

SHRI MAHAVEER COLLEGE



Shri Mahaveer College

Affiliated to the University of Rajasthan

(A Co-educational English Medium PG College)

PROGRAM OUTCOMES

&

COURSE OUTCOMES

BBA

As Per NEP-2020

Session 2023-24 (Sem. I & II)

Session 2024-25 (Sem. III)

(Department of Commerce & Management)

BBA. Programme

Programme Specific Outcomes (PSOs)

PSO Number	Upon completion of BBA Degree Programme the graduates will be able to
PSO 1	Exhibit strategic and pro-active thinking towards business decision-making.
PSO 2	Apply analytical and problem solving skills in business organization.

Programme Outcomes (POs)

PO Number	Upon completion of BBA Degree Programme the graduates will be able to
PO-1	Apply knowledge of management theories and practices to solve business problems.
PO-2	Foster analytical and critical thinking abilities for data-based decision-making.
PO-3	Ability to develop value-based leadership ability.
PO-4	Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.
PO-5	Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.
PO-6	Foster out-of-the box thinking for identifying business opportunities and develop as successful entrepreneurs.
PO-7	Ability to formulate managerial strategies by identifying potential global opportunities in business world.
PO-8	Develop managerial, human and technical skills for being equipped in the competitive business environment.
PO-9	Demonstrate able motivators for generating higher productivity and efficiency of co-workers.
PO-10	Ability to design solutions for complex business problems with statistical and quantitative tools and techniques.

COURSE OUTCOMES

BBA Part I Sem-I

BBA-51T-101: Legal Aspects of Business	
After completion of course:	
CO1	Apply relevant laws and regulations to business.
CO2	Identify and apply relevant laws and regulations to business
CO3	Prepare and review basic business documents such as agreements and contracts
CO4	Analyse case studies to identify legal issues and recommend solutions

BBA-51T-102: Business Communication Skills	
After completion of course:	
CO1	Remember key terminology and concepts related to business communication, including types of communication, barriers to effective communication, and the role of nonverbal cues.
CO2	Understand the principles of effective written communication, including clarity, conciseness, and coherence in emails, reports, and presentations.
CO3	Apply communication strategies in various business contexts, such as team meetings, negotiations, and conflict resolution.
CO4	Analyze real-world business communication scenarios to identify strengths and weaknesses, providing constructive feedback for improvement.

BBA-51T-103: Fundamentals of Accounting	
After completion of course:	
CO1	Define and explain basic accounting (assets, liabilities, equity, revenues, expenses) and accounting principles (GAAP)
CO2	Interpret and explain financial statements (Balance sheet, Income statement)

CO3	Prepare Financial Statements (Balance sheet, Income statement)
CO4	Develop critical thinking skills to resolve accounting problems

BBA-51T-104: Business and Management

After completion of course:

CO1	Describe the types of industries, forms of ownership, principles of management and types of plans.
CO2	Explain the concept, nature and scope of management in a business organisation.
CO3	Determine the techniques of decision-making, coordination and control for achieving long term goals of the business enterprise.
CO4	Select appropriate leadership style and motivation theory for getting work done in an organisation.

BBA-51T-105: Strategic Management

After completion of course:

CO1	Defining the term Strategic Management and its role in today's business organization.
CO2	Explain the strategy Management process to improve organizational performance.
CO3	Apply Knowledge of strategy formulation to solve business problems at global level.
CO4	Develop knowledge about organizational capabilities and appraisal.

BBA-51T-106: Business Economics

After completion of course:

CO1	Defining the term business economics, Different types of Markets (Perfect competition, Monopoly, Monopolistic and oligopoly competition), determination of factor pricing
CO2	To understand the production function (Supply, Laws, Returns to scale & Expansion Path)
CO3	Apply an ethical understanding and perspective to business situations
CO4	To analyze and Evaluate the Consumer Behavior(Demand and elasticity of demand, Cardinal, Ordinal and Consumer Surplus) Cost and Revenue, National Income and economic welfare

201 - Paper I: Strategic Management

After completion of course:

CO1	Defining the term Strategic Management and its role in today's business organization.
CO2	Explain the strategy Management process to improve organizational performance.
CO3	Apply Knowledge of strategy formulation to solve business problems at global level.
CO4	Ability to analyse different techniques of strategic evaluation and control.
CO5	Develop knowledge about organizational capabilities and appraisal.

202 - Paper II: Marketing Management

After completion of course:

CO1	Define marketing concepts, principles and strategies
CO2	Understand the role of marketing in business and society
CO3	Apply marketing concepts to real-world scenarios
CO4	Analyse complex marketing problems and determine solutions
CO5	Assess the impact of external factors on marketing decisions

203 - Paper III: Human Resource Management

After completion of course:

CO1	Defining the term Human resource management and understand the concept of managerial effectiveness.
CO2	Describe the conceptual knowledge of HR Planning and selection procedure in an organization.
CO3	Demonstrate various training techniques and its importance to the employees.
CO4	Analyze the best suitable performance appraisal technique and leadership style.
CO5	Evaluate the different motivating factors in today's business organisations.

204 - Paper IV: Business Finance

After completion of course:

CO1	To define business finance, its roles, functions and importance and to introduce risk profile of firms, specifically estimate the costs of capital, including debt and equity capital using financial data.
CO2	Fair and in depth understanding of capital and money market instruments
CO3	Apply knowledge of tools to the financing decisions, dividend decisions and investment decisions to increase the base of financial inclusion.
CO4	To analyze and develop analytical skills this would facilitate the decision making in business situations
CO5	Evaluate the impact of economic conditions on financial decisions.

205 - Paper V: Quantitative Techniques

After completion of course:

CO1	Foundational understanding of key concepts, tools, and techniques of Quantitative Techniques
CO2	Understand the fundamental concepts of quantitative techniques.

CO3	Apply probability, decision theory, and linear programming to solve business problems.
CO4	Analyze complex problems using game theory, queuing theory, and network analysis.
CO5	Evaluate optimization problems using transportation, assignment, and replacement models.

206 - Paper VI: Management Information System

After completion of course:	
CO1	Relate the basic concepts and technologies used in the field of management information systems;
CO2	Compare the processes of developing and implementing information systems
CO3	Outline the role of the ethical, social, and security issues of information systems
CO4	Translate the role of information systems in organizations, the strategic management processes, with the implications for the management.
CO5	Apply the understanding of how various information systems like DBMS work together to accomplish the information objectives of an organization.

301 - Paper I: Organizational Behavior

After completion of course:	
CO1	Defining the term organization Behaviour and its role in today's business era.
CO2	Explain concept of perception and its difference with sensation.
CO3	Apply knowledge of Group dynamics and its relevance in an organization.
CO4	Ability to analyse factors influencing Organizational Culture.
CO5	Develop knowledge of Team Building and its essentials.

302 - Paper II: Indian Management Thought and Business Leaders

After completion of course:

CO1	Understand key concepts of Indian management thoughts and philosophies
CO2	Knowledge of ancient Indian texts (Vedas, Upanishads, Bhagavad Gita) and their management relevance
CO3	Apply Indian management principles to entrepreneurial ventures
CO4	Infer the role of spirituality in Indian management
CO5	Compare the effectiveness of Indian business leaders strategies

303 - Paper III: International Business

After completion of course:

CO1	Defining the term International Business and understand the concept of domestic and international business.
CO2	Explain the basics of various business environments.
CO3	Apply knowledge of International business practices to solve business problems at global level.
CO4	Ability to Analyze managerial strategies by identifying potential global opportunities in business world.
CO5	Generate the factors influencing economic and financial environment in global operations.

304 - Paper IV: Cost and Management Accounting

After completion of course:	
CO1	Define and explain cost accounting concepts (cost classification, cost behaviour)
CO2	Interpret and explain cost accounting statements (cost sheet, income statement).
CO3	Apply cost accounting techniques to calculate costs (absorption costing, marginal costing).
CO4	Compare and contrast different cost accounting methods.
CO5	Assess the relevance of cost accounting information for decision-making.

305 - Paper V: E-Commerce

After completion of course:	
CO1	Specify basic concepts of Computer.
CO2	Discuss constituents of electronic commerce.
CO3	Classify e-Commerce applications in business.
CO4	Utilize networking and Internet basics.
CO5	Apply the concept of EDI in business environment.