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## **Criterion 2 - Teaching- Learning and Evaluation**

### ***2.6.2 CO-PO Mapping***

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### CO-PO Mapping for the courses of Choice-Based Credit System 2019-20

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I certify that all the evidence included in this document is authentic and duly verified.

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SEMESTER I
<b>COURSE NAME:</b> MODERN ORGANISATION AND MANAGEMENT
<b>COURSE CODE:</b> MBAH 401
Course Outcomes
CO1: Acquire knowledge on the evolution of Management discipline
CO2: Have understanding about the management concepts.
CO3: Be able to solve the problems of organizations in an integrated manner.
CO4: Understand the management challenges in the changing business world.
CO5: Comprehending & correlating all of the management roles that occur around with basic management concepts and principles.
CO6: Understand the overview of its management, management theory and practical applications.
CO7: Students should get a clear idea about the Strategic Management concept, its relevance, characteristics, nature, process and purpose

## MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03								
CO2	03	03							
CO3		03		03					
CO4			03						
CO5							03	03	02
CO6	03	02		03			03	02	02
CO7					03		02		



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## SEMESTER I

**COURSE NAME:** BUSINESS ACCOUNTING AND FINANCE

**COURSE CODE:** MBAH 402

### Course Outcomes

CO1: Demonstrate theoretical knowledge and its application in real time accounting

CO2: Demonstrate knowledge regarding accounting principles and its application

CO3: Independently undertake financial statement analysis and take decisions.

CO4: Understand the basic financial concepts.

CO5: Evaluate the investment decisions.

CO6: Analyze the capital structure and dividend decisions

CO7: Estimate working capital requirements.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	02								
CO2	02			03					
CO3				02				03	
CO4	02			02					
CO5								02	02
CO6				03				02	
CO7	02								



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## SEMESTER I

**COURSE NAME:** INFORMATION TECHNOLOGY IN BUSINESS

**COURSE CODE:** MBAH 404

### Course Outcomes

CO1: Describe the conceptual framework for e trade, mobile trade, and social trade.

CO2: Summarize the impact on society, markets & commerce of media, internet, social, digital, IoT, and related technologies.

CO3: Creation of illustrate interest & competitive edge in a digital business environment.

CO4: Examine the changing position of intermediaries, the changing nature of the supply chain and the online and offline payment systems.

CO5: Able to Classify the prevalent digital business models into different groups,

CO6: Able to describe their advantages and limitations.

CO7: Explaining the vast electronic business applications in today's world.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03		02						
CO2			01	02					
CO3	02			03					
CO4	02				01				
CO5	02								
CO6	02								
CO7								01	02



### SEMESTER I

**COURSE NAME:** ECONOMICS FOR MANAGERS

**COURSE CODE:** MBAH 405

#### Course Outcomes

CO1: The student will understand the application of Economic Principles to decision making in management.

CO2: The student must understand and apply the microeconomic principles to the efficient functioning of a firm and industry.

CO3: The student will be able to understand, evaluate and predict Demand.

CO4: The student will apply production concepts and costs for production optimization.

CO5: The student will be able to analyze the Consumption Function and Investment Function.

CO6: Able to understand the impact of Business Cycle on day-to-day business.

CO7: The student will understand the impact of Government and the Macro Economy on business.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	01								
CO2				02					
CO3						01			
CO4			02						
CO5							01		
CO6					02				
CO7		01							



### SEMESTER I

**COURSE NAME:** BUSINESS ANALYTICS

**COURSE CODE:** MBAS 410

#### Course Outcomes

CO1: Enable all participants to recognise, understand and apply the language, theory and models of the field of business analytics.

CO2: Foster an ability to critically analyze, synthesise and solve complex unstructured business problems.

CO3: Encourage an aptitude for business improvement, innovation and entrepreneurial action.

CO4: Encourage the sharing of experiences to enhance the benefits of collaborative learning.

CO5: Instil a sense of ethical decision-making and a commitment to the long run welfare of both organisations and the communities they serve.

CO6: Enable data-driven decision making that has the potential to increase profits and improve efficiency.

CO7: With predictive analytics, allow businesses to plan for the future in ways that were previously impossible.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	03	02							
CO2		02				02			01
CO3			03				02		
CO4				01			02		
CO5					02	02			
CO6						02	03		
CO7	02	03							02



### SEMESTER I

**COURSE NAME:** ORGANISATION BEHAVIOUR AND COMMUNICATIONS

**COURSE CODE:** MBAH 403

#### Course Outcomes

CO1: Describe the key concepts of organizational behaviour

CO2: Enhance the ability in terms of control of human behaviour in an organization

CO3: Have knowledge on motivational factors that influence the individual behaviour

CO4: Have understanding about the organizational power and politics

CO5: Understand theories about how managers should behave to motivate and control employees

CO6: Build people and leadership skills essential for managerial success

CO7: Appraise the basic principles of communication

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1						02	02		
CO2				01					01
CO3				02		01	01	02	
CO4							02		
CO5							02	01	
CO6							02	01	
CO7								03	



### SEMESTER II

**COURSE NAME:** HUMAN RESOURCE MANAGEMENT

**COURSE CODE:** MBAH 451

#### Course Outcomes

CO1: Knowing HRM functions, concepts, role analysis that promotes the creation of a job description and job specification for different employee levels for students.

CO2: Synthesize information on recruitment process efficiency, sources & formal selection method comprehension.

CO3: Identify different types of preparation, and develop a training program.

CO4: Understand the concept of an organization's performance assessment process.

CO5: Have knowledge of the concepts and tools of HRM as relevant to industrial organisation.

CO6: Have an understanding of the role of HRM in the overall strategy setting.

CO7: Able to know the importance of training and development, and performance appraisal.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1				03			02		
CO2			02	02					
CO3			02						03
CO4	03	02							
CO5	02				02				
CO6							02	02	
CO7							02		02



### SEMESTER II

**COURSE NAME:** MARKETING MANAGEMENT

**COURSE CODE:** MBAH 452

#### Course Outcomes

CO1: Build a capacity to assess the impact of the marketing feature on the environment.

CO2: Able to formulate marketing strategies.

CO3: Understand psychological and sociological factors that influence purchasing.

CO4: Develop marketing strategies based on goals of product, price, position and promotion.

CO5: Able to segment the market.

CO6: Analyse the product life cycle so as to overcome the competition

CO7: Analyse the recent trends in marketing.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03			01					
CO2					03		02		
CO3		02							
CO4			03			01			
CO5				03			01		
CO6		01		02					
CO7	01		02						



### SEMESTER II

**COURSE NAME:** INDIAN BUSINESS ENVIRONMENT

**COURSE CODE:** MBAH 453

#### Course Outcomes

CO1: Students will get an understanding of the Business macro climate and various macroeconomic principles.

CO2: The student should understand past and present industrial policies and development over time, and how the structure of Indian Industry evolved over time.

CO3: The student will be exposed to different nation and state economic policies.

CO4: The students will be able manage their roles in the changing business scenario.

CO5: Able to Analyse the environmental factors that influence business.

CO6: Able to understand the impact of technical environment on business.

CO7: Able to assess the influence of nature on business.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03	03		01					
CO2		03			02				
CO3	01			03					
CO4						02	03	03	
CO5		01		02					
CO6						02	02		
CO7		03	02						



### SEMESTER II

**COURSE NAME:** BUSINESS RESEARCH METHODS

**COURSE CODE:** MBAH 454

#### Course Outcomes

CO1: Identifying research problems and collecting relevant data analysis literature.

CO2: Write research design using methods of Exploratory and Descriptive Research.

CO3: To prepare a questionnaire on brand awareness, efficiency of public sector organizational training, attitude of investors towards mutual funds in any financial institution.

CO4: To conduct market surveys and investigate the perception of consumers towards any FMCG or business.

CO5: Able writing reports and methods of presentation.

CO6: Able to maintain Quality Criteria in Qualitative Research

CO7: Able to write research reports.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	01	03							
CO2		02							
CO3			02	02					
CO4			01	02					
CO5								03	02
CO6						02			
CO7								03	02



### SEMESTER II

**COURSE NAME:** OPERATIONS MANAGEMENT

**COURSE CODE:** MBAH 455

#### Course Outcomes

CO1: Define different types of productivity, and productivity measures.

CO2: Apply principles of value analysis and value engineering to specific operations management situations.

CO3: Apply different types of charts and diagrams to conduct study of the work and the method.

CO4: Explaining the need for aggregate planning, and the aggregate planning steps.

CO5: Able to prepare Resources Planning and Scheduling of Operations.

CO6: Illustrate how organizational capacity planning and its relationship to MRP is performed.

CO7: Elaborate on the JIT, lean, 5s, TPM, BPR, six sigma, world class Fabrication principles.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03								
CO2					03				
CO3		02							
CO4			03						
CO5				03					
CO6				03					
CO7			02						



### SEMESTER II

**COURSE NAME:** SUPPLY CHAIN MANAGEMENT

**COURSE CODE:** MBAH 457

#### Course Outcomes

CO1: Prepare the students to meet challenges of supply chain management.

CO2: Prepare the students to select appropriate CRM channel best suited for different firms.

CO3: Prepare the students to meet challenges of logistic.

CO4: Able to provide solutions to the SCM problems.

CO5: Understand the significance of Co-ordination in the supply chain.

CO6: Able to understand and effectively use Information technology in a supply chain.

CO7: Able to manage Global Supply Chain Management.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1			02	01					
CO2	01		02						
CO3						03		02	
CO4					03	02			
CO5			03		02				
CO6	03	02							
CO7								02	03



### SEMESTER III

**COURSE NAME:** ENTREPRENEURSHIP AND START-UPS

**COURSE CODE:** MBAH 501

#### Course Outcomes

CO1: Identifying research problems of entrepreneurs and able to provide solution for the same.

CO2: Acquire the skills to identify new areas of business.

CO3: Able to identify potential source of finance.

CO4: Acquire the skill to analyse and identify the potential market for the new business.

CO5: Able to provide suggestions to face the Challenges of Woman Entrepreneurs

CO6: Able to evaluate the established business to acquire it.

CO7: Able to manage small business.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1		03			02		02		
CO2	03	01							
CO3				03					
CO4			03			02			
CO5			02					03	02
CO6	01		02						
CO7			02						01



### SEMESTER III

**COURSE NAME:** STRATEGIC COST MANAGEMENT

**COURSE CODE:** MBAH 502

#### Course Outcomes

CO1: Analyse the CVP techniques to determine optimal managerial decision.

CO2: Experiencing on budgeting techniques.

CO3: Making decision on cost analysis.

CO4: Use the theoretical knowledge for decision making.

CO5: Analyse the financial position of the companies.

CO6: Understand the practical difficulties in cost management.

CO7: Able to prepare budgets for companies.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1		03		01					
CO2		02		02					
CO3	01								
CO4	02								
CO5								01	
CO6			02		01				
CO7				02					



### SEMESTER III

**COURSE NAME:** OPERATIONS RESEARCH

**COURSE CODE:** MBAH 503

#### Course Outcomes

- CO1: Able to identify the applications of OR in business.
- CO2: Acquire the OR skills to manage business operations.
- CO3: Understand the applications of multiple subjects to manage activities.
- CO4: Understand the difference between real world problems and simulated problems.
- CO5: Able to apply transportation models in business.
- CO6: Able to understand and apply replacement decisions effectively.
- CO7: Able to manage the projects with limited resources.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03		02						
CO2			01	02					
CO3	02			03					
CO4	02				01				
CO5	02								
CO6	02								
CO7								01	02



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<b>SEMESTER III</b>
<b>SPECIALIZATON: FINANCIAL MANAGEMENT</b>
<b>COURSE NAME: STRATEGIC FINANCIAL MANAGEMENT</b>
<b>COURSE CODE: MBAS 504</b>
<b>Course Outcomes</b>
<p>CO1: Be familiar with functions of financial management and decision-making.</p> <p>CO2: Able value the financial assets for evaluation.</p> <p>CO3: Able to evaluate leverages in decision making process.</p> <p>CO4: Know various theories on capital structure and dividend policy.</p> <p>CO5: Able to determine the value of securities and the value of the firm.</p> <p>CO6: Comprehend the concept of Venture capital</p> <p>CO7: Able to prepare and manage Project Planning.</p>

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
<b>CO</b>									
<b>CO1</b>				02					
<b>CO2</b>		02							
<b>CO3</b>						02			
<b>CO4</b>			01						
<b>CO5</b>							02		
<b>CO6</b>	01								
<b>CO7</b>					01				
<b>Avg</b>									



### SEMESTER III

**COURSE NAME:** INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT

**COURSE CODE:** MBAS 505

#### Course Outcomes

CO1: Acquire the knowledge of capital market and its functions and products.

CO2: Able to distinguish the investment products based on its risk and return.

CO3: Able to select and construct best portfolio.

CO4: Able to provide investment advice to the clients.

CO5: Able to identify and manage the risks associated with the investment's avenues.

CO6: Able to use derivatives in managing risks.

CO7: Able to Analyse the capital market.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1				01					
CO2	01								
CO3		02							
CO4								02	
CO5			01						
CO6				02					
CO7					01				



### SEMESTER III

**COURSE NAME:** TAX PLANNING

**COURSE CODE:** MBAS 506

#### Course Outcomes

CO1: Acquire the knowledge of corporate and personal tax laws.

CO2: Able to Analyse the corporate and personal tax planning.

CO3: Understand the consequence of Tax Evasion, Tax Avoidance.

CO4: Able to prepare and file personal tax returns.

CO5: Able to avail all kinds of reliefs, exemptions, deductions and tax benefits.

CO6: Understand the recent trends in tax laws.

CO7: Able to evaluate tax planning with regards to specific managerial decisions.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03		02						
CO2	03	03							
CO3	02				03				
CO4					03	02			02
CO5				02	03				
CO6					02	03			
CO7			02	03					



<b>SEMESTER III</b>
<b>SPECIALIZATION: MARKETING MANAGEMENT</b>
<b>COURSE NAME: MARKETING RESEARCH AND CONSUMER BEHAVIOUR</b>
<b>COURSE CODE: MBAS 507</b>
<b>Course Outcomes</b>
CO1: Learn the tools and techniques to translate a marketing decision problem into a research question. CO2: Design a research plan, analyse the data gathered. CO3: Accurately interpret and communicate survey reports. CO4: Translating the results into practical recommendations. CO5: Identify the dynamics of human behaviour. CO6: Analyze the basic factors that influence the consumer decision process. CO7: To demonstrate how concepts may be applied to marketing strategy.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1		03		02					
CO2	02			02					
CO3		02		02					
CO4			02			02			
CO5			02				02		
CO6			02			02			
CO7				02			02		



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## SEMESTER III

**COURSE NAME:** PROMOTIONS AND DISTRIBUTION MANAGEMENT

**COURSE CODE:** MBAS 508

### Course Outcomes

CO1: Students understand the pros and cons of promotion and distribution arrangements.

CO2: Realise how this helps the entire chain of marketing.

CO3: Experience the virtual marketing practices.

CO4: Practice the effectiveness of promotional programmes.

CO5: Have practical aspects of public relations

CO6: Understand the current trends in supply chain management.

CO7: Gain knowledge over technological development of e- commerce.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	02			02					
CO2		02							
CO3			02						
CO4	01							03	
CO5					01			03	01
CO6				01	01				
CO7	02								01



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## SEMESTER III

**COURSE NAME:** RETAIL MANAGEMENT

**COURSE CODE:** MBAS 509

### Course Outcomes

CO1: To understand the importance of retail management.

CO2: To gain knowledge over emerging trends in retailing.

CO3: To understand the difficulties of retail operations.

CO4: To realise the job opportunities in retail management.

CO5: To get in-depth knowledge to become self-employed.

CO6: To understand the emerging trends in retail sector

CO7: To realise the importance of marketing research in retail sector.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1			03	02					
CO2				03					01
CO3	03				01				
CO4			03					01	
CO5		02					03		
CO6		02					03		
CO7	01	03							



### SEMESTER III

### SPECIALIZATION: HUMAN RESOURCE MANAGEMENT

**COURSE NAME:** LEARNING AND DEVELOPMENT

**COURSE CODE:** MBAS 510

#### Course Outcomes

CO1: Understand the significance of training and development.

CO2: Practicality of HRD programmes in corporates.

CO3: Realise the importance of competency-based training and management development programmes.

CO4: Inculcate the abilities to train workforce in the organisation.

CO5: Facilitates to prepare employees to face the future challenges.

CO6: Prepares future trainers in corporate sector.

CO7: Translates employees to human resource.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03								
CO2		03	02	03				03	03
CO3		03	03						
CO4			03					03	03
CO5							03		03
CO6									
CO7									03



### SEMESTER III

**COURSE NAME:** EMPLOYEES RELATIONS MANAGEMENT

**COURSE CODE:** MBAS 511

#### Course Outcomes

CO1: Understand the relationship between employer relatives and labour legislations.

CO2: Understand the importance of WPM and conflict management in industries.

CO3: In- depth knowledge on present scenario of industrial relations.

CO4: Demonstrate the knowledge in this area and solve complex corporate problems.

CO5: Identify business opportunities, design and implement innovations in work space.

CO6: Apply reasoning informed by the contextual knowledge in the given area.

CO7: Apply ethical principles for making judicious managerial decisions.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1				03	02				
CO2				03	02				
CO3	03			02	01				
CO4			03	02					
CO5			03	01					
CO6	03				03				
CO7			02			03			



### SEMESTER III

**COURSE NAME:** STRESS MANAGEMENT

**COURSE CODE:** MBAS 512

#### Course Outcomes

CO1: To understand the nature and consequences of stress.

CO2: To understand the impact of stress on work.

CO3: To recognise the stressors, Adaptive and Maladaptive behaviour.

CO4: To engage students in independent and life-long learning.

CO5: To identify the key issues facing a business or business subdivision.

CO6: To develop analytical and critical thinking abilities for decision making.

CO7: To integrate tools and concepts from multiple functional areas.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1				02			02	02	
CO2					02			02	
CO3				02		02	01		
CO4						02	02		03
CO5		03				02			
CO6			02		02	02			
CO7				02		02			



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<b>SEMESTER III</b>
<b>SPECIALIZATION: HOSPITAL ADMINISTRATION</b>
<b>COURSE NAME: HOSPITAL SERVICES MANAGEMENT</b>
<b>COURSE CODE: MBAS 516</b>
<b>Course Outcomes</b>
CO1: Understand and know the services provided by hospitals and manage it. CO2: Manage the risk associated with hospital management CO3: Able to manage hospital planning and administration. CO4: Provide efficient Supportive and Utility Services to hospitals. CO5: Able to provide good Clinical Services CO6: Able to provide and manage occupational safety in hospitals CO7: Able to handle waste management.

## MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	01							01	
CO2	01	02							
CO3			02					01	
CO4				02	01				
CO5				01	02				
CO6					02		01		
CO7					01			02	



### SEMESTER III

**COURSE NAME:** HOSPITAL PLANNING AND ADMINISTRATION

**COURSE CODE:** MBAS 517

#### Course Outcomes

CO1: Familiarize with the designing of hospital systems.

CO2: Understand the uniqueness of hospital organization, structure, subsystem.

CO3: Able to plan and design administrative services.

CO4: Able to plan and design medical and ancillary services requirements.

CO5: Assess the various hospital safety measures.

CO6: Evaluate a suitable information system for hospital services.

CO7: Able to manage Safety and security in Hospitals

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1			02	01					
CO2				02		01			
CO3			02	02					
CO4			02	01					
CO5				01	03				
CO6		01						02	01
CO7				01	03				



### SEMESTER III

**COURSE NAME:** HEALTH ECONOMICS AND INSURANCE

**COURSE CODE:** MBAS 518

#### Course Outcomes

CO1: Acquire the full knowledge of National Health Policy

CO2: Aware about the health care programmes of state and central governments.

CO3: Facilitate the society to avail health care programmes.

CO4: Analyse the health economics.

CO5: Able to use innovative health schemes.

CO6: Able to conduct Cost analysis for organizations that supply health care.

CO7: Able Analyse the scope for public-private participation in health care.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	01			02					
CO2		01			02				
CO3			02					01	
CO4	01	01			02				
CO5							02		
CO6	01			02					
CO7						02			01



<b>SEMESTER III</b>
<b>SPECIALIZATION: LOGISTICS MANAGEMENT</b>
<b>COURSE NAME: FUNDAMENTALS OF LOGISTICS MANAGEMENT</b>
<b>COURSE CODE: MBAS 519</b>
<b>Course Outcomes</b>
CO1: To describe the customer service in logistics management. CO2: To study the procurement and outsourcing in the context of logistics. CO3: To study the importance of inventory management in the supply chain. CO4: To describe inventory management in Logistics management. CO5: To study the e-business solutions for supply chain. CO6: To study the transport economy. CO7: To study the role of Technology and Logistics information system.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	02		02	02		02		03	
CO2	01		02	01			01	02	02
CO3	03	03	02	03	02		01	02	01
CO4	03	02	03	03	03	02			
CO5	03	03	02	02				01	01
CO6	02	02	03					01	01
CO7	02	01	02	03	01	02		03	01



### SEMESTER III

**COURSE NAME:** CARGO AND FREIGHT MANAGEMENT

**COURSE CODE:** MBAS 520

#### Course Outcomes

CO1: Explore freight transportation strategies to facilitate effective supply chain operations.

CO2: Evaluate the economic viability of various modes of transport

CO3: Able to formulate freight transportation strategies

CO4: Able to resolve problems in freight transportation and supply chain management.

CO5: Able to manage Quality Control and Clearance of Cargo.

CO6: Able to prepare, complete and get all Cargo Documentation.

CO7: Acquire the knowledge Freight structure and practice.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1						03	02		
CO2	02								01
CO3		01				02			
CO4	02	02							
CO5				02					02
CO6	01				02				
CO7	03								02



### SEMESTER III

**COURSE NAME:** TRANSPORTATION MANAGEMENT

**COURSE CODE:** MBAS 521

#### Course Outcomes

CO1: Analyse critical thinking strategies in the context of transportation management.

CO2: Demonstrate the technological factors of logistics and transportation.

CO3: Utilize data and information to make strategic transportation decisions.

CO4: Develop and implement freight transportation strategies for effective supply chain operations.

CO5: Effectively resolve problems in transportation and supply chain management.

CO6: Able to choose right transportation mode.

CO7: Able to manage transportation risk management.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	02	02							
CO2	03				02				
CO3						03	02		
CO4			02					02	
CO5	02	03							
CO6						01			02
CO7	02			02					



### SEMESTER IV

**COURSE NAME:** INTERNATIONAL BUSINESS ENVIRONMENT

**COURSE CODE:** MBAH 551

#### Course Outcomes

CO1: Able to face the challenges of international market.

CO2: Able to identify the factors influencing international business

CO3: Able to frame strategies to tackle the international business.

CO4: Able to distinguish countries based on competitiveness.

CO5: Able to manage the outsourcing activities.

CO6: Able to procure and manage FDI inflows.

CO7: Able to tackle the international trade barriers.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1				01					
CO2					01	01			
CO3		01					01		
CO4			01					01	
CO5	01						01		
CO6			01						
CO7		01		01					



### SEMESTER IV

### SPECIALIZATION: FINANCIAL MANAGEMENT

**COURSE NAME:** BEHAVIOURAL FINANCE

**COURSE CODE:** MBAS 553

#### Course Outcomes

- CO1: Understand the behavioral finance, rational finance.
- CO2: Understand the market efficiency
- CO3: Understand the Self Deception, Emotional factors and social forces in investment.
- CO4: Understand strategies of well-known value investment.
- CO5: Able to manage overconfidence and its causes.
- CO6: Able to manage market outcomes.
- CO7: Able to overcome psychological Biases.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	01			01	01				
CO2		02							
CO3					02				
CO4	02								
CO5		02							
CO6	01						01		
CO7					01				



### SEMESTER IV

**COURSE NAME:** INTERNATIONAL FINANCIAL MANAGEMENT

**COURSE CODE:** MBAS 554

#### Course Outcomes

CO1: Understand the global financial environment and International Flow of funds.

CO2: Interpret the operation of financial market and exchange rate determination.

CO3: Recognize foreign exchange risk management.

CO4: Assess the various factors and methods to evaluate the country risk in the context of FDI.

CO5: Address the special issues involved in multinational capital budgeting and cash management.

CO6: Able to manage international fund flow.

CO7: Able to analyze and manage Country risk.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1			02						
CO2				01					
CO3				02					
CO4					01				
CO5						02			
CO6						01			
CO7			02						



### SEMESTER IV

**COURSE NAME:** CORPORATE RESTRUCTURING

**COURSE CODE:** MBAS 555

#### Course Outcomes

CO1: Acquire and demonstrate expert knowledge in the specific subject area of corporate restructuring.

CO2: Critically evaluate different types of Merger and Acquisition, take over and different strategies.

CO3: Understand the principles and techniques of corporate restructuring.

CO4: Able to manage tax issues associated with corporate restructuring.

CO5: Evaluate synergies of mergers & acquisition deals.

CO6: Able to procure financing for mergers and acquisitions.

CO7: Able to manage revival, rehabilitation and restructuring of sick companies

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03	02							
CO2			03			02			
CO3					03	02			
CO4					02	03			
CO5			02		03				
CO6		02		03					
CO7					02	03			



### SEMESTER IV

### SPECIALIZATION: MARKETING MANAGEMENT

**COURSE NAME:** INTERNATIONAL MARKETING MANAGEMENT

**COURSE CODE:** MBAS 556

#### Course Outcomes

CO1: Get practical experiences about import/export documentation.

CO2: Visualize the role of commercial banks and other financial institutions in export and import management.

CO3: Practical experience in export/import documentation

CO4: Demonstrate the knowledge in this area and solve complex corporate problems.

CO5: Identify business opportunities, design and implement innovations in work space.

CO6: Apply reasoning informed by the contextual knowledge in the given area.

CO7: Apply ethical principles for making judicious managerial decisions.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	01				02				
CO2			02						
CO3				02					
CO4	01	01							
CO5			03		01				
CO6					03				
CO7						03			



<b>SEMESTER IV</b>
<b>COURSE NAME:</b> SERVICES MARKETING
<b>COURSE CODE:</b> MBAS 557
<b>Course Outcomes</b>
CO1: Creates an understanding what quality means and how customers develop perceptions of service quality. CO2: In depth knowledge on consumer behaviour in service delivery. CO3: Practicality of service design and service standards. CO4: Demonstrate the knowledge in this area and solve complex corporate problems. CO5: Identify business opportunities, design and implement innovations in work space. CO6: Apply reasoning informed by the contextual knowledge in the given area. CO7: Apply ethical principles for making judicious managerial decisions.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1			02			01			
CO2			02			02			
CO3		02					02		
CO4		02	02						
CO5			02		02				
CO6				02			02		
CO7						03	02		



### SEMESTER IV

**COURSE NAME:** RURAL MARKETING

**COURSE CODE:** MBAS 558

#### Course Outcomes

CO1: Develop required skills to manage rural customers.

CO2: Strategies to overcome the practical difficulties of rural marketing

CO3: Explore the job opportunities in rural marketing

CO4: Demonstrate the knowledge in this area and solve complex corporate problems.

CO5: Identify business opportunities, design and implement innovations in work space.

CO6: Apply reasoning informed by the contextual knowledge in the given area.

CO7: Apply ethical principles for making judicious managerial decisions.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1		02		01					
CO2			01		03				
CO3						02			01
CO4	02				01				
CO5	01		03						
CO6		01			03				
CO7	01					03			



### SEMESTER IV

### SPECIALIZATION: HUMAN RESOURCE MANAGEMENT

**COURSE NAME:** GLOBAL HUMAN RESOURCES MANAGEMENT

**COURSE CODE:** MBAS 559

#### Course Outcomes

CO1: Get in-depth knowledge about the different dimension of GHRM.

CO2: Understand MNCs and their HR practices.

CO3: Acquire required competencies for international HR managers.

CO4: Demonstrate the knowledge in this area and solve complex corporate problems.

CO5: Identify business opportunities, design and implement innovations in work space.

CO6: Apply reasoning informed by the contextual knowledge in the given area.

CO7: Apply ethical principles for making judicious managerial decisions.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1			01		02				
CO2	02		02			03			
CO3						02	03		
CO4		03							
CO5			03			02			
CO6	03				02				
CO7						03		02	



<b>SEMESTER IV</b>
<b>COURSE NAME:</b> COMPENSATION MANAGEMENT
<b>COURSE CODE:</b> MBAS 560
<b>Course Outcomes</b>
CO1: Develop remuneration and reward strategies. CO2: Have an insight to compensation methods at different levels. CO3: Get theoretical and practical input about salary structure of employees. CO4: Demonstrate the knowledge in this area and solve complex corporate problems. CO5: Identify business opportunities, design and implement innovations in work space. CO6: Apply reasoning informed by the contextual knowledge in the given area. CO7: Apply ethical principles for making judicious managerial decisions.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1	03								
CO2			03					03	
CO3								03	
CO4				03					
CO5		03							
CO6	03								
CO7						03			



### SEMESTER IV

**COURSE NAME:** PERFORMANCE MANAGEMENT

**COURSE CODE:** MBAS 561

#### Course Outcomes

CO1: Get practical experience to build high performing.

CO2: Understand the role of HR managers in performance management.

CO3: Able to build high performing teams.

CO4: Demonstrate the knowledge in this area and solve complex corporate problems.

CO5: Identify business opportunities, design and implement innovations in work space.

CO6: Apply reasoning informed by the contextual knowledge in the given area.

CO7: Apply ethical principles for making judicious managerial decisions.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1			02			01			
CO2	02							02	
CO3			01				03		
CO4	03	02	02						
CO5			03		01				
CO6					03	02			
CO7						03			02



<b>SEMESTER IV</b>
<b>SPECIALIZATION: HOSPITAL ADMINISTRATION</b>
<b>COURSE NAME: QUALITY MANAGEMENT IN HEALTHCARE ORGANIZATION</b>
<b>COURSE CODE: MBAS 565</b>
<b>Course Outcomes</b>
CO1: Understand the importance of quality management in healthcare organization CO2: Able to identify quality control components. CO3: Understand the quality control tools and techniques CO4: Able to Evaluate of Quality Management CO5: Able to manage the hospital Accreditation CO6: Able to conduct medical audit. CO7: Able to assist in quality control.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	02	01							
CO2		02				01			
CO3		02		03					
CO4					02	01			
CO5					02	02			
CO6					02	02			
CO7	03	02							



### SEMESTER IV

**COURSE NAME:** LEGAL ISSUES IN HEALTHCARE AND BUSINESS ETHICS

**COURSE CODE:** MBAS 566

#### Course Outcomes

CO1: Understand the legal and ethical issues in healthcare organization

CO2: Understand the Contract Labor and casual Labor Acts

CO3: Able to Medical Legal Procedures

CO4: Able to manage the Contract Labor and casual Labor

CO5: Able to handle the issues relates to Consumer Protection and Patient Rights.

CO6: Able to advice the issues relate to healthcare business ethics.

CO7: Able to handle issues in ethics in management.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1					03	02			
CO2				02					
CO3	01								
CO4				02					
CO5					02		01		
CO6					01	02		01	
CO7						02			



### SEMESTER IV

**COURSE NAME:** HEALTH INFORMATION SYSTEM

**COURSE CODE:** MBAS 567

#### Course Outcomes

CO1: Able to identify the role and importance of information technology in hospital management

CO2: Able to categorize and manage healthcare data.

CO3: Able to identify and use different types of EMR and EHR management systems.

CO4: Able to analyze the importance of healthcare information systems

CO5: Able to develop and manage applications and processes for Clinical classification.

CO6: Able to determine the emerging trends in Tele-health and telemedicine

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	03			02					
CO2		02	01						
CO3				02	03				01
CO4						03		02	
CO5			02		03		01		
CO6					03	02			01
CO7									



### SEMESTER IV

### SPECIALIZATION: LOGISTICS MANAGEMENT

**COURSE NAME:** INTERNATIONAL TRADE DOCUMENTATION AND MARITIME

LAW

**COURSE CODE:** MBAS 568

### Course Outcomes

CO1: Able to prepare trade procedures and documentation formalities pertaining to export and import.

CO2: Apply the structured approach to handling trade transactions and incidental paper work.

CO3: Able to avail the Export Incentives.

CO4: Able to process export order.

CO5: Able to frame export import strategy for the firm.

CO6: Understand the Maritime Laws of India: Emerging Challenges.

CO7: Able to handle and manage any problems associated with law and enforcement.

### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO									
CO1					02				
CO2			01						
CO3							02		
CO4	01								
CO5				02					
CO6		01							
CO7							01		



### SEMESTER IV

**COURSE NAME:** STRATEGIC LOGISTICS MANAGEMENT

**COURSE CODE:** MBAS 569

#### Course Outcomes

CO1: Explore the conceptual and theoretical backgrounds of strategic logistic management.

CO2: Understand the process of strategic planning and execution.

CO3: Explore the logistics in strategic decisions

CO4: Interpret the various issues in Logistics integration

CO5: Evaluate the performance of Logistics.

CO6: Able to plan for logistic management.

CO7: Able to choose best logistic for different locations.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	02	03	01	01		01			01
CO2	03	03	02	01		01	02	02	02
CO3	02	01	03	02		03			
CO4	02	01	01	03	02	02	01	02	01
CO5		02	01	02	02	02			
CO6	02	01	02	01	01	01	01	03	02
CO7	02	03	02			02		01	



### SEMESTER IV

**COURSE NAME:** WAREHOUSING, ICD AND PACKAGING

**COURSE CODE:** MBAS 570

#### Course Outcomes

CO1: Understand the significance of warehousing management techniques and warehouse activity profiling

CO2: Examine the role and functions of Inland Container Depot

CO3: Evaluate the various warehouse performance techniques.

CO4: Suggest packing design based on its cost and requirements for transportation and marking.

CO5: Able to manage the issues relates to Warehouse- and Environment,

CO6: Capable to manage the health and safety Issues in warehousing, ICD and packaging.

CO7: Able to manage warehousing information system.

#### MAPPING COs WITH POs High=3, Medium=2, Low=1

PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	01		02						
CO2				01				02	
CO3	01	01							
CO4			01						01
CO5	01				02				
CO6				02	03				
CO7					02			02	