methods	Applying
251	M210003.1	Students understand the analytical framework for decision making	Financial Management	Understanding
252	M210003.2	Student appraise and forecast the performance of business	Financial Management	Applying
253	M210003.3	Students analyze and interpret the financial statements	Financial Management	Analyzing

254	M610016.1	To define the importance of micro and macro environment of business, thus should acquire knowledge to recognize its fundamental concepts, to be linked with various domain of management application	Business Environment	Understanding
255	M610016.2	To enable students to explain the PASTEL, STEEPLE environment of business to understand business environment so as to comprehend the best policy firm can adopt to facilitate in optimizing profitability.	Business Environment	Remembering
256	M610016.3	Students should be able to draw the state of current and contemporary trade policy and practices, and its application in different business situation, and adoption of effective decision in cross functional areas of business.	Business Environment	Applying
257	M610016.4	Analyse the various macro-economic parameters and apply policy keeping in mind its impact on firms strategic decision to gain sustainable competitive advantage in different business situation	Business Environment	Analyzing
258	M610016.5	Formulate effective business decision synthesizing the micro and the macro business environment of the organization.	Business Environment	Creating
259	M610016.6	Evaluate the business scenario and choose the right measure in cross functional areas of Business.	Business Environment	Evaluating

260	P310014.1	Exhibit capacity to assess macro and micro business environment of an organization	High Performance Leadership	Understanding
261	P310014.2	Evaluate a business case from various managerial perspectives	High Performance Leadership	Evaluating
262	P310014.3	Combine and Apply knowledge of cross functional areas of Business	High Performance Leadership	Applying
263	P210006.1	The students should know the basic meaning of cost, cost accounting and costing and they can easily classify the cost in to various types of cost for eg. Material, Labour and overheads.	Cost & Management Accounting	Understanding
264	P210006.2	The students should be able to understand cost sheet preparation for work out the cost of manufacturing the product and services. They can easily get the idea of process wise costing and job wise costing	Cost & Management Accounting	Applying
265	P210006.3	Students should be able to solve the real life managerial problem with the help of theory and practical knowledge.	Cost & Management Accounting	Applying
266	P210006.4	The students should be able to estimate the company's efficiency in term of its cost and operation and cost through the analysis of various techniques.	Cost & Management Accounting	Analyzing

267	P210006.5	The students should be able to judge the cost optimization techniques and try to increase the sales revenue to increase company worth.	Cost & Management Accounting	Applying
268	P210006.6	The student should be able to measure, manage and analyse the performance of a company and according to that they can use the cost reduction techniques	Cost & Management Accounting	Analyzing
269	M210002.1	Students will be able to understand the concept of Cost and Management Accounting Created	Cost & Management Accounting	Understanding
270	P710003.1	Student will be able to identify the importance of SAS Business Data Analytics and SAS Data Integration Studio for the organization to integrate the data across various sources and utilize in the improved data analysis, explore knowledge and better decision making	Data Integration Techniques	Understanding
271	P710003.2	Student will be able to apply the skills learnt of Data Integration to the organization in order to contribute to improve its efficiency and better data analysis and decision making.	Data Integration Techniques	Applying
272	P110024.1	To describe the current marketing trends and critically evaluate contemporary and/or emerging marketing perspectives.	Emerging Trends in Mktg	Understanding

273	P110024.2	To be able to examine the company's competitive advantages and build cost-effective marketing strategies around them.	Emerging Trends in Mktg	Analyzing
274	P110024.3	To demonstrate an advanced level of understanding of marketing and a capacity to make deeper connections with and among contemporary and emerging marketing knowledge, concepts and practices.	Emerging Trends in Mktg	Applying
275	M310029.1	Students should be able to articulate and discuss the history, main concepts, and theories of the field of Organization Development	OD and Change Management	Understanding
276	M310029.2	Students should be able to experience the emotions and dynamics of change, resistance to change and articulate the reasons behind such dynamics	OD and Change Management	Applying
277	M310029.3	Students should be able to understand role and responsibility and dilemma faced by OD Practitioner.	OD and Change Management	Analyzing
278	M310029.4	Students should be able to articulate and discuss the process of Change Management with particular attention to the logic behind the stages of the process.	OD and Change Management	Evaluating
279	M310029.5	Students should gain the ability to implement tools of intervention to effectively bring about major change in a way that gains support of organization members.	OD and Change Management	Creating

280	P210024.1	Knowledge: Define: Student should be able to define management control system and financial goal setting of the businesses.	Strategic Cost Management	Analyzing
281	P210024.2	Knowledge: Recall: Student should be able to recall the concepts of analysis of management control system which is to be applied for computation of business decision making evaluation.	Strategic Cost Management	Analyzing
282	P210024.3	Analysis: Calculate: Student should be able to compute the various techniques and tools for the formulation of strategy and taking corrective measure.	Strategic Cost Management	Analyzing
283	P210024.4	Analysis: Compare: Student should be able to estimate through different methods which would help the firm choose the unique solution to these business situations.	Strategic Cost Management	Understanding
284	P210024.5	Evaluation: Predict: Student should be able to predict the solution of the firm for the future period which would benefit the firm under different situations such as assigning responsibility, measuring the ROI etc.	Strategic Cost Management	Evaluating
285	P210024.6	Understand: To Know: Student should be able to know in detail the concept, its applications and different measurement for taking necessary action	Strategic Cost Management	Understanding

286	M210001.1	Students should be able to apply the principles and concepts of accounting and recall its significance in decision making process	Financial Accounting	Applying
287	M210001.2	Students should be able to explain the various steps in classifying, recording and analyzing the transactions process	Financial Accounting	Analyzing
288	M210001.3	Students should be able to prepare the financial statements for the organizations with the help of Journal, ledger and trial balance	Financial Accounting	Understanding
289	M210001.4	The students will be able to evaluate & interpret the accounting standards used for the preparation of financial statements in a uniform manner. Also understand the fixed assets accounting and cost accounting	Financial Accounting	Evaluating
290	M210001.5	The students should able to assess the ethical issues in accounting for sustainability purpose.	Financial Accounting	Analyzing
291	P210002.1	Students should be able to apply the principles and concepts of accounting and recall its significance in decision making process	Financial Accounting	Applying
292	P210002.2	Students should be able to explain the various steps in classifying, recording and analyzing the transactions process	Financial Accounting	Analyzing
293	P210002.3	Students should be able to explain the various steps in classifying, recording and analyzing the transactions process	Financial Accounting	Understanding

294	P210002.4	The students will be able to evaluate & interpret the accounting standards used for the preparation of financial statements in a uniform manner. Also understand the fixed assets accounting.	Financial Accounting	Evaluating
295	P210002.5	The students should be able to assess the ethical issues in accounting for sustainability purpose	Financial Accounting	Analyzing
296	M510001.2	Students will be able to apply basic practical skills of information Technology(i.e.Hardware - Software , Database, Networking, Communication Technology)with its application and usage.	IT Skills for Management and Technology Platform	Applying
297	P310012.1	Students should be able to describe Human Resource as strategic Asset and understand its implication with respect to cost Vs benefit.	HR Audit	Understanding
298	P310012.2	Students should be able to combine HR scorecard with Balance scorecard in greater perspective in an organization for strategic implications.	HR Audit	Applying
299	P310012.3	Students should be able to design HR Audit process for any organization	HR Audit	Analyzing
300	P310012.4	Students should be able to compute the final score and suggest area of improvement.	HR Audit	Creating

301	P710013.1	Student will be able to identify the importance of Hadoop ecosystem for the organization to integrate the data across various sources of diverse types, parallel processing, distributed computing environment and components of Hadoop architecture and its allied projects.	SAS Hadoop Interface	Understanding
302	P710013.2	Student will be able to apply the skills for data processing and analysis learnt out of the course in the form of Map Reduce programming, Hive, Pig, Hbase projects for better insight on structured, semi-structured and unstructured data for better decision making.	SAS Hadoop Interface	Applying
303	P710007.1	Knowledge: Memorize:--To learn and memorize R programming terminologies through discussion and lab practical which will enable to develop programs for statistical analysis for their organizations	R Programming	Understanding
304	P710007.2	To apply R programming terminologies to create R programs for helping organizations for enhancing departmental efficiencies	R Programming	Applying
305	P710007.3	To learn to write R programs to create linear and logistic models and apply these models in areas like marketing, finance, operations and HR.	R Programming	Analyzing

306	P110025.1	Application: Business and marketing plan writing and Industry Analysis	Marketing Applications & Practices	Applying
307	P110025.2	Application: configuring marketing mix for various target groups.	Marketing Applications & Practices	Applying
308	M410001.1	CLO 1: To Identify the core features of the operations and production management function at the operational and strategic levels, specifically the relationship between people, process, technology, productivity and quality and how it contributes to the competitiveness of the firms.	Operation Management	Understanding
309	M410001.2	CLO 2 : To explain the various parts of the operations and production management processes and their interaction with other business functions (Strategy, engineering, finance, marketing, HRM, project management & innovation) which enables them to have effective decision making in cross functional area.	Operation Management	Applying

310	M410001.3	CLO 3 : Students will develop an integrated framework for strategic thinking and decision making to analyze the enterprise as a whole with a specific focus on the wealth creation processes to enhance net worth of the organization.	Operation Management	Analyzing
311	M410001.4	CLO 4 : Students will be able to develop the ability to identify operational methodologies to assess and improve an organizations performance. To gather, organize and deploy evidence, data and information to make decision. To develop the skills of insight and critical evaluation to optimize the cost & to increase the efficiency and improve an organization performance.	Operation Management	Creating
312	P610016.1	Exhibit capacity to understand management issues that impact an organization	Research Methodology	Understanding
313	P610016.2	Evaluate a business case from various managerial perspectives	Research Methodology	Evaluating
314	P610016.3	Demonstrate Creative ways to find unique solutions to business problems	Research Methodology	Applying
315	P210003.1	Students should have a conceptual and analytical framework for decision making	Financial Management	Analyzing
316	P210003.2	Students should be able to Appraise & Forecast the Performance of Business	Financial Management	Applying

317	P210003.3	Students should be able to understand the concept of Time Value of Money & it's applications	Financial Management	Understanding
318	P210003.4	Understand the Investment Decisions, Financing Decisions & Dividend decisions	Financial Management	Understanding
319	P210003.5	Students should be able to analyze and interpret the financial statements	Financial Management	Analyzing
320	P110022.1	Customer data analysis: Students will learn and implement the various steps needed to obtain insights from customer data analysis. These steps include defining research problems, collecting and managing customer data, conducting appropriate analyses, and interpreting analytic results for marketing insights.	Marketing Analytics I	Understanding
321	P110022.2	Theories on customer analytics: Students will learn analytical and customer theories to apply appropriate analysis techniques to given research problems and types of customer data.	Marketing Analytics I	Understanding
322	P110022.3	Critical thinking: Student will develop the ability to critically evaluate business problems and to determine the most appropriate analytical technique.	Marketing Analytics I	Evaluating

323	P110022.4	Strategic thinking: Students will demonstrate how to gain insight from the analysis of data and to recommend an appropriate course of action based on empirical evidence.	Marketing Analytics I	Creating
324	P110022.5	Customer data analysis software: Students will learn a statistical software package appropriate to handling customer data, for example SAS	Marketing Analytics I	Remembering
325	M510017.1	To gain an understanding of relevant statistical tools applicable for Business Analytics.	Business Analytics	Understanding
326	M510017.2	To learn data mining techniques using Excel and R.	Business Analytics	Applying
327	M510017.3	To evaluate various models of Business Analytics.	Business Analytics	Evaluating
328	P110023.1	Customer data analysis: Students will learn and implement the various steps needed to obtain insights from customer data analysis. These steps include defining research problems, collecting and managing customer data, conducting appropriate analyses, and interpreting analytic results for marketing insights.	Marketing Analytics II	Understanding
329	P110023.2	Theories on customer analytics: Students will learn analytical and customer theories to apply appropriate analysis techniques to given research problems and types of customer data.	Marketing Analytics II	Understanding

330	P110023.3	Critical thinking: Student will develop the ability to critically evaluate business problems and to determine the most appropriate analytical technique.	Marketing Analytics II	Remembering
331	P110023.4	Strategic thinking: Students will demonstrate how to gain insight from the analysis of data and to recommend an appropriate course of action based on empirical evidence.	Marketing Analytics II	Creating
332	P110023.5	Customer data analysis software: Students will learn a statistical software package appropriate to handling customer data, for example SAS	Marketing Analytics II	Remembering
333	P710001.1	Demonstrate the ability to apply fundamental concepts in exploratory data analysis	Business Statistics *	Applying
334	P710001.2	Demonstrate an understanding of the basic concepts of probability and random variables	Business Statistics *	Understanding
335	P710001.3	Understand the concept of the sampling distribution of a statistic, and in particular describe the behaviour of the sample mean.	Business Statistics *	Understanding
336	P710001.4	Understand the foundations for classical inference involving confidence intervals and hypothesis testing.	Business Statistics *	Understanding
337	P710001.5	Apply inferential methods relating to the means of Normal distributions.	Business Statistics *	Applying

338	P710001.6	Apply and interpret basic summary and modelling techniques for bivariate data and use inferential methods in the context of simple linear models with Normally distributed errors	Business Statistics *	Applying
339	P710001.7	Interpret and analyse data that may be displayed in a two—way table	Business Statistics *	Analyzing
340	M610002.1	To understand the role of statistics in decision making process in the face of uncertainty and risk	Business Statistics	Understanding
341	M610002.2	To explore how statistics can be used to describe and summarize the data	Business Statistics	Understanding
342	M610002.3	To explore how statistics can be used to draw inferences about the population from the sample	Business Statistics	Understanding
343	M610002.4	To explore how statistics can be used in bivariate analysis	Business Statistics	Understanding
344	M610002.5	To analyze practical problem using probability distributions	Business Statistics	Applying
345	M610002.6	To explore how statistics can be used in predictive analytics	Business Statistics	Applying
346	M110024.1	Exhibit capacity to assess macro and micro business environment of an organization	Digital Marketing	Understanding
347	M110024.2	Demonstrate Creative ways to find unique solutions to business problems	Digital Marketing	Evaluating
348	M110024.3	Combine and Apply knowledge of cross functional areas of Business	Digital Marketing	Applying

349	M110024.4	Evaluate a business case from various managerial perspectives	Digital Marketing	Analyzing
350	P110012.1	Exhibit capacity to assess macro and micro business environment of an organization	Digital & Social Media Marketing	Understanding
351	P110012.2	Demonstrate Creative ways to find unique solutions to business problems	Digital & Social Media Marketing	Evaluating
352	P110012.3	Combine and Apply knowledge of cross functional areas of Business	Digital & Social Media Marketing	Applying
353	P110012.4	Evaluate a business case from various managerial perspectives	Digital & Social Media Marketing	Analyzing
354	P710001.8	Constructing Non linear regression models	Business Statistics *	Creating
355	M110028.1	Students should be able to define and recognize the marketing communication concept, tools and their practical application	Integrated Marketing Communications	Applying
356	M110028.2	Students should be able to identify the advertising objectives and illustrate the creatives of a firm	Integrated Marketing Communications	Understanding
357	M110028.3	Students should be able to prepare and propose a media plan and design publicity campaign	Integrated Marketing Communications	Evaluating

358	M110028.4	Students should be able to construct and organize the event ,promotion, personal selling , and direct marketing campaigns, and evaluate IMC programs	Integrated Marketing Communications	Applying
359	M110028.5	The students should be able to design and prepare social media campaign and apply ecommerce and digital marketing concepts	Integrated Marketing Communications	Applying
360	M210002.2	Students will be able to implement as well as analyze the techniques of cost and management accounting and interpret the performance of a company	Cost & Management Accounting	Analyzing
361	M210002.3	Foster Analytical and critical thinking abilities for data-based decision making. pply knowledge of management theories and practices to solve business problems	Cost & Management Accounting	Analyzing
362	M210002.4	Students should be able to solve the real life managerial problem with the help of theory and practical knowledge	Cost & Management Accounting	Applying
363	M210002.5	The students should be able to judge the cost optimization techniques and try to increase the sales revenue to increase company worth.	Cost & Management Accounting	Evaluating
364	P410037.1	To equip students with fundamental concepts and tools to understand the role of Supply Chain Analytics in organisations	Supply Chain Analytics	Remembering
365	P410037.2	To learn various analytical techniques applied in complex real life situations ..	Supply Chain Analytics	Understanding

366	P410037.3	To be able to scale up an academic model to workable practical model by carrying the process of analytical framework.	Supply Chain Analytics	Applying
367	P410037.4	To apply basic analytical tools in a spreadsheet environment	Supply Chain Analytics	Applying
368	P410037.5	To effectively use and interpret analytic models and results for making better business decisions	Supply Chain Analytics	Analyzing
369	P410037.6	To be able to view analytics from descriptive ,prescriptive and predictive perspective	Supply Chain Analytics	Evaluating
370	M210030.1	.Evolution & development of banking in India	Commercial Banking	Understanding
371	M210030.2	Nature & risks in banking business	Commercial Banking	Applying
372	M210030.3	Resolution of NPAs in banking	Commercial Banking	Applying
373	M210030.4	Digital banking & forward path	Commercial Banking	Applying
374	M510007.3	Help students develop skills that will enable to construct high quality software and reliability	Software Engineering	Creating
375	M410002.1	Knowledge:: To identify typical applications of Operations Research. To develop an insight into Operations Research methodology.	Operations Research	Remembering
376	M410002.2	To understand the need of using operations research – a quantitative approach for effective decision making.	Operations Research	Understanding

377	M410002.3	To develop the skills of insight and critical evaluation to optimize the cost and to increase the efficiency and improve an decision making ability.	Operations Research	Analyzing
378	M410002.4	Students will be able to develop the ability to identify operational techniques to assess and improve an decision making process To gather, organize and deploy evidence, data and information to make decision.	Operations Research	Applying
379	M410018.1	To understand the importance of service sector, Characteristics of Services, recognize the classification of services	Service Operations Management	Understanding
380	M410018.2	To enable students to understand the aspects of service delivery system, use of process flow diagrams, blueprinting, to depict the processes, Process Simulation Techniques. Students should be able to draw flow diagrams, blueprints	Service Operations Management	Applying
381	M410018.3	To understand about site selection for services, factors to be considered for site selection for various types of services; ability to develop mathematical models and interpret the solutions obtained	Service Operations Management	Analyzing

382	M410018.4	To understand the concept of yield management in services, capacity strategies for yield management, Static and Dynamic Methods, cost and implementation issues related to various strategies.	Service Operations Management	Understanding
383	M410018.5	To understand the role and importance of inventory management in services, various models of inventory management, inventory costs, implications of inaccuracies, stock outs in inventory.	Service Operations Management	Analyzing
384	M410018.6	To study the Outsourcing and off shoring of services, competitive advantages, and risks in outsourcing and off shoring, Performance measurement of Service Operations, various measures for productivity and cost, and service quality issues	Service Operations Management	Evaluating
385	M510016.1	To understand the Need and Significance of IT resource management	Managing Tech & IT Resource.	Remembering
386	M510016.2	Understand applications of Determining IT and Information System's Resource Needs and Business	Managing Tech & IT Resource.	Understanding
387	M510016.3	IT & Information Systems resources Implementation and Acceptance	Managing Tech & IT Resource.	Applying

388	M410021.1	To formulate the various points of view on specific dimensions of supply chain and evolve frameworks to make tough decisions with uncertain information	Supply Chain Management	Understanding
389	M410021.2	To interpret concepts in cases to solve problems on gamut of supply chain issues that significantly influence both the revenue generated and the cost incurred by a firm ..	Supply Chain Management	Analyzing
390	M410021.3	To determine the key factors influencing chain network decisions as effective network design decisions increase supply chain profits	Supply Chain Management	Remembering
391	M410021.4	To explain the key factors to be considered when designing a distribution network as the customer needs that are met influence the company's revenue which along with the cost of meeting the needs decide the profitability of the supply chain delivery network.	Supply Chain Management	Applying
392	P710006.1	Students will be able to understand and control DATA step processing	Base Programming DMT	Remembering
393	M410021.5	To explain the critical success factors for effectively using performance measures in supply chain management which allows companies to benchmark themselves and compare their own supply chain practice with the demonstrated best practices	Supply Chain Management	Evaluating

394	P710006.2	Students will be able to create an accumulating column and process data in groups	Base Programming DMT	Understanding
395	P710006.3	Students will be able to manipulate data with functions, also concatenate, merge and restructure tables	Base Programming DMT	Applying
396	P710038.1	Student will be able to understand and interact with the environment via the SAS Visual Analytics Hub; access and prepare data for exploration, analysis, and reporting	Data Visualization	Understanding
397	P710038.2	Students will be able to explore data using the SAS Visual Analytics Explorer	Data Visualization	Applying
398	P710038.3	Students will be able to create reports with the SAS Visual Analytics Designer	Data Visualization	Creating
399	P710038.4	Students will be using the SAS Visual Data Builder and view reports using the SAS Visual Analytics Viewer	Data Visualization	Analyzing
400	P410036.1	To formulate the various points of view on specific dimensions of supply chain and evolve frameworks to make tough decisions with uncertain information	Advanced logistics & supply Chain Management	Understanding
401	P410036.2	To interpret concepts in cases to solve problems on gamut of supply chain issues that significantly influence both the revenue generated and the cost incurred by a firm ..	Advanced logistics & supply Chain Management	Understanding

402	P410036.3	To determine the key factors influencing chain network decisions as effective network design decisions increase supply chain profits	Advanced logistics & supply Chain Management	Understanding
403	P410036.4	To determine the key factors influencing chain network decisions as effective network design decisions increase supply chain profits	Advanced logistics & supply Chain Management	Analyzing
404	P410036.5	To explain the key factors to be considered when designing a distribution network as the customer needs that are met influence the company's revenue which along with the cost of meeting the needs decide the profitability of the supply chain delivery network.	Advanced logistics & supply Chain Management	Applying
405	P710006.4	Summarize the creation, updation and manipulation of the data	Base Programming DMT	Creating
406	P310041.1	Basics of HR Analytics	HR Analytics	Understanding
407	P310041.2	Introduction to latest technologies including SPSS, Big Data	HR Analytics	Applying
408	P310041.3	Using HR Analytics for various functions of HR	HR Analytics	Applying
409	P310041.4	Different Analysis Strategies	HR Analytics	Analyzing
410	P310041.5	Ethics and Limitations while using HR Analytics	HR Analytics	Evaluating
411	P710012.4	Students should develop ability to solve complex problems in an ill-structured environment.	Text Mining	Analyzing
412	P710002.3	Apply knowledge of programming and practices to solve business problems	Base SAS Programming Essentials	Applying

413	P710002.4	Demonstrate creative ways to find different solutions to business problems	Base SAS Programming Essentials	Analyzing
414	M510004.1	To explain the need for ERP ,its evolution ,scope and benefits of implementation . To identify the importance of process , procedure/process automation and information integration in ERP .	Enterprise Management System	Understanding
415	M510004.2	To identify the various business functions in an ERP environment , the core processes in each function ,interrelationships and interdependencies between the various core processes .	Enterprise Management System	Analyzing
416	M510004.3	To understand and evaluate the mapping of various functions and the core processes in an ERP software as implemented in an organisation	Enterprise Management System	Evaluating
417	M510004.4	To explain the concept of Supply chain in an organisational setting and to explain the principles ,physical features , and relationships within a resilient supply chain To identify risks , strategic alliances and international issues in supply chain	Enterprise Management System	Applying

418	M510004.5	To identify the importance of business continuity management and how to overcome the business continuity risk inherent in any business venture	Enterprise Management System	Remembering
419	M510004.6	To explain supply chain performance measures ,steps and assessment methodology , world class performance measures .	Enterprise Management System	Understanding
420	M610004.3	To Understand organizational design and structural issues enabling to contribute to the organization functioning.	Perspective Management	Applying
421	M610004.4	To develop critical thinking skills in identifying ethical, global, and diversity issues in planning, organizing, controlling and leading functions of management	Perspective Management	Evaluating
422	P610008.1	Students should be able to identify and understand various theories of ethics and ideologies related to business	Ethical Management & Corporate Governance	Understanding
423	P610008.2	Students should be able to analyse the connection between ethical practices and business success	Ethical Management & Corporate Governance	Analyzing
424	P610008.3	Students should be able to identify and understand the relationship between environmental ethics and business growth	Ethical Management & Corporate Governance	Understanding

425	P610008.4	Students should be able to evaluate the role of corporate governance and its impact on society and legal framework operating in the country	Ethical Management & Corporate Governance	Evaluating
426	P310001.1	Students should be able to explain and describe the introduction of organisational behaviour in the organisations	Organizational Behavior	Understanding
427	P310001.2	Students should be able to classify and assess personality to increase emotional intelligence.	Organizational Behavior	Understanding
428	P310001.3	Students should be able to describe and apply various motivation concepts	Organizational Behavior	Applying
429	P310001.4	Students should be able to practice and evaluate team effectiveness and group dynamics.	Organizational Behavior	Applying
430	P310001.5	Students should be able to evaluate and appraise organisational conflict and leadership styles in organisations.	Organizational Behavior	Evaluating
431	P310001.6	Students should be able to demonstrate and illustrate presenting skills and organisational development.	Organizational Behavior	Evaluating
432	M610009.1	Students should be able to identify and understand various theories of ethics and ideologies related to business	Business Ethics	Understanding
433	M610009.2	Students should be able to analyse the connection between ethical practices and business success	Business Ethics	Analyzing

434	M610009.3	Students should be able to identify and understand the relationship between environmental ethics and business growth	Business Ethics	Understanding
435	M610009.4	Students should be able to understands the role of corporate governance and its impact on society and legal frame work operating in country	Business Ethics	Understanding
436	P610008.5	Students should be able to analyse and practice Indian laws and culture in corporate governance, law and ecological environment	Ethical Management & Corporate Governance	Analyzing
437	P610008.6	Students should be able to demonstrate and illustrate presenting skills in business ethics and corporate governance	Ethical Management & Corporate Governance	Applying
438	P110024.4	Student Should appreciate the new forces acting on business from society, environment, legal and ethical aspects.	Emerging Trends in Mktg	Evaluating
439	M510001.3	Student will be able to evaluate various components of of information Technology(i.eHardware - Software , Database, Networking, Communication Technology)with its application and usage.	IT Skills for Management and Technology Platform	Evaluating

440	M510001.4	Student will be able to create new based on the knowledge acquired of various components of information Technology(i.eHardware - Software , Database, Networking, Communication Technology)with its application and usage.	IT Skills for Management and Technology Platform	Creating
441	P610008.1	Students should be able to identify and understand various theories of ethics and ideologies related to business	Ethical Management & Corporate Governance	Understanding
442	P610008.2	Students should be able to analyse the connection between ethical practices and business success	Ethical Management & Corporate Governance	Analyzing
443	P610008.3	Students should be able to identify and understand the relationship between environmental ethics and business growth	Ethical Management & Corporate Governance	Understanding
444	P610008.4	Students should be able to evaluate the role of corporate governance and its impact on society and legal framework operating in the country	Ethical Management & Corporate Governance	Evaluating
445	P610008.5	Students should be able to analyse and practice Indian laws and culture in corporate governance, law and ecological environment	Ethical Management & Corporate Governance	Analyzing
446	M610007.1	Understanding of Strategic Management so as to enable the students shoulder responsibilities in the ever changing market arena	Strategic Management	Understanding

447	M610007.2	Environmental scanning and appreciation of external and internal business environment for effective strategy formulation	Strategic Management	Applying
448	M610007.3	Application of various frameworks for industry analysis to create sustainable competitive advantage for the organization	Strategic Management	Evaluating
449	M610007.4	Applying the knowledge of cross functional areas of business for multi directional, innovative ways of business growth, aligning organizational forces to achieve desired objectives	Strategic Management	Creating
450	P610007.1	Understanding of Strategic Management so as to enable the students shoulder responsibilities in the ever changing market arena	Strategic Management	Understanding
451	P610007.2	Environmental scanning and appreciation of external and internal business environment for effective strategy formulation	Strategic Management	Applying
452	P610007.3	Application of various frameworks for industry analysis to create sustainable competitive advantage for the organization	Strategic Management	Evaluating
453	P610007.4	Applying the knowledge of cross functional areas of business for multi directional, innovative ways of business growth, aligning organizational forces to achieve desired objectives	Strategic Management	Creating

454	P210019.1	Student will be able to identify the essence of different perspective of risk management Processes within the framework of different theories of risk by understanding their fundamental concepts, to be linked with various streams of management of the organization.	Financial Risk Management	Understanding
455	P210019.2	Student will be able to know the credit crises of 2007, Housing market, securitization, ABS, Derivatives Products by analyzing their working process and economic environment in general, thereby facilitating risk management process through innovative and creative ways as per the needs of the organisations.	Financial Risk Management	Understanding
456	P210019.3	Students will be able to calculate the theoretical prices of different methods of Value at risk, and their combinations and will be able to utilize them in risk management	Financial Risk Management	Applying
457	P210019.4	Student will be able to understand different risk associated ratios and norms and policies	Financial Risk Management	Applying

458	P210019.5	Students will be able to comprehend the different risk strategies, Basel Norms, by acquiring the knowledge of risk methods of financial system, different socio political issues of strategic financial risk management. Students will be able to understand different tools related to operational risk, regulatory capital, Economic capital and application of same in financial risk management	Financial Risk Management	Understanding
459	P610027.1	To understand the significance of information technology , conceptual framework of networking, communication technology, database etc. for individual	IT for Management	Understanding
460	P610027.2	To understand the significance of information technology , conceptual framework of networking, communication technology, database etc. for business Management	IT for Management	Applying
461	P610027.3	To understand role , impact and emerging trends of information technology for management and its application at individual level	IT for Management	Analyzing

462	P610027.4	To understand role , impact and emerging trends of information technology for management and its application at organizational level	IT for Management	Evaluating
463	P210012.1	Student will be able to identify the essence of different perspective of Foreign Exchange Exposure and Exposure Management Processes within the framework of different theories of International Finance by understanding their fundamental concepts, to be linked with various streams of management of the organization.	International Finance	Understanding
464	P210012.2	Student will be able to handle different Currency Derivatives Products by analyzing their working process and economic environment in general, thereby facilitating risk management process through innovative and creative ways as per the needs of the organisations.	International Finance	Analyzing
465	P210012.3	Students will be able to calculate the theoretical prices of different derivative products and their combinations and will be able to utilize them in international transactions	International Finance	Applying

466	P210012.4	Student will be able to handle different transactions both in spot and future markets by understanding available quotes and facilitate the organisations to transact in foreign currencies with rest of the world.	International Finance	Applying
467	P210012.5	Students will be able to comprehend the different economic theories of the exchange rate by acquiring the knowledge of evolution of international financial system, demand and supply of currencies and different socio political issues of strategic international finance management.	International Finance	Evaluating
468	M210032.1	To understand the importance of VC and PE, Overview O Overview and history of venture capital industry, evolution of private equity industry and venture capital industry, how to choose and approach a venture capitalist, structure and terms of venture capital and private equity firms. To enable students to understand the aspects of process of VC and PE, VC cycle and PE process	Venture Capital	Understanding
469	M210032.2	Understand Investment selection and fundraising challenges and analyze different sources of capital, alternative forms of fundraising and fundraising process and fallacies.	Venture Capital	Applying

470	M210032.3	Analyze documents and typical Investment conditions and due diligence procedure for deriving strategy for the different stakeholders while carrying out the different merger process	Venture Capital	Analyzing
471	M210032.4	Understand the legal environment and different tax aspects related to private equity (PE) investment	Venture Capital	Understanding
472	M210003.4	Students evaluate financing and investment decision	Financial Management	Evaluating
473	P310015.1	1 B: Exhibit capacity to understand management issues that impact an organization	Strategic HRM	Understanding
474	P310015.2	2 A: Evaluate a business case from various managerial perspectives	Strategic HRM	Evaluating
475	P310015.3	3 A: Combine and Apply knowledge of cross functional areas of Business	Strategic HRM	Applying
476	M110020.1	to understand difference between sales and marketing	Sales Management	Understanding
477	M110020.2	to know the practical application of this subject in business world	Sales Management	Applying
478	M110020.3	to understand the competitive scenario in this field	Sales Management	Applying
479	M110020.4	to prepare the students for a sales career	Sales Management	Evaluating
480	M110020.5	to graduate from a sales person to a sales manager	Sales Management	Evaluating
481	P110010.1	to understand the difference between domestic marketing and international marketing	International Marketing	Understanding

482	P110010.2	to analyse the international market	International Marketing	Analyzing
483	P110010.3	decision about international marketing	International Marketing	Creating
484	P110010.4	understand the regulatory framework in international markets	International Marketing	Understanding
485	P110010.5	conceptual marketing mix of 4 Ps for international markets	International Marketing	Creating
486	P610028.1	to differentiate between entrepreneur v/s manager	Entrepreneurship & Innovation	Evaluating
487	P610028.2	to decide whether to be entrepreneur or manager?	Entrepreneurship & Innovation	Evaluating
488	P610028.3	understand the financial readiness for a entrepreneur journey (government schemes)	Entrepreneurship & Innovation	Creating
489	P610028.4	prepare business plan	Entrepreneurship & Innovation	Creating
490	P610028.5	understand the training issues in entrepreneurship- role of EDI	Entrepreneurship & Innovation	Understanding
491	M510005.4	Students should understand the ethical aspect of using data and analytics	Big Data	Understanding
492	P210013.4	To evaluate the process of mergers & acquisitions	Merger, Acquisition	Evaluating

493	P710013.3	Students will be able to analyse the the complete ecosystem of business organisation and various data sources to develop big data processing ecosystem	SAS Hadoop Interface	Analyzing
494	P710013.4	Students will be able to create big data ecosystem for an organisation using Hadoop and allied technologies.	SAS Hadoop Interface	Creating
495	P710003.3	Students will be able to analyse the business echo system and various data sources	Data Integration Techniques	Analyzing
496	P710003.4	Students will be able to create a data warehouse system using SAS Data Integration technology in order to help organisations in effective and data driven decision-making	Data Integration Techniques	Creating
497	M210025.1	to understand the financial regulation framework involved in financial system	Financial Regulations	Understanding
498	M210025.2	to get clarity and understanding of various financial regulatory and statutory bodies	Financial Regulations	Understanding
499	M210025.3	To learn major intricacies of financial regulations	Financial Regulations	Evaluating
500	M210025.4	Understanding the regulatory framework for international market and various agencies involved.	Financial Regulations	Understanding

501	M410010.5	<p>Knowledge ::To understand importance of manufacturing resources planning and control to achieve continuous improvement in the better performance. To Identify the vertical and horizontal cross-functional integration within the MRP I & II planning hierarchy, which able to frame of reference for the planning of production and material flows in a mfg. cos.</p>	<p>Manufacturing Resource Planning & Control</p>	<p>Understanding</p>
502	M410010.6	<p>Comprehension :: To explain the relationship between the planning, scheduling and execution functions within the MRP I, II & ERP planning, which enables them to utilize best utilization of the resources in a mfg. co.</p>	<p>Manufacturing Resource Planning & Control</p>	<p>Understanding</p>
503	M410010.7	<p>Analysis :: Students will able to develop analyze the integrated planning structure and functions incorporated within MRP I & II, for the effective decision making in operations, under most critical conditions to balance the material and capacity perspective of a company.</p>	<p>Manufacturing Resource Planning & Control</p>	<p>Analyzing</p>

504	M410010.8	Application :: Students will be able to articulate the tools and practices of production planning and inventory control & the models that are applicable for supply chain inventory management, including those for quantity discounts, safety stocks and order quantity and reorder point interactions, to enhance the increase in the profits of the company.	Manufacturing Resource Planning & Control	Applying
505	M110022.6	Students will be able to demonstrate the fundamental concepts in consumer behavior and to understand the pre and post purchase consumer behaviour.	Consumer Behaviour	Remembering
506	M110022.7	Students will be able to develop conceptual insights into key aspects such as social, psychological and other factors that influence consumer behavior and will enable them to evaluate various business cases.	Consumer Behaviour	Analyzing
507	M110022.8	Students will be able apply various frameworks of consumer buying behaviour for analyzing various business situations.	Consumer Behaviour	Applying
508	M110022.9	Students will be able to understand the effects of macro and micro business environment on the behaviour or behavioural change of consumers for designing effecting marketing strategies	Consumer Behaviour	Understanding

509	M110022.1 0	Students will be able to demonstrate Creative ways to find unique solutions to business problems	Consumer Behaviour	Creating
510	M110022.1 1	Students will be able to demonstrate the fundamental concepts in consumer behavior and to understand the pre and post purchase consumer behaviour.	Consumer Behaviour	Remembering
511	M110022.1 2	Students will be able to develop conceptual insights into key aspects such as social, psychological and other factors that influence consumer behavior and will enable them to evaluate various business cases.	Consumer Behaviour	Analyzing
512	M110022.1 3	Students will be able apply various frameworks of consumer buying behaviour for analyzing various business situations.	Consumer Behaviour	Applying
513	M110022.1 4	Students will be able to understand the effects of macro and micro business environment on the behaviour or behavioural change of consumers for designing effecting marketing strategies	Consumer Behaviour	Understanding
514	M110022.1 5	Students will be able to demonstrate Creative ways to find unique solutions to business problems	Consumer Behaviour	Creating
515	P310033.1	Students should be able to articulate and discuss the history, main concepts, and theories of the field of Organization Development	Organisational Development	Understanding

516	P310033.2	Students should be able to experience the emotions and dynamics of change, resistance to change and articulate the reasons behind such dynamics	Organisational Development	Applying
517	P310033.3	Students should be able to understand role and responsibility and dilemma faced by OD Practitioner.	Organisational Development	Analyzing
518	P310033.4	Students should be able to articulate and discuss the process of Change Management with particular attention to the logic behind the stages of the process.	Organisational Development	Evaluating
519	P310033.5	Students should gain the ability to implement tools of intervention to effectively bring about major change in a way that gains support of organization members.	Organisational Development	Creating
520	M310001.1	Students should be able to explain and describe the introduction of organizational behavior in the organizations	Organisational Behaviour	Understanding
521	M310001.2	Students should be able to classify and assess personality to increase emotional intelligence	Organisational Behaviour	Remembering
522	M310001.3	Students should be able to describe and interpret various motivation concepts	Organisational Behaviour	Understanding
523	M310001.4	Students should be able to practice and evaluate team effectiveness and group dynamics	Organisational Behaviour	Understanding

524	M410028.1	To understand the Application of Operations Management in Complex situations, Resource planning, Process analysis review	Operations Applications and Cases	Understanding
525	M410028.2	To understand applications of operations management in production & retail sector, with practical examples of MRP-I & II using Excel Modeling	Operations Applications and Cases	Analyzing
526	M410028.3	To understand applications of operations related with workforce, with examples of aggregate planning using Excel Modeling	Operations Applications and Cases	Analyzing
527	M410028.4	To understand applications of operations related with plant, investment, replacement & maintenance, Robotic process and financial evaluation, optimum period of replacement using excel modeling.	Operations Applications and Cases	Evaluating
528	M410028.5	Application of operations and learning in tendering & bidding, cost aspects, using examples on excel modeling.	Operations Applications and Cases	Analyzing
529	M410028.6	Uses of operations and its applications in insurance, BPO/KPO, entertainment, production, etc.	Operations Applications and Cases	Understanding

530	M410010.9	<p>Knowledge ::To understand importance of manufacturing resources planning and control to achieve continuous improvement in the better performance. To Identify the vertical and horizontal cross-functional integration within the MRP I & II planning hierarchy, which able to frame of reference for the planning of production and material flows in a mfg. cos.</p>	<p>Manufacturing Resource Planning & Control</p>	<p>Understanding</p>
531	M410010.10	<p>Comprehension :: To explain the relationship between the planning, scheduling and execution functions within the MRP I, II & ERP planning, which enables them to utilize best utilization of the resources in a mfg. co.</p>	<p>Manufacturing Resource Planning & Control</p>	<p>Understanding</p>
532	M410010.11	<p>Analysis :: Students will able to develop analyze the integrated planning structure and functions incorporated within MRP I & II, for the effective decision making in operations, under most critical conditions to balance the material and capacity perspective of a company.</p>	<p>Manufacturing Resource Planning & Control</p>	<p>Analyzing</p>

533	M410010.1 2	Application :: Students will be able to articulate the tools and practices of production planning and inventory control & the models that are applicable for supply chain inventory management, including those for quantity discounts, safety stocks and order quantity and reorder point interactions, to enhance the increase in the profits of the company.	Manufacturing Resource Planning & Control	Applying
534	P110011.1	Exhibit capacity to understand management issues that impact an organization	Customer Relationship Management	Understanding
535	P110011.2	Evaluate a business case from various managerial perspectives	Customer Relationship Management	Analyzing
536	P110011.3	Apply various frameworks to analyze particular business situations	Customer Relationship Management	Applying
537	P110011.4	Demonstrate Creative ways to find unique solutions to business problems	Customer Relationship Management	Analyzing
538	P110011.5	Combine and Apply knowledge of cross functional areas of Business	Customer Relationship Management	Evaluating

539	M410001.1	CLO 1: To Identify the core features of the operations and production management function at the operational and strategic levels, specifically the relationship between people, process, technology, productivity and quality and how it contributes to the competitiveness of the firms.	Operation Management	Understanding
540	M410001.2	CLO 2 : To explain the various parts of the operations and production management processes and their interaction with other business functions (Strategy, engineering, finance, marketing, HRM, project management & innovation) which enables them to have effective decision making in cross functional area.	Operation Management	Applying
541	M410001.3	CLO 3 : Students will develop an integrated framework for strategic thinking and decision making to analyze the enterprise as a whole with a specific focus on the wealth creation processes to enhance net worth of the organization.	Operation Management	Analyzing

542	M410001.4	CLO 4 : Students will be able to develop the ability to identify operational methodologies to assess and improve an organizations performance. To gather, organize and deploy evidence, data and information to make decision. To develop the skills of insight and critical evaluation to optimize the cost & to increase the efficiency and improve an organization performance.	Operation Management	Creating
543	M610002.1	To understand the role of statistics in decision making process in the face of uncertainty and risk	Business Statistics	Understanding
544	M610002.2	To explore how statistics can be used to describe and summarize the data	Business Statistics	Understanding
545	M610002.3	To explore how statistics can be used to draw inferences about the population from the sample	Business Statistics	Understanding
546	M610002.4	To explore how statistics can be used in bivariate analysis	Business Statistics	Understanding
547	M610002.5	To analyze practical problem using probability distributions	Business Statistics	Applying
548	M610002.6	To explore how statistics can be used in predictive analytics	Business Statistics	Applying

PO 1	Apply knowledge of management theories and practices to solve business problems.
PO 2	Foster Analytical and critical thinking abilities for data-based decision making.
PO 3	Ability to develop Value based Leadership ability.
PO 4	Ability to understand, analyse and communicate global, economic, legal, and ethical aspects of business.
PO 5	Ability to lead themselves and others in the achievement of organisational goals, contributing effectively to a team environment.