

S.N.B.P. COLLEGE

Maharashtra Housing Board, Yerawada, Pune - 411 006. Phone: 2668 6162, Email: snbp_pune2010@yahoo.co.in

AISHE CODE: C-41455 PU/PN/C/359/2009 - College Code: 0883

Outward No.

Date:

Name of the Programme: B.B.A. Course Outcomes (COs)

Name of the Class	Course Title		Course Outcome
	8	CO1	Students shall be able to explain why information systems are so important today for business and management.
-	Business Organisation & System	CO2	Students shall have the knowledge of the different forms of Business systems
		CO3	Students shall develop the spirit of entrepreneurship among the students.
		CO4	Students shall have the knowledge of Domestic and Foreign Trade.
F.Y.B.B.A.		CO1	Students shall improvise their skills such as linguistic, non-linguistic and Paralinguistic skills.
	Business Communication Skills	CO2	Students shall develop integrative approach where reading, writing, oral and speaking components are used together to enhance the students' ability to communicate and write effectively.
		CO3	Students shall be aware about various Methods and Media of communication.
	Business Accounting	CO1	The students have acquired sound knowledge of basic conceptsof accounting.
		CO2	Students also understood about recording of transactions and preparation of final accounts.
		CO3	Students got exposure about various accounting software packages.
V	Business Economics (Micro)	CO1	Students shall understand how households (demand) and businesses (supply) interact in various market structures to determine price and quantity of a good produced.
		CO2	Students shall understand the links between household behaviorand the economic models of demand
	Business Economics	CO3	Students shall represent demand, in graphical form, including the downward slope of the demand curve and what shifts the demand curve.



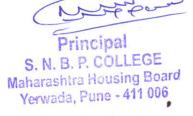
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	(Micro)	, CO4	Students shall understand the links between production costs andthe economic models of supply.
		CO5	Students shall represent supply, in graphical form, including the upward slope of the supply curve and what shifts the supplycurve.
		CO6	Students shall understand how different degrees of competitionin a market affect pricing and output.
		CO1	Students shall understand applications of matrices in business
	Business Mathematics	CO2	Students shall understand the concept and application of Permutations& Combinations in business.
	Wathematics	CO3	Students shall use L.P.P. and its applications in business.
		CO4	Students shall understand the concept of Transportation problems & its applications in business world.
		CO5	Students shall understand the concept of shares & share market.
	Business Demography and Environmental Studies	CO1	Students shall understand Distribution of Population and Population Growth.
		CO2	Students shall be aware regarding Environment and Environmental issues related to Business
		CO3	Students shall understand the problems of urbanization
F.Y.B.B.A.	Principles of Management	CO1	Students shall demonstrate an understanding of effective management principles as outlined in selected text learning objectives.
		CO2	Students shall apply effective management strategies principles and techniques.
		CO3	Students shall demonstrate research and analytical skills by using both human and technological resources
		CO4	Students shall demonstrate the ability to communicate effectively.
		CO1	Students shall get familiar to basic concepts of marketing, it's general nature, scope and importance.
	Principles of Marketing	CO2	Students shall receive appropriate knowledge and understanding of its primary functions and applications and its gradual evolution and development.
		CO3	Students shall develop basic and essential skills related to marketing.
		CO4	Students shall get a learning platform for preparing for marketing employability opportunities essential for industries.



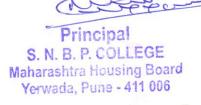
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	Principles of Finance	CO1	Students understood the nature, importance, structure of inancerelated areas.
		CO2	Knowledge regarding sources of finance for a business.
	Basics of Cost Accounting	CO1	Students got the Knowledge of Basic cost concepts, element ofcost & preparation of Cost Sheet.
		CO2	Basic knowledge of important Methods of costing was given tothe students.
		CO1	Students shall be able to understand the basics of statistics – concept of population and sample & to use frequency distribution to make decision.
		CO2	Students shall be able to understand and calculate various types of averages and variation.
	Business Statistics	CO3	Students shall be able to understand Correlation and use of regression analysis to estimate the relationship between two variables and its applications.
		CO4	Students shall be able to understand the concept – Time Series and its applications in business.
		CO5	Students shall be able to understand the concept – Index numbers and applications in business.
		CO6	Students shall be able to imbibe research culture among students.
		CO1	Students shall know the basics of Computer
	Business Informatics	CO2	Student shall understand the basics of networking
		CO3	Student shall the basics of internet.
		CO4	Student shall the basics of databases.
		CO1	Students shall be aware about the dimensions and importance of effective personality
S.Y.B.B.A.	Personality Development	CO2	Students shall understand personality traits and formation and vital contribution in the world of business
		CO3	Students shall get aware about various dynamics of personalitydevelopment
	Business Ethics	CO1	Students shall get knowledge of Business Ethics
		CO2	Students shall witness promotions of Ethical Practices in the Business
		CO3	Students shall develop Ethical and Value Based thought processamong the future manager's entrepreneurs



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S.Y.B.B.A.	7	CO1	Students studying HRM /OB acquire the knowledge, critical thinking, and practical skills that will enable them to create organizational effectiveness, lead human resources managementstrategies, and enhance the human condition at work.
	Human Resource Management and Organisation Behaviour	CO2	HRM/OB students learn to think critically about the challenges involved in creating high performance workplaces where innovation, diversity, and ethical behaviour are valued andrewarded.
		CO3	HRM/OB Majors are educated in Human Resources Management (HRM), Organizational Behaviour (OB) and Industrial Relations (IR).
		CO1	Students got the basic knowledge of Management Accounting.
S.Y.B.B.A.	Management Accounting	CO2	To know the implications of various financial ratios in decisionmaking.
S. I .D.D.A.	Accounting	CO3	Significance of working capital in business.
		CO4	Students got the concept of budgetary control and its application in business.
	Ç.	CO5	Students got the calculating ability of various techniques of management accounting.
	Business Economics (Macro)	CO1	Students shall study the behavior of working of the economy asa whole.
S.Y.B.B.A.		CO2	Students shall develop an analytical framework to understand the inter-linkages among the crucial macroeconomic variables.
		CO3	Students shall apply economic reasoning to problems ofbusiness and public policy.
CHADDA	I.T. in Management	CO1	The study describes the role of information systems in business.
S.Y.B.B.A.		CO2	It studies the current issues of information technology and relatethose issues to the firm.
		CO1	Students shall identify and articulate how operations management contributes to the achievement of an organization's strategic objectives.
S.Y.B.B.A.	Production and Operations Management	CO2	Students shall critically evaluate the operations function in manufacturing and service production settings.
		CO3	Students shall appraise and apply forecasting methods as the basis of management's planning and control activity.
	v	CO4	Students shall assess and formulate decision making strategies to address operating issues that have short, intermediate or longlead times.



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		CO5	Students shall evaluate approaches to problem solving and process improvement in production settings.
	Industrial	CO1	Students understood the relationship between Labour and Management.
	Relations & Labour Laws	CO2	Resolving of Industrial disputes and Grievances
	Labour Laws	CO3	Students understood the laws which effects the industry and Labour
		CO1	Students got to understand the basic concepts and definitions under the Income Tax Act, 1961.
		CO2	Students were given latest development in the subject of taxation.
		CO3	Acquired knowledge about Computation of Income under different heads of Income of Income Tax Act, 1961.
S.Y.B.B.A.	Business Taxation	CO4	Acquired knowledge about the submission of Income Tax Return, Advance Tax, Tax deducted at Source, Tax Collection Authorities.
	*	CO5	Students became Competent enough to take up to employment in Tax planner.
		CO6	To develop ability to calculate taxable income of firms, co operative societies and charitable trust.
S.Y.B.B.A.	International Business	CO1	Students shall get acquainted with emerging issues in international business
		CO2	Students shall study the impact of international business environment on foreign market operations
		CO3	Students shall understand the importance of foreign trade for Indian economy.
1	Management Information System	CO1	Students became Competent enough to understand the conceptsof Information System
S.Y.B.B.A.		CO2	Understood the concepts of system analysis and design
		CO3	Students understood the issues in MIS.
S.Y.B.B.A.	Business	CO1	Students shall develop their understanding with a realistic and practical perception of the industry its layout, procedures, processes, organization structure.
. v	Exposure(Field Visits)	CO2	Students shall gain firsthand information regarding the functioning of the Industry which presents the students with opportunities to plan, organize and engage in active learning experiences both inside and outside the classroom.
	v.	CO1	Upon successful completion of program students able to describe major logistics functions and activities.
		CO2	Differentiate logistics and supply chain management,
		CO3	Describe methods of inventory planning.



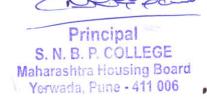
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	Supply Chain and Logistics	CO4	Explain how technology has and continues to change logistics and supply chain management
	Management	CO5	Compare modes of transportation.
		CO6	Describe warehouse processes, systems, and performance measures.
		CO7	Describe documentation and terms of sale for international shipments.
T.Y.B.B.A.	Α.	CO1	Graduate Entrepreneurship Students will be able to demonstrate a fundamental comprehension of business opportunity evaluation, from the perspective of a prospective investor.
	Entrepreneurship Development	CO2	Identify the most recognized sources of potential funding and financing for business start-ups and/or expansion.
		CO3	Demonstrate extemporaneous speaking skills developed through in-class discussion of text materials, case study analyses, and current entrepreneurship-related issues.
	. S	CO4	Assess their own personal work products creativity and how those could apply to their own real life, future business ventures.
	Business Law	CO1	Students understood basic legal terms and concepts used in law pertaining to business
		CO2	Applicability of legal principles to situations in Business world.
	Research Methodology (Tools and Analysis)	CO1	Students shall gain basic understanding of research process andtools for the same.
		CO2	Students shall gain understanding of the tools and techniques necessary for research and report writing.
	Analysis of	CO1	Students learnt the interpretation and analysis of financial statements effectively.
	Financial	CO2	The student got well acquainted with current financial practices
	Sales Management	CO3	Students became intensive users of financial statements as part of their professional responsibilities.
		CO1	Students shall demonstrate an understanding of the role that a sales force plays in marketing strategies
T.Y.B.B.A.		CO2	Students shall describe the selling process.
		CO3	Students shall Understand the factors that affect sales force success.
		CO4	Students shall identify and explain the processes involved in recruiting, selecting, training, motivating, compensating, and retaining salespeople.
		CO1	Students shall understand HR Recruitment and Selection.



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	HRM Principles &Functions	CO2	Students shall get aware about Training, development and evaluation system in HR
		CO3	Students shall understand how to prepare Personnel records reports and audit.
		CO4	Students shall study in detail New trends in HRM and exit policy
	I T	CO1	Students got the capability to make long-term financing.
,	Long Term Finance	CO2	Students were well-acquainted regarding current financial structure.
	Retail Management	CO1	Compare and contrast traditional retailers and category specialists Describe how technology (e.g., customer databases, integrated systems, and buying and sales forecasting systems) is used to support retail businesses
		CO2	Evaluate the effectiveness of merchandising decisions in the retail industry Explain the factors relating to visual merchandising, such as store layouts and presentation Compare
			the strategies that are used within the different stages of a product's life cycle
		CO3	Students shall describe the flow of goods and services in a retail environment.
	Human Resource Practices	CO1	Students shall get introduced to Strategic HRM
		CO2	Students shall understand Working Conditions & Welfare
		CO3	Students shall understand Employee Grievance & Discipline
		CO4	Students shall get aware of E- Human Resource studies
		CO1	Students shall learn to manage the scope, cost, timing, and quality of the project, at all times focused on project
	Business Planning and Project	CO2	Students shall align the project to the organization's strategic plans and business justification throughout its lifecycle
	Management	CO3	Students shall identify project goals, constraints, deliverables, performance criteria, control needs.
T.Y.B.B.A.		CO4	Students shall implement project management knowledge, processes, lifecycle and the embodied concepts, tools and techniques in order to achieve project success
	Event Management	CO1	Students shall get acquainted with concepts, issues and various aspects of event management.
	Management	CO1	Students understood the function of management control, its
	Control System	231	nature, functional areas, and techniques.
		CO1	Students shall understand the basic concepts and technologies used in the field of management information systems.
	E-Commerce	CO2	Students shall be aware of the ethical, social, and security issues of information systems.



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		СОЗ	Students shall assess the impact of the Internet and Internet technology on business electronic commerce and electronic business.
=		CO4	Students shall identify the major management challenges to building and using information systems and learn how to find appropriate solutions to those challenges.
	Financial Services	CO1	Students got aware of various financial services and financial markets in India.
	Advertising and Sales Promotion	CO1	Students shall develop knowledge and understanding of importance and functions of advertising
		CO2	Students shall understand Key features of Sales Promotion
		CO1	Students shall get an introduction to Labour Laws in India
	Labour Laws	CO2	Students shall understand the Acts Such as - The Employees Provident Funds and Miscellaneous Provisions Act,1952; The Child Labour (Prohibition and Regulation) Act,1986; Maternity Benefits Act,1961 and The Employees State Insurance Act,1948.
	Cases in Finance	CO1	The students understand and prepare a project report on Varioustopics of finance.
	Cases in Marketing	CO1	Students shall get hands on application of theory by practicing via projects and cases.
	Cases in HRM	CO1	Students shall understand the actual application of theoretical aspects and laws by the means of live projects.



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