

Programme Name	PO	Programme Outcomes
MMS	PO1	Thrust on current management practices, cross functional skills and holistic thinking.
	PO2	In- depth knowledge of General Management and Specialisation.
	PO3	To thrive in complex reality and to acquire skills to work effectively and efficiently in transnational workplace.
	PO4	Inculcate multitasking abilities amongst students, learning foreign languages and advanced IT knowledge.
	PO5	Team building basics and its orientation.
	PSO	Programme Specific Outcomes
MMS (HR)	PSO1	Critically assess existing theory and practice in the field of HRM;
	PSO2	Demonstrate competence in communicating and exchanging ideas in a group context;
	PSO3	Evaluate HRM related social, cultural, ethical and environmental responsibilities and issues in a global context.
	PSO4	Demonstrate knowledge of human behavior in organizations and the role of management strategies, including motivational theory to influence behavior
MMS (Marketing)	PSO1	Improve their managerial effectiveness in the field of marketing
	PSO2	Sound education in the theory and application of strategic marketing management
	PSO3	Incorporating current marketing thinking and equipping them with the key concepts
	PSO4	Developing and implementing marketing strategies in a fast changing, global business environment.

MMS (Finance)	PSO1	Select, adapt, apply and communicate advanced financial concepts;
	PSO2	Justify company valuation outcomes using finance theory; Prepare Complex Financial Structures
	PSO3	Examine current issues in finance using leading-edge research and practices in the field;
	PSO4	Demonstrate strong cognitive, technical and communication skills to work independently and collaboratively to collect, process, interpret and communicate the outcomes of financial problems; and,
MMS (IT)	PSO1	Identifying and evaluating the impact of relevant changing technology and managing those changes.
	PSO2	Designing programs to identify, develop and implement innovative technological based solutions.
	PSO3	Managing the effective planning and execution of those technology based initiatives and the integration of their results into the mainstream of an enterprises' strategy, processes and operations
	PSO4	The application of technology at a globalised workplace
MMS (Operations)	PSO1	Students shall acquire a fundamental understanding of the area of OM that includes the delivery of products and services.
	PSO2	Understand theoretical models and concepts as basis for development of a company's production and service deliveries.
	PSO3	Describe how Operational Capability determines the range of Business Strategies that can successfully be executed.

	PSO4	Describe the operational impacts of a chosen business strategy in terms of operational capabilities on which the successful execution of business strategy is dependent on.
MMS Sem I (Choice Based)		
Course Name	CO	Course Outcomes
Business Statistics	CO1	To know statistical techniques
	CO2	To understand different statistical tools
	CO3	To understand importance of decision support provided by analysis techniques
	CO4	To appreciate and apply it in business situations using caselets, modeling, cases and projects
	CO5	To understand Managerial applications of Statistics
Course Name	CO	Course Outcomes
Operations Management	CO1	To expose a student of Management to operations principles.
	CO2	To understand basic operating principles in product and service industry
	CO3	To be able to apply different analytical techniques of operations Management in different industry
Course Name	CO	Course Outcomes
Managerial Economics	CO1	To enable the students to understand both the theory and practice of Managerial Economics
	CO2	To ensure that the students are in a position to appreciate the finer nuances of the subject.
	CO3	To help the students in applying the knowledge so acquired in policy planning and Decision Making

Course Name	CO	Course Outcomes
Effective and Management Communication (Elective)	CO1	In all social behavior, communication is essential in building and maintaining human relationships.
	CO2	In all social behavior, communication is essential in building and maintaining human relationships.
	CO3	In business, communication is essential for the smooth and efficient conduct of day-to-day transactions/activities.
	CO4	In recent years the importance of communication has greatly increased as a result of the globalisation
Course Name	CO	Course Outcomes
Organizational Behaviour (Elective)	CO1	To provide students understanding how and why people behave in organizations as they do, either as individual
	CO2	or in groups and how their behaviours affect their performance and performance of the organization as a whole.
	CO3	To provide understanding how to effectively modify their behaviour through motivation an
	CO5	leadership for enhanced performance. And also to provide understanding about related concepts such as OD, Culture
Course Name	CO	Course Outcomes
Negotiation and Selling Skills (Elective)	CO1	The module will sensitize the students to the concepts and importance of Negotiations & Selling for all functions of Management.
	CO3	The module is designed to introduce the students to the basic elements of the selling.
	Co3	The module will give the students a broad understanding regarding different models used for

		effective selling and negotiations.
MMS Sem II(Choice Based)		
Course Name	CO	Course Outcomes
Marketing Management	CO1	The basic elements of the marketing management terms, implementation and related process
	CO2	The marketing concepts that will enable them to acquaintwith contemporary marketing practices.
	CO3	This module is to learn the art and science of choosing target markets and getting,
	CO4	keeping and growing customers through creating, delivering, and communicating superior customer value.
	CO5	Broad understanding of what marketing is all about and the vital role it plays in organisation.
Course Name	CO	Course Outcomes
Financial Management	CO1	To gain in-depth knowledge of corporate finance and understand the functions of finance management.
	CO2	Students should learn to analyze corporate financial statements and other parts of the annual report.
Course Name	CO	Course Outcomes
Operations Research	CO1	To know optimizing techniques
	CO2	To understand its use in decision making in business
	CO3	To Identify and develop operational research model from realsystem
	CO4	To appreciate the mathematical basis for business decision making
Course Name	CO	Course Outcomes
Business Research Methods	CO1	To understand the importance of research and various

		methods that researcher used to investigate problems
	CO2	Applying Modern Analytical tools for Business Management Decisions
	CO3	To derive strategies from the research and understand the challenges of data collection and analysis
	CO4	To interpret the data to make meaningful decisions.
Course Name	CO	Course Outcomes
Human Resource Management	CO1	To prepare a student for a career in industry and services.
	CO2	To facilitate learning in modern concepts, techniques and practices in the management of HR
	CO3	To expose the student to different functional areas of Human Resource Management to enhance effectiveness
Course Name	CO	Course Outcomes
Legal Aspects of Business & Taxation	CO1	To learn about the important provisions of some of the important business laws
	CO2	To get exposure to important provisions of Indian Income Tax Act and Indirect Taxes
Course Name	CO	Course Outcomes
Cost and Management Accounting	CO1	
Course Name	CO	Course Outcomes
Analysis of Financial Statements	CO1	To understand the advanced tools used in financial statement analysis and financial reporting.
	CO2	Students learn In-Depth analysis of the performance of a company
MMS Semester III - CBGS Common Subjects		
Course Name	CO	Course Outcomes

International Business	CO1	To develop a deep understanding of International Management
	CO2	To develop the analytical ability of the student to attain an insight into International Management Context
Course Name	CO	Course Outcomes
Strategic Management	CO1	To appreciate the role of Strategic thinking in changing business environment
	CO2	To understand the process of Strategy Formulation, Implementation & Evaluation
	CO3	Focus on application & decision making
MMS Semester III Choice Based - Finance Specialization		
Course Name	CO	Course Outcomes
Financial Markets and Institutions	CO1	To understand different components of the Indian Financial system and their functions.
	CO2	To comprehend various products issued through different financial institutions in the primary / secondary markets.
	CO3	To understand the fixed income market, the different instruments and concepts related to it.
Course Name	CO	Course Outcomes
Corporate Valuation and Mergers & Acquisitions	CO1	To understand the process and set of procedures to be used to estimate the value of a company.
	CO2	To learn to make strategic decisions in M&A to enhance a company's growth.
Course Name	CO	Course Outcomes
Security Analysis and Portfolio Management	CO1	To understand the factors affecting the prices of different assets and to create an optimum portfolio based on given risk

	CO2	To understand the need for continuous evaluation and review of the portfolio with different techniques.
	CO3	To learn technical analysis to predict price movements based on indicators and forecasting techniques.
Course Name	CO	Course Outcomes
Financial Regulations	CO1	To understand the regulations and its framework involved in financial system.
	CO2	To learn major intricacies of financial regulations.
Course Name	CO	Course Outcomes
Derivatives and Risk Management	CO1	To understand the concepts related to derivatives markets and gain in-depth knowledge of functioning of derivatives markets
	CO2	To learn the derivatives pricing and application of strategies for financial risk management.
	CO3	To acquaint learners with the trading, clearing and settlement mechanism in derivatives markets.
Course Name	CO	Course Outcomes
Commodities Markets	CO1	To gain the knowledge of emergence of commodities markets and understand its future.
	CO2	To understand the dynamics of world commodities markets.
	Co3	To understand the ecosystem of Indian commodities markets.
	CO4	To acquaint learners with the trading, clearing and settlement mechanism in commodities markets.
MMS Semester III Choice Based - Marketing Specialization		

Course Name	CO	Course Outcomes
Sales Management	CO1	To understand function of sales and its importance
	CO2	To comprehend the art of managing the sales force
	CO3	To motivate and manage sales force effectively
	CO4	To develop critical thinking skills and situational leaderships
Course Name	CO	Course Outcomes
Marketing Strategy	CO1	To understand and predict changes in the macroeconomic environment and its impact on marketing programmes
	CO2	To develop an ability to respond rapidly to changes driven by consumer behaviours / new technologies
Course Name	CO	Course Outcomes
Consumer Behaviour	CO1	An understanding of the pre and post purchase consumer behaviour.
	CO2	To develop conceptual insights into key aspects such as social, psychological and other factors that influence consumer behaviour
Course Name	CO	Course Outcomes
Service Marketing	CO1	To familiarize students to basic concepts and decision making processes involved in Services Management
	CO2	To help students to understand application of these concepts to various industries in service sector
Course Name	CO	Course Outcomes
Product and Brand Management	CO1	To expose and sensitize the students with the practices of product and brand management.
	CO2	To understand the key issues in Product and Brand Management

Course Name	CO	Course Outcomes
Retail Management	CO1	To develop the analytical ability of the students to attain an insight into Retail Management contexts
	CO2	To Understand the techniques for optimal utilization of resources
MMS Semester III Choice Based - Human Resources Specialization		
Course Name	CO	Course Outcomes
Training & Development	CO1	Learning the intricacies of process of training and development and audit
Course Name		
Competency Based HRM and Performance Management	CO1	To understand the concept of compensation, various elements, inflation, laws related to compensation, variable pay and income tax
	CO2	To provide both theoretical and application-oriented inputs on competency mapping and developing mapped competencies.
	CO3	To impart the understanding about the Performance Management system and strategies adopted by the Organizations
Course Name		
HR Planning and Application of IT in HR	CO1	To understand the concept of HR Planning and application of technology in HR
Course Name		
Labour Laws and Implications on Industrial Relations	CO1	Understanding Nature and Importance of Labour Laws
	CO2	To understand various legislations with their history, basic provisions & case laws
	CO3	To study current amendments in Labour laws
	CO4	Highlight Labour Laws with IR implications

Course Name	CO	Course Outcomes
Personal Growth Laboratory	CO1	Basics of personality, personality types
	CO2	Introduction to emotional intelligence
	CO3	Stress and stress control techniques
	CO4	Introduction to NLP and transactional analysis
MMS Semester III Choice Based - IT Specialization		
Course Name	CO	Course Outcomes
Database Management System and Database Warehousing	CO1	To understand the introduction, Meaning and Definition of Database, Database Environment
	CO2	To understand the Data Models : The importance of data models, Basic building
	CO3	Understand applications of Database Management System(DBMS) and RDBMS System
	CO4	Overview of Structured Query Language and application DBMS to business
Course Name	CO	Course Outcomes
Enterprise Management System	CO1	To understand ERP System - Meaning, Functional view of Business and merits and demerits of ERP
	CO2	To understand Enterprise Content Management System
	CO3	To understand Enterprise Portal
Course Name	CO	Course Outcomes
Big Data and Business Analytics	CO1	To understand Big Data and Business Analytics
	CO2	To understand Business Analytics Cycle Introduction
	CO3	To understand Forecasting Optimazation, Simulation and Business Metrics
Course Name	CO	Course Outcomes

Knowledge Management	CO1	To understand the meaning of data, information and Knowledge
	CO2	To Know the conceptual background and framework of KM
	CO3	Understand the KM Foundations and Solutions KM Foundations
Course Name	CO	Course Outcomes
Software Engineering	CO1	To understand the details of software development process with implementation and challenges
	CO2	Ability to analyze, design, verify, validate, implement, apply and maintain software systems.
Course Name	CO	Course Outcomes
Data Mining and Business Intelligence	CO1	To understand the Introduction to Data Mining: Introduction, Definition of Data Mining, Data Mining Parameters.
	CO2	Data Mining Techniques: Introduction, Statistical Perspective on Data Mining, Statistics -Need and Algorithms
MMS Semester IV Choice Based - Finance Specialisation		
Course Name	CO	Course Outcomes
Commercial Banking	CO1	To understand the concepts and fundamentals of Commercial Banking,
	CO2	To understand the Structure and growth of banking and various services rendered through commercial banks.
MMS Semester IV Choice Based - Marketing Specialisation		
Course Name	CO	Course Outcomes
Trends in Marketing	CO1	To develop an appreciation of the impact of

		rapidly changing environment on marketing strategies a
	CO2	Giving insights to students to respond to these changes.
MMS Semester IV Choice Based - HR Specialisation		
Course Name	CO	Course Outcomes
OD and Change Management	CO1	Basics of Change Management
	CO2	Understanding OD Approaches and Models
	CO3	Understanding Organizational Development – Diagnostics
	CO4	Trends in OD and Change Management
MMS Semester IV Choice Based - IT Specialisation		
Course Name	CO	Course Outcomes
Strategic Information and Technology Management	CO1	To understand use of Strategic IT for Competitive Advantage
	CO2	To understand emerging trends in Strategic IT for business.
MMS Semester IV Choice Based Common Subject		
Course Name	CO	Course Outcomes
Project Management	CO1	To introduce students of Management to concepts of Project
	CO2	To apply and evaluate success parameters of cost ,time and quality in project management
	CO3	Apply various techniques as cpm/pert/earned value analysis and projected financial statements
Course Name	CO	Course Outcomes
Summer Internship	CO1	Applying Classroom Theory to Real Business World
	CO2	Working in the field of specialization
Course Name	CO	Course Outcomes
Year Long Project	CO1	To understand the Global and Indian Business Environment related to a particular industry

	C02	To prepare a Business Model, Do a SWOT and SBU for a particular Company / Industry
	C03	Prepare a Business Plan
	C04	Prepare a Strategic Plan for the Organisation