

Program Name: Bachelor of Management Studies (BMS)

Program Outcomes

PO1	Disciplinary Knowledge	Disciplinary Knowledge: Built conceptual foundation and application skills in the area of accountancy, finance, management, research Marketing, Human Resource Management, Business and Corporate Law, economics, Finance, Accounting, Management, Tax, Investment, Insurance, and Banking seeking youth fit for Employment.
PO2	Communication Skills	Communication Skills: Communicate Long Standing Unsolved problems in commerce; and to show the importance of commerce in Socio- Economic Development.
PO3	Critical Thinking	Critical Thinking: Apply the analytical and decision-making skills to various problems appearing in different branches of Commerce and Business
PO4	Analytical Reasoning and Problem Solving	Problem Solving: Detect the problem originating in the diverse management areas such as Finance, Marketing, Human Resource, and Taxation; examine the problem, analyze and synthesize data and derive inferences to comprehend solutions to the problems
PO5	Sense of Inquiry	Research related Skills: Identify, formulate and analyze socio-economic and environmental problems to arrive at substantiated conclusions for sustainable development using the fundamental principles of various branches of Commerce and Business.
PO6	Use of Modern Tools	Digital literacy: Use various technical ICT tools for exploring, analyzing and using the information for business purposes for global competency.
PO7	Research Skills	Analytical reasoning: Develop disciplinary knowledge and tactical depth-ness, with a broader skill set and encourage them to seek out resolute, innovative solutions for dynamic business.
PO8	Application of Knowledge	Moral & Ethical Awareness: Ascertain Unethical Behavior, falsification, and manipulation of information in business and managing self and various social systems.
PO9	Ethical Awareness	Lifelong Learning: Demonstrate knowledge and understanding of management principles and apply these to one's own profession / career. Capability to work independently in diverse projects and ensure detailed study of various facets Commerce and Business.

PO10	Teamwork	Leadership & Teamwork: Work effectively with groups and individuals and take lead in implementation of plans in various fields of commerce and its allied sectors.	
PO11	Environment and Sustainability	Environment and Sustainability: Understand the impact of the professional accounting solutions in societal and environmental contexts, and demonstrate the knowledge of and need for sustainable development.	
PO12	Lifelong Learning	Ability of self-driven to explore, learn and gain knowledge and new Skills to improve the quality of life and sense of self-worth by paying attention to the ideas and goals throughout the life.	
Program Specific Outcomes (PSO)			
PSO1	Apply their knowledge and skills of management and technology in the planning, and supervision of works in related organizations.		
PSO2	Solve problems critically, logically, creatively and analytically based on sound facts and ideas		
PSO3	Communicate effectively across a range of contexts and audiences.		
Sr. No	Course Code	Name of the Course	Course outcomes
1	UGBMSCC101	PRINCIPLES OF MANAGEMENT	CO1: Explain the levels and the functions of management. CO2: Understand the levels and the functions of management. CO3: Determine how the managerial tasks of planning, organizing, and controlling can be executed in a variety of circumstances. CO4: Analyze the process of management's four functions planning, organizing, leading & controlling. CO5: Evaluate the context for taking managerial actions of planning, organizing and controlling. CO6: Integrate management principles into management practices.
2	UGBMSCC102	BUSINESS STATISTICS	CO1: Define Functions and its importance. CO2: Understand concept of frequency distribution. CO3: Calculate mean, median and mode for grouped as well as ungrouped data.. CO4: Estimate trend using moving average

			<p>method and least square method.</p> <p>CO5: Find index number by using different methods and cost of living index number.</p> <p>CO6: Construct the equation of the regression line by method of least squares.</p>
3	UGBMSCC103	INTRODUCTION TO FINANCIAL ACCOUNTS	<p>CO1: Remember the concept of Accounting Cycle.</p> <p>CO2: Understand the needs and Importance of Accounting.</p> <p>CO3: Calculate depreciation of various years.</p> <p>CO4: Identify the Income, Expenditure, Assets Liabilities.</p> <p>CO5: Evaluate the International Financial Reporting Standards.</p> <p>CO6: Prepare a financial Statement.</p>
4	UGBMSAECC104	BUSINESS COMMUNICATION-1	<p>CO1: Define surrogate advertising.</p> <p>CO2: Understand the impact of technological advancements on communications.</p> <p>CO3: Prepare strategy cohesion and coherence self-editing.</p> <p>CO4: Analyze different parts, structure and layouts of business letter writing.</p> <p>CO5: Evaluate tenses and subject verb agreement.</p> <p>CO6: Design emergence of communication as a key concept in the Corporate World.</p>
5	UGBMSAECC105	Foundation Course-I	<p>CO1: Define the concept of Human Rights.</p> <p>CO2: Understand the concept of Sustainable Development.</p> <p>CO3: Apply the policy of "lean and mean" on the employability in the organization.</p> <p>CO4: Analyze the concept of liberalization, privatization and globalization.</p> <p>CO5: Evaluate Universal declaration of Human Rights.</p> <p>CO6: Create coping mechanisms for managing individual stress.</p>
6	UGBMSEGEC106A	BUSINESS LAW	<p>CO1: Define meaning, essentials and types of Contract.</p> <p>CO2: Understand meaning and rules of communication of acceptance.</p> <p>CO3: Collect modes of discharge of contract and remedies for breach of contract.</p> <p>CO4: Analyze consumer redressed mechanism.</p> <p>CO5: Compare & contrast between promissory notes and bills of exchange and cheque and</p>

			<p>bills of exchange.</p> <p>CO6: Compose an application article for the given set of rules.</p>
7	UGBMSGEC106B	FOUNDATION OF HUMAN SKILLS	<p>CO1: Recall the states of Group Development</p> <p>CO2: Describe the types of thinking styles.</p> <p>CO.3: Develop to respond to conflicts.</p> <p>CO4: Differentiate Intelligence and Emotional Intelligence.</p> <p>CO5: Determine the Causes of Political Behavior.</p> <p>CO6: Combine the Learning of the motivation theories.</p>
8	UGBMSCC201	Principles of Marketing	<p>CO1: Define Marketing and explain its features.</p> <p>CO2: Understand the scope and importance of marketing in the competitive world.</p> <p>CO3: Illustrate the 4P's of marketing mix.</p> <p>CO4: Analyze the factors influencing the consumer and target customer.</p> <p>CO5: Determine the bases of market segments and target customers.</p> <p>CO6: Design a marketing mix for a new product.</p>
9	UGBMSCC202	BUSINESS MATHEMATICS	<p>CO1: Describe future and present value of various annuities based on the information given.</p> <p>CO2: Explain properties and results of Determinants.</p> <p>CO3: Solve problems using Newton forward formula and Newton backward formula..</p> <p>CO4: Calculate total revenue, average revenue, total cost and average cost.</p> <p>CO5: Find Equated Monthly Installments using flat interest rate and reducing balance method.</p> <p>CO6: Solve system of linear equations using Cramer's rule</p>
10	UGBMSCC203	BUSINESS ECONOMISCS-I	<p>CO1: Define the basic concept in microeconomic theory.</p> <p>CO2: Explain basic concepts in microeconomics theory.</p> <p>CO3: Calculate price income and cross elasticity.</p> <p>CO4: Calculate total revenue, average revenue, total cost, marginal cost and average cost.</p> <p>CO5: Asses key attributes of oligopoly</p>

			collusive and non-collusive oligopoly market. CO6: Develop case studies on how pricing methods are used in the business world.
11	UGBMSAECC204	Business Communication II	CO1: Describe the structure and layouts of business letter writing. CO2: Understand the principles of effective Email Writing. CO3: Determine Public Relations and Internal Measures of Public Relations. CO4: Analyze the Visual Aids and PowerPoint Presentation. CO5: Evaluate business ethics and media. CO6: Creating Feasibility Reports and Investigative Reports.
12	UGBMSAECC205	Foundation Course-II	CO1: Define the concept of Human Rights. CO2: Understand the concept of Sustainable Development. CO3: Apply the policy of "lean and mean" on the employability in the organization. CO4: Analyze the concept of liberalization, privatization and globalization. CO5: Evaluate Universal declaration of Human Rights. CO6: Create coping mechanisms for managing individual stress.
13	UGBMSGEC206A	INDUSTRIAL LAW	CO1: Describe the process of registration of a Trade union. CO2: Understand meaning of Trade union and Trade dispute. CO3: Determine amount of gratuity. CO4: Analyze obligations and rights of employer & employee. CO5: Distinguish between available and allocable surplus. CO6: Compose an application article for the given set of rules.
14	UGBMSGEC206B	BUSINESS ENVIRONMENT	CO1: Analyze Globalization opts meaning, features, nature and stages of Globalization. CO2: Distinguish between Macro and Micro Environment. CO3: Explain the LPG model. CO4: Analyze the sunrise sector of the Indian economy and the challenges of the Indian Economy. CO5: Evaluate characteristics, nature and the scope of business and business environment.

			CO6: Generalize internal and the external environmental factors of the macro environment.
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