



# ESWAR COLLEGE OF ENGINEERING

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

KESANUPALLI (V), NARASARAOPETA-522549, AP

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## DEPARTMENT OF MBA

### Course Outcomes

A.Y:2022-2023

#### Year/Sem: I MBA I SEM

Course Name:	MANAGEMENT AND ORGANIZATIONAL BEHAVIOUR
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



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<b>Course Name:</b>	<b>QUANTITATIVE ANALYSIS FOR BUSINESS DECISIONS</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA C – 104.1	Explanation on linear, quadratic, permutations and combinations
MBA C – 104.2	Solve the elementary operations of matrices
MBA C – 104.3	evaluate simple correlations and probability distributions
MBA C – 104.4	Explain making under certainty and decision trees
MBA C – 104.5	Explain one tails test and two tailed test
MBA C – 104.6	Explain sampling distributions and test of hypothesis

<b>Course Name:</b>	<b>LEGAL &amp; BUSINESS ENVIRONMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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 law of contract relating to business activities
MBA C-105.4	Protection of the Intellectual property, making of Negotiable Instruments
MBA C-105.5	Know the practices, rules and regulations that govern the operation as well as the formation of company
MBA C-105.6	Get the knowledge on Information Technology Act, 2000 , Consumer Protection Act Environmental Protection Act etc

<b>Course Name:</b>	<b>BUSINESS COMMUNICATION &amp; SOFT SKILLS</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA C-106.1	Understand the concept & process of communication.
MBA C-106.2	Understand the types of verbal & Non-verbal communication.
MBA C-106.3	Acquire Interpersonal skills & also know about different styles of leadership
MBA C-106.4	Learn how to overcome the barriers of communication
MBA C-106.5	Compose effective letters and reports.
MBA C-106.6	To Understand of how to make the Presentation of the student skills in interview point of view



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<b>Course Name:</b>	<b>CROSS CULTURAL MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA C-107.1	Understand the concept of cross cultural management
MBA C-107.2	Understand the concept of global business scenario and role of culture.
MBA C-107.3	Acquire information about the decision making and skills and knowledge
MBA C-107.4	Able to understand the concept of international business
MBA C-107.5	Understand the concept of global business management
MBA C-107.6	To Understand the macro economics and business economics culture

<b>Course Name:</b>	<b>BUSINESS COMMUNICATION &amp; SOFT SKILLS LAB</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA C-108.1	Understand the need of communication skills.
MBA C-108.2	Recognize both familiar and unfamiliar sounds, improves pronunciation skills.
MBA C-108.3	Receive and interpret messages accurately in the communication process
MBA C-108.4	Recognising the Body Language for the Interview Point of view
MBA C-108.5	Communicate with others and express our thoughts and feelings.
MBA C-108.6	Designing Presentation and enhancing Presentation skills

<b>Course Name:</b>	<b>INFORMATION TECHNOLOGY LAB</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA C -109.1	Development of technical and managerial skills in information technology.
MBA C -109.2	Start Microsoft Office applications and work with the Microsoft Office interface.
MBA C -109.3	Create documents in Microsoft Word.
MBA C -109.4	Create workbooks in Microsoft Excel.
MBA C -109.5	Create presentations in Microsoft PowerPoint.
MBA C -109.6	Share data between Microsoft Office applications.



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**Year/Sem: I MBA II SEM**

<b>Course Name:</b>	<b>FINANCIAL MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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

<b>Course Name:</b>	<b>HUMAN RESOURCE MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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

<b>Course Name:</b>	<b>MARKETING MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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



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<b>Course Name:</b>	<b>BUSINESS RESEARCH METHODS</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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

<b>Course Name:</b>	<b>OPERATION MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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

<b>Course Name:</b>	<b>PROJECT MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA C-206.1	The objective of this concept know knowledge of project proposals and project information
MBA C-206.2	Understand the market, its survey and feasibility of market
MBA C-206.3	What is the production technology , plant capacity ,materials ,inputs - outputs
MBA C-206.4	Able to understand the PERT – CPM methods
MBA C-206.5	Able to understand the non discounting and discounting cash flow methods
MBA C-206.6	To Understand the project planning and implementation



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<b>Course Name:</b>	INFORMATION TECHNOLOGY LAB 2
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA C-207.1	Understanding the types, classes and functions of R Programming.
MBA C. 207.2	Accessing and Processing of Data.
MBA C. 207.3	Understanding the I/O interface programming.
MBA C. 207.4	Study and Analyse Data Visualisation.
MBA C. 207.5	Implement any application level simulation using R
MBA C. 207.6	Use R in their own research

## Year/Sem: II MBA III SEM

<b>Course Name:</b>	<b>STRATEGIC MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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

<b>Course Name:</b>	<b>OPERATIONS RESEARCH</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA C-302.1	Understand the concept of Operation Research
MBA C-302.2	Calculation of Transportation Models & salesman Problems
MBA C-302.3	Calculation of Liner Programming
MBA C-302.4	Finding out the branch & bound models
MBA C-302.5	Finding out Game with Saddles Points
MBA C-302.6	Calculation of PERT & CPM



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<b>Course Name:</b>	<b>INVESTMENT ANALYSIS &amp; PORTFOLIO MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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

<b>Course Name:</b>	<b>MANAGING BANKS &amp; FINANCIAL INSTITUTIONS</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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	Knowing about the Risk Models & risk management
MBA EF-302.4	Understanding about the Insurance & Regulation of Development Authority
MBA EF-302.5	Gain knowledge about banking and non-banking financial institutions
MBA EF-302.6	Knowing about the Financial Instruments, SEBI & RBI Guidelines

<b>Course Name:</b>	<b>FINANCIAL MARKET &amp; SERVICES</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA EF-303.1	Understand the concept of Indian financial system
MBA EF-303.2	Understand the concept of financial services and regulatory frame work
MBA EF-303.3	Able to understand the phases of performance planning
MBA EF-303.4	What is the venture capital and its implementation
MBA EF-303.5	Able to understand the debit and credit rating system in India
MBA EF-303.6	Understand the concept of micro finance in India





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<b>Course Name:</b>	<b>TAX MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA EF-305.1	Understand the concept of tax management in India
MBA EF-305.2	Understand the concept of Direct tax and indirect tax
MBA EF-305.3	Able to understand the concept tax planning for firms
MBA EF-305.4	What is the venture capital and its implementation
MBA EF-305.5	Able to understand the corporate taxation in India
MBA EF-305.6	Understand the concept audit and qualities of audit

<b>Course Name:</b>	<b>HUMAN CAPITAL MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA EH-304.1	Understand the concept of human capital management
MBA EH-304.2	Understand the concept of monetary non monetary polices
MBA EH-304.3	Able to understand the value based models
MBA EH-304.4	What is the team building process and its impotence
MBA EH-304.5	What is meaning of quality of work life
MBA EH-304.6	Understand the concept of industrial measures and concept

<b>Course Name:</b>	<b>LEADER SHIP AND CHANGE MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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





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<b>Course Name:</b>	<b>MAN POWER PLANNING AND RECRUITMENT AND SELECTION</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA EH-305.1	Understand the concept of HRP and Demand forecasting methods
MBA EH-305.2	Understand the concept of HRP and Development
MBA EH-305.3	Able to understand the job analysis and job design
MBA EH-305.4	What is the recruitment and selection process and its importance
MBA EH-305.5	Training and development of the concept
MBA EH-305.6	Understand the concept of training and development concept

<b>Course Name:</b>	<b>PERFORMANCE OF EVALUATION AND COMPENSATION MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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 importance
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

<b>Course Name:</b>	<b>PROJECT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA C-304.1	Apply problem solving and analytical skills academic knowledge.
MBA C-304.2	Acquire research-based knowledge

## Year/Sem: II MBA IV SEM

<b>Course Name:</b>	<b>SUPPLY CHAIN MANAGEMENT &amp; ANALYTICS</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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



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<b>Course Name:</b>	<b>INNOVATION AND ENTREPRENEURSHIP</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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

<b>Course Name:</b>	<b>EMPLOYEE RELATIONS AND ENGAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA EH-403.1	Understanding the concept of industrial relations and management
MBA EH-403.2	Understanding the concept of trade unions in India
MBA EH-403.3	Analysing the concepts of employee grievances
MBA EH-403.4	Identifying the industrial disputes and other factors
MBA EH-403.5	Student able to understand the employee engagement
MBA EH-403.6	Gaining the Knowledge by the Indian constitution industrial laws laws

<b>Course Name:</b>	<b>INTERNATIONAL HUMAN RESOURCE MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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



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<b>Course Name:</b>	<b>LABOUR WELFARE AND EMPLOYEEMENT LAWS</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA EH-401.1	Understanding the labour welfare concept and Indian laws
MBA EH-401.2	Understanding the labour welfare centres , programs in India
MBA EH-401.3	Analysing the concepts labour legislation and laws
MBA EH-401.4	Identifying the Indian MNCs Challenges
MBA EH-401.5	Student able to understand the industrial relations and its importance
MBA EH-401.6	Gaining the Knowledge by the Indian constitution labour laws
<b>Course Name:</b>	<b>STRATEGIC HUMAN RESOURCE MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA EH-405.1	Understanding the concept of strategic human resource management
MBA EH-405.2	Understanding the concept of strategic human resource planning
MBA EH-405.3	Analysing the concepts of employee grievances
MBA EH-405.4	Able to understand the strategy planning and implementation
MBA EH-405.5	Student able to understand the human resource development
MBA EH-405.6	Gaining the Knowledge by the human resource evaluation
<b>Course Name:</b>	<b>FINANCIAL DERIVATIVES</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA EF -401.1	Students will be able to analyse the risk in Derivatives
MBA EF -401.2	Understand the operations of Derivatives, futures and trading on BSE & NSE
MBA EF -401.3	Gaining good knowledge about the different types of Options
MBA EF -401.4	Identify about various types of Trading Strategies in Options
MBA EF -401.5	Analyse the value of options using option pricing models
MBA EF -401.6	Examine the role of Swaps in the risk management

<b>Course Name:</b>	<b>FINANCIAL RISK MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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 Mgt



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<b>Course Name:</b>	<b>GLOBAL FINANCIAL MANAGEMENT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
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

<b>Course Name:</b>	<b>STRATEGIC FINANCIAL MANAGEEMNT</b>
<b>Course Code:</b>	<b>Course Outcomes</b>
MBA EF -404.1	Students will be able to analyse the strategic financial management
MBA EF -404.2	Understand the capital structure and leverages
MBA EF -404.3	Gaining good knowledge about the risk adjusted NPV
MBA EF -404.4	Able to understand the risk adjusted IRR
MBA EF -404.5	Understand the mergers and strategies
MBA EF -404.6	Able to understand the takeover strategies and SEBI