



# PRESTIGE

INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR

AN AUTONOMOUS INSTITUTE ACCREDITED WITH UGC NAAC GRADE 'A' AND NBA (AICTE)

						Difficulty Threshold (Passing Mark)				
						#Students above threshold	Level	Hard	Medium	Easy
				Step 1	Fill "Relevance" of each subject towards a PO out of 3					
				Step 2	Fill # Students scoring Average Marks	80%	3	40%	50%	60%
				Step 2	Score Level will automatically be calculated	70%	2	40%	50%	60%
				Step 3	PO attainment scores will be automatically calculated	60%	1	40%	50%	60%
				Step 4	PO Attainment out of 3 Automatically Calculated		0	40%	50%	60%
				Step 5	PO Attainment % Automatically Calculated					
Difficulty	Threshold	# Students above Threshold	Score Level	Code	Cos/Subjects	Relevance (Co-relation factors on the scale of 0-3)				
						PO1: Apply knowledge of management theories and practices to solve business problems.	PO2: Foster analytical and critical thinking abilities for decision-making.	PO3: Demonstrate value-based and ethical leadership ability.	PO4: Ability to understand and analyse business environment.	PO5: Acquire and apply communication and technical skills.

H	40%	82.0%	3	MBA 101 CO1	CO1a: Understand the concept of Management and its function. CO1b: Analyze and understand the Planning and Objective Setting Process	2	2	1	3	1
M	50%	97.0%	3	MBA 101 CO2	CO2: Design and evaluate different types of Organizational design & structure	2	1	2	2	2
E	60%	90.0%	3	MBA 101 CO3	CO3: Understand the Staffing & Directing Process and apply various decision-making models	3	3	2	3	2
E	60%	94.0%	3	MBA 101 CO4	CO4: Evaluate the Management Process and to apply control methods	3	3	1	3	2
H	40%	92.0%	3	MBA 102 CO1	CO1a: To Understand basics of managerial economics CO1b: To comprehend theories of utility, demand, supply and elasticities for managerial decision making	3	2	3	2	3
M	50%	97.0%	3	MBA 102 CO2	CO2: Analyzing real world business problems of related to production with reference to different market structure.	3	2	2	2	3
E	60%	95.0%	3	MBA 102 CO3	CO3: Applying the concept of pricing in different market structure to foster decision making.	2	3	3	1	3
E	60%	94.0%	3	MBA 102 CO4	CO4: Evaluating and measuring concept of national income, GDP and profit theories to analyze real world business problems.	2	3	3	2	2
H	40%	83.0%	3	MBA 103 CO1	CO1 a. To acquaint the students with the fundamentals principles of financial, cost and management accounting. CO1 b. To enable the students to prepare, analyse and interpret financial statements	3	2	2	2	2
M	50%	97.0%	3	MBA 103 CO2	CO3: Analyse typical business transactions to determine their effects on the principal elements of financial statements	2	3	1	2	1

E	60%	88.0%	3	MBA 103 CO3	CO4 : To Know the application of managerial decision tools in different business situations	3	3	1	2	2
E	60%	96.0%	3	MBA 103 CO4	CO5: Understand the role of management accounts in planning control and decision making in an organization.	2	3	1	3	2
H	40%	60.0%	1	MBA 104 CO1	CO1 a: Understand the basics of descriptive and inferential statistics and present appropriate graphical statistics for different types of data. CO1 b: Apply basic descriptive statistics like central value, dispersion, skewness and kurtosis for different types of data.	3	3	3	3	3
M	50%	96.0%	3	MBA 104 CO2	CO2: Use correlation and regression analyses to determine the relationships between the variables.	3	3	2	1	2
E	60%	95.0%	3	MBA 104 CO3	CO3: Demonstrate and understand concepts relating to probability and its distribution.	3	3	2	1	2
E	60%	97.0%	3	MBA 104 CO4	CO4: Conduct and interpret a variety of hypothesis tests to aid decision making in a business context.	3	3	3	3	3
H	40%	96.0%	3	MBA 105 CO1	CO1a: Acquire business ethics with respect to personal and professional life. CO1b: Implement managerial ethics in organization.	3	2	3	3	2
M	50%	97.0%	3	MBA 105 CO2	CO2: Develop human values pertaining to organization.	3	3	3	3	3
E	60%	91.0%	3	MBA 105 CO3	CO3: Integrate organizational value statement with it's objectives.	2	2	3	3	1
E	60%	94.0%	3	MBA 105 CO4	CO4: Creatively explore stories for drawing managerial lessons.	3	3	3	2	3
H	40%	88.0%	3	MBA 106 CO1	CO1A: Understand the core concepts of Oral & Written communication CO1B: Comprehend the various aspects of Employment Communication	3	0	1	1	3
M	50%	97.0%	3	MBA 106 CO2	CO2: Implementing effective Business Writing	2	1	1	2	2

E	60%	89.0%	3	MBA 106 CO3	CO3: Display oral communication skills and various aspects of the Non-Verbal Communication	2	1	0	1	1
E	60%	97.0%	3	MBA 106 CO4	CO4: Examine the impact of group communication and various professional etiquettes	2	1	2	1	2
H	40%	93.0%	3	MBA 107 CO1	CO1a: Understand the working of computer along with the types of Hardware and Software to fulfill business requirement. CO1b. Understanding and applying the concept of business reporting and documentation using MS word and Power Point	3	3	2	2	1
M	50%	97.0%	3	MBA 107 CO2	CO2: Analyse group dynamics in the organizations.	3	3	3	3	3
E	60%	93.0%	3	MBA 107 CO3	CO3: Understanding power and politics in organizational setting.	2	2	3	3	2
E	60%	97.0%	3	MBA 107 CO4	CO4: Illustrate change management and conflict to solve organizational issues.	1	2	2	3	3
H	40%	94.0%	3	MBA 201 CO1	CO1a-Understand the Various concept related to Marketing management and Marketing environment CO1b- Illustrate the various concept related to marketing Segmentation , targeting and positioning	2	2	1	3	1
M	50%	96.0%	3	MBA 201 CO2	CO2-Analyse the concept of Marketing mix and understand role of distribution channels in Marketing	2	2	0	2	1
E	60%	94.0%	3	MBA 201 CO3	CO3-Comprehend the role of promotion mix in marketing .	1	2	0	2	3
E	60%	94.0%	3	MBA 201 CO4	CO4-Evaluate and Identify the Various aspect of digital marketing and Retailing	1	2	0	2	2
H	40%	76.0%	2	MBA 202 CO1	CO1a: Summarize concept of OB and perceptual process. CO1b: Describe individual behaviour and demonstrate the applicability of motivational theories in OB.	3	3	2	1	1
M	50%	89.0%	3	MBA 202 CO2	CO2: Analyse group dynamics in the organizations.	3	3	3	3	3

E	60%	72.0%	2	MBA 202 CO3	CO3: Understanding power and politics in organizational setting.	2	2	3	3	2
E	60%	88.0%	3	MBA 202 CO4	CO4: Illustrate change management and conflict to solve organizational issues.	1	2	2	3	3
H	40%	90.0%	3	MBA 203 CO1	CO1a: Understand the concept, types & process of Research. CO1b: Discuss & design research, literature, sampling and data.	3	3	1	2	2
M	50%	92.0%	3	MBA 203 CO2	CO2: Apply tools, techniques/methods to test association of variables.	3	3	1	1	3
E	60%	84.0%	3	MBA 203 CO3	CO3: Analyse the sample and their differences.	2	3	1	2	2
E	60%	92.0%	3	MBA 203 CO4	CO4: Evaluate the results, interpret and present findings in research report.	2	2	0	2	2
H	40%	74.0%	2	MBA 204 CO1	CO1: Understand the basic concepts and key terminologies in operation research techniques. CO2: Apply decision criteria methods to the problems of various decision making situations	3	3	0	2	0
M	50%	92.0%	3	MBA 204 CO2	CO3: analyze the linear Programming, assignment, transportation, game theory and sequencing problems to reduced time and cost and maximized profit and sales	3	3	0	2	0
E	60%	76.0%	2	MBA 204 CO3	CO4: Use statistical quality control methods to quantify and sketch variations in quality problems	3	3	0	2	0
E	60%	92.0%	3	MBA 204 CO4	CO5: Knowledge about network techniques to complete the project at minimum time	3	3	0	1	0
H	40%	75.0%	2	MBA 205 CO1	CO1A: Demonstrating an understanding of the overall role and importance of the finance function and, CO1B: Evaluating Projects based on Capital Budgeting Techniques	3	3	0	0	3
M	50%	90.0%	3	MBA 205 CO2	CO2: Estimate the cost of capital of the firm and determine company's valuation	2	3	0	1	2
E	60%	63.0%	1	MBA 205 CO3	CO3: Performing analytical reviews of leverage structure	2	3	0	3	2

E	60%	90.0%	3	MBA 205 CO4	CO4: Apply decision making mechanism to declare dividends and managing optimum Working Capital	2	2	1	2	1
H	40%	88.0%	3	MBA 206 CO1	CO1: a. Understand the various factors of the business environment and their interactions. b. Understand various laws affecting the working of business units.	2	3	2	3	0
M	50%	87.0%	3	MBA 206 CO2	CO2: Describe policies of various national and international economic bodies/ regulators affecting business.	2	2	0	3	2
E	60%	63.0%	1	MBA 206 CO3	CO3: Discuss the role and impact of MSME in business growth.	2	2	0	3	2
E	60%	87.0%	3	MBA 206 CO4	CO4: Prepare project report on MSME and understand the applications of GST.	3	2	0	3	3
H	40%	84.0%	3	MBA 207 CO1	CO1a: Understand the concept of HRM, its role and significance in the organization. CO1b: Develop an understanding of HRM systems and their implementation through Manpower planning	3	3	2	3	1
M	50%	85.0%	3	MBA 207 CO2	CO3: Design and implement employees training & development programs and appraisal systems.	3	3	2	2	3
E	60%	69.0%	1	MBA 207 CO3	CO4: Evaluate employee issues and relations.	2	3	3	2	3
E	60%	78.0%	2	MBA 207 CO4	CO5: Create HR competencies for designing salary and compensation structure, and understand the new trends in HRM.	3	2	2	3	2
H	40%	97.0%	3	MBA 301 CO1	CO1: a. Understand basic concepts of quality management b. To develop an understanding of basic tools for solving quality problems.	3	3	3	3	2
M	50%	90.0%	3	MBA 301 CO2	CO2: To develop understanding of quality circle and other advanced tools for solving quality problems	3	3	0	0	3
E	60%	76.0%	2	MBA 301 CO3	CO3: To understand behavioral aspects of quality management.	2	0	3	0	2

M	50%	90.0%	3	MBA 301 CO4	CO4: To comprehend quality assurance implementation and contemporary issues in quality management	3	2	0	3	2
H	40%	95.0%	3	MBA 302 CO1	CO1A: Understand the concept of the Indian contract Law and mode of contracts CO1B: Elucidate the principles related to Sale of Goods and Partnership Act	3	3	3	2	2
M	50%	85.0%	3	MBA 302 CO2	CO2: Apply the mechanism related to Consumer Protection Laws and Negotiable Instrument Act	3	3	3	2	3
E	60%	63.0%	1	MBA 302 CO3	CO3: Analyse the key features of Indian Company Law with latest amendments.	2	2	1	3	2
M	50%	85.0%	3	MBA 302 CO4	CO4: Evaluating the problem based case studies related to Intellectual Property Rights	2	2	3	2	2
H	40%	96.0%	3	MBA 303 CO1	CO1 A: Understand the concept and nature of Law of Contract. CO1 B: Acquaint with the principles of Sale of Goods and partnership act	2	2	2	3	3
M	50%	91.0%	3	MBA 303 CO2	CO2: Study the provisions related to Consumer Protection Laws and Negotiable Instrument.	2	2	2	3	3
E	60%	80.0%	3	MBA 303 CO3	CO3: Evaluate the rules related of Indian Company Law 2013	2	3	1	2	2
M	50%	91.0%	3	MBA 303 CO4	CO4: Develop the concepts related to Intellectual Property Rights including patent, trademark and copyright.	2	3	2	2	3
H	40%	98.0%	3	MBA 304 CO1	CO1a- Understand and evaluate consumer behaviour. CO1b-Aquire the knowledge of individual determinants of consumer behaviour	2	3	3	3	1
M	50%	92.0%	3	MBA 304 CO2	CO2-To Understand the facets of group dyanmics with reference to consumer behaviour	2	1	3	3	2
E	60%	78.0%	2	MBA 304 CO3	CO3-Comprehend the communication and consumer decision making process .	3	3	2	2	3

M	50%	92.0%	3	MBA 304 CO4	CO4- Evaluate the various model of consumer behaviour	3	3	1	2	1
H	40%	95.0%	3	MBA 305 CO1	CO1: a. Understand the concepts of sales management. b. Understand the various functions of sales force management	3	2	3	3	3
M	50%	85.0%	3	MBA 305 CO2	CO2: Analyse sales efforts and learn sales promotion strategies.	3	3	0	0	3
E	60%	65.0%	1	MBA 305 CO3	CO3: Describe the aspects and importance of channel management.	3	3	1	3	2
M	50%	85.0%	3	MBA 305 CO4	CO4: Discuss the approaches and practical aspects of distribution channel management.	3	3	0	3	3
H	40%	88.0%	3	MBA 306 CO1	a. Develop the basic understanding of the financial markets framework, functioning and regulations b. Recognize the existence and functioning of Debt Market & Government Securities Market	3	0	1	3	3
M	50%	62.0%	1	MBA 306 CO2	Examine the commodity and foreign exchange markets conceptually and analyze the investment avenues.	3	2	0	2	2
M	50%	62.0%	1	MBA 306 CO3	Demonstrate an awareness of the financial intermediaries and Credit Rating agencies and appraise their role in Financial system.	2	0	2	1	1
M	50%	62.0%	1	MBA 306 CO4	Display understanding of Factoring, forfeiting, Leasing & Hire-Purchase Service and evaluate and create strategies for such services for the organizations.	1	3	1	2	2
H	40%	96.0%	3	MBA 307 CO1	CO1a: acquaint the students with the fundamentals of stock markets CO1b: understand the measures of risk and return in financial assets	3	3	0	1	2
M	50%	89.0%	3	MBA 307 CO2	CO2: Analyse EIC framework and forecast stock markets trends through technical analysis	2	3	1	2	2
E	60%	56.0%	0	MBA 307 CO3	CO3: Demonstrate the ability to construct the optimal portfolio	2	2	0	1	1



M	50%	79.0%	2	MBA 307 CO4	CO4:Measuring the portfolio performances by conceding the revision technique	0	1	1	1	3
H	40%	93.0%	3	MBA 306 CO1	CO1a: Understand the concept of HRD & its Interventions.. CO1b: Identifying and designing training and career development.	3	3	0	2	2
M	50%	78.0%	2	MBA 306 CO2	CO2: Demonstrate the application of Performance Management System.	2	3	2	0	2
E	60%	57.0%	0	MBA 306 CO3	CO3: Evaluate HR processes.	3	3	2	1	0
M	50%	78.0%	2	MBA 306 CO4	CO4: Develop the understanding of organizational development interventions and their applications.	1	0	0	3	3
H	40%	98.0%	3	MBA 307 CO1	Co1: Discuss the applicability and provisions of Factories Act 1948.. CO1b: Demonstrate the process to resolve industrial disputes.	3	3	2	2	2
M	50%	82.0%	3	MBA 307 CO2	Co2: Discuss the retirement benefits applicable in the industry.	2	2	2	1	1
E	60%	61.0%	1	MBA 307 CO3	Co3: Evaluate the need of minimum wages and ESI benefits.	3	2	1	1	0
M	50%	82.0%	3	MBA 307 CO4	Co4:Illustrate the rights and benefits of the women employees.	2	2	2	1	1
H	40%	93.0%	3	MBA 401 CO1	CO1 A: Understand the factors that impact strategic decision-making. CO1 B: Conduct an environmental scanning through various methods.	3	2	0	3	2
E	60%	84.0%	3	MBA 401 CO2	CO2: Formulate appropriate business strategies based upon business situational analysis.	2	3	1	3	2
M	50%	83.0%	3	MBA 401 CO3	CO3: Understand and develop corporate competitive strategies according to global marketplace.	2	3	1	3	1
H	40%	91.0%	3	MBA 401 CO4	CO4: Apply tools and techniques for strategic implementation, evaluation and control.	3	2	0	2	2

H	40%	89.0%	3	MBA 402 CO1	CO1 a. Understand the leadership role of Management Information systems in achieving business competitive advantage through informed decision making. b. Analyze and synthesize business information to facilitate evaluation of strategic alternatives based on the Management activities.	2	2	2	3	3
E	60%	91.0%	3	MBA 402 CO2	CO2. Understand the importance and characteristics of information for business decision making	2	3	2	3	3
M	50%	94.0%	3	MBA 402 CO3	CO3. Understand and analyse the system need and its concept applied to MIS	2	2	2	3	3
H	40%	90.0%	3	MBA 402 CO4	CO4. Develop an understanding of the principles and techniques used in the System Development Life Cycle.	2	2	2	3	3
H	40%	97.0%	3	MBA 403 CO1	CO1. Understand the role of business analytics and Data science in solving business problem	2	2	1	2	2
E	60%	76.0%	2	MBA 403 CO2	CO2. Understand and apply data mining task and techniques for better decision making	2	2	0	2	2
M	50%	75.0%	2	MBA 403 CO3	CO3. Understanding the role of machine learning and its application in business analytics	1	1	0	2	2
H	40%	81.0%	3	MBA 403 CO4	CO4. Understand the application of business analytics in different business domain	1	1	0	2	2
H	40%	88.0%	3	MBA 404 CO1	CO1a-Understand the Various concept related to brand management. CO1b-Understand the various concept related to Brand Equity	3	2	1	0	1
E	60%	97.0%	3	MBA 404 CO2	CO2-Analyse the concept and variables of Integrated marketing communication.	3	2	0	2	3
M	50%	98.0%	3	MBA 404 CO3	CO3-Comprehend the target audience and media along with measures of advertising	2	2	1	0	2
H	40%	85.0%	3	MBA 404 CO4	CO4-Evaluate and Identify pros and Cons of Various digital Media marketing.	2	1	1	2	1

H	40%	93.0%	3	MBA 405 CO1	CO1a: Understand the concepts of service attributes and determinants of the service marketing mix. CO1b: Learn the Service Quality Model and analyze the behavioural aspects of customer buying.	3	3	3	2	3
E	60%	94.0%	3	MBA 405 CO2	CO2: Understand the concept of Retailing and Retail Mix.	3	1	0	3	1
M	50%	98.0%	3	MBA 405 CO3	CO3: Discuss the Retail industry in India and Various Retail Formats.	0	0	1	2	2
H	40%	95.0%	3	MBA 405 CO4	CO4: Understand and analyze appropriate strategies for Store Location, Merchandise Planning, Store Designing, operations and Store Employees.	3	3	0	3	3
H	40%	82.0%	3	MBA 406 CO1	A. Understand the basic concepts of project management and its application B. Appraise the project on the market and technical aspects.	3	0	0	2	1
E	60%	82.0%	3	MBA 406 CO2	Evaluate the project based on capital budgeting techniques.	0	3	0	1	2
M	50%	93.0%	3	MBA 406 CO3	Acquaint about the social cost benefit analysis	0	1	3	0	0
H	40%	93.0%	3	MBA 406 CO4	Categorise different types of project risk and study network analysis tools for cost and time estimation.	1	0	0	0	1
H	40%	84.0%	3	MBA 407 CO1	A. Understand the main functions of financial risk management and its role in the system of entire business management b. Understand the types of risks faced by an entity and be able to identify these risks.	3	1	0	2	0
E	60%	79.0%	2	MBA 407 CO2	Develop the understanding of market volatility and portfolio performance.	2	3	0	2	2
M	50%	71.0%	2	MBA 407 CO3	Measure how the risks faced by an entity can be quantified and the use of metrics to measure risk.	1	2	0	2	2

H	40%	93.0%	3	MBA 407 CO4	Acquaint with the know-how of tools of financial engineering and risk hedging via various derivative products such as futures and forwards.	2	2	0	0	2
H	40%	73.0%	2	MBA 406 CO1	CO1a: Summarize the concept & components of compensation.. CO1b: Understand wage determination and administration	3	3	2	2	3
E	60%	98.0%	3	MBA 406 CO2	CO2: Design compensation structure.	3	3	3	3	3
M	50%	93.0%	3	MBA 406 CO3	CO3: Analyse the types of benefits available for employees.	1	1	2	1	1
H	40%	88.0%	3	MBA 406 CO4	CO4: Discuss the challenges of employee compensation.	0	3	3	3	2
H	40%	77.0%	2	MBA 407 CO1	CO1a: Understand the concept of Talent management and its relevance to organization. CO1b: Analyze Talent management process and its significance.	2	2	2	3	2
E	60%	96.0%	3	MBA 407 CO2	CO2: Develop Talent Management strategy and necessary behavioral skills for the application of various Talent issues.	3	3	3	3	3
M	50%	98.0%	3	MBA 407 CO3	CO3: Understand current practices of talent planning and acquisition strategies.	2	2	3	3	1
H	40%	91.0%	3	MBA 407 CO4	CO4: Evaluate and understand the best strategies for talent engagement and retention.	3	3	3	3	3
						<b>295</b>	<b>289</b>	<b>179</b>	<b>266</b>	<b>255</b>
					<b>PO Attainment</b>					
			100%	MBA 101 CO1	CO1a: Understand the concept of Management and its function. CO1b: Analyze and understand the Planning and Objective Setting Process	2	2	1	3	1
			100%	MBA 101 CO2	CO2: Design and evaluate different types of Organizational design & structure	2.0	1.0	2.0	2.0	2.0
			100%	MBA 101 CO3	CO3: Understand the Staffing & Directing Process and apply various decision-making models	3.0	3.0	2.0	3.0	2.0

			100%	MBA 101 CO4	CO4: Evaluate the Management Process and to apply control methods	3.0	3.0	1.0	3.0	2.0
			100%	MBA 102 CO1	CO1a: To Understand basics of managerial economics CO1b: To comprehend theories of utility, demand, supply and elasticities for managerial decision making	3.0	2.0	3.0	2.0	3.0
			100%	MBA 102 CO2	CO2: Analyzing real world business problems of related to production with reference to different market structure.	3.0	2.0	2.0	2.0	3.0
			100%	MBA 102 CO3	CO3: Applying the concept of pricing in different market structure to foster decision making.	2.0	3.0	3.0	1.0	3.0
			100%	MBA 102 CO4	CO4: Evaluating and measuring concept of national income, GDP and profit theories to analyze real world business problems.	2.0	3.0	3.0	2.0	2.0
			100%	MBA 103 CO1	CO1 a. To acquaint the students with the fundamentals principles of financial, cost and management accounting. CO1 b. To enable the students to prepare, analyse and interpret financial statements	3.0	2.0	2.0	2.0	2.0
			100%	MBA 103 CO2	CO3: Analyse typical business transactions to determine their effects on the principal elements of financial statements	2.0	3.0	1.0	2.0	1.0
			100%	MBA 103 CO3	CO4 : To Know the application of managerial decision tools in different business situations	3.0	3.0	1.0	2.0	2.0
			100%	MBA 103 CO4	CO5: Understand the role of management accounts in planning control and decision making in an organization.	2.0	3.0	1.0	3.0	2.0
			33%	MBA 104 CO1	CO1 a: Understand the basics of descriptive and inferential statistics and present appropriate graphical statistics for different types of data. CO1 b: Apply basic descriptive statistics like central value, dispersion, skewness and kurtosis for different types of data	1.0	1.0	1.0	1.0	1.0

			100%	MBA 104 CO2	CO2: Use correlation and regression analyses to determine the relationships between the variables.	3.0	3.0	2.0	1.0	2.0
			100%	MBA 104 CO3	CO3: Demonstrate and understand concepts relating to probability and its distribution.	3.0	3.0	2.0	1.0	2.0
			100%	MBA 104 CO4	CO4: Conduct and interpret a variety of hypothesis tests to aid decision making in a business context.	3.0	3.0	3.0	3.0	3.0
			100%	MBA 105 CO1	CO1a: Acquire business ethics with respect to personal and professional life. CO1b: Implement managerial ethics in organization.	3.0	2.0	3.0	3.0	2.0
			100%	MBA 105 CO2	CO2: Develop human values pertaining to organization.	3.0	3.0	3.0	3.0	3.0
			100%	MBA 105 CO3	CO3: Integrate organizational value statement with it's objectives.	2.0	2.0	3.0	3.0	1.0
			100%	MBA 105 CO4	CO4: Creatively explore stories for drawing managerial lessons.	3.0	3.0	3.0	2.0	3.0
			100%	MBA 106 CO1	CO1A: Understand the core concepts of Oral & Written communication CO1B: Comprehend the various aspects of Employment Communication	3.0	0.0	1.0	1.0	3.0
			100%	MBA 106 CO2	CO2: Implementing effective Business Writing	2.0	1.0	1.0	2.0	2.0
			100%	MBA 106 CO3	CO3: Display oral communication skills and various aspects of the Non-Verbal Communication	2.0	1.0	0.0	1.0	1.0
			100%	MBA 106 CO4	CO4: Examine the impact of group communication and various professional etiquettes	2.0	1.0	2.0	1.0	2.0
			100%	MBA 107 CO1	CO1a: Understand the working of computer along with the types of Hardware and Software to fulfill business requirement. CO1b. Understanding and applying the concept of business reporting and documentation using MS word and Power Point	3.0	3.0	2.0	2.0	1.0

			100%	MBA 107 CO2	CO2: Analyse group dynamics in the organizations.	3.0	3.0	3.0	3.0	3.0
			100%	MBA 107 CO3	CO3: Understanding power and politics in organizational setting.	2.0	2.0	3.0	3.0	2.0
			100%	MBA 107 CO4	CO4: Illustrate change management and conflict to solve organizational issues.	1.0	2.0	2.0	3.0	3.0
			100%	MBA 201 CO1	CO1a-Undertstand the Various concept related to Marketing management and Marketing environment CO1b- Illustrate the various concept related to marketing Segmentation , targeting and positioning	2.0	2.0	1.0	3.0	1.0
			100%	MBA 201 CO2	CO2-Analyse the concept of Marketing mix and understand role of distribution channels in Marketing	2.0	2.0	0.0	2.0	1.0
			100%	MBA 201 CO3	CO3-Comprehend the role of promotion mix in marketing .	1.0	2.0	0.0	2.0	3.0
			100%	MBA 201 CO4	CO4-Evaluate and Identify the Various aspect of digital marketing and Retailing	1.0	2.0	0.0	2.0	2.0
			67%	MBA 202 CO1	CO1a: Summarize concept of OB and perceptual process. CO1b: Describe individual behaviour and demonstrate the applicability of motivational theories in OB.	2.0	2.0	1.3	0.7	0.7
			100%	MBA 202 CO2	CO2: Analyse group dynamics in the organizations.	3.0	3.0	3.0	3.0	3.0
			67%	MBA 202 CO3	CO3: Understanding power and politics in organizational setting.	1.3	1.3	2.0	2.0	1.3
			100%	MBA 202 CO4	CO4: Illustrate change management and conflict to solve organizational issues.	1.0	2.0	2.0	3.0	3.0
			100%	MBA 203 CO1	CO1a: Understand the concept, types & process of Research. CO1b: Discuss & design research, literature, sampling and data.	3.0	3.0	1.0	2.0	2.0
			100%	MBA 203 CO2	CO2: Apply tools, techniques/methods to test association of variables.	3.0	3.0	1.0	1.0	3.0
			100%	MBA 203 CO3	CO3: Analyse the sample and their differences.	2.0	3.0	1.0	2.0	2.0
			100%	MBA 203 CO4	CO4: Evaluate the results, interpret and present findings in research report.	2.0	2.0	0.0	2.0	2.0

			67%	MBA 204 CO1	CO1: Understand the basic concepts and key terminologies in operation research techniques. CO2: Apply decision criteria methods to the problems of various decision making situations	2.0	2.0	0.0	1.3	0.0
			100%	MBA 204 CO2	CO3: analyze the linear Programming, assignment, transportation, game theory and sequencing problems to reduced time and cost and maximized profit and sales	3.0	3.0	0.0	2.0	0.0
			67%	MBA 204 CO3	CO4: Use statistical quality control methods to quantify and sketch variations in quality problems	2.0	2.0	0.0	1.3	0.0
			100%	MBA 204 CO4	CO5: Knowledge about network techniques to complete the project at minimum time	3.0	3.0	0.0	1.0	0.0
			67%	MBA 205 CO1	CO1A: Demonstrating an understanding of the overall role and importance of the finance function and, CO1B: Evaluating Projects based on Capital Budgeting Techniques	2.0	2.0	0.0	0.0	2.0
			100%	MBA 205 CO2	CO2: Estimate the cost of capital of the firm and determine company's valuation	2.0	3.0	0.0	1.0	2.0
			33%	MBA 205 CO3	CO3: Performing analytical reviews of leverage structure	0.7	1.0	0.0	1.0	0.7
			100%	MBA 205 CO4	CO4: Apply decision making mechanism to declare dividends and managing optimum Working Capital	2.0	2.0	1.0	2.0	1.0
			100%	MBA 206 CO1	CO1: a. Understand the various factors of the business environment and their interactions. b. Understand various laws affecting the working of business units.	2.0	3.0	2.0	3.0	0.0
			100%	MBA 206 CO2	CO2: Describe policies of various national and international economic bodies/ regulators affecting business.	2.0	2.0	0.0	3.0	2.0
			33%	MBA 206 CO3	CO3: Discuss the role and impact of MSME in business growth.	0.7	0.7	0.0	1.0	0.7
			100%	MBA 206 CO4	CO4: Prepare project report on MSME and understand the applications of GST.	3.0	2.0	0.0	3.0	3.0



			100%	MBA 207 CO1	CO1a: Understand the concept of HRM, its role and significance in the organization. CO1b: Develop an understanding of HRM systems and their implementation through Manpower planning	3.0	3.0	2.0	3.0	1.0
			100%	MBA 207 CO2	CO3: Design and implement employees training & development programs and appraisal systems.	3.0	3.0	2.0	2.0	3.0
			33%	MBA 207 CO3	CO4: Evaluate employee issues and relations.	0.7	1.0	1.0	0.7	1.0
			67%	MBA 207 CO4	CO5: Create HR competencies for designing salary and compensation structure, and understand the new trends in HRM.	2.0	1.3	1.3	2.0	1.3
			100%	MBA 301 CO1	CO1: a. Understand basic concepts of quality management b. To develop an understanding of basic tools for solving quality problems.	3.0	3.0	3.0	3.0	2.0
			100%	MBA 301 CO2	CO2: To develop understanding of quality circle and other advanced tools for solving quality problems	3.0	3.0	0.0	0.0	3.0
			67%	MBA 301 CO3	CO3: To understand behavioral aspects of quality management.	1.3	0.0	2.0	0.0	1.3
			100%	MBA 301 CO4	CO4: To comprehend quality assurance implementation and contemporary issues in quality management	3.0	2.0	0.0	3.0	2.0
			100%	MBA 302 CO1	CO1A: Understand the concept of the Indian contract Law and mode of contracts CO1B: Elucidate the principles related to Sale of Goods and Partnership Act	3.0	3.0	3.0	2.0	2.0
			100%	MBA 302 CO2	CO2: Apply the mechanism related to Consumer Protection Laws and Negotiable Instrument Act	3.0	3.0	3.0	2.0	3.0
			33%	MBA 302 CO3	CO3: Analyse the key features of Indian Company Law with latest amendments.	0.7	0.7	0.3	1.0	0.7
			100%	MBA 302 CO4	CO4: Evaluating the problem based case studies related to Intellectual Property Rights	2.0	2.0	3.0	2.0	2.0

			100%	MBA 303 CO1	CO1 A: Understand the concept and nature of Law of Contract. CO1 B: Acquaint with the principles of Sale of Goods and partnership act	2.0	2.0	2.0	3.0	3.0
			100%	MBA 303 CO2	CO2: Study the provisions related to Consumer Protection Laws and Negotiable Instrument.	2.0	2.0	2.0	3.0	3.0
			100%	MBA 303 CO3	CO3: Evaluate the rules related of Indian Company Law 2013	2.0	3.0	1.0	2.0	2.0
			100%	MBA 303 CO4	CO4: Develop the concepts related to Intellectual Property Rights including patent, trademark and copyright.	2.0	3.0	2.0	2.0	3.0
			100%	MBA 304 CO1	CO1a- Understand and evaluate consumer behaviour. CO1b-Aquire the knowledge of individual determinants of consumer behaviour	2.0	3.0	3.0	3.0	1.0
			100%	MBA 304 CO2	CO2-To Understand the facets of group dyanmics with reference to consumer behaviour	2.0	1.0	3.0	3.0	2.0
			67%	MBA 304 CO3	CO3-Comprehend the communication and consumer decision making process .	2.0	2.0	1.3	1.3	2.0
			100%	MBA 304 CO4	CO4- Evaluate the various model of consumer behaviour	3.0	3.0	1.0	2.0	1.0
			100%	MBA 305 CO1	CO1: a. Understand the concepts of sales management. b. Understand the various functions of sales force management	3.0	2.0	3.0	3.0	3.0
			100%	MBA 305 CO2	CO2: Analyse sales efforts and learn sales promotion strategies.	3.0	3.0	0.0	0.0	3.0
			33%	MBA 305 CO3	CO3: Describe the aspects and importance of channel management.	1.0	1.0	0.3	1.0	0.7
			100%	MBA 305 CO4	CO4: Discuss the approaches and practical aspects of distribution channel management.	3.0	3.0	0.0	3.0	3.0

			100%	MBA 306 CO1	a. Develop the basic understanding of the financial markets framework, functioning and regulations b. Recognize the existence and functioning of Debt Market & Government Securities Market	3.0	0.0	1.0	3.0	3.0
			33%	MBA 306 CO2	Examine the commodity and foreign exchange markets conceptually and analyze the investment avenues.	1.0	0.7	0.0	0.7	0.7
			33%	MBA 306 CO3	Demonstrate an awareness of the financial intermediaries and Credit Rating agencies and appraise their role in Financial system.	0.7	0.0	0.7	0.3	0.3
			33%	MBA 306 CO4	Display understanding of Factoring, forfeiting, Leasing & Hire-Purchase Service and evaluate and create strategies for such services for the organizations	0.3	1.0	0.3	0.7	0.7
			100%	MBA 307 CO1	CO1a: acquaint the students with the fundamentals of stock markets CO1b: understand the measures of risk and return in financial assets	3.0	3.0	0.0	1.0	2.0
			100%	MBA 307 CO2	CO2: Analyse EIC framework and forecast stock markets trends through technical analysis	2.0	3.0	1.0	2.0	2.0
			0%	MBA 307 CO3	CO3: Demonstrate the ability to construct the optimal portfolio	0.0	0.0	0.0	0.0	0.0
			67%	MBA 307 CO4	CO4:Measuring the portfolio performances by conceding the revision technique	0.0	0.7	0.7	0.7	2.0
			100%	MBA 306 CO1	CO1a: Understand the concept of HRD & its Interventions.. CO1b: Identifying and designing training and career development.	3.0	3.0	0.0	2.0	2.0
			67%	MBA 306 CO2	CO2: Demonstrate the application of Performance Management System.	1.3	2.0	1.3	0.0	1.3
			0%	MBA 306 CO3	CO3: Evaluate HR processes.	0.0	0.0	0.0	0.0	0.0
			67%	MBA 306 CO4	CO4: Develop the understanding of organizational development interventions and their applications.	0.7	0.0	0.0	2.0	2.0

			100%	MBA 307 CO1	Co1: Discuss the applicability and provisions of Factories Act 1948.. CO1b: Demonstrate the process to resolve industrial disputes.	3.0	3.0	2.0	2.0	2.0
			100%	MBA 307 CO2	Co2: Discuss the retirement benefits applicable in the industry.	2.0	2.0	2.0	1.0	1.0
			33%	MBA 307 CO3	Co3: Evaluate the need of minimum wages and ESI benefits.	1.0	0.7	0.3	0.3	0.0
			100%	MBA 307 CO4	Co4:Illustrate the rights and benefits of the women employees.	2.0	2.0	2.0	1.0	1.0
			100%	MBA 401 CO1	CO1 A: Understand the factors that impact strategic decision-making. CO1 B: Conduct an environmental scanning through various methods.	3.0	2.0	0.0	3.0	2.0
			100%	MBA 401 CO2	CO2: Formulate appropriate business strategies based upon business situational analysis.	2.0	3.0	1.0	3.0	2.0
			100%	MBA 401 CO3	CO3: Understand and develop corporate competitive strategies according to global marketplace.	2.0	3.0	1.0	3.0	1.0
			100%	MBA 401 CO4	CO4: Apply tools and techniques for strategic implementation, evaluation and control.	3.0	2.0	0.0	2.0	2.0
			100%	MBA 402 CO1	CO1 a. Understand the leadership role of Management Information systems in achieving business competitive advantage through informed decision making. b. Analyze and synthesize business information to facilitate evaluation of strategic alternatives based on the Management activities.	2.0	2.0	2.0	3.0	3.0
			100%	MBA 402 CO2	CO2. Understand the importance and characteristics of information for business decision making	2.0	3.0	2.0	3.0	3.0
			100%	MBA 402 CO3	CO3. Understand and analyse the system need and its concept applied to MIS	2.0	2.0	2.0	3.0	3.0
			100%	MBA 402 CO4	O4. Develop an understanding of the principles and techniques used in the System Development Life Cycle.	2.0	2.0	2.0	3.0	3.0

			100%	MBA 403 CO1	CO1. Understand the role of business analytics and Data science in solving business problem	2.0	2.0	1.0	2.0	2.0
			67%	MBA 403 CO2	CO2. Understand and apply data mining task and techniques for better decision making	1.3	1.3	0.0	1.3	1.3
			67%	MBA 403 CO3	CO3. Understanding the role of machine learning and its application in business analytics	0.7	0.7	0.0	1.3	1.3
			100%	MBA 403 CO4	CO4. Understand the application of business analytics in different business domain	1.0	1.0	0.0	2.0	2.0
			100%	MBA 404 CO1	CO1a-Understand the Various concept related to brand management. CO1b-Understand the various concept related to Brand Equity	3.0	2.0	1.0	0.0	1.0
			100%	MBA 404 CO2	CO2-Analyse the concept and variables of Integrated marketing communication.	3.0	2.0	0.0	2.0	3.0
			100%	MBA 404 CO3	CO3-Comprehend the target audience and media along with measures of advertising	2.0	2.0	1.0	0.0	2.0
			100%	MBA 404 CO4	CO4-Evaluate and Identify pros and Cons of Various digital Media marketing.	2.0	1.0	1.0	2.0	1.0
			100%	MBA 405 CO1	CO1a: Understand the concepts of service attributes and determinants of the service marketing mix. CO1b: Learn the Service Quality Model and analyze the behavioural aspects of customer buying	3.0	3.0	3.0	2.0	3.0
			100%	MBA 405 CO2	CO2: Understand the concept of Retailing and Retail Mix.	3.0	1.0	0.0	3.0	1.0
			100%	MBA 405 CO3	CO3: Discuss the Retail industry in India and Various Retail Formats.	0.0	0.0	1.0	2.0	2.0
			100%	MBA 405 CO4	CO4: Understand and analyze appropriate strategies for Store Location, Merchandise Planning, Store Designing, operations and Store Employees.	3.0	3.0	0.0	3.0	3.0
			100%	MBA 406 CO1	A. Understand the basic concepts of project management and its application B. Appraise the project on the market and technical aspects.	3.0	0.0	0.0	2.0	1.0

			100%	MBA 406 CO2	Evaluate the project based on capital budgeting techniques.	0.0	3.0	0.0	1.0	2.0
			100%	MBA 406 CO3	Acquaint about the social cost benefit analysis	0.0	1.0	3.0	0.0	0.0
			100%	MBA 406 CO4	Categorise different types of project risk and study network analysis tools for cost and time estimation.	1.0	0.0	0.0	0.0	1.0
			100%	MBA 407 CO1	A. Understand the main functions of financial risk management and its role in the system of entire business management b. Understand the types of risks faced by an entity and be able to identify these risks.	3.0	1.0	0.0	2.0	0.0
			67%	MBA 407 CO2	Develop the understanding of market volatility and portfolio performance.	1.3	2.0	0.0	1.3	1.3
			67%	MBA 407 CO3	Measure how the risks faced by an entity can be quantified and the use of metrics to measure risk.	0.7	1.3	0.0	1.3	1.3
			100%	MBA 407 CO4	Acquaint with the know-how of tools of financial engineering and risk hedging via various derivative products such as futures and forwards.	2.0	2.0	0.0	0.0	2.0
			67%	MBA 406 CO1	CO1a: Summarize the concept & components of compensation.. CO1b: Understand wage determination and administration	2.0	2.0	1.3	1.3	2.0
			100%	MBA 406 CO2	CO2: Design compensation structure.	3.0	3.0	3.0	3.0	3.0
			100%	MBA 406 CO3	CO3: Analyse the types of benefits available for employees.	1.0	1.0	2.0	1.0	1.0
			100%	MBA 406 CO4	CO4: Discuss the challenges of employee compensation.	0.0	3.0	3.0	3.0	2.0
			67%	MBA 407 CO1	CO1a: Understand the concept of Talent management and its relevance to organization. CO1b: Analyze Talent management process and its significance.	1.3	1.3	1.3	2.0	1.3

			100%	MBA 407 CO2	CO2: Develop Talent Management strategy and necessary behavioral skills for the application of various Talent issues.	3.0	3.0	3.0	3.0	3.0
			100%	MBA 407 CO3	CO3: Understand current practices of talent planning and acquisition strategies.	2.0	2.0	3.0	3.0	1.0
			100%	MBA 407 CO4	CO4: Evaluate and understand the best strategies for talent engagement and retention.	3.0	3.0	3.0	3.0	3.0
					SUM	<b>262.7</b>	<b>256.7</b>	<b>162.7</b>	<b>238.7</b>	<b>230.0</b>
					PO Attainment %	89%	89%	91%	90%	90%
					PO Attainment out of 3	<b>2.7</b>	<b>2.7</b>	<b>2.7</b>	<b>2.7</b>	<b>2.7</b>
					Ditect Attainment (80% Weightage)	2.1	2.1	2.2	2.2	2.2