

**REGENT EDUCATION AND RESEARCH FOUNDATION
GROUP OF INSTITUTIONS**

DEPARTMENT OF MBA

| Program Code | Program Name | Course Code | Course Name | Course outcome | |
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| | | | | CO Sl. No. | CO's |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 101 | MANAGERIAL ECONOMICS (MICRO) | MB 101.1 | Develop an understanding of the applications of managerial economics. |
| | | | | MB 101.2 | Interpret regression analysis and discuss why it's employed in decision-making. |
| | | | | MB 101.3 | Analyze perfectly competitive markets including substitution. |
| | | | | MB 101.4 | Explain uniform pricing and how it relates to price discrimination and total revenue. |
| | | | | MB 101.5 | Discuss optimization and utility including consumer behavior. |
| | | | | MB 101.6 | Analyze a chosen company to include the above, but to further make recommendations for the company based upon the weekly topics. |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 102 | ORGANIZATIONAL BEHAVIOUR | MB 102.1 | Discuss the development of the field of organizational behaviour and explain the micro and macro approaches |
| | | | | MB 102.2 | Identify the processes used in developing communication and resolving conflicts |

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| | | | | MB 102.3 | Identify the various leadership styles and the role of leaders in a decision making process. |
| | | | | MB 102.4 | Discuss the implementation of organizational change. |
| | | | | MB 102.5 | Explain organizational culture and describe its dimensions and to examine various organizational designs |
| | | | | MB 102.6 | explain group dynamics and demonstrate skills required for working in groups (team building) |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 103 | BUSINESS COMMUNICATION | MB 103.1 | Provide an overview of Prerequisites to Business Communication |
| | | | | MB 103.2 | Put in use the basic mechanics of Grammar |
| | | | | MB 103.3 | Provide an outline to effective Organizational Communication |
| | | | | MB 103.4 | understand the nuances of Business communication. |
| | | | | MB 103.5 | Impart the correct practices of the strategies of Effective Business writing. |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 104 | LEGAL AND BUSINESS ENVIRONMENT(MICRO AND MACRO) | MB 104.1 | Provide knowledge of the environment in which businesses operate, the economic operational and financial framework |
| | | | | MB 104.2 | Give students an understanding of the various constituents of the local and |

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| | | | | | global business environments. |
| | | | | MB 104.3 | Have a critical study of liberalization, privatization and globalization. |
| | | | | MB 104.4 | Study the procedural aspects of various forms of Business Organizations in India To study the procedural aspects of various forms of Business Organizations in India |
| | | | | MB 104.5 | Identify and evaluate the complexities of business environment and their impact on the business. |
| | | | | MB 104.6 | Gain knowledge about the operation of different institutions in international business environment. |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 105 | INDIAN ETHOS AND BUSINESS ETHICS | MB 105.1 | Summarize the need for business ethics to ensure sustained business stability. |
| | | | | MB 105.2 | Discuss spiritual value management that increases honesty, trust, respect and compassion in the organization. |
| | | | | MB 105.3 | Evaluate value in business that determines the health and well-being of the firm in the long run |
| | | | | MB 105.4 | Know the work ethos and values and its relevance management |
| MB A_PG | MASTER OF BUSINESS | MB 106 | QUANTITATIVE TECHNIQUES | MB 106.1 | Identify, formulate and solve Linear Programming Problems graphically, mathematically and by using |

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| | ADMINISTRATION | | | | excel solver |
| | | | | MB 106.2 | Develop critical thinking and use PERT and CPM techniques to improve decision making. |
| | | | | MB 106.3 | Solve optimization problems like transportation and assignment problem mathematically and by using excel solver |
| | | | | MB 106.4 | Enable better reporting for decision making. |
| | | | | MB 106.5 | Highlight the benefits as well as the limits of quantitative analysis in a real-world context. |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 201 | INDIAN ECONOMY AND POLICY | MB 201.1 | Develop ideas of the basic characteristics of Indian economy |
| | | | | MB 201.2 | Understand govt policies and programs |
| | | | | MB 201.3 | Understand how planning and infrastructure support can develop an economy. |
| | | | | MB 201.4 | Understand the nature of financial instruments and their usage |
| | | | | MB 201.5 | Understanding the efficiency and equity implications of market interference, including government policy |
| | | | | MB 201.6 | Comprehensive understanding of Indian Economy |
| | | | | MB 201. | Get an overview of the major development of Macro |

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| | | | | 7 | Economics |
| | | | | MB 201.8 | Development of an understanding of public sector financial resources |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 202 | FINANCIAL REPORTING STATEMENT AND ANALYSIS | MB 202.1 | Understand the relations among the statement of cash flows, the income statement, and the balance sheet. |
| | | | | MB 202.2 | Prepare a statement of cash flows from balance sheet and income statement data. |
| | | | | MB 202.3 | Examine additional uses of cash flow information. |
| | | | | MB 202.4 | Utilize an analytical framework to map business transactions and events to the balance sheet and income statement. |
| | | | | MB 202.5 | Link economic and strategic factors to ROA and ROCE. |
| | | | | MB 202.6 | Use risk analysis tools to assess credit risk. |
| | | | | MB 202.7 | Apply predictive statistical models to assess bankruptcy risk. |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 203 | MARKETING MANAGEMENT | MB 203.1 | Outline key marketing concepts and its application to different markets |
| | | | | MB 203.2 | Identify factors and processes essential for designing marketing strategy |
| | | | | MB 203.3 | Analyze and examine the implementation of marketing concepts and strategy to firms |

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| | | | | MB 203.4 | Understand the tools used by marketing managers in decision situations |
| | | | | MB 203.5 | Understand the marketing environment |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 204 | OPERATIONS MANAGEMENT | MB 204.1 | Plan production schedules and plan resources (material and machine) required for production |
| | | | | MB 204.2 | Measure performance related to productivity |
| | | | | MB 204.3 | Able to conduct basic industrial engineering study on men and machines. |
| | | | | MB 204.4 | Students can design maintenance schedules in manufacturing units |
| | | | | MB 204.5 | Implement production and service related decisions. |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 205 | MANAGEMENT INFORMATION SYSTEM | MB 205.1 | Evaluate the role of information systems in today's competitive business environment. |
| | | | | MB 205.2 | Assess the relationship between the digital firm, electronic commerce, electronic business and internet technology. |
| | | | | MB 205.3 | Relationship management and supply chain management. |
| | | | | MB 205.4 | Evaluate the benefits and limitations of enterprise systems and industrial networks. |

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| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | MB 206 | HUMAN RESOURCE MANAGEMEN T | MB 206. 1 | Identify and apply new ideas, methods and ways of thinking |
| | | | | MB 206. 2 | Evaluate HRM related social, cultural, ethical and environmental responsibilities and issues in a global context |
| | | | | MB 206. 3 | Examine current issues, trends, practices, and processes in HRM |
| | | | | MB 206. 4 | Contribute to employee performance management and organizational effectiveness |
| | | | | MB 206. 5 | Develop, implement, and evaluate employee orientation, training, and development programs. |
| | | | | MB 206. 6 | Facilitate and communicate the human resources component of the organization's business plan. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | MB 301 | ENTERPRENE URSHIP & PROJECT MANAGEMEN T | MB 301. 1 | Promote recognition of the growing importance of project management and its multiple dimensions and knowledge; |
| | | | | MB 301. 2 | Sensitize students to entrepreneurship and innovative projects; |
| | | | | MB 301. 3 | Reinforce the entrepreneurial spirit and the ability to model the entrepreneurial process. |
| | | | | MB 301. 4 | Provide knowledge, methods and techniques of analysis, planning, management, project evaluation; |
| | | | | MB 301. | Respond positively and effectively to problems in unfamiliar contexts |

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| | | | | MB 301.6 | Apply new ideas, methods and ways of thinking |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MB 302 | CORPORATE STRATEGY | MB 302.1 | Create value through Corporate Governance |
| | | | | MB 302.2 | Students can adjust with Corporate Change |
| | | | | MB 302.3 | Dominant coalition & behavioral view on corporate strategy |
| | | | | MB 302.4 | Understand Corporate change and Transformation |
| | | | | MB 302.5 | Risk Management and Corporate value creation |
| | | | | MB 302.6 | Learn the basic difference between Manager and Leader. |
| | | | | MB A-PG | MASTER OF BUSINESS ADMINISTRATION |
| MB 303.2 | Student is able to analyze the functioning of internship organization and recommend changes for improvement in processes. | | | | |
| MB 303.3 | Student is able to determine the challenges and future potential for his / her internship organization in particular and the sector in | | | | |

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| | | | | | general. |
| | | | | MB 303. 4 | For his / her organization of internship, the student is able to assess its Strengths, Weaknesses, Opportunities and Threats (SWOT). |
| | | | | MB 303. 5 | Student is able to analyze the functioning of internship organization and recommend changes for improvement in processes. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | M M 302 | DIGITAL & SOCIAL MEDIA MARKETING | MM 302. 1 | Students are able to develop and execute a Marketing Plan. |
| | | | | MM 302. 2 | Understand the concept of Social Media Marketing. |
| | | | | MM 302. 4 | Understand Facebook and Twitter Marketing. |
| | | | | MM 302. 5 | Understand the concept and benefits of Business using LinkedIn. |
| | | | | MM 302. 6 | Learn the concept of Viral Marketing. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | M M 303 | IMC/PROMO TION STRATEGY | MM 303. 1 | Apply the key terms, definitions, and concepts used in integrated marketing communications. |
| | | | | MM 303. 2 | Examine how integrated marketing communications help to build brand identity and brand relationship and create brand equity through brand synergy. |
| | | | | MM 303. | Choose a marketing communication mix to achieve |

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| | | | | 3 | the communications and behavioural objectives of the IMC campaign plan. |
| | | | | MM 303.4 | Measure and critically evaluate the communications effects and results of an IMC campaign to determine its success. |
| | | | | MM 303.5 | Develop an integrated cross-media strategy and creative message and concept to reach the target audience and deliver the brand promise through an IMC campaign. |
| | | | | MM 303.6 | Demonstrate a comprehensive understanding of Marketing Communications theories and concepts |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | HR 301 | TEAM DYNAMICS AT WORK | HR 301.1 | Learn to maximize team's potential |
| | | | | HR 301.2 | Apply proven tools in communication, decision-making, and learning to strengthen your team's motivation, alignment, and collaboration. |
| | | | | HR 301.3 | Leverage team members' roles for high team performance and understand how to match the right people to the right tasks. |
| | | | | HR 301.4 | Learn the concept of Sociogram and Sociometry. |
| | | | | HR 301.5 | Learn the concept of Delphi Technique. |
| | | | | HR | Discuss different issues of |

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| | | | | 301.6 | managing a Team. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | HR 304 | ORGANIZATI ONAL DESIGN | HR 304.1 | Nature, functioning and design of organization as social collectives |
| | | | | HR 304.2 | Understand theoretical and practical insights on organizational structure and process |
| | | | | HR 304.3 | Problem solving capabilities for effectively managing the organizational processes |
| | | | | HR 304.4 | Perspective on new emergent organizational forms in the context of environment, systems and processes |
| | | | | HR 304.5 | Interrelationship between an organization's strategy and structure |
| | | | | HR 305.6 | How to achieve Competitive advantage through different designs |
| | | | | HR 305.7 | How to manage structural change |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | FM 301 | TAXATION | FM 301.1 | enable the students to identify the basic concepts, definitions and terms related to Income Tax. |
| | | | | FM 301.2 | enable the students to identify the basic concepts, definitions and terms related to Income Tax. |
| | | | | FM 301.3 | Students would analyse whether a person is required to obtain registration under GST law |
| | | | | FM | Students would analyse |

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| | | | | 301.4 | whether a person is required to obtain registration under GST law |
| | | | | FM 301.5 | Students would explain the various terms related to Goods and Service tax (GST). |
| | | | | FM 301.6 | Understand Computation of Tax for individual. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | FM 304 | CORPORATE FINANCE | FM 304.1 | Evaluate strategic alternatives available to multinational corporations to manage foreign exchange exposures |
| | | | | FM 304.2 | Identify and explain corporate agency conflicts and resolutions |
| | | | | FM 304.3 | Assess corporate capital structure choice and its implications on value and performance |
| | | | | FM 304.4 | Explain the process and economic rationale for transactions in the market for corporate control |
| | | | | FM 304.5 | Assess transactions in the market for corporate control using valuation technique |
| | | | | FM 304.6 | Appraise the risk profile of firms; specifically, be able to estimate the costs of capital, including debt and equity capital using financial data |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | OM 301 | SUPPLY CHAIN & LOGISTICS MANAGEMEN T | OM 301.1 | Develop an understanding of basic concepts and role of Logistics and supply chain management in business. |
| | | | | OM 301. | Understand how supply chain drivers play an important role in redefining value chain |

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| | | | | 2 | excellence of Firms. |
| | | | | OM 301.3 | Develop analytical and critical understanding & skills for planning, designing and operations of supply chain. |
| | | | | OM 301.4 | Understand the fundamentals of elements and functions of supply chain, role of drivers and demand forecasting. |
| | | | | OM 301.5 | Apply various techniques of inventory management and their practical situations. |
| | | | | OM 301.6 | Analyze how supply chain decisions related to facility location can be applied to various industries and designing the supply chain. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | OM 302 | OPERATIONS STRATEGY | OM 302.1 | Describe and discuss the key operations strategy concepts covered |
| | | | | OM 302.2 | Discuss critically the practical use of the techniques covered, taking into account organisational context. |
| | | | | OM 302.3 | Explain and discuss the relationship between operations strategy with other functional strategies and overall business policy in the context of the strategic goals and objectives of the organisation. |
| | | | | OM 302.4 | Develop an understanding of how the operations, have strategic importance and can provide a competitive advantage in the workplace |
| | | | | OM 302. | Understand the relationship between operations and other |

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| | | | | 5 | business functions |
| | | | | OM 302. 6 | Understand techniques of location and facility planning; line balancing; job designing; and capacity planning in operations management |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | MIS 301 | DATA MINING FOR BUSINESS DECISION | MIS 301. 1 | Gain an understanding of what data mining is all about |
| | | | | MIS 301. 2 | Be able to perform the data preparation tasks and understand the implications. |
| | | | | MIS 301. 3 | Demonstrate an understanding of the alternative knowledge representations such as rules, decision trees, decision tables, and Bayesian networks |
| | | | | MIS 301. 4 | Demonstrate an understanding of the basic machine learning algorithmic methods that support knowledge discovery |
| | | | | MIS 301. 5 | Be able to evaluate what has been learned through the application of the appropriate statistics. |
| | | | | MIS 301. 6 | Be able to discuss alternative data mining implementations and what might be most appropriate for a given data mining task. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | MIS 302 | E-COMMERCE AND DIGITAL MARKETS | MIS 302. 1 | Understand the basic concepts and technologies used in the field of management information systems; |
| | | | | MIS | Have the knowledge of the |

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| | | | | 302.2 | different types of management information systems; |
| | | | | MIS 302.3 | Understand the processes of developing and implementing information systems; |
| | | | | MIS 302.4 | Understand the processes of developing and implementing information systems |
| | | | | MIS 302.5 | Describe Internet trading relationships including Business to Consumer, Business-to-Business, Intra organizational |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | M M 401 | CONSUMER BEHAVIOUR | MM 401.1 | Understand consumer behaviour in an informed and systematic way. |
| | | | | MM 401.2 | Analyse personal, socio-cultural, and environmental dimensions that influence consumer decisions making. |
| | | | | MM 401.3 | Enable students in designing and evaluating the marketing strategies based on fundamentals of consumer buying behaviour |
| | | | | MM 401.4 | Give the students a perspective to understand the application of market research in framing effective marketing strategies. |
| | | | | MM 401.5 | Distinguish between different consumer behaviour influences and their relationships |
| | | | | MM 401.6 | Establish the relevance of consumer behaviour theories and concepts to marketing decisions |

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| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | M M 403 | SALES & DISTRIBUTIO N MANAGEMEN T | MM 403. 1 | Recognize and demonstrate the significant responsibilities of sales person as key individual |
| | | | | MM 403. 2 | Understand the basic concepts and techniques of selling and their applications to managerial decision makings in the field |
| | | | | MM 403. 3 | Describe and formulate strategies to effectively manage company's sales operations |
| | | | | MM 403. 4 | Evaluate the role of Sales manager and his/ her responsibilities in recruiting, motivating, managing and leading sales team |
| | | | | MM 403. 5 | Sales Planning and Budgeting and characteristics of distribution channels |
| | | | | MM 403. 6 | Managing channels |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | M M 404 | SERVICE MARKETING | MM 404. 1 | Understand the Concept of Services and intangible products |
| | | | | MM 404. 2 | Discuss the relevance of the services Industry to Industry |
| | | | | MM 404. 3 | Examine the characteristics of the services industry and the modus operandi |
| | | | | MM 404. 4 | Analyse the role and relevance of Quality in Services |
| | | | | MM 404. | Visualise future changes in the Services Industry |

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| | | | | MM 404.6 | Provide an in!depth appreciation and understanding of the unique challenges inherent in managing and delivering quality services |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | M M 405 | PRODUCT & BRAND MANAGEMENT | MM 405.1 | Apply the fundamental concepts of product and brand development and management. |
| | | | | MM 405.2 | Use the brand positioning framework to develop a brand, keep it relevant, expand a brand internationally, and reposition a brand. |
| | | | | MM 405.3 | Use tools and metrics to analyze competitors and develop positioning strategies. |
| | | | | MM 405.4 | Recognize the importance of using teams and organization to coordinate multiple interdisciplinary tasks in order to create and manage products within an organization. |
| | | | | MM 405.5 | Use portfolio analysis and the product life cycle to understand how a firm manages its product mix. |
| | | | | MM 405.6 | Apply an understanding of the product manager's role in product pricing, sales, and promotion. |
| MB A-PG | MASTER OF BUSINESS | HR 401 | MANPOWER PLANNING, RECRUITMENT | HR 401.1 | Students should be able to explain the factors affecting HRP and HRP process of an |

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| | ADMINIS TRATION | | AND SELECTION | | organisation. |
| | | | | HR 401. 2 | Students should be able to determine the process of demand and supply forecasting while doing human resource planning. |
| | | | | HR 401. 3 | Students should be able to devise the manpower plan for an organisation. |
| | | | | HR 401. 4 | Students should be able to formulate Recruitment and Selection process on the basis of HRP |
| | | | | HR 401. 5 | Students should be able to outline the Recent Trends in Manpower Development and Planning |
| | | | | HR 401. 6 | Understand the concept of On the Job and Off the Job Training. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | HR 402 | EMPLOYEE RELATION AND LABOUR LAWS | HR 402. 1 | Students should able to elaborate the concept of Industrial Relations. |
| | | | | HR 402. 2 | The students should able to illustrate the role of trade union in the industrial setup |
| | | | | HR 402. 3 | Students should able to outline the important causes & impact of industrial disputes |
| | | | | HR 402. 4 | Students should able to elaborate Industrial Dispute settlement procedures. |
| | | | | HR 402. 5 | Student should be able to summarize the important provisions of Wage Legislations, in reference to Payment of Wages Act 1936, Minimum Wages Act 1948 & |

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| | | | | | Payment of Bonus Act 1965 |
| | | | | HR 402.6 | Student should able to summarize the important provisions of Social Security Legislations, in reference to Employees State Insurance Act 1948, Employees Provident Fund Act 1952, Payment of Gratuity Act 1972 |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | HR 403 | COMPENSATION AND BENEFITS MANAGEMENT | HR 403.1 | Learn basic compensation concepts and the context of compensation practice |
| | | | | HR 403.2 | Illustrate different ways to strengthen the pay-for-performance link. |
| | | | | HR 403.3 | Learn the detailed concept of Dearness Allowance. |
| | | | | HR 403.4 | Understand the Legally required employee benefits |
| | | | | HR 403.5 | Learn some of the implications for strategic compensation and possible employer approaches to managing legally required benefits |
| | | | | HR 403.6 | Useful information about the latest thinking and developments compensation must be sufficient so that needs of the employees are fulfilled substantially. |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | HR 405 | STRATEGIC HRM | HR 405.1 | Identify the key HRM functions and operations; |
| | | | | HR 405. | Define, explain, illustrate and reason with the key human |

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| | | | | 2 | resource management concepts |
| | | | | HR 405.3 | Identify the linkages between HRM functions and operations and organisational strategies, structures and culture |
| | | | | HR 405.4 | Reflect and comment in a way that demonstrates awareness of the different contexts that impact on the operation of HRM |
| | | | | HR 405.5 | Exhibit behaviour and performance that demonstrates enhanced competence in decision-making, group leadership, oral and written communication, critical thinking, problem-solving, planning and team work |
| | | | | HR 405.6 | Learn the link between HCM and Business Strategy. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | FM 401 | INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT | FM 401.1 | Demonstrate a basic understanding of investments and the nuances of investing |
| | | | | FM 401.2 | Exhibit the acquaintance of the securities market and its constituents |
| | | | | FM 401.3 | Apply knowledge gained to perform analysis of various securities |
| | | | | FM 401.4 | Analyze and apply models to securities performance and forecasting |
| | | | | FM 401. | Construct optimal portfolios and evaluate them using models |

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| | | | | FM 401.6 | Diversify and manage investment portfolios in accordance with a person's risk Preferences |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | FM 402 | MANAGING BANKS & FINANCIAL INSTITUTIONS | FM 402.1 | Identify role of banking in economic development of country. |
| | | | | FM 402.2 | Assess the impact of monetary policy and its instruments on banking sector |
| | | | | FM 402.3 | Analyse the health and risk of bank balance sheet and will also be able to appraise credit management parameters of a bank |
| | | | | FM 402.4 | Identify the NPAs and will also be able to appraise the process of securitisation. |
| | | | | FM 402.5 | Distinguish the utility of various non banking institutions like insurance, housing finance and credit rating |
| | | | | FM 402.6 | Explain the roles financial intermediaries perform in society and the major risks they face |
| | | | | MB A-PG | MASTER OF BUSINESS ADMINISTRATION |
| FM 404.2 | Understand the basics of the various instruments operating in the stock market along with their trading mechanism and regulations. | | | | |

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| | | | | FM 404. 3 | Acquire ability to selection of various options and then can apply them to specific markets |
| | | | | FM 404. 4 | Able to analyze the risks in different financial markets. |
| | | | | FM 404. 5 | Strategically manage the financial derivatives. |
| | | | | FM 404. 6 | Develop various pricing models of stock prices, trading, hedging of options and management of derivative exposure. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | FM 406 | FINANCIAL MARKETS AND SERVICES | FM 406. 1 | Understand the role and function of the financial system in reference to the macro economy |
| | | | | FM 406. 2 | Demonstrate an awareness of the current structure and regulation of the Indian financial services sector. |
| | | | | FM 406. 3 | Evaluate and create strategies to promote financial products and services |
| | | | | FM 406. 4 | Understand the role and importance of the Indian financial market |
| | | | | FM 406. 5 | Learn the functions of BSE AND NSE. |
| | | | | FM 406. 6 | Understand functions of SEBI. |
| MB A- PG | MASTER OF BUSINESS | OM 401 | SALES & OPERATIONS PLANNING | OM 401. 1 | Understand the process and information required for preparing the Sales and |

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| | ADMINIS TRATION | | | | Operations Planning |
| | | | | OM 401.2 | Understand the insights on demand forecasting methods |
| | | | | OM 401.3 | Enhance the Capacity Planning and MRP |
| | | | | OM 401.4 | Understand the Master Production Scheduling and Service Operations |
| | | | | OM 401.5 | Analyze the ERP Solutions in Operations |
| | | | | OM 401.6 | Learn the basic concept of Aggregation. |
| MB A-PG | MASTER OF BUSINESS ADMINIS TRATION | OM 402 | BEHAVIORAL OPERATIONS MANAGEMEN T | OM 402.1 | Learn different Theories of Motivation. |
| | | | | OM 402.2 | Learn the detailed concept of Risk |
| | | | | OM 402.3 | Understand the importance of Value Chain. |
| | | | | OM 402.4 | Understand types and sources of Emotion. |
| | | | | OM 402.5 | Learn different Negotiation Strategies. |
| | | | | OM 402.6 | Learn how to devdelop Reward Policies. |
| MB A-PG | MASTER OF BUSINESS | OM 403 | OPERATIONS RESEARCH APPICATIONS | OM 403.1 | Solve linear programming problems using appropriate techniques and optimization |

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| | ADMINIS TRATION | | | | solvers, interpret the results obtained. |
| | | | | OM 403. 2 | Determine optimal strategy for Minimization of Cost of shipping of products from source to Destination/ Maximization of profits of shipping products using various methods, Finding initial basic feasible and optimal solution of the Transportation problems |
| | | | | OM 403. 3 | Optimize the allocation of resources to Demand points in the best possible way using various techniques and minimize the cost or time of completion of number of jobs by number of persons. |
| | | | | OM 403. 4 | Model competitive real-world phenomena using concepts from game theory. Analyse pure and mixed strategy games |
| | | | | OM 403. 5 | Formulate Network models for service and manufacturing systems, and apply operations research techniques and algorithms to solve these Network problems |
| | | | | OM 403. 6 | An ability to function on multi-disciplinary teams that leads the multi-disciplinary projects. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | OM 404 | SUPPLY CHAIN ANALYTICS | OM 404. 1 | Introduce the participants to the key issues of supply chain management and supply chain analytics |
| | | | | OM 404. | Expose the participants to the recent developments in |

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| | | | | 2 | theories, principles, and practices in the field of supply chain analytics. |
| | | | | OM 404.3 | Enable the participants to equip with different tools and techniques of supply chain analytics. |
| | | | | OM 404.4 | Understand the fundamentals of elements and functions of supply chain, role of drivers and demand forecasting. |
| | | | | OM 404.5 | Analyze how supply chain decisions related to facility location can be applied to various industries and designing the supply chain |
| | | | | OM 404.6 | Apply various techniques of inventory management and their practical situations. |
| MB A-PG | MASTER OF BUSINESS ADMINISTRATION | MIS 401 | DATA WAREHOUSING | MIS 401.1 | Understand the functionality of the various data mining and data warehousing component |
| | | | | MIS 401.2 | Appreciate the strengths and limitations of various data mining and data warehousing models |
| | | | | MIS 401.3 | Explain the analyzing techniques of various data |
| | | | | MIS 401.4 | Describe different methodologies used in data mining and data warehousing. |
| | | | | MIS 401.5 | Compare different approaches of data warehousing and data mining with various technologies |
| | | | | MIS 401. | Develop skill in selecting the appropriate data mining |

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| | | | | 6 | algorithm for solving practical problems |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | MIS 403 | STRATEGIC MANAGEMEN T FOR IT | MIS 403. 1 | Understand the strategic decisions that organisations make and have an ability to engage in strategic planning. |
| | | | | MIS 403. 2 | Explain the basic concepts, principles and practices associated with strategy formulation and implementation |
| | | | | MIS 403. 3 | Integrate and apply knowledge gained in basic courses to the formulation and implementation of strategy from holistic and multi-functional perspectives. |
| | | | | MIS 403. 4 | Analyze and evaluate critically real life company situations and develop creative solutions, using a strategic management perspective. |
| | | | | MIS 403. 5 | Conduct and present a credible business analysis in a team setting |
| | | | | MIS 403. 6 | Analyze and evaluate critically real life company situations and develop creative solutions, using a strategic management perspective. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | MIS 404 | BUSINESS DECISION USING ADVANCE EXCEL | MIS 404. 1 | Understand Pivot Chart and Pivot Table. |
| | | | | MIS 404. 2 | Learn different methods of Regression |
| | | | | MIS 404. 3 | Explain Forecasting Techniques |

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| | | | | MIS 404.4 | Develop the concept of Anova. |
| | | | | MIS 404.5 | Easily understand the concept of Audit tool and Data Cleaning |
| | | | | MIS 404.6 | Understand the concept of Data Formatting. |
| MB A- PG | MASTER OF BUSINESS ADMINIS TRATION | MIS 405 | MANAGEMEN T OF INFORMAT ION TECHNOLOGY | MIS 405.1 | Demonstrate and apply data management, analytical and security skills to deliver software systems. |
| | | | | MIS 405.2 | Design and develop interactive and intelligent systems using principles of human-computer interaction and machine-learning techniques. |
| | | | | MIS 405.3 | Apply concepts and perspectives on organizational leadership, multi-disciplinary perspectives, and leadership models to actual organizational situations. |
| | | | | MIS 405.4 | Apply relevant principles on the design of computer-based information systems to increase organizational effectiveness and efficiency in the development and implementation of organizational strategy and the control and evaluation of organizational activities |
| | | | | MIS 405.5 | Demonstrate necessary skills to resolving conflict by applying conflict analysis |

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| | | | | | models, tools and processes. |
| | | | | MIS 405. 6 | Demonstrate competency in the application of knowledge, skills, tools, and techniques to project activities in order to meet project requirements. |