

**MAPPING COURSE OUTCOMES LEADING TO THE ACHIEVEMENT OF PROGRAM  
OUTCOMES:**

**COURSE TITLE: FA**  
**COURSE CODE: BBR22104**  
**CREDITS: 4**

**DEPARTMENT: BBA ROM**

**Programme Outcomes – ( BBA)**

- **PO1 Business and Management Knowledge:** Apply the in depth knowledge acquired in the disciplines of Commerce, Business and Management, E-commerce, finance, accounting, auditing, marketing to solve complex problems in the business world.
- **PO2 Development of Business Solutions:** Identify, formulate and develop solutions in different fields such as Banking, Insurance, and Finance. Core competencies can be gained to impart skills in Accounting, Management and Leadership, Communication and Overall Personality development.
- **PO3 Solving Research Problems:** Utilize Research Methodology and Project work to infer and interpret data in order to provide valid conclusions in business.
- **PO4 Modern Business tools and Techniques:** explain, select, analyze and apply relevant management techniques, resources, modern business tools, models and practices for holistic development of the learner.
- **PO5 The Manager, the businessman, the entrepreneur and the Society:** Apply contextual and skill-based knowledge to identify the micro and macro factors which affect an organization.
- **PO6 Practical exposures:** identify and equip learners to face the modern day challenges in Commerce and business.
- **PO7 Globalization and Ethics:** Design and apply value based curriculum committed to professional ethics and responsibilities, so as to render global citizens with a human touch
- **PO8 Life long learning and Employability:** Recognize the need for and engage the learners to acquire proficiency, attain ability in management principles and practices equipping them to

compete in competitive exams like C.A, ACCA, CS, CMA, ICWA and other courses making them self-reliant and highly employable.

**PROGRAMME SPECIFIC OUTCOMES (PSO) FOR BBA(Retail Operations**

**Management)**

**Students will be able to:**

**PSO1** Develop & evaluate Managerial Decisions to identify optimal solution in Retail Industry.

**PSO2** Demonstrate effective application capabilities of their conceptual understanding of the real retail business world.

**PSO3** Exhibit effective decision making skills,, employing analytical & critical thinking ability.

**PSO4** Effective oral & written communication skills in professional context.

**PSO5** Leadership & networking skill while handling retail business situations.

	<b>COURSE OUTCOMES</b>	<b>BLOOM'S TAXONOMY LEVEL</b>
<b>CO1</b>	<b>Describe the need and importance of accounting</b>	describe
<b>CO2</b>	Explain about subdivision of journal	explain
<b>CO3</b>	Compare the cashbook and passbook balances to reconcile the difference	compare
<b>CO4</b>	Analyze the financial position of an organization	analyze
<b>CO5</b>	Identify the mistakes in books of accounts and helps in correcting them	identify

Course outcomes	Programme Outcomes								Program Specific outcomes				
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PSO 1	PSO 2	PSO 3	PSO 4	PSO5
	1	H	H			S	H		H	H			H
2	S	H			H	H		H	H			H	H
3	H	H			S	H		H	H			H	H
4	H	H			S	H		H	S			H	H
5	S	S			H	H		H	S			H	H

co	mid exams 1			mid 2			group discussion			assignment			vi
	pass%	Attainment level		pass%	Attainment level		pass%	Attainment level		pass%	Attainment level		pa
CO1	73.3	1.0					100.0	3.0		100.0	3.0		10
CO2	73.3	1.0					100.0	3.0					10
CO3	73.3	1.0		96.7	3.0		100.0	3.0					10
CO4				96.7	3.0		100.0	3.0					10
CO5				96.7	3.0		100.0	3.0					10

OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1								
CO2								
CO3								
CO4								
CO5	H 0.9	H 0.9				H 0.9		H 0.9
AVERAGE OF COS FOR POS	0.9	0.9				0.9		0.9
AVERAGE OF POS	0.9	0.9				0.9		0.9
AVERAGE	0.9							

**MAPPING COURSE OUTCOMES LEADING TO THE ACHIEVEMENT OF PROGRAM OUTCOMES:**

<p><b>COURSE TITLE: BUSINESS ENGLISH - I</b></p> <p><b>COURSE CODE: EA18101</b></p> <p><b>CREDITS: 3</b></p>
<p><b>DEPARTMENT: BBA ROM</b></p>
<p><b>PROGRAMME OUTCOMES (BCOM and BBA):</b></p> <p><b>PO1 Business and Management Knowledge:</b> Apply the in depth knowledge acquired in the disciplines of Commerce, Business and Management, E-commerce, finance, accounting, auditing, marketing to solve complex problems in the business world.</p>

**PO2 Development of Business Solutions:** Identify, formulate and develop solutions in different fields such as Banking, Insurance, and Finance. Core competencies can be gained to impart skills in Accounting, Management and Leadership, Communication and Overall Personality development.

**PO3 Solving Research Problems and initiating Practical knowledge:** utilize Research Methodology and Project work to infer and interpret data providing valid business conclusions and equip learners to grapple with modern day challenges in commerce and business.

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**PO5 The Manager, the businessman, the entrepreneur and the Society:** Apply contextual and skill-based knowledge to identify the micro and macro factors which affect an organization.

**PO6 Environment and Sustainability:** Identify, analyze and equip learners to understand the need for creating business solutions for environmental and sustainable development.

**PO7 Globalization and Ethics:** Design and apply value based curriculum committed to professional ethics and responsibilities, so as to render global citizens with a human touch.

**PO8 Life long learning and Employability:** Recognize the need for and engage the learners to acquire proficiency, attain ability in management principles and practices equipping them to compete in competitive exams like C.A, ACCA, CS, CMA, ICWA and other courses making them self-reliant and highly employable.

## **PROGRAMME SPECIFIC OUTCOMES (PSO) FOR BBA(Retail Operations**

**Management)**

**Students will be able to:**

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**PSO2** Demonstrate effective application capabilities of their conceptual understanding of the real retail business world.

**PSO3**Exhibit effective decision making skills,, employing analytical &critical thinking ability.

**PSO4**Effective oral & written communication skills in professional context.

**PSO5**Leadership &networking skill while handling retail business situations.

	<b>COURSE OUTCOMES</b>	<b>BLOOM'S TAXONOMY LEVEL</b>
<b>CO1</b>	Students will be able to identify elements, forms and style of letters and will be able to create quotations related to inviting, sending and placing orders.	VI (CREATE)
<b>CO2</b>	Students will be able to identify qualities and functions of a Sales Letter in order to enable them use the format of a Sales Letter.	IV (ANALYZE)
<b>CO3</b>	To understand and write the functions, structure and types of Memorandum and design a notice, agenda and minutes.	III (APPLY)
<b>CO4</b>	To demonstrate the guidelines for answering and making effective telephone calls in order to enable understand and implement Note making.	III (APPLY)
<b>CO5</b>	To have a better understanding of scanning and proof reading incomprehension.	III (APPLY)

**TABLE 1: CO, PO, PSO MAPPING**

<b>Course outcomes</b>	<b>Programme Outcomes</b>	<b>Program Specific outcomes</b>

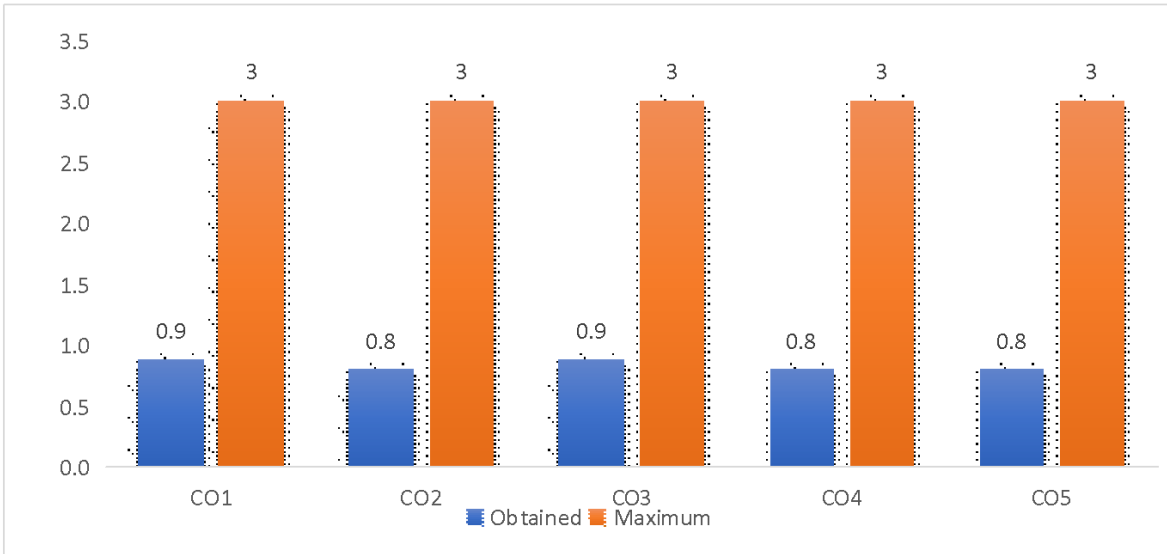
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PSO 1	PSO 2	PSO 3	PSO 4	
1	H			S			H	H			H		
2	H			S			H	H			H		
3	H			S			H	H			H		
4	H			S			H	H			H		
5	H			S			H	H			H		

**H: Highly Supportive**

**S: Supportive**

co	mid exams 1			mid 2			group discussion			assignment			vi
	pass%	Attainment level		pass%	Attainment level		pass%	Attainment level		pass%	Attainment level		pa
CO1	100.0	3.0					85.0	2.0		98.3	3.0		10
CO2	100.0	3.0					85.0	2.0					10
CO3	100.0	3.0		90.0	3.0		85.0	2.0					10
CO4				90.0	3.0		85.0	2.0					10
CO5				90.0	3.0		85.0	2.0					10

AVERAGE	AVERAGE
0	0.832



OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1								
CO2								
CO3								
CO4								
CO5	H 0.8	H 0.8				H 0.8		H 0.8
AVERAGE OF COS FOR POS	0.8	0.8				0.8		0.8
AVERAGE OF POS	0.8	0.8				0.8		0.8
AVERAGE	0.8							

**MAPPING COURSE OUTCOMES LEADING TO THE ACHIEVEMENT OF  
PROGRAM OUTCOMES:**

**COURSE TITLE: INDIAN HERITAGE & CULTURE**

**COURSE CODE:IC18001**

**CREDITS: 2**

**DEPARTMENT: BBA ROM**

**PROGRAMME OUTCOMES – (B.COM/ BBA)**

- 
- **PO1 Business and Management Knowledge:** Apply the in depth knowledge acquired in the disciplines of Commerce, Business and Management, E-commerce, finance, accounting, auditing, marketing to solve complex problems in the business world.

- **PO2 Development of Business Solutions:** Identify, formulate and develop solutions in different fields such as Banking, Insurance, and Finance. Core competencies can be gained to impart skills in Accounting, Management and Leadership, Communication and Overall Personality development.
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### **PROGRAMME SPECIFIC OUTCOMES (PSO) FOR BBA(Retail Operations**

#### **Management)**

#### **Students will be able to:**

**PSO1** Develop & evaluate Managerial Decisions to identify optimal solution in Retail Industry.

**PSO2** Demonstrate effective application capabilities of their conceptual understanding

of the real retail business world.

**PSO3**Exhibit effective decision making skills,, employing analytical &critical thinking ability.

**PSO4**Effective oral & written communication skills in professional context.

**PSO5**Leadership &networking skill while handling retail business situations.

	<b>COURSE OUTCOMES</b>	<b>BLOOM'S TAXONOMY LEVEL</b>
<b>CO1</b>	The student can understand better about the origin of ancient Indian culture and the contributions of great rulers from both north and south India for Indian culture in ancient days	II (UNDERSTAND)
<b>CO2</b>	Students will analyse how Persian culture entered into India and how it influenced the Fine Arts of Indian society like Classical Music, Dance and Architecture.	IV (ANALYZE)
<b>CO3</b>	Student can able to assess how the Indian orthodox society turn into modern and western society in the 19th century .It also edifies the students with spiritual doctrines of various Religions.	IV (ANALYZE)
<b>CO4</b>	Students will evaluate various challenges face by the youth and the evil affects of terrorism on society	V (EVALUATE)
<b>CO5</b>	The topics in the unit create belongingness among the students by bringing awareness of the rights and duties to make the world a better place and it throw light on gender sensitization issues of women, Children and LGBT.	VI (CREATE)

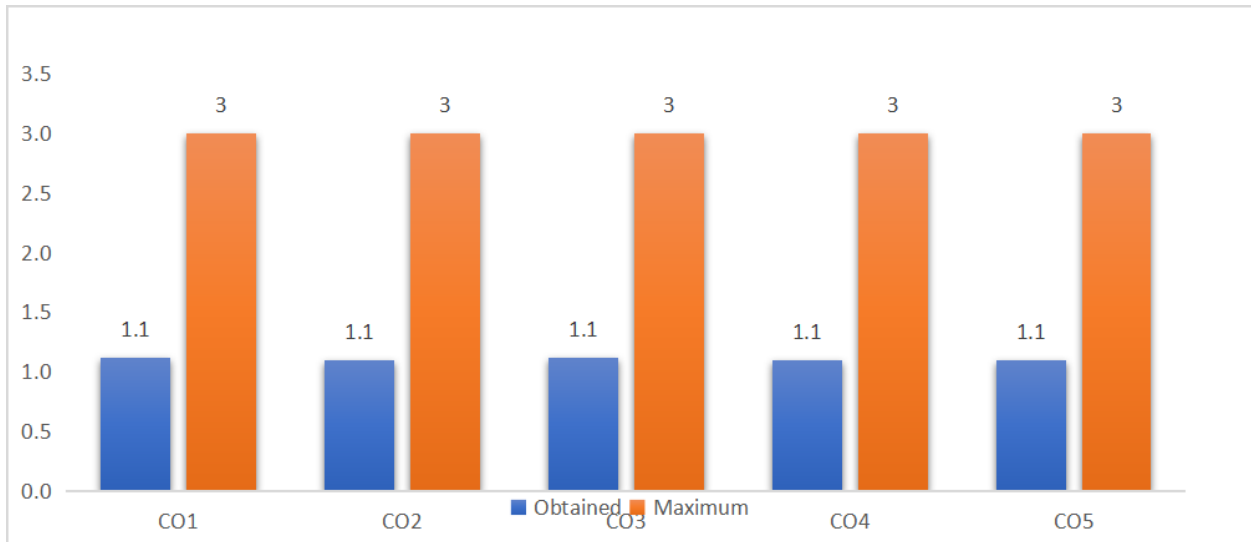
**TABLE 1: CO, PO, PSO MAPPING**

<b>Course outcomes</b>	<b>Programme Outcomes</b>	<b>Program Specific Outcomes</b>

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PSO 1	PSO 2	PSO 3	PSO 4	
1	S					S	H		H			S	
2	S					S	H		H			S	
3	S					S	H		H			S	
4	S					S	H		H			S	
5	S					S	H		H			S	

co	mid exams 1		mid 2		group discussion		assignment	
	pass%	Attainment level	pass%	Attainment level	pass%	Attainment level	pass%	Attainment level
CO1	96.7	3.0			100.0	3.0	93.3	3.0
CO2	96.7	3.0			100.0	3.0		
CO3	96.7	3.0	100.0	3.0	100.0	3.0		
CO4			100.0	3.0	100.0	3.0		
CO5			100.0	3.0	100.0	3.0		

AVERAGE	AVERAGE
0	1.108



**MAPPING COURSE OUTCOMES LEADING TO THE ACHIEVEMENT OF PROGRAM OUTCOMES:**

**COURSE TITLE: Introduction to Retail Operations and in Store Cashiering**

**COURSE CODE: 22101**

**CREDITS: 4**

**DEPARTMENT: BBA ROM**

**PROGRAMME OUTCOMES (BCOM and BBA):**

**PO1 Business and Management Knowledge:** Apply the in depth knowledge acquired in the disciplines of Commerce, Business and Management, E-commerce, finance, accounting, auditing, marketing to solve complex problems in the business world.

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**PROGRAMME SPECIFIC OUTCOMES (PSO) FOR BBA(Retail Operations Management)**

**PSO1** Develop & evaluate Managerial Decisions to identify optimal solution in Retail Industry.

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**PSO4** Effective oral & written communication skills in professional context.

**PSO5** Leadership & networking skill while handling retail business situations.

	<b>COURSE OUTCOMES</b>	<b>BLOOM'S TAXONOMY LEVEL</b>
<b>CO1</b>	Recognize the structure & functioning of retail sector.	II (UNDERSTAND)
<b>CO2</b>	Supply chain system of Retail stores	IV (ANALYZE)
<b>CO3</b>	Evaluate the process of retail stores operations	IV (ANALYZE)

<b>CO4</b>	understand the basics of POS.	V (EVALUATE)
<b>CO5</b>	Distinguish the mechanism of defining products in a retail stores	VI (CREATE)

Course outcomes	Programme Outcomes								Program Specific outcomes				
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PSO 1	PSO 2	PSO 3	PSO 4	PSO5
	1	H	H			S	H		H	H	S		H
2	H	H			H	H		H	H	H		H	H
3	H	H			H	H		H	H	H		H	H
4	H	H			H	H		H	S	S		H	H
5	S	S			H	H		H	S	S		H	H

co	mid exams 1			mid 2			group discussion			assignment			viva
	pass%	Attainment level		pass%	Attainment level		pass%	Attainment level		pass%	Attainment level		pass%
<b>CO1</b>	100.0	3.0					100.0	3.0		100.0	3.0		100.0
<b>CO2</b>	100.0	3.0					100.0	3.0					100.0
<b>CO3</b>	100.0	3.0	100.0	3.0			100.0	3.0					100.0
<b>CO4</b>			100.0	3.0			100.0	3.0					100.0

CO5			100.0	3.0	100.0	3.0			100.0
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AVERAGE	AVERAGE
0	0.924

OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1								
CO2								
CO3								
CO4								
CO5	H 0.9	H 0.9				H 0.9		H 0.9
AVERAGE OF COS FOR POS	0.9	0.9				0.9		0.9
AVERAGE OF POS	0.9	0.9				0.9		0.9
AVERAGE	0.9							

**MAPPING COURSE OUTCOMES LEADING TO THE ACHIEVEMENT OF PROGRAM OUTCOMES:**

**COURSE TITLE: Retail cashier**

**COURSE CODE: 22102**

**CREDITS: 5**

**DEPARTMENT: BBA ROM**

**PROGRAMME OUTCOMES (BCOM and BBA):**

**PO1 Business and Management Knowledge:** Apply the in depth knowledge acquired in the disciplines of Commerce, Business and Management, E-commerce, finance, accounting, auditing, marketing to solve complex problems in the business world.

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**PROGRAMME SPECIFIC OUTCOMES (PSO) FOR BBA(Retail Operations**

**Management)**

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**PSO5**Leadership &networking skill while handling retail business situations.

COURSE OUTCOMES	BLOOM'S TAXONOMY LEVEL
Students will be able to perform retail cashier & trainee associate role within the organization	III (APPLY)

INTERNAL ASSESSMENT	EXTERNAL ASSESSMENT
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STUDENT UID	ON THE JOB ASSESSMENT	ATTAEENDANCE	EXTERNAL EXAM
	36	4	60
111722046001	34	4	35
111722046002	32	4	39
111722046003	28	2.4	26
111722046004	27	4	40
111722046005	26	2.4	40
111722046006	28	0.8	31
111722046007	32	2.4	43
111722046008	30	4	44
111722046009	29	2.4	38
111722046010	34	4	38
111722046011	28	4	36
111722046012	27	4	34
111722046013	29	4	33
111722046014	28	4	36
111722046015	29	4	37
111722046016	27	4	29
111722046017	33	2.4	30
111722046018	34	2.4	38
111722046019	31	4	43
111722046020	28	4	35
111722046021	25	4	34
111722046022	24	4	29

111722046023	28	2.4	41
111722046024	27	0	35
111722046025	32	4	30
111722046026	25	4	37
111722046027	26	4	42
111722046028	24	0	33
111722046029	27	4	37
111722046030	22	2.4	34
111722046031	27	2.4	39
111722046032	23	4	24
111722046033	25	4	41
111722046034	26	0	35
111722046035	24	2.4	40
111722046036	25	4	39
111722046037	23	4	29
111722046038	31	4	30
111722046039	31	0	43
111722046040	24	4	36
111722046041	28	2.4	35
111722046042	26	4	38
111722046043	24	2.4	35
111722046044	23	0.8	31
111722046045	26	4	33
111722046046	22	4	33

111722046047	23	4	44
111722046048	24	0.8	42
111722046049	25	3.6	35
111722046050	23	4	38
111722046051	24	0	42
111722046052	24	4	29
111722046053	24	4	40
111722046054	29	4	37
111722046055	27	2	45
111722046056	25	4	38
111722046057	24	2.4	37
111722046058	28	2.4	40
111722046059	29	4	30
111722046060	29	2.4	33

**MAPPING COURSE OUTCOMES LEADING TO THE ACHIEVEMENT OF PROGRAM OUTCOMES:**

**COURSE TITLE: Retail Trainee Associate**

**COURSE CODE: 22104**

**CREDITS: 5**

**DEPARTMENT: BBA ROM**

**PROGRAMME OUTCOMES (BCOM and BBA):**

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**PSO5**Leadership &networking skill while handling retail business situations.

<b>COURSE OUTCOMES</b>	<b>BLOOM'S TAXONOMY LEVEL</b>
Students will be able to perform retail cashier & trainee associate role within the organization	III (APPLY)

INTERNAL ASSESSMENT			EXTERNAL ASSESSMENT
STUDENT UID	ON THE JOB ASSESSMENT	ATTAEENDANCE	EXTERNAL EXAM
	36	4	60
111722046001	34	4	35
111722046002	32	4	39
111722046003	28	2.4	26
111722046004	27	4	40
111722046005	26	2.4	40
111722046006	28	0.8	31
111722046007	32	2.4	43
111722046008	30	4	44
111722046009	29	2.4	38
111722046010	34	4	38
111722046011	28	4	36
111722046012	27	4	34
111722046013	29	4	33
111722046014	28	4	36
111722046015	29	4	37
111722046016	27	4	29
111722046017	33	2.4	30
111722046018	34	2.4	38
111722046019	31	4	43

111722046020	28	4	35
111722046021	25	4	34
111722046022	24	4	29
111722046023	28	2.4	41
111722046024	27	0	35
111722046025	32	4	30
111722046026	25	4	37
111722046027	26	4	42
111722046028	24	0	33
111722046029	27	4	37
111722046030	22	2.4	34
111722046031	27	2.4	39
111722046032	23	4	24
111722046033	25	4	41
111722046034	26	0	35
111722046035	24	2.4	40
111722046036	25	4	39
111722046037	23	4	29
111722046038	31	4	30
111722046039	31	0	43
111722046040	24	4	36
111722046041	28	2.4	35
111722046042	26	4	38
111722046043	24	2.4	35

111722046044	23	0.8	31
111722046045	26	4	33
111722046046	22	4	33
111722046047	23	4	44
111722046048	24	0.8	42
111722046049	25	3.6	35
111722046050	23	4	38
111722046051	24	0	42
111722046052	24	4	29
111722046053	24	4	40
111722046054	29	4	37
111722046055	27	2	45
111722046056	25	4	38
111722046057	24	2.4	37
111722046058	28	2.4	40
111722046059	29	4	30
111722046060	29	2.4	33