



St. Xavier's College (Autonomous), Mumbai
Department of Management Studies

Programme: Bachelor of Management Studies

Programme Specific Outcomes (PSOs) for Bachelor of Management Studies

Sr. No.	On completing Bachelor of Management Studies, the student will be able to:
PSO 1	Gain analytical skills, exposure and knowledge to handle responsibilities at middle level managerial roles in organisations; make reasoned, ethical decisions based on professional standards for ethical conduct in the best interests of the project, the organisation, the environment and the society as a whole.
PSO 2	Develop competencies in the field of marketing, finance, human resource management, economics and productions, at national and international levels; apply the learnings to the primary, secondary and the tertiary commercial sectors.
PSO 3	Acquire the aptitude and interest to pursue post-graduate studies and research in top-ranking institutions in India and renowned institutions abroad; excel in competitive examinations in public service and the armed forces.
PSO 4	Effectively manage people and build strong relationships with all the stakeholders; make persuasive presentations that reveal strong written and oral communication skills.
PSO 5	Employ critical thinking and analytical skills to investigate complex business problems and propose viable solutions.
PSO 6	Start an entrepreneurial venture.



Course Outcomes (COs): Bachelor of Management Studies

Semester I

Course Title: Principles of Management

Course Code: CMS0101

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Integrate management principles into management practices.	1	R, Ap
CO 2	Execute managerial tasks of planning, organizing, and controlling in a variety of circumstances.	1, 4	Ap, An
CO 3	Understand the dynamics of motivation and design appropriate tools for motivating employees at different levels in the organisation.	1, 5	C, Ap
CO 4	Apply the concepts to the management of one's own entrepreneurial venture.	6	An, Ap
CO 5	Get a practical exposure to the concepts from the assignments and industry-based projects.	5	An, E

Course Title: Introduction to Financial Accounts

Course Code: CMS0102

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Be familiar with the basic accounting principles and techniques of preparing and presenting the financial accounts of the company.	2	R, U
CO 2	Be introduced to the concepts of financial accounts, accounting and its principles to the non-commerce streams such as the science and arts.	2	R, U
CO 3	Understand the practical applications of the concepts of accountancy by way of field assignments and projects.	5	Ap, An
CO 4	Use the knowledge of this course as a basis for the other finance-related courses.	2	U, Ap
CO 5	Understand finance-related matters when starting one's own venture.	6	E, Ap



Course Title: Business Law
Course Code: CMS0103

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Appreciate the relevance of business law to individuals and businesses.	1	U, Ap
CO 2	Understand the legal and fiscal structure of different forms of business organizations.	1, 4	U
CO 3	Understand and realise responsibilities of an employer and the legal implications of the policies and actions.	1, 6	U, Ap
CO 4	Be exposed to the objectives and broad framework of legislative enactments within which business operates.	1, 3	Ap, An
CO 5	Understand the legal requirements when starting one's own entrepreneurial venture.	6	Ap, E

Course Title: Business Mathematics
Course Code: CMS0104

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand processing and interpretation of information to arrive at logical conclusions to common mathematics-based applications in business.	2	R, Ap
CO 2	Calculate interest, annuity, break-even and other important functions for the business.	5	An, Ap
CO 3	Understand the importance of objectivity in decisions in business processes and operations.	5	Ap, E
CO 4	Use the knowledge of the subject as a basis for other quantitative related courses.	3	R, Ap
CO 5	Excel in competitive examinations.	3	R, Ap



Course Title: Business Communication
Course Code: CMS0105

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Gauge the importance of internal and external communication in the efficient functioning of any business enterprise.	1	Ap
CO 2	Enhance written and oral communication skills through the various creative group activities.	4	Ap
CO 3	Understand of the latest communication tools used by the corporates to effectively communicate with all the stakeholders.	1	U, E
CO 4	Get an exposure to the communication channels and challenges existing in a corporate set up with industry-based assignments.	1	Ap, E
CO 5	Get an insight into the preparation of promotional material for business purposes.	4	C

Course Title: Computer Applications in Business
Course Code: CMS0106

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Be familiar with the concepts used in the development, implementation and operation of computer applications for business processes.	1	R, U
CO 2	Gain an understanding of how information technology is used to support existing businesses; work on productivity/ application software that is used to enhance business activities.	4	Ap, C
CO 3	Get the practical knowledge of handling data effectively and facilitate decision-making through meaningful analysis of given data.	5	E, Ap
CO 4	Get an insight into web designing and HTML.	1	R, C



Semester II

Course Title: Organisational Behaviour

Course Code: CMS0201

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Know the basic concepts, theories and techniques in the field of human behaviour, gauge their effectiveness and apply them judiciously at the individual, group and corporate level.	1, 2	U, Ap
CO 2	Understand and analyse the behaviour of individuals and groups in organisations in terms of the key factors that influence organisational behaviour.	4	U, An
CO 3	Effectively manage and build productive teams for the achievement of the goals set by the organisation.	4, 5	E, C
CO 4	Be equipped to handle groups and understand group dynamics; enhance managerial effectiveness through the understanding of self and others.	1, 4	Ap, E
CO 5	Create a positive work environment so as to achieve maximum productivity.	4	Ap

Course Title: Industrial Law

Course Code: CMS0202

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Analyse the dynamic legal context in which employment relationships are enacted.	1	An, Ap
CO 2	Critically analyse the policies framed for the management and union from the legal perspective to check for compliance to the existing laws.	5	An, Ap
CO 3	Understand the ethical, equity, and sustainability implications of current and emerging labour regulations such as the laws pertaining to industrial disputes, compensation management, social legislations and the health, safety and welfare of the factory workers.	1	U, E
CO 4	Get motivated to pursue a degree in law.	2	R, U



Course Title: Marketing Management
Course Code: CMS0203

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the essence and importance of marketing for the success of any business operation.	1	U
CO 2	Understand the various critical components in designing a customer-centric marketing strategy keeping in mind the concerns of the society and all the stakeholders.	1, 2	U
CO 3	Add value to the marketing efforts of the company with the conceptual understanding of brand value, brand management, segmentation targeting and positioning, and their practical application.	1, 5	U, Ap
CO 4	Know how to integrate the marketing function with other functions of the organisation like finance, human resources and operations.	5	E, C
CO 5	Be motivated to pursue further studies in marketing-related programmes.	3	R, U

Course Title: Microeconomics
Course Code: CMS0204

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand how cost and revenue are impacted by production and demand; understand the concepts of cost, nature of production in relationship to business operations.	2	R, U
CO 2	Apply marginal analysis to the "firm" under different market conditions along with analysing the causes and consequences of different market conditions.	1	U, Ap
CO 3	Comprehend and analyse data that emerge from and in turn impact business flows across different types of markets (competition-wise).	2	U, An
CO 4	Integrate the concept of price and output decisions of firms under various market structures.	5	Ap



Course Title: Business Statistics
Course Code: CMS0205

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand how various sub-disciplines of statistics are related.	2	U
CO 2	Be familiar with the basic concepts, tools in statistics which will serve as valuable guides to the decision makers.	1	U, Ap
CO 3	Recognise the importance and value of statistical analysis and apply these concepts to solve problems in different disciplines.	5	U, Ap
CO 4	Use tools such as correlation and regression in estimating demand in highly competitive markets.	5	E, An

Course Title: Introduction to Cost Accounting
Course Code: CMS0206

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Be familiar with the concepts of basic cost and its allocation in the financial operations of firms.	1, 2	R, U
CO 2	Be familiar with the methods of costing; effectively control and manage the various components of cost accounting to ensure the financial health of the company.	1, 5	E, Ap
CO 3	Understand cost budgeting and estimation.	2	U, E
CO 4	Manage the finances of one's own venture efficiently and effectively.	6	Ap, C



Semester III

Course Title: Human Resource Management

Course Code: CMS0301

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Contribute to the development, implementation, and evaluation of employee recruitment, selection, performance appraisal and retention plans and processes.	1, 2	E, Ap
CO 2	Be familiar with the concepts of job analysis and job design, and integrate the same with compensation and career planning for the employees.	2, 4	Ap, C
CO 3	Understand the importance of participative management, and be familiar with the different approaches to industrial relations for smooth running of the firm.	1, 5	E, Ap
CO 4	Get motivated to pursue the study of specific aspects of human resource management.	3	U
CO 5	Choose a career in HR Consultancy.	1, 6	Ap

Course Title: Management Accounting

Course Code: CMS0302

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Be familiar with the provisions and use of accounting information that help managers within organizations.	1	U, Ap
CO 2	Be equipped in preparing and presenting financial and other decision-oriented information in such a way so as to assist the management decision making.	2, 5	E, Ap
CO 3	Understand financial statement analysis, ratio analysis and the key indicators of the health of the company.	5	U, Ap
CO 4	Identify the spending pattern of different businesses.	2	U, E
CO 5	Start one's own venture with the benefit of the study of management accounting.	6	E, Ap



Course Title: Operations Management

Course Code: CMS0303

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand in detail the process of transformation of a range of inputs into the required products/ services having the requisite quality level.	2	U, Ap
CO 2	Be familiar with the concept of planning, implementation and control of industrial production processes to ensure smooth and efficient operation of the industrial/ manufacturing unit.	2, 5	E, Ap
CO 3	Understand the concept of design function in an organization; have an insight into the field of project management.	5	U, E
CO 4	Have a good understanding of the various aspects with respect to productions and materials management such as facilities and capacity planning, and factory layout/ location.	2	U, An

Course Title: Consumer Behaviour

Course Code: CMS0304

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand and analyse the behaviour of consumers, especially in a globalized world.	1	U, An
CO 2	Obtain a good understanding of complex buying/ decision-making factors which is an important aspect while designing marketing strategies for beating competition.	1, 5	Ap, C
CO 3	Use the concepts learned in marketing management in a way that is in sync with the attitudes and behaviour of consumers; integrate the concepts of marketing management and consumer behaviour for the benefit of the consumer.	1, 5	An, Ap
CO 4	Possess a good understanding of the factors that influence buying behaviour in consumers, and hence design effective business strategies.	5	U, C
CO 5	Pursue research in the field of consumer behaviour.	3	U



Course Title: Macroeconomics
Course Code: CMS0305

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the aggregate behaviour of the economy as a whole with reference to national income, and related concepts such as social welfare and the concept of human development index.	2	R, U
CO 2	Be familiar with the major economic issues, problems and policies of the present times, and appreciate the policies enacted in the country in the light of India's business environment.	1, 5	E, An
CO 3	Understand the impact of geo-political decisions on business outcomes and trajectories.	2	E, An
CO 4	Comprehend and analyse data that emerge from and in turn impact business flows nationally as well as globally.	2, 5	An, Ap

Course Title: Elements of Taxation
Course Code: CMS0306

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Have a good understanding of the Indian income tax act 1961, and assess and plan their personal tax.	2	U, E
CO 2	Be aware of the different tax planning avenues available, and the parameters where tax is applicable to be paid.	1, 2	E, Ap
CO 3	Understand the important components of the sources of income such as salary, house and property, business and profession and capital gains.	1	E, Ap
CO 4	Understand the new taxation structure under the Goods and Services Tax (GST) as an essential component of corporate finance.	5	U, Ap
CO 5	Be introduced to the policies laid down and decisions taken by the GST council; be familiar with the composition scheme and the system of input tax credit.	2	U, E



Semester IV

Course Title: Management Accounting and Investment Portfolio Management

Course Code: SSPC04015

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Get a good insight into the various financial instruments available for saving and investing money wisely.	2	U, Ap
CO 2	Plan investments by understanding both the safe and high risk-high return instruments.	6	Ap, C
CO 3	Be introduced to the world of finance; and pursue post-graduate studies in business management.	3	U
CO 4	Obtain further certifications in financial planning and other related courses.	3	U, Ap

Course Title: Research Methods in Business

Course Code: CMS0401

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the importance, scope and need for market research in today's highly competitive business environment.	2	U, E
CO 2	Obtain a thorough understanding of the comprehensive and accurate method of conducting a market research study.	2	U, Ap
CO 3	Be familiar with the statistical tools and methods of analysing data so as to bring out meaningful insights from the different variables under study.	5	An, Ap
CO 4	Offer "guesstimates" based on data sets in placement interviews of consultancy firms.	1	Ap
CO 5	Carry out a live market research study; understand the problems and challenges faced by market researchers during data collection and final data analysis.	2	U, E, An



Course Title: Financial Management
Course Code: CMS0402

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the methods of budgeting; be aware of the technicalities with respect to the mobilization and deployment of funds by a business organization.	5	U, E
CO 2	Understand of time value of money for quantification of opportunity cost.	1, 5	U, Ap
CO 3	Have a detailed understanding of business restructuring; analyse the quantitative and financial impact of mergers.	5	An, Ap
CO 4	Understand the inter-relationship between financial management and the other functions of business.	2, 5	U, An

Course Title: Productivity and Quality Management
Course Code: CMS0403

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Get an adequate exposure to the concepts of product/ service quality and the means to achieve it.	2	U, E
CO 2	Get introduced to the aspects of total quality management and the various quality enhancement tools, for example, six sigma, kaizen, Juran's trilogy and Kepner-Tregoe model of problem solving.	2	R, U
CO 3	Understand the various concepts and tools of product/ service quality improvement; be exposed to the techniques of better production management at the factory level to improve the quality of the manufactured products.	1, 5	Ap, C
CO 4	Get an insight into the ways in which the productivity of a company can be improved.	1, 5	Ap, C



Course Title: Cooperatives and Rural Markets
Course Code: CMS0404

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the characteristics of rural markets and the changing pattern of rural demand in India.	2	U, E
CO 2	Understand the socio-cultural factors of the rural population and its implications on the various strategies for rural marketeers.	1, 2	E, An
CO 3	Get a thorough insight into the characteristics of the agricultural sector in India, and the various initiatives taken by the government in improving the lives of farmers in the country.	2	U, An
CO 4	Understand the importance of cooperative sector in India and the how it has led to the development and progress in the socio-economic condition of the Indian people.	5	E, An
CO 5	Get motivated to start an entrepreneurial venture in rural India.	6	Ap, C

Course Title: Business Environment
Course Code: CMS0405

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Have a good understanding of the external factors that shape the business environment.	2	U, An
CO 2	Select and use appropriate resources to collect business data from the environment, that will ultimately translate into information for decision-making.	5	An, Ap
CO 3	Place every issue related to business in its proper perspective and make sound decisions to solve problems.	5	An, Ap
CO 4	Realise the need and importance of environmental scanning which will be beneficial while making business decisions.	1, 5	AP, C
CO 5	Understand the importance of analysing business environment to check the feasibility before starting any new business.	6	Ap, C



Course Title: Banking, Insurance and Capital Markets
Course Code: CMS0406

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Know the history of banking and the process of financial inclusion.	2	U, R
CO 2	Take well-informed decisions at work based on the knowledge of different types of insurance options for individuals, establishments and employees.	1, 5	E, Ap
CO 3	Differentiate between the money and capital markets.	2	U
CO 4	Be better equipped to understand the risk-return outcome of investing in primary and secondary markets.	2	U, An
CO 5	Get interested in the subject of capital markets; and pursue further studies in this area.	3	U, E



Semester V

Course Title: Entrepreneurship and Management of Small and Medium Enterprise
Course Code: CMS0501

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Demonstrate knowledge of current information, theories and models, and techniques and practices in all of the major business disciplines including the general areas of accounting and finance, information technologies, management, marketing, and quantitative analysis.	2, 6	An, Ap
CO 2	Engage in critical thinking by analysing situations, and constructing and selecting viable solutions to solve problems.	5	An, Ap
CO 3	Be familiar with entrepreneurial cases and articles for understanding the challenges faced by entrepreneurs with regard to start-ups in India.	2	U, An
CO 4	Know the benefits given to the MSME sector in India.	2	U, E
CO 5	Get motivated to start one's own venture with the knowledge of the important aspects needed for the same.	6	Ap, C

Course Title: Service Sector Management
Course Code: CMS0502

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the importance of the service sector to the economy; enhance their marketing knowledge from a services perspective.	2	E, Ap
CO 2	Be well versed with the special challenges faced by the service sector, and analyse the ways to overcome the same.	5	An
CO 3	Be familiar with the important concepts of enhancing service quality and productivity.	1	An, Ap
CO 4	Be familiar with the current status and future prospects of the service industry in India and abroad.	2	U, E
CO 5	Get motivated to start a service oriented start-up as it requires a relatively low investment as compared to the manufacturing sector.	6	Ap, C



Course Title: Supply Chain Management

Course Code: CMS0503

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the branch of logistics that deals with the tangible components of a supply chain.	2	U
CO 2	Be familiar with the important elements of distribution and supply-chain management such as warehousing, materials management and transportation.	1, 2	U, E
CO 3	Get an insight into the analytical aspects of inventory management, logistics and the impact of technological advancements that has increased the efficiency of the sector.	2	E, An
CO 4	Use the conceptual knowledge of the subject to increase the productivity of one's own venture.	6	Ap

Course Title: Indian Management Thoughts and Practices

Course Code: CMS0504

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Get an insight into the Indian philosophy of life, and Indian ethos which gives the guidelines of a holistic and productive work culture.	2	U, Ap
CO 2	Understand the concepts of Koshas, Karma, Dharma, Guna, and the fact that world is one family.	2	U, An
CO 3	Understand the management thoughts and practices as practised by the historical leaders, and how such concepts can be followed at work and at an individual level.	1, 5	E, Ap
CO 4	Evolve as more mature individuals with the practice of Yoga and meditation, and the concept of spirituality as practised and followed in different religions.	4	Ap
CO 5	Get learning for life, and use the principles learned in the course both at the personal and professional levels.	1	E, Ap



Course Title: International Finance
Course Code: CMS0505

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the fundamentals of international finance and the principles of foreign exchange rate calculation under different market conditions.	2	U, An
CO 2	Get an insight into the working of the international currency market, FOREX arbitration, speculation and SWAP rate and the different regulators for it; learn the complex calculation process of FOREX.	1	U, An
CO 3	Be introduced to the concept of risk in foreign exchange.	2	U, E
CO 4	Understand the role of the various international financial institutions, and get an insight into the rules laid down under FEMA.	1, 5	E, Ap

Course Title: Financial Resource Raising
Course Code: CMS0506

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Possess a good understanding of the different financial instruments available for raising finance for business.	1	U, E
CO 2	Be aware and learn about the various tools that can be used for comparing different financial sources for the creation of capital.	5	U, An
CO 3	Gain knowledge of the process of raising money to help when starting one's own venture.	6	E, Ap
CO 4	Evaluate all the options available so as to have maximum return on the money invested.	5, 6	E, Ap



Course Title: International Business
Course Code: CMS0507

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the various dimensions of international business including the international financial institutions and the bilateral trade relations between countries.	2	U, An
CO 2	Be aware of the impact of the macro-environmental factors and its implications on the policies and strategies while going global with the business.	5	An, Ap
CO 3	Get motivated to start one's own venture in the field of international business.	6	Ap, C
CO 4	Have a good understanding of the nuances of international business and be aware of the benefits given by the government of India to the exporters.	1, 2	U, E
CO 5	Learn the process and documentation needed for exports and imports.	1, 6	U, Ap
CO 6	Pursue post-graduate studies in the field of international business.	3	U

Course Title: Training and Development
Course Code: CMS0508

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Explain the role of training and development in human resources management against the backdrop of the psychology of the learning process on which training is based.	1	E, Ap
CO 2	Design specific training programs based on an organisation's need analysis.	1, 4	Ap
CO 3	Be familiar with the tools and techniques involved in evaluating the effectiveness of the training modules and programmes.	2	E
CO 4	Get the experience of working in teams which is beneficial for working in the corporate sector.	1	Ap
CO 5	Start one's own venture as a consultant in this field.	6	Ap, C
CO 6	Pursue post-graduate studies in the field of training and development and join HR consulting firms or be an independent consultant.	3	U



Course Title: Management Research Project
Course Code: CMS0509

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Research on the topic of interest and generate information by way of both primary and secondary research.	2	U, An
CO 2	Bring out meaningful insights into the topic by analysing the primary data collected.	5	An
CO 3	Get the experience of writing a comprehensive research project, and defending the dissertation and research study.	3	An, Ap
CO 4	Add value to the personal resumé by highlighting the research project.	3	Ap



Semester VI

Course Title: Strategic Management

Course Code: CMS0601

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Know that business is an integration of different systems and processes that are interrelated.	2	U, An
CO 2	Understand that the concepts learned across courses have to be integrated effectively for the overall success of the company.	1	Ap
CO 3	Analyse the competitive forces in the marketplace and develop appropriate strategies based on the resources available.	5	E, Ap
CO 4	Comprehend that the important management principles of control, planned change, human resource management, finance, marketing and other activities have a strategic imperative and can be used for the benefit of all the stakeholders.	2, 5	E, Ap
CO 5	Use the tools and concepts studied to break down the case study problems, for obtaining good placements in consulting firms.	1	Ap, C

Course Title: Risk Management

Course Code: CMS0602

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Know the different types of risk that exist in the functioning of every business enterprise.	2	U, E
CO 2	Get a detailed understanding of corporate risk management and the ways to create an integrated risk management strategy.	5	An, Ap
CO 3	Effectively manage the elements of risk both as an entrepreneur or an intrapreneur.	1, 6	E, Ap
CO 4	Be familiar with examples of success and failures in the field of risk management through case studies and research papers.	2, 5	An, Ap



Course Title: Operations Research
Course Code: CMS0603

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand advanced analytical methods of decision making.	2	R, U
CO 2	Use techniques such as mathematical modelling to analyse complex work-related situations.	5	E, Ap
CO 3	Have the knowledge of transportation models, network analysis, decision theory and game theory to build more productive systems.	1, 5	Ap, C

Course Title: Business Ethics and Corporate Social Responsibility
Course Code: CMS0604

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Take informed decisions when faced with ethical dilemmas, with the help of classical frameworks.	5	An, Ap
CO 2	Understand the ethical issues in different sectors of business both from a domestic and global perspective.	1	U, E
CO 3	Understand the importance and impact of CSR on direct and indirect stakeholders.	1	U, An
CO 4	Understand the essential components of corporate governance and the role of the various financial regulators in overseeing the rights of all the stakeholders.	4	U, An
CO 5	Gain a good understanding of the guidelines laid down by the various committees for good corporate governance; understand the implications and impact of the CSR on the society and the brand equity of the company.	5	U, Ap



Course Title: E-Commerce

Course Code: CMS0605

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Understand the scope and technicalities of doing business online.	2	U, E
CO 2	Get an insight into the evolution and types of e-Commerce platforms, and understand the various models that exist for online business.	2	E, An
CO 3	Understand the payment, security and privacy Issues that exist in online business.	1, 5	E
CO 4	Start one's own online venture.	6	Ap, C

Course Title: Investment Analysis and Portfolio Management

Course Code: CMS0606

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Know the concept of portfolio management; be aware of the various options available for investments.	2	U, E
CO 2	Understand the methods to analyse the various investment tools such as bonds, equity shares, mutual funds, the primary equity market and the secondary market.	2, 5	E, Ap
CO 3	Assess the financial health of the company by evaluating the market capitalisation and other financial parameters from the balance sheet and annual reports.	5	An
CO 4	Understand how risk and returns are related to investments.	1	U, E
CO 5	Plan investments in a well-balanced manner so as to have a financially dependable and sound investment portfolio.	1	An, Ap



Course Title: Retail and Sales Management
Course Code: CMS0607

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Know the latest developments in the field of retail, and understand the role and importance of the various intermediaries in the field of retailing.	2	U, E
CO 2	Learn the essential principles of the retail strategy including the important parameters of inventory management, visual merchandising, and merchandise planning and buying.	2	E, An
CO 3	Be well equipped to handle the everyday issues and challenges in the retail sector.	1	An
CO 4	Start an entrepreneurial venture in any part of the retail chain or in any form of retailing.	6	Ap, C
CO 5	Get a good insight into the aspect of managing the sales force for an advantage when starting a career in the retail sector.	1	E, Ap

Course Title: Econometrics
Course Code: CMS0608

Sr. No.	On completing the course, the student will be able to:	PSOs addressed	Cognitive levels
CO 1	Appreciate the basics of data handling, and understand how to construct forecast trends with respect to various business matters.	2	U, Ap
CO 2	Comprehend and analyse data that emerge from different areas of business operations.	5	E, An
CO 3	Enhance the probability of a good placement with the knowledge of data-handling techniques, or by offering "guesstimates" from a set of data.	1	Ap
CO 4	Pursue further studies in the field of data analytics.	3	U