

PROGRAM OUTCOMES

At PIMG, MBA program seeks to obtain the following outcomes for its enrolled students:

No.	Program Outcome
PO1	Apply knowledge of management theories and practices to solve business problems
PO2	Foster Analytical and critical thinking abilities for data-based decision making
PO3	Ability to develop Value based Leadership ability
PO4	Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business
PO5	Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment
PO6	Better Equipped on completion of the MBA program with communication skills and work across different business sectors
PO7	Have suitable ethical compass for business decision making

Course Outcomes

Course Code	Course Name	Course Outcome
First Semester (July to Dec 2017)		
C101	Principles and Practice of Management	The student is able to comprehend the functions of management and have a basic overview of the origin of this field of study.
C102	Managerial Economics	The student is able to be abreast with crucial concepts of Demand and Supply analysis, market analysis and national income
C103	Accounting for Managers	The student learns key concepts of management accounting with understanding of financial statements and cost analysis, along with cost control and profit planning.
C104	Organizational Behaviour	The student learns about workplace behavior and becomes ace at concepts of Individual and Interpersonal Behaviour and how they intermesh with organizational productivity.
C105	Business Statistics	The student learns both descriptive and inferential statistics to decision making.
C106	Business Environment	The student is able to look at the environmental forces, both external and internal and their interaction and effect on businesses.
C107	Computer Application in Management	The student is able to use tools of information technology to effectively disseminate information in an appropriate manner.
C108	Communication for Management	The student is able to use various modes of communication and understand the purpose and objectives of business communication
Second Semester (Jan to June 2018)		
C201	Marketing Management	The student is able to differentially understand the application of marketing mix, and the broad spectrum of marketing decisions in companies.
C202	Business Legislation	The student is able to understand the basic framework of mercantile law in India
C203	Research Methodology	The student learns the application of research to various functions of management.
C204	Operations Research	The student learns the application of select tools of operations research and how it can be used for business decision making.
C205	Financial	The student is introduced to the concept and is able to apply tools for

	Management	investment, financing and dividend decision.
C206	Human Values – Elements of Indian Culture	The student is able to apply Indian ethical values to the business sphere.
C207	Human Resource Management	The student is able to get a bird's eye view of concepts of human resource management including HR Planning, HR Development and retention
C208	Comprehensive Viva Voce	The student faces a one on one viva to check his learning in all subjects.
Third Semester (July to Dec 2017)		
C301	Supply Chain Management	The student develops a keen understanding of logistics management, inventory management and networking of elements of Supply Chain
C302	Total Quality Management	The student is able to relate to the philosophy and significance of total quality management in the arena of business
C303	Entrepreneurship and Small Business Management	The student has a primer on what he or she would need to do to start their own business venture.
MKTGC301	Consumer Behaviour	The student is able to relate to aspects of consumer research and dimensions of consumer behavior.
MKTGC302	Sales and Distribution Management	The student is able to approach direct selling and develops an insight on channel management
HRC301	Human Resource and Organizational Development	The student learns to apply interventions of HRD and OD.
HRC302	Legal Framework Governing Human Relations – I	The student is able to look at the key laws such as Factories Act, Industrial Dispute Act etc as elements to be factored during decision making.
FMC301	Indian Financial System	The student develops an insight into Indian financial system and learns application of consumer and lease financing, role of intermediaries and credit rating methodology.
FMC302	Security Analysis and Portfolio Management	The student learns the application of utility analysis and develops an insight into behavior of stock market prices.
IBC301	International Marketing	The student receives a comprehensive capsule of world market environment.
IBC302	International Business Environment and Foreign Exchange Economics	The student learns the theories of international business and understand the determination of foreign exchange rates
C308	Summer Training Project Report	The student prepares a comprehensive report showcasing his/her learning during the summer training.
Fourth Semester (Jan to June 2018)		
C401	Strategic Management	The student learns the strategies to be adopted by managers based on various matrices and implementation
C402	Information System Management	The student learns to apply concepts of Systems in the perspective of businesses
MKTGC401	Retailing	The student learns the nitty gritty of choosing store locations, and an overview of retailing environment.
MKTGC402	Service Marketing	The student learns the application of the Ps in Service design and delivery.
HRC401	Compensation	The students learn the application of methods of job evaluation and

	Planning	reward systems, wage and salary administration.
HRC402	Legal Framework Governing Human Relations – II	The students become aware of a gamut of laws relating to industries in India including Employee State Insurance Act, Payment of Wages Act among others.
FMC 401	Project Management	The students learn the application of project management ideas including idea generation, formulation and review.
FMC 402	Strategic Tax Planning and Tax Management	The students become aware of the concept of income and its components and learn the application of tax calculations and management.
IBC401	Export Management and Documentation	The students of international business learn the preparation of documents needed for exporting goods, and also the factors considered for identification of export markets.
IBC402	International Logistics Management	The students get a bird's eye view of logistics management in the international arena.
OPT1	Production Management	The students learn the nuances of production planning techniques, forecasting, facility design and location
OPT2	Insurance and Risk Management	The students walkthrough the historical perspective, to the financial aspects of important life and general insurance products, and understand the role of Actuaries.
C407	Research Project Report	The student is able to create and present a systematic report of the research he or she has conducted following rigorous research methodology.
C408	Comprehensive Viva Voce	The student presents his learning in the Viva.