Name of School	School of Commerce and Management Studies
Name of the Department	Management
Name of the Programme	BBA(BA)

Program Specific Outcomes (PSO)	
PSO1	Ability to employ commerce skills to enhance coordination and ensure effective organizational functioning.
PSO2	Ability to use knowledge gained for solving commerce & business problems.

Program Outcomes	
PO1	Ability to employ managerial skills to enhance coordination and ensure effective organizational functioning.
PO2	Ability to use knowledge gained for solving business problems.

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Sr No	Semester	Course Code	Course Name	Course Outcomes Statement
1.	I	XFG101	Foreign Language: German	1. Students will be able to greet others, say good bye and also frame and answer W-questions about themselves and ask these questions to others.
				2. Students can talk about their friends and hobbies.
				3. Students can talk about the city they live in, the important buildings.
				4. Students can talk about different fruits and vegetables, objects in the class room.
				5. Students can talk about their family. Students can also talk about different Professions
2.	I	XBA101	Organizational Behaviour and Principles of Management	1. How to formulate, analyse and implement the strategy in organization.
				2. Strategic Planning and how to make it effective.
				3. How to formulate various functional strategies
				4. How to identify and assess a company's strengths and weaknesses, and match them with its opportunities and threats to suggest four alternative strategies.
				5. It enhances knowledge of the various aspects of the individual life positions and ego state and accordingly reacts to them

3.	I	XBA 102	Fundamentals of Data Science	1. Students will able to describe the significance of data science and understand the Data Science process.
				2. Explain how data is collected, managed and stored for data science.
				3. Build, and prepare data for use with a variety of statistical methods and models.
				4. Analyse Data using various Visualization techniques.
				5. Choose advanced application, such as IP and NLP techniques to solve practical problems
4.	I	XBA 103	Introduction to Business Analytics	1. Appreciate and differentiate the Business Analytics from Business Analysis
				2. Prepare Financial plans for projects
				3. Map the various end to end processes To understand the concept of Business Intelligence
				4. Apply various analytics types
5.	I	XBA 104	Financial Accounting	1. Students will able to Understand the basic accounting concepts
				2. Apply accounting Procedures
				3. Prepare Bank Reconciliation Statement and make Depreciation Accounting

					4. Prepare Final Accounts
					5. Use Automation of Financial Accounting
6.	I	XBA 105	Contemporary English		1. Understand write and speak the contemporary English
					2. To be able to use English Language as one among the most common means of official language.
7.	I	XBA 111	Data Analysis using Excel		1. Understand fundamentals of excel software
					2. Make data entries in excel software
					3. Use Advance Formulas and prepare Spreadsheet Charts
					4. Perform Data Analysis and prepare PivotTables
					5. Use Spreadsheet tools and use Macros.
8.	II	XBA201	Strategic Management		1. Understand the need of the strategic management
					2. To be able to analyze vision mission and environments
					3. Understanding the theories applied in strategic management
					4. Understand sustainability and quality control
					5. Understanding Strategy Evaluation and Implementation using various matrices.
9.	II	XBA 202	Human Resource Management		1. Understand the concepts of HRM
					2. Understand Procurement and Development Functions
					3. Understand Training &

				development needs.
				4. Understand Compensation Function
				5. Understand Maintenance and Integration Functions
10.	II	XBA203	Marketing Management	1. Understand Marketing Concepts.
				2. Understand Market Segmentation, Targeting, Positioning and Branding
				3. Understand Products and Pricing
				4. Understand Distribution Decisions
				5. Understand Integrated Marketing Communications
11.	II	XBA204	Business Law	1. Students will able to Develop insights into business issues with legal implications
				2. Identity areas of business decision making that may have regulatory implications.
				3. Develop an appreciation of the way laws are applied in the context of business
				4. Build an ability to reorganize business operations to better satisfy the regulatory requirements.
12.	II	XBA 205	Financial Management	1. Understand the Scope and goal of financial management
				2. Understand the concept of time value of money
				3. Understand the concepts of long term and short – term investment decisions
				4. Understand the sources of

				capital
				5. Understand receivables and inventory management
13.	II	XEV 201	Environmental Studies	1. To make use of practical design thinking methods in every stage of your problem.
				2. To apply design thinking to your problems in order to generate innovative and user centric solutions
				3. Get hands on experience
14.	III	XBA301	Business Research Methodology	Students should able to
				1. Knowledge of concept / fundamentals for different types of research
				2. Understanding relevant scaling & measurement techniques and should use appropriate sampling techniques, Synthesizing different techniques of coding, editing, tabulation and analysis in doing research
				3. Evaluating statistical analysis which includes ANOVA technique and prepare research report.
15.	III	XBA 303	Managerial Economics	Students should able to
				1. Understand Nature and Scope of Economics
				2. Understand Demand Analysis and Demand Forecasting
				3. Understand Indifference Curve Analysis
				4. Understand Market Structure and Product Pricing
				5. Understand Profit Analysis and profit Forecasting
16.	III	XBA304	Business Analytics Using R	Students should able to
				1. Understand the concept of R Programming
				2. Understand Data in

					Economics
					3. Understand Data Visualization
					4. Understand Data Analysis
					5. Understand Natural Language Processing
17.	III	XBA311	Summer Internship I	Students should able to	
					1. Students should able to know and apply Research methods
					2. Write research Project
					3. Get Hands on experience
18.	III	XBA305	Data Visualization Using Power BI	Students should able to	
					1. Understand role of SQL Server
					2. Use the software Power BI
					3. Design Basic Reports Using Power BI
					4. Use Visual Sync, Grouping in Power BI
					5. Create Hierarchies and filters in Power BI
19.	IV	XBA401	Artificial Intelligence &Machine Learning	Students should able to	
					1. Understand Fundamentals of Artificial Intelligence
					2. Understand Artificial Neural Networks
					3. Understand Fuzzy Logic
					4. Understand Fundamentals of Genetic Algorithm
					5. Understand Soft Computing
20.	IV	XBA402	Data Preparation	Students should able to	
					1. Understand Defining Data Analysis Problems
					2. Understand Data gathering and preparation
					3. Understand Data cleaning
					4. Understand Exploratory analysis
					5. Understand Visualization
21.	IV	XBA403	Python for Business Analytics	Students should able to	
					1. Define and demonstrate the use of built-in data structures "lists" and "dictionary"
					2. Design and implement a program to solve a real world problem.
					3. Make database connectivity in python programming

				language.
				4. Design and implement data analysis with Pandas
				5. Design and implement data visualization
22.	IV	XBA404	Big Data	Students should able to
				1. Identify Big Data and its Business Implications.
				2. Access and Process Data on Distributed File System.
				3. Manage Job Execution in Hadoop
				4. Environment.
				5. Analyze Infoshere Big Insights big data recommendations.
				6. 5. Apply machine learning techniques using R.
23.	IV	OBB411	Entrepreneurship Development	Students should able to
				1. To increase their knowledge and skill of existing entrepreneurs and encourage others to become one.
				2. Ultimately, it helps in increasing the number of such individuals in an economy.
				3. To motivate others to choose the entrepreneurship as a career.
				4. Prepare the person to exploit the market opportunities for own business successfully.
				5. To develop, organize and run a business enterprise, along with any of its uncertainties in order to make a profit.
24.	IV	OBB412	Financial Planning for Individuals	Students should able to
				1. Explain and define the nature of the financial services industry with respect to providing personal financial planning services and compare those services with those provided

				by professional planners.
				2. Explain and define the nature of the financial services industry with respect to providing personal financial planning services and compare those services with those provide by professional planners.
				3. Evaluate the trends that make financial planning an emerging profession.
				4. Create meaningful family financial statements and interpret them so as to recognizeProblems and opportunities, strengths and weaknesses.
25.	IV	VBA404	Tally Essential I	Students should able to
				1. Understand and start using and the financial accounting software Tally.
				2. Perform accounting and inventory configurations.
				3. Make entries of various vouchers.
				4. Generate financial reports
				5. Reconcile bank statements.
26.	V	XBA501	Marketing Analytics	Students should able to
				1. Understand Marketing Mix optimization
				2. Understand Effects of various marketing tactics
				3. Understand Marketing Mix Modelling
				4. Understand Price Analysis
				5. Understand Promotions Analysis
27.	V	XBA502	Supply Chain Analytics	Students should able to
				1. Understand the importance of the basics of Business Analytics and Optimization
				2. Understand the importance of the basics of Supply Chain Analytics and Optimization
				3. Analyze the level of uncertainty associated with the supply of products and services to targeted

				customer segments
				4. Justify the choice of a supply chain strategy and its fit with competitive strategy.
				5. Understand Prescriptive Analytics in Network Planning
28.	V	XBA503	Financial Analytics	Students should able to
				1. Understand concepts of Analytics
				2. Understand Predictive Analytics
				3. Understand Optimization Analytics
				4. Understand Stochastic Analytics
				5. Understand Analytics under Uncertainty
29.	V	XBA514	Internship II	Students should able to
				1. Know and apply Research methods
				2. Write a research project
				3. Get hands on experience
30.	V	VBA504	Tally Essential II	Students should able to
				1. Understand and start using and the financial accounting software Tally.
				2. Perform accounting and inventory configurations.
				3. Make entries of various vouchers
				4. Generate financial reports
				5. Reconcile bank statements.
31.	VI	XBA601	Decision Support System with SPSS	1. Understand information and information systems
				2. Understand decision making and decision-making process
				3. Understand Knowledge Management System
				4. Use IBM, SPSS software
				5. Perform various analysis using SPSS software.
32.	VI	XBA602	Multivariate Data Analysis	1. To introduce Multivariate Data Analysis
				2. To understand Principal Component Analysis

					3. To understand Factor Analysis
					4. To understand Hierarchical and Partitioning Clustering
					5. To understand Multivariate normal distribution
33.	VI	XBB 603	Cyber Security		1. Understand Security Architectures and Models.
					2. Understand system security
					3. Understand Web and Database Security
					4. Understand about OS Security
34.	VI	XBA 611	Project		1. Know and apply Research methods.
					2. Write a research project
					3. Get hands on experience