

2.6.1 Programme outcomes and course outcomes for all Programmes offered by the institution are stated and displayed on website and communicated to teachers and students

Thiagarajar School of Management (Autonomous)
Madurai

Programme Outcomes (POs)

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

1 TRIMESTER 1

1.1 Organizational Behaviour - I -22MT11

2. To describe the significance of individual employee behavior within the context of an organization, especially how individual employees' values, attitudes, personality, learning and motivation shape an organization and facilitate or hinder its success. (PO1, PO2, PO4 AND PO5).
3. To reflect on one's own past and present behaviours, recognizing that individual skills dramatically impact achievements in the workplace. (PO2 AND PO3).
4. To acknowledge that a great product, limitless financing, brilliant marketing and a clear, defensible strategy are of little value unless employees and managers can actually do their jobs effectively – and that this requires outstanding people practices. (PO2 and PO5)

1.2 Managerial Economics -22MT12

1. Understanding and application of functional knowledge in business. (PO 1 and PO 4)
2. Identify/understand ethical dilemmas and demonstrate ethical behaviour. (PO 2 and PO 5)
3. Develop decision making skills through problem solving using qualitative analysis and quantitative methods. (PO 1 and PO 2)
4. Effective communication and interpersonal skills. (PO 3 and PO 5)

1.3 1.3 Data Analysis for Management – I -22MT13

1. Describe, Inference and interpret data for business decision making and research (PO1, PO2, PO4)
2. Designing and developing sound analytical knowledge for business and research environment with usage of various statistical tools (e.g Excel, SPSS, Gret I, R-Studio, Mini Tab etc) (PO4, PO5)

1.4 Financial Accounting and Reporting - 22MT14

1. To describe the process of preparing the financial statements by applying the accounting concepts (PO 1)
2. To analyse individual accounting items thereby realising the significance of each (PO 2)
3. To interpret financial statements to develop decision making skill (PO2, PO4)
4. To acquire the skill to read company annual reports and interpret it thereby taking the classroom learning to the real world (PO3, PO4, PO5)

1.5 Marketing Management – I -22MT15

1. Comprehend the basic concepts of marketing [**PO1**].
2. Analyze and decipher the marketing plans and strategies [**PO1, PO2, PO5**].
3. Apply the concepts and skills for actual managerial decision-making [**PO1, PO2, PO5**].
- 4.

1.6 Managerial Communication – I -22MT16

1. Art of exact response delivery. (PO1, PO4)
2. Perfection of negotiation and argumentative skills. (PO2, PO4, PO5)
3. Developing strong Self- assertion. (PO3, PO5)

TRIMESTER 2

1.7 Organizational Behaviour - II (OBI)-22MT21

1. To improve understanding of how people behave within the context of an organization. To learn how individual employees' and their relationship with others shape an organization and facilitate or hinder its success. . (PO1, PO2, PO4 AND PO5)
2. To appreciate how values, attitudes, team dynamics, human motivation, and leadership styles shape an organization and facilitate or hinder its success. (PO1) (PO2)
3. To reflect on past and present behaviors, recognizing that interpersonal skills dramatically impact achievements in the workplace. (PO3) (PO4)

1.8 Economic Policies for Managers(EPM) - 22MT22

1.9 Data Analysis for Management - II (DAMI)- 22MT23

1. To provide the student with understanding of basic techniques of statistics analysis and their applications in business. (MA) PO1
2. To familiarize about the use and application of common statistical tools and analysis in the context of common business problems. (MB, MC) PO2
3. Familiarising the use of Application software like MS-Excel and MINITAB for Statistical data Analysis (MA, MC) PO3

1.10 Marketing Management-II (MMI)- 22MT24

1. Understand the concepts, principles, and activities that comprise 4Ps of marketing management; (PO1, PO2)
2. Develop a disciplined approach to the analysis of marketing problems and to design Customer centric solutions(PO3, PO4)
3. To develop the ability of combining cross functional concepts for achieving common goals with respect to marketing strategies (PO4, PO5)

1.11 Managerial Cost Accounting-(MCA)- 22MT25

1. To understand the Basic concepts in Cost Accounting (PO 1)
2. To sharpen the decision making ability based on various costing techniques (PO 2)
3. To familiarise the students about Budgeting (PO 2)
4. To identify the reasons for deviations from Budget through Variance Analysis (PO 2)

1.12 Operating Management(OM)- 22MT26

1. To understand the fundamental concepts of operations management and its significance in business (PO1, PO3).
2. Familiarize about the functions of OM including inventory, operations planning and control, quality management and contemporary approaches to managing the business operations (PO2).
3. To demonstrate through the application of case studies and simulation games, the significance of systematic approach in addressing business problems. (PO4,PO5)

1.13 Corporate Finance-I(FM)- 21MT27

1. To understand the significance of wealth maximisation in corporate decision making and Financial Markets & its instruments in detail. (PO4)
2. To demystify the application of financial ratios. (PO1)
3. To evaluate the essence of time value of money in decision making. (PO1,PO2)
- 4.To analyse the risk and return profile of a portfolio to make informed decisions. (PO2)

1.14 Managerial Communication-II (MC)- 21MT28

1. Ability to deliver context specific response. (PO1, PO4)
2. Attractive & Ethical business writing. (PO2, PO3)
3. Capacity building and Winning. (PO2, PO5)

TRIMESTER 3

1.15 Corporate Finance-II (FM)- 22MT31

1. To critically evaluate projects using investment decision techniques. (PO1)
2. To Assess cost of capital and its impact on project selection. (PO1)
3. To Analyse the impact of corporate financing decisions on firm value. (PO2)
4. To Apprehend the practice of working capital management. (PO1)
5. To understand the impact of dividend policy on share value. (PO2)

1.16 Strategic Management (SM)-21MT32

1.17 Decision Making With Optimization Techniques(DMOT)-21MT33

1. Developing skills to formulating, solving, and interpreting various decision models through Optimization Techniques. ((PO1, PO2, PO4)
2. Introduction of prescriptive analytical methods for common business problems encountered in real-world scenarios through sensitivity analysis for various optimization models. (PO1, PO2, PO4)

1.18 Human Resource Management(HRM)-22MT34

1. Explain human resource management and understand strategic role of HR with a global perspective. (PO1)
2. Develop human resource management's functional knowledge, skills, and attitudes for success. (PO1)
3. Lead organizational human resources through ethical approaches and compliance framework. (PO3, PO5)
4. Analyze, make decisions, and communicate it effectively to business leadership and teams. (PO2, PO4)
5. Apply theory as well evidence-based approach for effective management of organizational human resources (PO1, PO4).

1.19 Legal Aspects Of Business(LAB)-22MT35

1. To understand the significance & relevance of Law in modern Civilised Society (PO 4)
2. To familiarise with every aspects of Business Contracts (PO 1)
3. To understand the provisions of Corporate Laws (PO 4)
4. To familiarise with the aspects of Banking & Consumer Protection Laws (PO 4)
5. To familiarise with the laws relating to Immovable Property & Real Estate (PO 4)

1.20 Business Research Methodology(BRM)-22MT36

1. Develop the ability to understand and apply the BR concepts, tools, and techniques [**PO1, PO2, PO5**].
2. Learn the skills of storyboarding and decision-making using BRM [**PO1, PO2, PO5**].

1.21 Advanced Business Analytics-(ABA)-22MT37

1. Analyze and explain the strategic impact of talent/people-related challenges and the relevant use of people data. (PO1)
2. Demonstrate the empirical value of people data and identify metrics & measures that drive results. (PO2)
3. Develop competencies that will enable them to design experiments, analyze, present and productize data and insights (PO3, PO4)
4. Hands-on experience in using analytical tools like MS Excel, Power BI & Azure ML Studio and create mind share in the team/organization (PO3, PO5)

1.22 Business, Government And Society(BGS)-22MT36

1. To facilitate the understanding of External forces and the impact on businesses. (PO4)
2. To understand the structure of governance, democracy and society. (PO1)
3. To appreciate the triadic relationship between Business, government and society. (PO2)
4. To analyze the symbiotic relationship between political and business leadership at global levels. (PO3)
5. To apply the knowledge in decision making and understanding the overall environment. (PO5)

1.23 Rural Development and Immersion Programme

1. To understand the village economy with practical exposure. (PO1)
2. To appreciate the potential of rural businesses in their socio-political context. (PO2)
3. To offer solutions for existing businesses and create avenues for social entrepreneurship. (PO3, PO5)
4. To analyze the rural markets and impact of government schemes and policies. (PO4)

TRIMESTER 4

1.24 Securities Analysis and Portfolio Management (SAPM)-21MF41

1. To understand Asset Classes & Financial Instruments and Investment Process (PO 1)
2. To understand the measurement of Risk & the concept of Return (PO 1)
3. To Evaluate Portfolio Principles & Performance (PO 1, PO 2)
4. To Analyse the performance of a Security (PO 1, PO 2)

- 1.25 Financial Markets & Institutions (FMI)-21MF42
1. To understand the operation of Banking Sector (PO 4)
 2. To evaluate the Customer Segments (PO 2)
 3. To familiarise with Investment Function & International Operation (PO 4)
 4. To understand Credit Risk Management & Balance Sheet Management of Banks (PO 4)
- 1.26 Advanced Financial Analysis (AFA)-21MF43
1. To understand the flow of information in Financial Statements (PO 2)
 2. To evaluate Assets, Liabilities, Income Statements through Ratios (PO 1, PO 2)
 3. To analyse Cash Flow Statement & Working Capital (PO 2)
 4. To evaluate the Profitability and Capital Structure of an organisation (PO 1, PO 2)
- 1.27 Company and Business Valuation (CBV)-21MF44
1. Understanding the concepts and process of Valuation (PO1).
 2. Application of various methods of Valuation (PO1, PO2).
 3. Identifying the fair value of companies to make informed decisions (PO3, PO4, PO5).
- 1.28 Insurance Management (IM-SAS, IM-MD)-21MF45
1. To understand the Regulatory Framework & Legal principles of Insurance (PO 4)
 2. To familiarise with Procedures & Policies under General Insurance (PO 1, PO 4)
 3. To familiarise with Procedures & Policies under Life Insurance (PO 1, PO 4)
 4. To familiarise with Procedures under Health Insurance (PO 1, PO 4)

1.29 Consumer Behavior (CB)-21MM41

1. To differentiate the importance of sociological, psychological and economic factors that underlies the effectiveness of marketing efforts of an organization (PO1, PO4, PO5).
2. To gain knowledge of critical assessments, metrics and research methods (PO1, PO2, PO4 and PO5).
3. To apply in practice concepts for understanding consumer reactions to marketing stimuli for efficient strategic decision making (PO2, PO4 and PO5)

1.30 Sales and Distribution Management (SDM)-21MM42

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

1.31 Digital and Social Media Marketing (DSMM)-21MM43

1. To identify digital marketing tools, PO1
2. To develop digital strategies for marketing, PO2
3. To apply various channels of digital marketing, PO3, PO4
4. To apply and recall content communication, PO4
5. To analyse, evaluate digital performance, and create solutions. PO 4, PO5

1.32 Customer Relationship Management (CRM)-21MM44

1. To familiarize students with customer relationship management concepts, strategies and techniques. (PO1)
2. To develop sound analytical knowledge from the customer data and to realize the importance of customer retention. (PO4)
3. To enhance students' capacity to apply customer relationship management to all business environments. (PO5)

1.33 Project Management (PM)-21M041

1. Make student to understand the various concepts of project management such as project selection techniques, structuring concepts and tools. (PO1, PO2, PO5)
2. To make them understand how to manage the scope, cost, timing, and quality of the project. (PO3, PO4, PO5)
3. To make them understand the feasibility analysis in Project Management and network analysis tools for cost and time estimation. (PO1, PO2)
4. Enable student to comprehend the fundamentals of Costing, Budgeting and Project Monitoring and Control. (PO2, PO5)
5. Develop the skills to apply the risk management plan in project. (PO1, PO4)

1.34 Lean Six Sigma & Business Excellence (LSSBE)-21M042

1. Analyze and explain issues & challenges in implementing six sigma methodologies of DAMIC & DAMDV (PO1).
2. Identify the issues & challenges in implementing & developing lean manufacturing techniques from TPS & its contribution for improving organizational performance (PO2).
3. Illustrates the lean techniques to bring competitive business culture for improving organization performance (PO3).
4. Develop the lean techniques can be applied to manufacturing & service industries (PO3 & PO4).
5. Integrate the Business Process Excellence with lean six sigma (PO4 & PO5).

1.35 Supply Chain Management (SUCM)-21M043

1. To understand the fundamental concepts of supply chain management and its significance in business (PO1, PO3).
2. Familiarize about the elements of SCM, logistics functions and contemporary approaches to sourcing and supply chain integration (PO2).
3. To demonstrate through the application of case studies, the significance of holistic approach in addressing business problems (PO4, PO5).

1.36 Learning and Development (LD)-21MH41

1. Define and differentiate related concepts of education, training, learning, and development and trace its links to organizational strategy (PO1)
2. Explain theories underlying learning and development and its applicability in delivering impactful learning outcomes. (PO1)
3. Conduct training needs analysis in a systematic manner and generate report findings to organizational leadership. (PO2, PO4, PO5)
4. Work with organizational leadership, teams and individual in designing effective training programs (PO3, PO4, PO5).
5. Implement, evaluate, and measure ROI of training and learning outcomes (PO2, PO3, PO5)

1.37 Labour Legislation and Administration (LLA)-21MH42

1. Enhance the understanding of Indian Legal environment relevant to labour legislation, Industrial relation (PO1, PO4)
2. Develop requisite knowledge, attitude, and practice of managing human resources complying to human rights, social justice and legal compliance related to people - employment relationship, environmental health, occupational health and safety, social security, etc. (PO1, PO4)
3. Lead organisation in labour compliance matters in an ethical and transparent manner. (PO3, PO5)

1.38 Applied People Analytics (APA)-21MH43

1. Analyze and explain the strategic impact of talent/people-related challenges and the relevant use of people data. (PO1)
2. Demonstrate the empirical value of people data and identify metrics & measures that drive results. (PO2)
3. Develop competencies that will enable them to design experiments, analyze, present and productize data and insights (PO3, PO4)
4. Hands-on experience in using analytical tools like MS Excel, Power BI & Azure ML Studio and create mind share in the team/organization (PO3, PO5)

1.39 Data Visualization for Decision Making (DVDM)-21MS41

1. To learn basic visualization design and evaluation principles (PO1)
2. How to acquire, parse, and analyze large datasets (PO2)
3. To learn techniques for visualizing multivariate, temporal, text-based, geospatial, hierarchical, and network/graph-based data. (PO3)



1.41 Artificial Intelligence and Machine Learning (AIML)-21MS42

1. To familiarize students with the fundamental concepts of machine learning and its significance in business. (PO1- and PO3)
2. To make students realize the importance of supervised and unsupervised learning and its applications in data driven business decisions. (PO4)
3. To demonstrate importance of Machine Learning and its significance through the relevant case studies. (PO5)

1.42 Business Ethics and Corporate Governance (BECG)-For MBA-21MA41

1. To understand Ethics & Organisation and significance of Ethical Decision Making (PO 4)
2. To familiarise with Employee Duties & Rights and Ethical Dilemma at Work (PO 5)
3. To understand Ethical Principles in Business Finance (PO 4)
4. To understand about Corporate Governance & Corporate Social Responsibility (PO 4)
5. To understand the role of Sustainability in Corporates (PO 3)

TRIMESTER 5

1.43 Corporate Funding And Financing Decisions(CFFD)-(21MF51)

1. To understand the various options available in domestic as well as abroad for raising of funds (PO 1)
2. To understand the pros and cons of the types of funding planned so that appropriate decision can be taken (PO 2)
3. To understand the nuances of latest funding options for various types of enterprises such as Start up, MSME (PO 4)
4. To understand the role of rating agencies in the fund raising process (PO 3)
5. To understand the requirements of bankers and financial institutions in the fund raising (PO 4)

1.44 Financial Risk Management(FRM)-(21MF52)

1. To understand the Principles & Elements of Risk Management (PO 1)
2. To evaluate Risk associated with Interest Rates (PO 1)
3. To understand the Risk associated with Foreign Exchange (PO 2)
4. To apply the Risk mitigating measures in Investments (PO 2)
5. To understand liquidity Risk & credit risk (PO 4)

1.45 Strategic Cost Management(SCM)-(21MF53)

1. To identify relevant costs and facilitate decision making based on costing (PO 1, PO 2)
2. To analyse several options suitable for pricing decisions (PO 1, PO 2)
3. To integrate Cost Systems with the Shop Floor Systems (PO 4, PO 5)
4. To develop an appropriate cost based performance measurement system (PO 3)

1.46 Financial Modelling Through Spreadsheet(FMTS)-(21MF54)

1. To familiarise with the various business related applications (PO 1)
2. To analyse financial information through Excel (PO 1, PO 2)
3. To work in forecasting selected areas of Finance (PO 1)
4. To build simple projected financial statements (PO 1, PO 2)

1.47 The New Age Banking-Bank Management Strategies For The 21ST Century(NAB)-(21MF55)

1. To understand various parameters in Retail, Corporate & Investment Banking (PO 4)
2. To unleash the power of digital in Financial Services (PO 1, PO 3)
3. To understand technology & customer experience enrichment (PO 4)
4. To understand the Regulatory & Compliance in Global Financial Sector (PO 1, PO 4)
5. To understand the various business models (PO 4)

1.48 Financial Markets &Institutions(FMI)-(21MF56)

1. To understand the functions & structure of Financial Markets (PO 4)
2. To understand the Functioning of Equity & Debt Markets (PO 4)
3. To familiarise with Participants, Instruments & Regulations of Money Market (PO 4)
4. To overview international financial system (PO 1)
5. To understand alternate Asset Classes & its regulations (PO 4)

1.49 Service Marketing(SM)-(21MM51)

1.50 Marketing Of Financial Products and Services(MFPS)-(21MM52)

1. Develop an understanding of what retail financial services are and to be able to evaluate marketing implications (PO1, PO3, and PO4)
2. Develop the ability to critically evaluate the sufficiency of core marketing theory in this context and to identify gaps and opportunities (PO1, PO2, PO4)
3. Develop a critical appreciation of industry practice and sector trends (PO2, PO3, and PO5)
4. Communicating complex ideas and team-working (PO2 and PO5)

1.51 Advance Marketing Analytics(AMA)-(21MM53)

1. Learn multivariate statistical techniques to understand the relationship of 4 Ps of Marketing **[PO1, PO2, PO5]**.
2. Apply these techniques to conceptualize and execute a market research objective **[PO1, PO2, PO3, PO5]**
3. Develop the skills of evaluating decisions using different marketing-metrics **[PO1, PO2, PO5]**.

1.51 Strategic Brand Management(SBM)-(21MM54)

1. To explore the meaning and importance of the brand management and new product development (NPD) branding process –PO 1
2. To differentiate various branding issues. –PO2
3. To apply models of branding, brand equity and its implications. PO3, PO4

1.53 International Logistics Management(ILM)-(21M051)

1. Manage International Logistics & Supply chain partners and service providers (PO1).
2. Deploy knowledge of regional and international trading blocs in solving problems of international logistics (PO2).
3. Use the principles of warehousing to improve their warehousing operations in logistics (PO2 & PO3).
4. Apply Packaging and Materials handling Principles to Logistics Operations (PO4 & PO5)
5. Decide optimal financing options for international trade (PO3).

1.54 Fundamentals Of Operations Analytics(FOA)-(21M052)

1. Introduction to Issues with Queues, Customer dissatisfaction and understanding various waiting line model with evaluation of costs associated with it. **(PO1, PO2, PO5)**
2. Decision making under uncertainty through Application of Stochastic Process and Decision Tree Analysis. **(PO1, PO2, PO5)**
3. Modelling high volatility in time series data through various Autoregressive econometric Models (such as ARIMA, ARCH, GARCH). **(PO1, PO2, PO5)**

1.55 Environment&Sustainability Development(ESD)-(21M053)

1. The ability to analyse environmental management system in relation to the major principles of sustainable development, defined broadly as: implementation of ISO 14001: environmental policy, planning, implementation and operation, checking, management review (PO1).
2. 2. The capacity to translate generic concepts and methods into critical reviews of contemporary, real-world environmental management practices through sustainable development concept (PO2).
3. 3. The capacity to critically assess theoretical and conceptual issues relating to environmental management and strategies for implementing eco-development programmes (PO3 & PO4).
4. 4. Align sustainability initiatives with organization mission and manage environmental-related risk from an organization's operation (PO4 & PO5).
5. 5. The ability to work effectively to create environmental management analysis outputs of professional quality, both independently and within team environments (PO3).

1.56 Strategic Human Resource Management(SHRM)-(21MH51)

1. Gain conceptual and evidence-based knowledge on the concepts and practices of Human Resource Management and its strategic relevance (PO1, PO2, PO4)
2. Explain the origins and sources of HRM strategy, policies and practices evidenced in global organizations to drive business performance. (PO1, PO2, PO4)
3. Analyze and critically evaluate the role and effectiveness of key strategic HRM practices and initiatives. (PO1, PO2, PO4)

1.57 Managing People and Performance in Organizations(MPPO)- (21MH52)

1. Be able to appreciate the challenges faced by Human Resource Professional while dealing with performance – related challenges (PO1, PO2, PO5).
2. Apply both theoretical and evidence-based lens to explain how Human Resource professional deal with extreme organizational contexts and fosters innovation and creativity (PO1, PO2, PO3).

1.58 Talent Management(TM)-(21MH53)

1. Define the evolution of talent management landscape and its building blocks (PO1)
2. Analyze and make the business case for strategic workforce analysis, talent acquisition and talent engagement approaches. (PO1, PO2, PO4)
3. Outline and lead approaches to acquire, build, deploy, upskill, reskill, engage, and retain employees in a fair and ethical manner. (PO1, PO4, PO5)
4. Evaluate and communicate the economic value of talent management initiatives (PO2, PO4)

1.59 Big Data Management(BDM)-(21MS51)

1. Explain the basic concepts behind deriving value from Big Data and its importance to Businesses (PO1)
2. Develop skill sets needed to successfully extract intelligence and value out of data sets (PO1, PO2)
3. How to integrate Big Data into a corporate culture (PO3)
4. Discuss the best practices for Big data management and analysis (PO3)

1.60 Deep Learning And Neural Network(DLNN)-(21MS52)

1. To appreciate the importance of neural networks and its business implications. (PO1, PO2)
2. To enhance students' analytical capabilities, skills, and attitude by exposing them to various deep learning neural networks. (PO5)
3. Analyze, Apply, make decisions, and communicate it effectively to business leaders and other stakeholders. (PO2, PO4)

1.61 Advanced Marketing Analytics*(AMA)-(21MS53)

1. Learn multivariate statistical techniques to understand the relationship of 4 Ps of Marketing [PO1, PO2, PO5].
2. Apply these techniques to conceptualize and execute a market research objective [PO1, PO2, PO3, PO5]
3. Develop the skills of evaluating decisions using different marketing-metrics [PO1, PO2, PO5].

1.62 Fundamentals Of Operations Analytics*(FOA)-(21MS54)

1. Introduction to Issues with Queues, Customer dissatisfaction and understanding various waiting line model with evaluation of costs associated with it. (PO1, PO2, PO5)
2. Decision making under uncertainty through Application of Stochastic Process and Decision Tree Analysis. (PO1, PO2, PO5)
3. Modelling high volatility in time series data through various Autoregressive econometric Models (such as ARIMA, ARCH, GARCH). (PO1, PO2, PO5)

TRIMESTER 6

1.63 Personal Tax Planning And Wealth Management(PTPWM)- (21MF61)

1. To understand the elements of Taxation in India (PO 4)
2. To gain knowledge in tax planning with respect to Salaries & Small Business Assessees (PO 1, PO 2)
3. To evaluate the Risk Profile of Alternate Assets (PO 4)
4. To familiarise in Structuring a Financial Plan (PO 1, PO 2)

1.64 Strategic Financial Decision Making(SFDM)-(21MF62)

1. To evaluate Capital Budgeting & Capital Structure Decisions (PO2, Po5)
2. To analyse Cash & Liquidity Management (PO 1, PO 2)
3. To analyse the impact of change in prices in Financial Statements(PO 2)
4. To understand impact of all financial decisions on business (PO 5)

1.65 Asset Management Through Python(AMTP)-(21MF63)

1. To introduce Financial Mathematics (PO 4)
2. To emphasise on the use of mathematical models on Asset evaluation (PO1)
3. To understand various Portfolio Insurance Strategies (PO 4)
4. To build up Investing Models (PO 2)
5. To apply machine learning Algorithms in Finance (PO 2)

1.66 Financial Derivatives(FD)-(21MF64)

1. To understand the Concepts&Theories of Derivative Instruments (PO1)
2. To apply the Models on Derivative Instruments (PO 2)
3. To understand the operation of Commodity Markets (PO 4)
4. To understand the operation of Option Contracts (PO 4)
5. To calculate the value of Derivative Instruments (PO 2)

1.67 Computational Finance(CF)-(21MF65)

1. To understand the mechanics of Futures Markets (PO 4)
2. To frame Trading Strategies in Options & Futures Market (PO 2, PO 4)
3. To evaluate the Risk associated with Various Models (PO 1, PO 2)
4. To familiarise with Recent Developments in Derivatives Markets(PO 4)

1.68 B2B Marketing(B2B)-(21MM61)

1. To share perspectives and concepts in the area of B2B Marketing (PO1, PO2)
2. To strengthen the knowledge and conceptual base in the area of B2B Marketing (PO1, PO2, PO4)
3. To illustrate for a career in the field of B2B Marketing (PO4, PO5) using Cases and field work.

1.69 Technology Empowered Marketing(TEM)-(21MM63)

1. To bring a learning orientation in technology and its application in marketing (PO1)
2. To make students create a technology prototype which is analytically and creative (PO2 and PO4)
3. To discover new patterns in technology innovations which are applicable to marketing and work upon to create an ethical interface (PO5)

1.70 Marketing At The Bottom Of The Pyramid(MBP)-(21MM64)

1. CO1: To develop deeper level of understanding of BOP markets among the course participants. (PO1, PO5)
2. CO2 :To provide in-depth coverage of extent research on the BOP, various theoretical concepts and frameworks. (PO1, PO2, PO4)
3. CO3: To focus on business model innovation for exploiting BOP markets and for creating economic and social value. (PO3, PO4, PO5)

1.71 Industrial Safty Management System(ISM)-(21M061)

1. To understand the fundamental concepts of safety management system and its significance in the organization (PO1).
2. To familiarize with safety standards, risk management practices, and risk quantification methodologies (PO1, PO2).
3. To understand the importance of a decision support system for safety management in the organization (PO3, PO4).
4. To demonstrate through case studies, the significance of an effective safety management system (PO4, PO5).

1.72 Strategic Sourcing(SS)-(21M062)

1. Classify the items based on procurement context (PO1)
2. Appraise several sourcing policies and procedures (PO4)
3. Develop a supplier selection and evaluation mechanism (PO2)
4. Illustrate the elements of different types of sourcing contracts (PO1)
5. Synergise with technology-driven sourcing systems (PO5)

1.73 Positive Psychological Captial(PPC)-(21MH61)

1. To introduce the untapped human resource capacity of psychological capital, or PsyCap to the learners (PO1)
2. Provide learners with the theory, research, measure, and method of application of Psychological Capital (PO2)
3. Help them develop and sustain their employee talents in their current/future organizations (PO4) (PO5)

1.74 Interpersonal Effectiveness(IE)-(21MH62)

1. Identify one's personality and behavioral style and analyze its effect on self, peers, and teams at work. (PO1, PO3)
2. Adopt an appropriate style of interpersonal behavior for the variety of interactions in the workplace. (PO1, PO3)
3. Appreciate the importance of networking, building rapport and trust (PO3, PO5)
4. Manage challenging situations professionally (PO3, PO4, PO5)

1.75 Emotional Intelligence and Leadership(EIL)-(21MH63)

- 1.To improve understanding of Emotional intelligence and Leadership (PO1, PO3, PO4, PO5)
- 2.To be able to analyze and develop leadership competencies for managing human resources (PO1, PO2, PO3, PO4, PO5)
- 3.To help in understanding self and others and to improve performance in the workplace (PO1, PO2, PO5)

1.76 Block Chain Technologies(BCT)-(21MS61)

1. Understand how blockchain systems (mainly Bitcoin and Ethereum) work (PO1)
2. To securely interact with Blockchain technologies (PO1, PO2)
3. Design, build, and deploy smart contracts and distributed applications (PO2, PO3)
4. Integrate ideas from blockchain technology into their own projects (PO3).

1.77 Computational Finance*(CF)-(20MS62)

1. To understand the mechanics of Futures Markets (PO 4)
2. To frame Trading Strategies in Options & Futures Market (PO 2, PO 4)
3. To evaluate the Risk associated with Various Models (PO 1, PO 2)
4. To familiarise with Recent Developments in Derivatives Markets(PO4)

2.6.1 Programme outcomes and course outcomes for all Programmes offered by the institution are stated and displayed on website and communicated to teachers and students

Programme outcomes displayed in the MBA programme office, Dean's Office & Classrooms

