



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

DEPARTMENT OF MBA

Course Outcomes

A.Y:2018-2019

Year/Sem: I MBA I SEM

Course Name:	PRINCIPLES OF MANAGEMENT
Course Code:	Course Outcomes
MBA C-101.1	Understand the concept of management ,organizational behaviour
MBA C-101.2	Understand the organizational structure and formal ,informal organization .
MBA C-101.3	Acquire leadership skills & also know about different styles of leadership
MBA C-101.4	Learn how to improve the critical thinking and smart thinking
MBA C-101.5	Understand the theories of motivation
MBA C-101.6	To Understand how to make the team building and how to do problem solving

Course Name:	MANAGERIAL ECONOMICS
Course Code:	Course Outcomes
MBA C-102.1	Understand the concept of managerial economics and business economics
MBA C-102.2	Understand the demand analysis and law of demand.
MBA C-102.3	Acquire information about the production analysis and its importance
MBA C-102.4	Able to understand the concept of pricing strategies
MBA C-102.5	Understand the concept of all markets and BEP
MBA C-102.6	To Understand the macro economics and business economics

Course Name:	ACCOUNTING FOR MANAGERS
Course Code:	Course Outcomes
MBA C-103.1	Understand the concept of accounting and preparation of final accounts
MBA C-103.2	Understand the financial statements and fund flow statements.
MBA C-103.3	What is the cost accounting and understand the methods of LIFO ,FIFO etc
MBA C-103.4	Understand the management accounting and its importance
MBA C-103.5	Able to understand the budgetary control and its methods
MBA C-103.6	To Understand the standard costing and BEP point



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	QUANTITATIVE ANALYSIS FOR BUSINESS DECISIONS
Course Code:	Course Outcomes
MBA C – 106.1	Explanation on linear, quadratic, permutations and combinations
MBA C – 106.2	Solve the elementary operations of matrices
MBA C – 106.3	evaluate simple correlations and probability distributions
MBA C – 106.4	Explain making under certainty and decision trees
MBA C – 106.5	Explain one tails test and two tailed test
MBA C – 106.6	Explain sampling distributions and test of hypothesis

Course Name:	BUSINESS ENVIRONMENT
Course Code:	Course Outcomes
MBA C-105.1	Identify the environment factors which influence business
MBA C-105.2	Acquire knowledge on business policies to carry out a business
MBA C-105.3	Understand the concept of Monetary & Fiscal Policy
MBA C-105.4	Knowing about the information about Industrial Policy
MBA C-105.5	Understanding about Industrial Trade Policy
MBA C-105.6	Understanding about the Legal Frame work

Course Name:	MANAGERIAL COMMUNICATION & SOFT SKILLS
Course Code:	Course Outcomes
MBA C-104.1	Understand the concept & process of communication.
MBA C-104.2	Understand the types of verbal & Non-verbal communication.
MBA C-104.3	Acquire Interpersonal skills & also know about different styles of leadership
MBA C-104.4	Learn how to overcome the barriers of communication
MBA C-104.5	Compose effective letters and reports.
MBA C-104.6	To Understand of how to make the Presentation of the student skills in interview point of view



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	INFORMATION TECHNOLOGY LAB
Course Code:	Course Outcomes
MBA C -107.1	Development of technical and managerial skills in information technology.
MBA C -107.2	Start Microsoft Office applications and work with the Microsoft Office interface.
MBA C -107.3	Create documents in Microsoft Word.
MBA C -107.4	Create workbooks in Microsoft Excel.
MBA C -107.5	Create presentations in Microsoft PowerPoint.
MBA C -107.6	Share data between Microsoft Office applications.

Year/Sem: I MBA II SEM

Course Name:	FINANCIAL MANAGEMENT
Course Code:	Course Outcomes
MBA C-201.1	Understand the concept of financial management and what are financial manager decisions
MBA C-201.2	Understand the concept of leverages and EBIT – EPS analysis .
MBA C-201.3	What is the time value of money and its importance
MBA C-201.4	Able to understand the capital and capital budgeting methods
MBA C-201.5	Able to understand the dividend and its methods
MBA C-201.6	To Understand the working capital and estimate the working capital

Course Name:	HUMAN RESOURCE MANAGEMENT
Course Code:	Course Outcomes
MBA C-202.1	Understanding the nature, scope, functions, roles, goals, strategies and policies of HR management
MBA C-202.2	Design and develop HR planning related aspects
MBA C-202.3	Understanding the administration of monetary and non-monetary benefits for the employees in the organization
MBA C-202.4	Knowing about the compensation methods and mechanisms
MBA C-202.5	Understand the design and implementation of training programs and evaluation of Training.
MBA C-202.6	Analyze recent trends in the human resource function and to balance the work life in the present dynamic work environment



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	MARKETING MANAGEMENT
Course Code:	Course Outcomes
MBA C-203.1	Understand the concept of marketing management
MBA C-203.2	Understand the concept of market segmentation and market strategies
MBA C-203.3	Acquire information about the product and product pricing
MBA C-203.4	Able to understand the concept of marketing communication and its channels
MBA C-203.5	Understand the concept of sales promotion and public distribution
MBA C-203.6	To Understand the market organization and control

Course Name:	BUSINESS RESEARCH METHODS
Course Code:	Course Outcomes
MBA C-205.1	Understand the concept of business research methods
MBA C-205.2	Understand the concept of primary data and secondary data .
MBA C-205.3	Acquire information about survey research and its methods
MBA C-205.4	Able to understand the concept of statically survey methods
MBA C-205.5	Understand the concept of ANOVA analysis
MBA C-205.6	To Understand the quality control and multivariate analysis

Course Name:	PRODUCTION AND OPERATIONS MANAGEMENT
Course Code:	Course Outcomes
MBA C-204.1	Understand the concept of Production and Operations Management
MBA C-204.2	Understand the Product Design, process and Value Chain, Job Design
MBA C-204.3	Gaining the Knowledge about Operation Planning, AGP, MRP
MBA C-204.4	Understanding about the Production Planning, Purchase Management
MBA C-204.5	Observing about the work study and gaining the knowledge about Engineering and Behavioural approach
MBA C-204.6	Knowing about the quality Standards



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	ORGANIZATIONAL BEHAVIOR
Course Code:	Course Outcomes
MBA C-206.1	Understanding the Knowledge about the Behaviour in organisation
MBA C-206.2	Knowing about the Perceptual Management in organisation
MBA C-206.3	Understanding the personality Development
MBA C-206.4	Knowing about the Leaderships, Dynamic nature
MBA C-206.5	Understanding about the Interpersonal Communication
MBA C-206.6	Understanding about the Organisation Culture.

Year/Sem: II MBA III SEM

Course Name:	STRATEGIC MANAGEMENT
Course Code:	Course Outcomes
MBA C-301.1	Understand the concept of strategic management
MBA C-301.2	Select the strategically tool to analyze the markets
MBA C-301.3	Formulate the strategies at corporate business and functional levels
MBA C-301.4	Understanding about the Entry or Exit Barriers
MBA C-301.5	Know the different types of strategies to be implemented in the organizations
MBA C-301.6	Acquire Knowledge about different evaluation and control techniques

Course Name:	LEGAL ASPECTS OF BUSINESS
Course Code:	Course Outcomes
MBA C-302.1	Understanding the Importance of Commercial Law
MBA C-302.2	Knowing about Sales of Goods Act
MBA C-302.3	Understanding about the Contract of Agency
MBA C-302.4	Knowing about Negotiable Instruments
MBA C-302.5	Understanding about Partnership Act
MBA C-302.6	Knowing about Companies Acts



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	BUSINESS ETHICS & CORPORATE GOVERNANCE
Course Code:	Course Outcomes
MBA C-302.1	Business Ethics and Law
MBA C-302.2	Globalization on Indian Business Ethics
MBA C-302.3	Ethics in Marketing
MBA C-302.4	Ethics in HRM and Finance
MBA C-302.5	Understanding about Corporate Governance
MBA C-302.6	Knowing about the Rules, Duties & Responsibilities of Auditors

Course Name:	SECURITY ANALYSIS & PORTFOLIO MANAGEMENT
Course Code:	Course Outcomes
MBA EF-301.1	Understand the concept of investment and the process of investment
MBA EF-301.2	Understand the concept of risk and return.
MBA EF-301.3	Learn how to take an investment decision by using fundamental and technical analysis
MBA EF-301.4	Learning about the market Hypothesis, and forms of market efficiency
MBA EF-301.5	Value securities by using different approaches
MBA EF-301.6	Understand the concept of Portfolio management and learn different Portfolio models

Course Name:	BANKING & INSURANCE MANAGEMENT
Course Code:	Course Outcomes
MBA EF-302.1	Understanding about the evolution of banking sector
MBA EF-302.2	Understand the structure of financial system and the role of RBI, Banking Sector
MBA EF-302.3	Regulating innovation in banking system
MBA EF-302.4	Understanding about digital payments & ATM operating Procedure
MBA EF-302.5	Gain knowledge about banking and non-banking financial institutions
MBA EF-302.6	Understanding about the Insurance & Regulation of Development Authority



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	ADVANCED MANAGEMENT ACCOUNTING
Course Code:	Course Outcomes
MBA EF-303.1	Knowing about management accounting
MBA EF-303.2	Understanding the concept of financial analysis
MBA EF-303.3	Understanding about the Budget
MBA EF-303.4	Knowing about the budgeting procedures
MBA EF-303.5	Understanding about the marginal costing
MBA EF-303.6	Knowing about Standard Costing

Course Name:	STRATEGIC FINANCIAL MANAGEMENT
Course Code:	Course Outcomes
MBA EF-304.1	Students will be able to analyse the strategic financial management
MBA EF-304.2	Understand the capital structure and leverages
MBA EF-304.3	Gaining good knowledge about the risk adjusted NPV
MBA EF-304.4	Able to understand the risk adjusted IRR
MBA EF-304.5	Understand the mergers and strategies
MBA EF-304.6	Able to understand the takeover strategies and SEBI

Course Name:	STRATEGIC HUMAN RESOURCE MANAGEMENT
Course Code:	Course Outcomes
MBA EH-304.1	Understanding the human resource Strategy
MBA EH-304.2	Knowing about Strategic Human Resource Planning
MBA EH-304.3	Understanding the Implementation of Strategy
MBA EH-304.4	Understanding about about Reward & Performance Strategy
MBA EH-304.5	Knowing about SHRD
MBA EH-304.6	Understanding Human resource Evaluation



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	LEADER SHIP MANAGEMENT
Course Code:	Course Outcomes
MBA EH-301.1	Understand the concept of leader ship management and its styles
MBA EH-301.2	Understand the concept of leader ship motivation and its culture
MBA EH-301.3	Able to understand the interpersonal skills
MBA EH-301.4	What is the team building process and its impotence
MBA EH-301.5	What is meaning of change management
MBA EH-301.6	Understand the concept of total project management and its development

Course Name:	PERFORMANCE MANAGEMENT
Course Code:	Course Outcomes
MBA EH-303.1	Knowing the history in performance Management
MBA EH-303.2	Knowing about Performance Management Planning
MBA EH-303.3	Understanding about Performance Management System
MBA EH-303.4	Knowing about Reward based Performance
MBA EH-303.5	Knowing about Performance Monitoring & Counselling
MBA EH-303.6	Understanding the Performance management Skills

Course Name:	COMPENSATION & REWARD MANAGEMENT
Course Code:	Course Outcomes
MBA EH-302.1	Understand the concept of performance of evaluation and compensation management
MBA EH-302.2	Understand the concept of strategic planning and performance planning
MBA EH-302.3	Able to understand the phases of performance planning
MBA EH-302.4	What is the team building process and its impotence
MBA EH-302.5	What is meaning of compensation management and its importance
MBA EH-302.6	Understand the concept of industrial measures and compensation



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Year/Sem: II MBA IV SEM

Course Name:	LOGISTIC AND SUPPLY CHAIN MANAGEMENT
Course Code:	Course Outcomes
MBA C-401.1	Understand the fundamentals of supply chain management
MBA C-401.2	Construct the various supply chain networks
MBA C-401.3	Knowing about Travelling Salesman algorithms & problems in vehicle movements
MBA C-401.4	Gaining the Knowledge about Functional approach & Linking Algorithm
MBA C-401.5	Identifying the Benchmarking, CRM& SCM, basic concepts and Demand chain
MBA C-401.6	Understanding the Concept Inventory Management, Network design Supply chain process and Company Manufactures

Course Name:	ENTREPRENEURSHIP DEVELOPMENT
Course Code:	Course Outcomes
MBA C -402.1	Understanding the concept of strategic innovation management
MBA C -402.2	Understanding the creative thinking , creative performance etc
MBA C-402.3	Analysing the concepts of employee grievances
MBA C-402.4	Identifying the incubation and take off problems
MBA C-402.5	Student able to understand the family entrepreneur non family entrepreneur
MBA C-402.6	Gaining the Knowledge by the innovation management

Course Name:	ORGANIZATIONAL DEVELOPMENT & CHANGE MANAGEMENT
Course Code:	Course Outcomes
MBA EH-401.1	Knowledge on Basics of Change Management
MBA EH-401.2	Understanding about Mapping change
MBA EH-401.3	Understanding about Organization Development
MBA EH-401.4	Knowing about Organization Development challenges
MBA EH-401.5	Gaining the Knowledge about Negotiated Change
MBA EH-401.6	Knowing about the framing and implanting of team buliding



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	GLOBAL HUMAN RESOURCE MANAGEMENT
Course Code:	Course Outcomes
MBA EH-402.1	Understanding the Internationalisation of HRM and its future
MBA EH-402.2	Understanding Global HR Practices
MBA EH-402.3	Analysing the concepts and Issues of Cross Cultural theories
MBA EH-402.4	Identifying the Indian MNCs Challenges
MBA EH-402.5	Student able to understand the Knowledge of Compensation management
MBA EH-402.6	Gaining the Knowledge by the student in HRD and its Challenges

Course Name:	LABOUR WELFARE AND EMPLOYEEMENT LAWS
Course Code:	Course Outcomes
MBA EH-403.1	Understanding the labour welfare concept and Indian laws
MBA EH-403.2	Understanding the labour welfare centres , programs in India
MBA EH-403.3	Analysing the concepts labour legislation and laws
MBA EH-403.4	Identifying the Indian MNCs Challenges
MBA EH-403.5	Student able to understand the industrial relations and its importance
MBA EH-403.6	Gaining the Knowledge by the Indian constitution labour laws

Course Name:	MANAGEMENT OF INDUSTRIAL RELATIONS
Course Code:	Course Outcomes
MBA EH-404.1	Understanding the concept of Industrial Relations Management
MBA EH-404.2	Knowledge about trade union
MBA EH-404.3	Knowing about the quality of work life
MBA EH-404.4	Knowing about payment of wages & salary administration
MBA EH-404.5	Understanding the Social Security in India, Workers' education objectives
MBA EH-404.6	Knowing about Employee Grievances



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	FINANCIAL MARKET & SERVICES
Course Code:	Course Outcomes
MBA EF -401.1	Understand the concept of Indian financial system
MBA EF -401.2	Understand the concept of financial services and regulatory frame work
MBA EF -401.3	Able to understand the phases of performance planning
MBA EF -401.4	What is the venture capital and its implementation
MBA EF -401.5	Able to understand the debit and credit rating system in India
MBA EF -401.6	Understand the concept of micro finance in India

Course Name:	RISK MANAGEMENT
Course Code:	Course Outcomes
MBA EF -403.1	Knowledge about the regulatory framework of risk
MBA EF -403.2	Understand the operations of Derivatives and be able to compare exchange traded instruments
MBA EF -403.3	Gaining good knowledge about the different types of instruments.
MBA EF -403.4	Identify about various types of Instruments and Derivatives
MBA EF -403.5	Knowing the knowledge about the risk management
MBA EF -403.6	Gaining the knowledge about options and various pricing model in risk management

Course Name:	GLOBAL FINANCIAL MANAGEMENT
Course Code:	Course Outcomes
MBA EF -402.1	Students will be able to analyse the global financial management
MBA EF -402.2	Understand the international financial system
MBA EF -402.3	Gaining good knowledge about the international markets and Euros
MBA EF -402.4	Identify about various types of foreign investments
MBA EF -402.5	Understand the foreign corporate strategies
MBA EF -402.6	Able to understand the international accounting and reporting



ESWAR COLLEGE OF ENGINEERING

(Approved by AICTE, & Affiliated to JNTUK, A.P.)

KESANUPALLI (V), NARASARAOPETA-522549, AP

www.eswarcollegeofengg.org, email:eswarcollegeofengg@gmail.com

Course Name:	TAX MANAGEEMNT
Course Code:	Course Outcomes
MBA EF -404.1	Understand the concept of tax management in India
MBA EF -404.2	Understand the concept of Direct tax and indirect tax
MBA EF -404.3	Able to understand the concept tax planning for firms
MBA EF -404.4	What is the venture capital and its implementation
MBA EF -404.5	Able to understand the corporate taxation in India
MBA EF -404.6	Understand the concept audit and qualities of audit

Course Name:	PROJECT
Course Code:	Course Outcomes
MBA C-407.1	Apply problem solving and analytical skills academic knowledge.
MBA C-407.2	Acquire research-based knowledge