

## **SHADAN DEGREE COLLEGE FOR BOYS**

(Permitted by Govt of TG, Approved by AICTE, Affiliated to O.U)

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

***Response: Mechanism to Communicate Program and Course Learning Outcomes***

The College has laid out clear definitions for Program Outcomes (POs), Program Specific Outcomes (PSOs), and Course Outcomes (COs) across all academic programs. To effectively share these learning outcomes with both teachers and students, we've adopted the following approach:

**Website Display:** We upload soft copies of the approved syllabi and learning outcomes on the college website, ensuring that both teachers and students have easy and ongoing access.

**Faculty Communication via IQAC:** We highlight the importance of learning outcomes during IQAC meetings, discussions in the academic council, and staff meetings to make sure they align with our teaching and assessment strategies.

**Student Awareness through Classroom Engagement:** Faculty members make it a point to inform students about course and program outcomes during departmental orientations, classroom discussions, and mentoring sessions.

This comprehensive approach guarantees that learning outcomes are well understood, serving as the foundation for academic delivery, student engagement, and assessment.

### **PROGRAM OUTCOMES FOR BBA**

**PO1 – Disciplinary knowledge:** Capable to apply the knowledge of mathematics, algorithmic principles and computing fundamentals in the modeling and design of computer based systems of varying complexity.

**PO2 – Scientific reasoning/ Problem analysis:** Ability to critically analyze, categorizes, formulate and solve the problems that emerges in the field of computer science.

**PO3 – Problem solving:** Able to provide software solutions for complex scientific and business related problems or processes that meet the specified needs with appropriate consideration for the public health and safety and the cultural, societal and environmental considerations.

**PO4 – Environment and sustainability:** Understand the impact of software solutions in environmental and societal context and strive for sustainable development.

**PO5 – Modern tool usage:** Use contemporary techniques, skills and tools necessary for integrated solutions.

**PO6 – Ethics:** Function effectively with social, cultural and ethical responsibility as an individual or as a team member with positive attitude.

**PO7 – Cooperation / Team Work:** Function effectively as member or leader on multidisciplinary teams to accomplish a common objective.

**PO8 – Communication Skills:** An ability to communicate effectively with diverse types of audience and also able to prepare and present technical documents to different groups.

**PO9 – Self-directed and Life-long Learning:** Graduates will recognize the need for self-motivation to engage in lifelong learning to be in par with changing technology.

**PO10 – Enhance the research culture** and uphold the scientific integrity and objectivity.

**Program Specific Outcomes (PSOs)**

**PSO1. Business Operations and Strategy:** -Demonstrate the ability to manage functional areas such as marketing, finance, HR, and operations, and formulate strategic plans.

**PSO2. Entrepreneurial and Analytical Competence:** -Apply entrepreneurial mindset and analytical skills to real-world problems through internships, projects, and case studies.

**PSO3. Domain Specialization:** -Exhibit in-depth knowledge and skills in chosen specializations like Finance, Marketing, Human Resources, or Retail Management, enabling professional readiness.

**BBA(CBCS)-I-SEMESTER**

<b>Course Title</b>		<b>ENVIRONMENTAL STUDIES</b>	
<b>Course Code</b>		AECC -1	
<b>Course Outcome (CO)</b>	<b>Description</b>	<b>Bloom's Taxonomy Level</b>	<b>Level Code</b>
<b>CO1</b>	Understand the transactional character of the environmental problems and ways of addressing them, including the interaction across local and global scales	Understand,  Analyze	L2, L4
<b>CO2</b>	Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural systems.	Understand, Evaluate	L1, L5
<b>CO3</b>	Understand the importance of sustainable development and modern approaches that enable humans to protect the environment.	Understand ,Apply	L2

<b>Course Title</b>	<b>PRINCIPLES OF MANAGEMENT</b>
<b>Course Code</b>	DSC - 101

<b>Course Outcome (CO)</b>	<b>Description</b>	<b>Bloom's Taxonomy Level</b>	<b>Level Code</b>
<b>CO1</b>	Students will be able to have clear understanding of managerial functions.	Remember, Understand	L1, L2
<b>CO2</b>	Understand planning process in the organization	Understand, Apply	L2, L3
<b>CO3</b>	Learn the principles of Organizing	Remember, Understand	L1, L2
<b>CO4</b>	Understand the concept and process of Staffing	Understand, Apply	L2, L3
<b>CO5</b>	Demonstrate the ability to directing, leadership and communicate effectively	Apply, Analyze, Evaluate	L3, L4

<b>Course Title</b>	<b>BASICS OF MARKETING</b>		
<b>Course Code</b>	DSC - 102		
<b>Course Outcome (CO)</b>	<b>Description</b>	<b>Bloom's Taxonomy Level</b>	<b>Level Code</b>
<b>CO1</b>	An awareness about the Marketing Concepts and Marketing Environment.	Remember, Understand	L1, L2
<b>CO2</b>	An understanding of the Bases for Market Segmentation.	Understand, Analyze	L2, L3
<b>CO3</b>	An ability to formulate Strategies for Developing new Products, Concepts, goods and Services that respond to evolving Market needs.	Apply, Create	L3, L5
<b>CO4</b>	A capacity to develop Strategies for the efficient and effective placement/distribution of Products, Concepts, goods, and Services that respond to evolving Markets	Apply, Analyze	L3, L4
<b>CO5</b>	A competence to evaluate the impact of using different Marketing Strategies for a Product, Concept, good and/or service on (i) Finances, (ii) ROI, and (iii) Business goals of an Organization	Analyze, Evaluate	L4, L5

<b>Course Title</b>	<b>BUSINESS ECONOMICS</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSC – 103</b>		
CO1	Upon the Completion of the course, students will be able to have clear understanding of the concept of the various constituents of environment and their impact on businesses.	Understand, Analyze	L2, L3
CO2	Understand the concept Elasticity of demand.	Understand, Analyze, Evaluate	L2,L4,L5
CO3	To draw ISO quant and ISO cost curves.	Understand, Apply	L2,L3
CO4	Understand the concept of Budgeting in economics and economies of scale	Apply, Analyze	L3,L4
CO5	Understand Perfect and Imperfect competitions in the market.	Understand, Apply	L1,L3

### **BBA(CBCS)-II-SEMESTER**

<b>Course Title</b>	<b>BASIC COMPUTER SKILLS</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>AECC – 2</b>		
CO1	Identify basic terms, concepts, and functions of computer system components.	Remember, Understand	L1, L2
CO2	Select and use the appropriate software application to complete a particular task such as Word, Processing skills to create, save, modify business documents	Apply, Analyze	L3, L4
CO3	Identify basic concepts and procedures for creating, viewing, and managing files, and folders for different operating systems	Understand, Apply	L1, L3
CO4	Identify basic concepts of organization and procedures for creating and viewing will software presentation such as PowerPoint.	Understand, Apply	L1, L3

<b>Course Title</b>	<b>ORGANISATIONAL BEHAVIOUR</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSC – 201</b>		
CO1	Upon the Completion of the course, students will be able to demonstrate the applicability of the concept of organizational behavior to understand the behavior of people in the organization.	Understand, Apply	L2,I3
CO2	Demonstrate the applicability of analyzing the complexities associated with management of individual behavior in the organization.	Analyze, Apply	L4,I3
CO3	Analyze the complexities associated with management of the group behavior in the organization	Analyze, Evaluate	L4,I5
CO4	Demonstrate how the organizational behavior can integrate in understanding the motivation (why) behind behavior of people in the organization	Understand, Analyze, Apply	L1,L3,L4

<b>Course Title</b>		<b>BUSINESS STATISTICS</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSC – 202</b>		
CO1	Describe and discuss the key terminology, concepts tools and techniques used in business statistical analysis .		Remember, Understand	L1, L2
CO2	Critically evaluate the underlying assumptions of analysis tools		Analyze, Evaluate	L4, L5
CO3	Understand and critically discuss the issues surrounding sampling and significance.		Understand Analyze, Evaluate	L2, L4, L5
CO4	Solve a range of problems using the techniques covered		Apply, Analyze	L3, L4
CO5	Conduct basic statistical analysis of data		Apply	L3

<b>Course Title</b>		<b>FINANCIAL ACCOUNTING</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSC – 203</b>		
CO1	Understand the Accounting Process.		Understand	L2
CO2	Preparation of Journal, Ledger, Trial Balance and Final Accounts.		Apply	L3
CO3	Analyse performance of companies using ratio Analysis.		Analyze, Evaluate	L4, L5
CO4	Understand the need and importance of Accounting Standards.		Understand, Evaluate	L1, L5

### **BBA(CBCS)-III-SEMESTER**

<b>Course Title</b>		<b>COMMUNICATION SKILLS</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>SEC 1</b>		
CO1	Students will understand the importance of communication skills		Understand	L2
CO2	Develop competence in oral, written and visual communication		Apply, Analyze	L3, L4
CO3	Understand current technology related to the communication field		Understand, Apply	L2, L3

<b>Course Title</b>		<b>PROFESSIONAL SKILLS</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>SEC 1</b>		
CO1	Develop a planned approach towards career and life.		Understand, Apply	L2, L3
CO2	Gain ability to match skills and interests with a chosen career path.		Analyze, Apply	L4, L3
CO3	Develop interview skills and professional etiquette.		Apply, Evaluate	L3, L5

Name of the Course		BASIC QUALITY MANAGEMENT	Blooms Taxonomy	Level Code
Course Code		SEC 2		
CO1	Students get to know about the evolution and importance of quality management.		Remember, Understand	L1, L2
CO2	Helps the students get aware of various tools used for quality management in the organizations.		Understand	L2
CO3	Students will be able to know about the quantitative and qualitative techniques used to measure the effectiveness of quality management tools.		Understand, Analyze	L2, L4
CO4	Students will be able to use the six sigma applications for quality check.		Apply, Analyze	L3, L4
CO5	Students can understand the use of total quality management in various service organizations.		Understand, Apply	L2, L3

Name of the Course		SEC 2	Blooms Taxonomy	Level Code
Course Code		ADVANCED COMPUTER SKILLS		
CO1	Student will have knowledge of Data Analysis techniques		Remember, Understand	L1, L2
CO2	Attain proficiency in MS-Excel		Apply, Analyze	L3, L4
CO3	Develop skills in application of MS Access		Apply, Create	L3, L6

Course Title		DSC – 301	Blooms Taxonomy	Level Code
Course Code		HUMAN RESOURCE MANAGEMENT		
CO1	Understand theories and practices in the field of Human Resources Management		Understand	L2
CO2	Identify different methods of developing Human Resources		Remember, Understand, Apply	L1, L2, L3
CO3	Develop knowledge of industrial laws		Remember, Understand	L1, L2

<b>CO4</b>	Demonstrate understanding of different appraisal methods,	Understand, Apply, Analyze	L2, L3, L4
<b>CO5</b>	Understand organizational culture and climate and its implications for HRM	Understand, Analyze	L2, L4

<b>Course Title</b>	<b>INTRODUCTION TO INFORMATION TECHNOLOGY</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSC – 302</b>		
<b>CO1</b>	Demonstrate that they can use a personal computer or mobile device for accessing the internet and use basic computer applications such as e-mail, PowerPoint, Excel and common webpage creation tools	Apply	L3
<b>CO2</b>	Demonstrate that they can apply a variety of information technologies to their own work, demonstrating their competence in researching, creating, and presenting projects using a variety of digital information tools.	Apply, Create	L3, L6
<b>CO3</b>	Demonstrate that they can use digital technology in research, analysis, and critical inquiry.	Apply, Analyze, Evaluate	L3, L4, L5
<b>CO4</b>	Demonstrate that they can evaluate and explain the on-going changes in digital technology and their impacts on society.	Evaluate, Understand	L5, L1

<b>Course Title</b>	<b>INFORMATION TECHNOLOGY – LAB</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSC - 302 (PRACTICAL)</b>		
<b>CO1</b>	Students will learn to create, format, and analyze data using Excel's basic and advanced tools including formulas, functions, charts, and macros.	Apply, Analyze, Create	L3, L4, L6
<b>CO2</b>	Students will develop skills to create, manage, and query databases in MS-Access and generate reports with Excel-Access integration	Apply, Analyze, Create	L3, L4, L6

Course Title		FINANCIAL MANAGEMENT	Blooms Taxonomy	Level Code
Course Code		DSE 303		
CO1	To apply project appraisal methods to cash flows.		Apply, Analyze	L3, L4
CO2	To understand the determinants of capital structure.		Understand, Analyze	L1, L4
CO3	To learn about dividend practices of companies.		Remember, Understand, Evaluate	L1, L2, L5
CO4	To calculate working capital requirements of firms.		Apply, Evaluate	L3, L5

#### BBA(CBCS)-IV-SEMESTER

Course Title		LEADERSHIP AND MANAGEMENT SKILLS	Blooms Taxonomy	Level Code
Course Code		SEC – 3		
CO1	Student will understand and use the process of effective decision making		Understand, Apply, Evaluate	L2, L3, L5
CO2	Develop self-awareness and self-management skills		Apply, Evaluate	L3, L5
CO3	Demonstrate effective interpersonal competence		Apply, Analyze, Evaluate	L3, L4, L5

Course Title		UNIVERSAL HUMAN VALUES	Blooms Taxonomy	Level Code
Course Code		SEC - 3		
CO1	Student will understand and appreciate human values.		Understand	L2
CO2	Student will be able to do self- exploration, Self-evaluation and achieve self-development.		Analyze, Evaluate	L3, L5
CO3	Apply professional ethics in their future profession & contribute for making a value-based society.		Create, Evaluate	L5, L6

Course Title		<b>STARTUP OPPORTUNITY AND FEASIBILITY</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
Course Code		<b>SEC - 4</b>		
<b>CO1</b>	To identify opportunities for starting business		Remember, Understand	L2, L1
<b>CO2</b>	To be able to write a business plan		Apply, Create	L3, L5
<b>CO3</b>	To take decision regarding form of business ownership		Understand, Evaluate	L2, L5
<b>CO4</b>	To conduct feasibility study		Analyze, Evaluate, Apply	L4, L5, L3

Course Title		<b>BUSINESS POLICY AND STRATEGY</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
Course Code		<b>SEC - 4</b>		
<b>CO1</b>	Critically analyze the internal and external environments in which businesses operate and assess their significance for strategic planning.		Analyze, Evaluate	L4, L5
<b>CO2</b>	Apply understanding for the theories, concepts and tools that support strategic management in organizations.		Understand, Apply	L2, L3
<b>CO3</b>	Build understanding of the nature and dynamics of strategy formulation and implementation processes at corporate and business level.		Analyze	L4
<b>CO4</b>	Enhanced ability to identify strategic issues and design appropriate courses of action.		Create	L5

Course Title		<b>BUSINESS LAW &amp; ETHICS</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
Course Code		<b>DSC - 401</b>		
<b>CO1</b>	Identify the fundamental legal principles behind contractual agreements.		Remember	L1
<b>CO2</b>	Understand companies act and its implications for employers and employees.		Analyze	L4
<b>CO3</b>	Understand legal obligations of businesses towards customers.		Understand	L2
<b>CO4</b>	Demonstrate knowledge of negotiable instruments.		Apply	L3
<b>CO5</b>	Understand consumer protection laws and their implications		Evaluate	

Course Title	MARKETING RESEARCH	Blooms Taxonomy	Level Code
Course Code	DSC -402		
CO1	Apply a range of Quantitative and/or Qualitative Research Techniques to business and Management problems / issues	Apply Analyze	L3, L4
CO2	Necessary critical thinking skills in order to evaluate different Research Approaches utilized in the service industries	Evaluate, Analyze	L5, L3
CO3	Identify the overall Process of designing a Research study from its inception to its Report.	Remember	L1
CO4	Define the Meaning of a variable, and to be able to identify independent, dependent, and mediating variables.	Understand	L2
CO5	Acquire familiarization with good practices in conducting a Qualitative Interview and observation.	Apply	L3

Course Title	MANAGEMENT SCIENCE	Blooms Taxonomy	Level Code
Course Code	DSC - 403		
CO1	Helps in formulating real life situations in organizations in Quantitative form.	Understand	L1
CO2	Helps in formulating strategies for optimal use of various resources within the organizations.	Evaluate	L5
CO3	Enables the students to understand the managerial applications of transportation problems.	Apply	L3
CO4	Students get understanding on the concepts of network fundamentals and resource analysis and allocations.	Analyze	L4

**BBA(CBCS)-V-SEMESTER**

Course Title	MOBILE COMMERCE	Blooms Taxonomy	Level Code
Course Code	GE -501		
CO1	Learn the fundamental principles of e-business and e-commerce.	Understand	L2
CO2	Understand the impact of information and communication technologies on business.	Analyze	L4
CO3	Develop an understanding of the tools and services used by virtual e-commerce sites.	Apply	L3

<b>CO4</b>	Awareness of the developments in M-Commerce Applications and technology	Remember	L1
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<b>Course Title</b>		<b>ENTREPRENEURSHIP DEVELOPMENT</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSE - 501</b>		
<b>CO1</b>	A student learns the cues and motives of Entrepreneurship.	Understand	L2	
<b>CO2</b>	Students can learn more about types of Enterprises and growth.	Analyze	L4	
<b>CO3</b>	Knowledge of entrepreneurship prepares the entrepreneurial bent of mind.	Apply	L3	
<b>CO4</b>	Problems and perspectives of the entrepreneurship can be understood .	Evaluate	L5	
<b>CO5</b>	It is also possible to students understand and comprehend on venture capital fund.	Apply	L3	

<b>Course Title</b>		<b>BUSINESS ANALYTICS (BA)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSE - 501</b>		
<b>CO1</b>	To understand the Business Analytics in practice.	Understand	L2	
<b>CO2</b>	To understand concepts of Descriptive Analytics.	Remember	L1	
<b>CO3</b>	To learn about Data mining for business.	Apply	L3	
<b>CO4</b>	To understand concepts of Prescriptive Analytics.	Evaluate	L5	
<b>CO5</b>	To learn about the R environment.	Apply	L3	

<b>Course Title</b>		<b>FINANCIAL MARKETS AND SERVICES (F)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSE - 502</b>		
<b>CO1</b>	Understand what a financial system is and does, and the distinct functions of each component.	Understand	L2	
<b>CO2</b>	Understand some important financial instruments and the economic principles underlying their use.	Remember	L1	
<b>CO3</b>	Understand the classification of Leasing. 4	Analyze	L4	

<b>CO4</b>	Learn about the categories of Merchant Banking and their functions.	Evaluate	L5
<b>CO5</b>	Understand the process of IPO	Apply	L3

<b>Course Title</b>		<b>BRAND MANAGEMENT (M)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSE - 502</b>		
<b>CO1</b>	Demonstrate knowledge of the nature and processes of branding which can attract customers		Remember	L1
<b>CO2</b>	Evaluate the scope of brand management activity to deal to customers. 3.		Evaluate	L5
<b>CO3</b>	Appraise the key issues in managing a brand portfolio and making strategic brand decisions for effective marketing mix.		Analyze	L4
<b>CO4</b>	Formulate and justify brand development decisions for a right brand image.		Create	L6
<b>CO5</b>	Analyse contemporary brand related problems and develop appropriate strategies and initiatives to increase the brand equity.		Analyze	L4

<b>Course Title</b>		<b>ORGANIZATIONAL DEVELOPMENT (HR)</b>	<b>Blooms Taxonomy</b>	<b>Level code</b>
<b>Course Code</b>		<b>DSE - 502</b>		
<b>CO1</b>	The students would gain the conceptual clarity of OD and its process.		Remember	L1
<b>CO2</b>	The students would learn the concept of planned change in organizations.		Understand	L2
<b>CO3</b>	Students gets familiarized on various techniques and interventions of OD.		Apply	L3
<b>CO4</b>	Learn about the OD consultation process.		Understand	L2
<b>CO5</b>	Students will be able to use various applications of OD.		Evaluate	L5

Course Title	FUNDAMENTALS OF RETAIL MANAGEMENT (RM)	Blooms Taxonomy	Level Code
Course Code	DSE -502		
CO1	Understand the concept and trends of retailing.	Understand	L2
CO2	Obtain knowledge on structural changes in retail market.	Analyze	L4
CO3	Understand the implementation of IT in retail stores.	Apply	L3
CO4	Gain knowledge on HR Challenges in Indian retail industry.	Remember	L1
CO5	Understand the process of implementing strategies in retailing.	Evaluate	L5

Course Title	ANALYSIS OF INVESTMENT IN FINANCIAL ASSETS (F)	Blooms Taxonomy	Level Code
Course Code	DSE – 503		
CO1	To make calculations for Risk Return of Individual Stocks.	Analyze	L4
CO2	To determine the Intrinsic Value of Bonds and also finding the YTM.	Evaluate	L5
CO3	To determine the Intrinsic Value of Equity by applying different methods.	Apply	L3
CO4	To apply the concept of diversification for portfolio valuation.	Create	L6

Course Title	RETAIL MARKETING (M)	Blooms Taxonomy	Level Code
Course Code	DSE – 503		
CO1	The student understands the strategies of retailers.	Understand, Analyze	L2, L4
CO2	The student is made aware of the practices of merchandise management and store layout of retailers.	Understand, Apply	L2, L3
CO3	Learn the Role and functions of Channels of Distribution are also clearly understood.	Remember, Understand	L1, L2
CO4	To understand the retail management practices in real world.	Evaluate	L5

<b>Course Title</b>	<b>PERFORMANCE APPRAISAL AND COUNSELLING (HR)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSE – 503</b>		
<b>CO1</b>	The students would gain the process of employee performance through HRD.	Understand, Analyze	L2, L4
<b>CO2</b>	The students would be familiarized with the dimensions of performance appraisal and its effectiveness.	Understand, Evaluate	L2, L5
<b>CO3</b>	Students gets familiarized on various techniques performance measurement.	Remember	L1
<b>CO4</b>	Learn about the performance measurement methods and improvement strategies.	Apply	L3
<b>CO5</b>	Students will be able know the about the various counselling methods for improving the mental health of employees.	Evaluate	L5

<b>Course Title</b>	<b>RETAIL MALL MANAGEMENT (RM)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSE – 503</b>		
<b>CO1</b>	Apply the concepts of Mall management for designing strategic planning.	Apply, Analyze	L3, L4
<b>CO2</b>	Design the various Mall architectures and also find the suitable architecture for their Mall project.	Evaluate	L5
<b>CO3</b>	Handle Mall location decisions as part of the Mall project.	Create	L6
<b>CO4</b>	Design the product mix, space selling, utilities and promotion of Mall.	Create	L6
<b>CO5</b>	Track and incorporate the latest developments and trends in Mall management.	Evaluate	L5

**BBA(CBCS)-VI-SEMESTER**

<b>Course Title</b>		<b>BUSINESS INTELLIGENCE AND DATA VISUALIZATION</b>	<b>Bloom Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSE-601</b>		
<b>CO1</b>	Apply visualization techniques for various data analysis tasks.		Apply, Analyze	L3, L4
<b>CO2</b>	Presenting data through charts and maps.		Create, Apply	L6, L3
<b>CO3</b>	Design information dashboard.		Evaluate	L5

<b>Course Title</b>		<b>SUPPLY CHAIN MANAGEMENT</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSE-601</b>		
<b>CO1</b>	Students acquires a holistic understanding of supply chain management and the role of logistics.		Understand, Analyze	L2, L4
<b>CO2</b>	Students will know the basic drivers of performance of SCM in effective manner.		Remember, Understand	L1, L2
<b>CO3</b>	Understands role of global sourcing in making supply chain cost effective .		Understand, Evaluate	L2, L5
<b>CO4</b>	Gain a knowledge of distribution and inventory strategy of business.		Apply, Analyze	L3, L4

<b>Course Title</b>		<b>BANKING (F)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSE – 602</b>		
<b>CO1</b>	Learn about the sources and uses of Bank funds.		Rememeber, Understand	L1, L2
<b>CO2</b>	Understand the role and importance of Banking, its types.		Analyze	L4
<b>CO3</b>	Understand the latest innovations in banking system.		Understand, Apply	L2, L3
<b>CO4</b>	Develop an understanding about Banking Regulation.		Evaluate	L5
<b>CO5</b>	Understand the process of CRM in Banks.		Understand, Apply	L2, L3

<b>Name of the Course</b>	<b>BUYER BEHAVIOUR (M)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSE – 602</b>		
<b>CO1</b>	Identify and explain factors which influence consumer behaviour.	Remember, Understand	L1, L2
<b>CO2</b>	Demonstrate how knowledge of consumer behaviour can be applied to marketing.	Apply, Analyze	L3, L4
<b>CO3</b>	Display critical thinking and problem-solving skills 4	Evaluate	L5
<b>CO4</b>	Gain, evaluate and synthesize information and existing knowledge from a number of sources and experiences.	Create	L6
<b>CO5</b>	Be able to identify the dynamics of human behaviour and the basic factors that influence the consumers decision process	Analyze	L4

<b>Course Title</b>	<b>LEADERSHIP AND CHANGE MANAGEMENT (HR)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSE – 602</b>		
<b>CO1</b>	Students will develop critical thinking skills.	Analyze	L4
<b>CO2</b>	Enhances Leadership and Management skills.	Apply	L3
<b>CO3</b>	Students will develop an understanding of change processes.	Evaluate	L5
<b>CO4</b>	Able to think critically about obstacles to change.	Apply	L3
<b>CO5</b>	Able to Understand different methods and models in the process for decision making.	Understand	L2

<b>Course Title</b>	<b>GLOBAL RETAILING AND MERCHANDIZING (RM)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSE – 602</b>		
<b>CO1</b>	The student understands the strategies of retailers.	Understand, Analyze	L2, L4
<b>CO2</b>	The student is made aware of the practices of merchandise management and store layout of retailers.	Understand, Apply	L2, L3
<b>CO3</b>	To learn the Role and functions of Retail communication.	Remember	L1

<b>CO4</b>	Understanding of Retail operations management.	Analyze	L4
<b>CO5</b>	To understand Retail consumer behaviour	Evaluate	L5

<b>Course Title</b>	<b>INSURANCE (F)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSE – 603</b>		
<b>CO1</b>	Understand the role and importance of insurance, its types.	Remember	L1
<b>CO2</b>	Understand the role of IRDA.	Understand	L2
<b>CO3</b>	Learn about the types of life insurance and general insurance.	Apply	L3
<b>CO4</b>	Learn about the terms in Policy documents.	Understand	L2
<b>CO5</b>	Understand the concepts of Assignment and Nomination.	Understand	L2

<b>Course Title</b>	<b>CUSTOMER RELATIONSHIP MANAGEMENT (M)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSE – 603</b>		
<b>CO1</b>	The student can work with CRM tools to make positive contribution to the organization.	Apply, Analyze	L3, L4
<b>CO2</b>	Students can take professional responsibilities and make informed judgments in the organizations towards their target market.	Evaluate	L5
<b>CO3</b>	They can streamline work processes and improve CRM within the organization.	Create	L6
<b>CO4</b>	It will help students learn skills on the functionalities of campaign management customer support services.	Understand	L2
<b>CO5</b>	They will acquire the skills on effective implementation of CRM practices.	Evaluate	L5

<b>Course Title</b>	<b>COMPENSATION MANAGEMENT (HR)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>	<b>DSE – 603</b>		
<b>CO1</b>	Students will be able to explore on compensation system and its dimensions.	Understand	L2
<b>CO2</b>	To establish and align pay plans by linking the compensation strategy with HR and Business Strategy.	Apply	L3

<b>CO3</b>	To use techniques for arriving at optimal compensation system.	Analyze	L4
<b>CO4</b>	To acquire knowledge on administration of employee benefits and services programs.	Remember	L1
<b>CO5</b>	To gain insights on Executive Compensation process.	Evaluate	L5

<b>Name of the Course</b>		<b>RETAIL STORE OPERATIONS AND PRICING (RM)</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>DSE – 603</b>		
<b>CO1</b>	Acquire knowledge about components and elements of store manager and operations.	Understand	L2	
<b>CO2</b>	Manage inventory through understanding ABC analysis, EOQ, GAP and CPFR.	Apply	L3	
<b>CO3</b>	Prepare and manage the store allocation, receipts and selling process.	Evaluate	L5	
<b>CO4</b>	Handle the functions of store, credit, crisis and store insurance management.	Understand	L2	
<b>CO5</b>	Determine the pricing policies and strategies suitable for a particular store and locality.	Create	L6	

<b>Course Title</b>		<b>PROJECT REPORT</b>	<b>Blooms Taxonomy</b>	<b>Level Code</b>
<b>Course Code</b>		<b>PR – 601</b>		
<b>CO1</b>	Students will gain practical exposure through internships and apply management concepts by conducting original project work under faculty guidance.	Apply, Analyze, Create	L3, L4 L5	
<b>CO2</b>	They will develop research, analytical, and reporting skills by preparing and presenting a comprehensive project report in their specialization area.	Analyze, Create	L4, L5	
<b>Name of the Course</b>		<b>VIVA VOCE</b>		
<b>Course Code</b>		<b>CV – 601</b>		
<b>CO1</b>	Demonstrate an integrated understanding of all subjects studied during the program by effectively responding to oral examination questions..	Understand, Apply	L2, L3	
<b>CO2</b>	Exhibit analytical thinking, clarity in communication, and the ability to apply theoretical knowledge to practical and real-life business situations in front of an expert panel.	Evaluate, Create	L5, L6	