Course 3A: Organizational Behavior

Learning Outcomes

At the end of the course, the students will able to;

- Describe the nature of economics in dealing with the issues of scarcity of resources.
- Analyze supply and demand analysis and its impact on consumer behaviour.
- > Evaluate the factors, such as production and costs affecting firms behaviour.
- Recognize market failure and the role of government in dealing with those failures.
- > Use economic analysis to evaluate controversial issues and policies.
- ➤ Apply economic models for managerial problems, identify their relationships, and formulate the decision making tools to be applied for business.

CO-PO & PSO Mapping

Furnish the mapping of COs with the Pos & PSOs in Numerical values 1, 2 or 3 only. Subject: Organizational Behaviour

Paper 3A

| | | PO | | | | | | | |
|------|------|----|------|------|------|------|------|------|------|
| | PO 1 | 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 | PO 8 | PO 9 |
| CO 1 | 2 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 2 |
| CO 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 |
| CO 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 |
| CO 4 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 |
| CO 5 | 3 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 2 |
| CO 6 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 |

Course 3B: Financial Management

Learning Outcomes:

At the end of the course, the students will able to;

- ➤ Understand the importance of Statistics in real life Formulate complete, concise, and correct mathematical proofs.
- > Frame problems using multiple mathematical and statistical tools, measuring relationships by using standard techniques.
- > Build and assess data-based models.
- > Learn and apply the statistical tools in day life.
- > Create quantitative models to solve real world problems in appropriate contexts.

CO-PO & PSO Mapping

Furnish the mapping of COs with the Pos & PSOs in Numerical values 1,2 or 3 only. Subject: Financial Management

Paper 3B

| | PO 1 | PO 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 | PO 8 | PO 9 |
|------|------|------|------|------|------|------|------|------|------|
| CO 1 | 3 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 2 |
| CO 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 |
| CO 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 |
| CO 4 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 |
| CO 5 | 3 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 2 |
| CO 6 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 |

Course 3C: Financial Management

Learning Outcomes:

At the end of the course, the students will able to;

- ➤ Understand fundamental financial concepts (time value of money, risk and return, etc.).
- ➤ Analyze financial statements to assess company health.
- > Make effective investment and financing decisions.
- > Learn risk management techniques.
- > Optimize capital structure to maximize value.
- > Develop skills in asset and business valuation.
- > Gain expertise in financial planning, budgeting, and control

CO-PO & PSO Mapping

Furnish the mapping of COs with the Pos & PSOs in Numerical values 1,2 or 3 only.

Subject : Financial Management

Paper 3C

| | PO 1 | PO 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 | PO 8 | PO 9 |
|------|------|------|------|------|------|------|------|------|------|
| CO 1 | 3 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 2 |
| CO 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 |
| CO 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 |
| CO 4 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 |
| CO 5 | 3 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 2 |
| CO 6 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 |

Course 4A: Training And Development

Learning Outcomes:

At the end of the course, the students will able to;

- ➤ Understanding of training and development concepts and theories.
- ➤ Ability to assess organizational training needs.
- > Skills in designing and developing effective training programs.
- ➤ Knowledge of training methods and techniques (e.g., workshops, e-learning).
- ➤ Competency in delivering and facilitating training sessions.
- Ability to evaluate and measure training effectiveness.
- > Understanding of adult learning principles and engagement strategies.

CO-PO & PSO Mapping

Furnish the mapping of COs with the Pos & PSOs in Numerical values 1,2 or 3 only. Subject: Training and Development

Paner 4A

| 1 | apcı | 7/3 |
|---|------|-----|
| | | |

| | PO 1 | PO 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 | PO 8 | PO 9 |
|------|------|------|------|------|------|------|------|------|------|
| CO 1 | 3 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 2 |
| CO 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 |
| CO 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 |
| CO 4 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 |
| CO 5 | 3 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 2 |
| CO 6 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 |

Course 4B: Business Law

Learning Outcomes:

At the end of the course, the students will able to;

- Understand fundamental legal principles in business law, including contract, corporate, and tort law.
- Analyze the legal environment of business and its impact on business operations and strategy.
- Explain contract formation and enforceability, including breach consequences.
- > Evaluate business ethics and social responsibility in legal contexts.
- ➤ Apply legal knowledge to problem-solving for business-related legal issues.
- ➤ Understand corporate governance and compliance requirements, including shareholder rights.

CO-PO & PSO Mapping Furnish the mapping of COs with the Pos & PSOs in Numerical values 1,2 or 3 only. Subject: Business Law

Paper 4B

| | PO 1 | PO 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 | PO 8 | PO 9 |
|------|------|------|------|------|------|------|------|------|------|
| CO 1 | 3 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 2 |
| CO 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 |
| CO 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 |
| CO 4 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 |
| CO 5 | 3 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 2 |
| CO 6 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 |

Course 4C: Micro Small & Medium Enterprise Management

Learning Outcomes:

At the end of the course, the students will able to;

- ➤ Understand MSME definitions and classifications according to national and international standards.
- Analyze the economic significance of MSMEs and their role in job creation, innovation, and economic growth.
- ➤ Identify the challenges and opportunities faced by MSMEs, including access to finance, market competition, and regulatory hurdles.
- > Evaluate various government policies and support programs for MSME development.
- ➤ Develop skills for managing MSME operations, including resource allocation, financial management, and marketing strategies.
- Explore MSME financing options such as bank loans, microfinance, and venture capital.

CO-PO & PSO Mapping

Furnish the mapping of COs with the Pos & PSOs in Numerical values 1,2 or 3 only. Subject: Micro Small & Medium Enterprise Management

Paper 4C

| | PO 1 | PO 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 | PO 8 | PO 9 |
|------|------|------|------|------|------|------|------|------|------|
| CO 1 | 3 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 2 |
| CO 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 |
| CO 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 |
| CO 4 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 |
| CO 5 | 3 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 2 |
| CO 6 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 |

Course 4D: International Business

Learning Outcomes:

At the end of the course, the students will able to:

- ➤ Theories of international business, including trade theories and global market dynamics.
- Analyze the impact of globalization on businesses, economies, and cultures.
- ➤ Evaluate international trade policies and agreements and their implications for global business operations.
- ➤ Understand different cultural, economic, and political environments and their influence on business strategies.
- ➤ Develop skills for international market entry strategies, such as exporting, licensing, and foreign direct investment.
- Analyze the risks and challenges of operating in diverse international markets, including political, economic, and currency risks.
- > Examine international financial management, including foreign exchange, financing, and risk mitigation techniques.

CO-PO & PSO Mapping

Furnish the mapping of COs with the Pos & PSOs in Numerical values 1, 2 or 3 only. Subject: International Business

Paper 4D

| | PO 1 | PO 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 | PO 8 | PO 9 |
|------|------|------|------|------|------|------|------|------|------|
| CO 1 | 2 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 2 |
| CO 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 |
| CO 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 |
| CO 4 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 |
| CO 5 | 3 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 2 |
| CO 6 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 |

Course 4E: Cost And Management Accounting

Learning Outcomes:

At the end of the course, the students will able to;

- > Understand fundamental cost concepts such as fixed, variable, direct, and indirect costs.
- Apply costing methods (e.g., job costing, process costing, activity-based costing) to determine product and service costs accurately.
- Analyze cost behavior and cost-volume-profit relationships to aid in decision-making.
- > Prepare and interpret budgets and forecasts for effective planning and control.
- Evaluate performance using variance analysis, including material, labor, and overhead variances.
- ➤ Use management accounting techniques for decision-making, such as marginal costing, breakeven analysis, and relevant costing.
- ➤ Implement and evaluate budgetary control systems to monitor and control operational efficiency.

CO-PO & PSO Mapping

Furnish the mapping of COs with the Pos & PSOs in Numerical values 1, 2 or 3 only. Subject: Cost And Management Accounting

Paper 4E

| | PO 1 | PO 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 | PO 8 | PO 9 |
|------|------|------|------|------|------|------|------|------|------|
| CO 1 | 2 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 2 |
| CO 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 |
| CO 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 |
| CO 4 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 |
| CO 5 | 3 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 2 |
| CO 6 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 |

Course 4F: Financial Services

Learning Outcomes:

At the end of the course, the students will able to;

- Analyze financial products and services, such as loans, mortgages, insurance policies, mutual funds, and retirement accounts, and their suitability for different consumer needs.
- Evaluate the role of financial markets and institutions in the economy, including capital markets, money markets, and foreign exchange markets.
- Assess the regulatory environment governing financial services, including key laws, compliance requirements, and the role of regulatory agencies.
- > Develop skills for financial planning and investment management, including portfolio diversification and risk assessment.
- ➤ Understand the principles of corporate finance, including capital structure, cost of capital, and financial decision-making.
- ➤ Analyze financial statements and performance metrics to assess the financial health of individuals and organizations.
- > Apply concepts of risk management in the context of financial services, including the identification, assessment, and mitigation of financial risks.

CO-PO & PSO Mapping

Furnish the mapping of COs with the Pos & PSOs in Numerical values 1,2 or 3 only. Subject: Financial Services

Paper 4F

| | PO 1 | PO 2 | PO 3 | PO 4 | PO 5 | PO 6 | PO 7 | PO 8 | PO 9 |
|------|------|------|------|------|------|------|------|------|------|
| CO 1 | 3 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 2 |
| CO 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 |
| CO 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 |
| CO 4 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 |
| CO 5 | 3 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 2 |
| CO 6 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 |