

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

<p><b>COURSE TITLE: POM</b>  <b>COURSE CODE: BB22201</b>  <b>CREDITS: 5</b></p>
<p><b>DEPARTMENT: BBA ROM</b></p>
<p><b>Programme Outcomes – ( BBA)</b></p> <ul style="list-style-type: none"> <li>• <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.</li> <li>• <b>PO2 Development of Business Solutions:</b> 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.</li> <li>• <b>PO3 Solving Research Problems:</b> Utilize Research Methodology and Project work to infer and interpret data in order to provide valid conclusions in business.</li> <li>• <b>PO4 Modern Business tools and Techniques:</b> explain, select, analyze and apply relevant management techniques, resources, modern business tools, models and practices for holistic development of the learner.</li> <li>• <b>PO5 The Manager, the businessman, the entrepreneur and the Society:</b> Apply contextual and skill-based knowledge to identify the micro and macro factors which affect an organization.</li> <li>• <b>PO6 Practical exposures:</b> identify and equip learners to face the modern day challenges in Commerce and business.</li> <li>• <b>PO7 Globalization and Ethics:</b> Design and apply value based curriculum committed to professional ethics and responsibilities, so as to render global citizens with a human touch</li> <li>• <b>PO8 Lifelong learning and Employability:</b> 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.</li> </ul>
<p><b>PROGRAMME SPECIFIC OUTCOMES (PSO) FOR BBA(Retail Operations Management)</b></p> <p><b>Students will be able to:</b></p> <p><b>PSO1</b> Develop &amp; evaluate Managerial Decisions to identify optimal solution in Retail Industry.</p> <p><b>PSO2</b> Demonstrate effective application capabilities of their conceptual understanding of the real retail business world.</p> <p><b>PSO3</b> Exhibit effective decision making skills,, employing analytical &amp; critical thinking ability.</p> <p><b>PSO4</b> Effective oral &amp; written communication skills in professional context.</p> <p><b>PSO5</b> Leadership &amp; networking skill while handling retail business situations.</p>

	COURSE OUTCOMES	BLOOM'S TAXONOMY LEVEL
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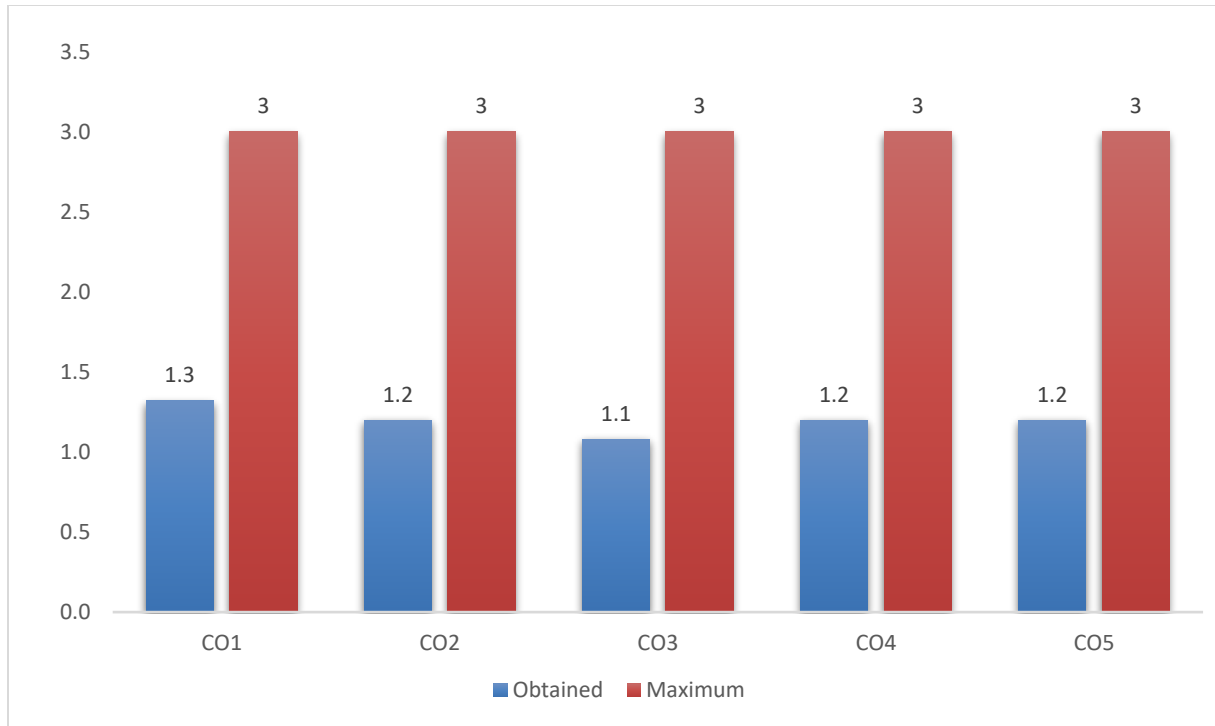
<b>CO1</b>	Identify and interpret the various principles and importance of management	describe
<b>CO2</b>	Explain and demonstrate the uses of planning and organizing	explain
<b>CO3</b>	Classify and combine the various techniques of control and coordination	compare
<b>CO4</b>	Identify the essence of motivation and direction	analyze
<b>CO5</b>	Interrelate and understand the essence of leadership and the importance of communication.	identify

H: Highly supportive

outcomes	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PS01	PS02	PS03	PS04
<b>C01</b>	H		H	S			S	S		S		H
<b>C02</b>	H		H	H			H	S		H		H
<b>C03</b>	H		H	H	H		H	S		H		H
<b>C04</b>	H		H	H	S		H	S		H		S
<b>C05</b>	H		H	H	S		S	H		H		H

co	mid exam 1		mid exam 2		group discussion		assignment		viva		Attendance		External Exam				
	pass %	Attainment level	pass %	Attainment level	pass %	Attainment level	pass %	Attainment level	pass %	Attainment level	pass %	Attainment level	co wise internal average	pass %	Attainment level	co wise external average	co wise total average
<b>CO1</b>	0.0	0.0			100.0	3.0	100.0	3.0	80.7	2.0	1.8	0.0	1.6	54.4	0.0	0.0	0.6
<b>CO2</b>	0.0	0.0			100.0	3.0			80.7	2.0	1.8	0.0	1.3	54.4	0.0	0.0	0.5
<b>CO3</b>	0.0	0.0	0.0	0.0	100.0	3.0			80.7	2.0	1.8	0.0	1.0	54.4	0.0	0.0	0.4
<b>CO4</b>			0.0	0.0	100.0	3.0			80.7	2.0	1.8	0.0	1.3	54.4	0.0	0.0	0.5
<b>CO5</b>			0.0	0.0	100.0	3.0			80.7	2.0	1.8	0.0	1.3	54.4	0.0	0.0	0.5

AVERAGE	AVERAGE
0	0.508



OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	H 0.64		H 0.64					
CO2	H 0.5		H 0.5	H 0.5			H 0.5	
CO3	H 0.4		H 0.4	H 0.4	H 0.4		H 0.4	
CO4	H 0.5		H 0.5	H 0.5			H 0.5	
CO5	H 0.5		H 0.5	H 0.5				H 0.5
AVERAGE OF COS FOR POS	0.508		0.508	0.475	0.4		0.466666667	0.5
AVERAGE OF POS	0.4816		0.4816	0.475	0.4		0.466667	0.5
AVERAGE	0.46747778							

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

**COURSE TITLE: BUSINESS ENGLISH – II**

**COURSE CODE: EA18201**

**CREDITS: 3**

**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.
- **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>	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**

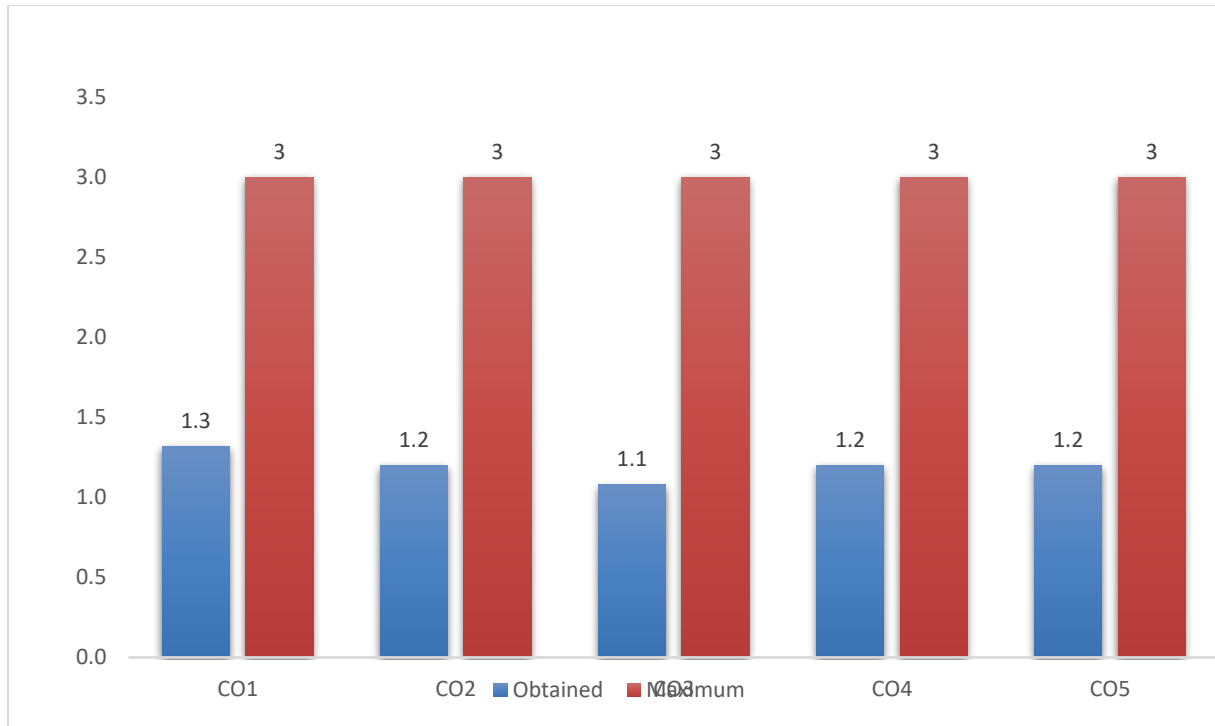
<b>Course outcomes</b>	<b>Programme Outcomes</b>								<b>Program Specific outcomes</b>			
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>	<b>PSO4</b>
1	H			S			H	H			H	
2	H			S			H	H			H	
3	H			S			H	H			H	
4	H			S			H	H			H	
5	H			S			H	H			H	

**H: Highly Supportive**

**S: Supportive**

co	mid exam 1		mid exam 2		group discussion		assignment		viva		Attendance		co wise internal average	External Exam			
	pas s%	Attain ment level	pas s%	Attain ment level	pas s%	Attain ment level	pas s%	Attain ment level	pas s%	Attain ment level	pas s%	Attain ment level		pas s%	Attain ment level	co wise external average	co wise total average
C01	0.0	0.0			68.4	1.0	71.9	1.0	63.2	0.0	0.0	0.0	0.4	31.6	0.0	0.0	0.2
C02	0.0	0.0			68.4	1.0			63.2	0.0	0.0	0.0	0.3	31.6	0.0	0.0	0.1
C03	0.0	0.0	1.8	0.0	68.4	1.0			63.2	0.0	0.0	0.0	0.2	31.6	0.0	0.0	0.1
C04			1.8	0.0	68.4	1.0			63.2	0.0	0.0	0.0	0.3	31.6	0.0	0.0	0.1
C05			1.8	0.0	68.4	1.0			63.2	0.0	0.0	0.0	0.3	31.6	0.0	0.0	0.1

AVERAGE	AVERAGE
0	0.108



OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	H 0.16		H 0.16					
CO2	H 0.1		H 0.1	H 0.1			H 0.1	
CO3	H 0.08		H 0.08	H 0.08	H 0.08		H 0.08	
CO4	H 0.1		H 0.1	H 0.1			H 0.1	
CO5	H 0.1		H 0.1	H 0.1				H 0.1
AVERAGE OF COS FOR POS	0.108		0.108	0.095	0.08		0.093333333	0.1
AVERAGE OF POS	0.0976		0.0976	0.095	0.08		0.0933333	0.1
AVERAGE	0.093922222							

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

**COURSE TITLE: Corporate governance and business ethics**  
**COURSE CODE:BBR22202**

**CREDITS: 5**

**DEPARTMENT: BBA ROM**

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

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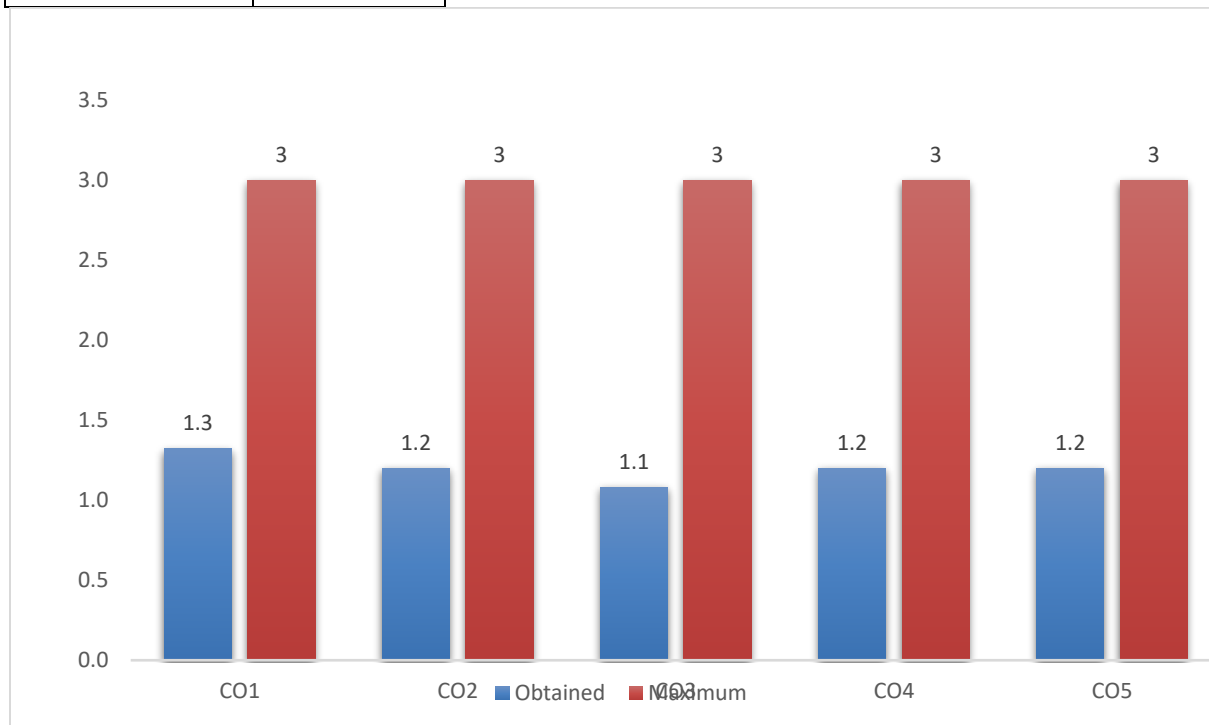
	<b>COURSE OUTCOMES</b>	<b>BLOOM'S TAXONOMY LEVEL</b>
<b>CO1</b>	Identify and explain the importance of values and ethics.	II (UNDERSTAND)
<b>CO2</b>	Analyze and interpret the various theories of ethical value system.	IV (ANALYZE)
<b>CO3</b>	Point out the relationship between law and ethics and understand the impact of law on the business.	IV (ANALYZE)
<b>CO4</b>	Explain the corporate governance codes, transparency and disclosure in the corporate.	V (EVALUATE)
<b>CO5</b>	Identify and point out the global issues of governance.	VI (CREATE)

outcomes	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PS01	PS02	PS03	PS04
C01	H		H	S			S	S		S		H
C02	H		H	H			H	S		H		H
C03	H		H	H	H		H	S		H		H
C04	H		H	H	S		H	S		H		S
C05	H		H	H	S		S	H		H		H

H: Highly Supportive  
S: Supportive

co	mid exam 1		mid exam 2		group discussion		assignment		viva		Attendance		External Exam				
	pass %	Attainment level	pass %	Attainment level	pass %	Attainment level	pass %	Attainment level	pass %	Attainment level	pass %	Attainment level	co wise internal average	pass %	Attainment level	co wise external average	co wise total average
<b>CO1</b>	0.0	0.0			100.0	3.0	84.2	2.0	80.7	2.0	0.0	0.0	1.4	8.8	0.0	0.0	0.6
<b>CO2</b>	0.0	0.0			100.0	3.0			80.7	2.0	0.0	0.0	1.3	8.8	0.0	0.0	0.5
<b>CO3</b>	0.0	0.0	1.8	0.0	100.0	3.0			80.7	2.0	0.0	0.0	1.0	8.8	0.0	0.0	0.4
<b>CO4</b>			1.8	0.0	100.0	3.0			80.7	2.0	0.0	0.0	1.3	8.8	0.0	0.0	0.5
<b>CO5</b>			1.8	0.0	100.0	3.0			80.7	2.0	0.0	0.0	1.3	8.8	0.0	0.0	0.5

AVERAGE	AVERAGE
0	0.492



OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	H 1.32		H 1.32					
CO2	H 1.2		H 1.2	H 1.2			H 1.2	
CO3	H 1.08		H 1.08	H 1.08	H 1.08		H 1.08	
CO4	H 1.2		H 1.2	H 1.2			H 1.2	
CO5	H 1.2		H 1.2	H 1.2				H 1.2
AVERAGE OF COS FOR POS	1.2		1.2	1.17	1.08		1.16	1.2
AVERAGE OF POS	1.176		1.176	1.17	1.08		1.16	1.2
AVERAGE	1.160333333							

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

**COURSE TITLE: VALUE EDUCATION AND PERSONALITY DEVELOPMENT**

**COURSE CODE: VE18201**

**CREDITS: 2**

**DEPARTMENT: BBA ROM**

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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.

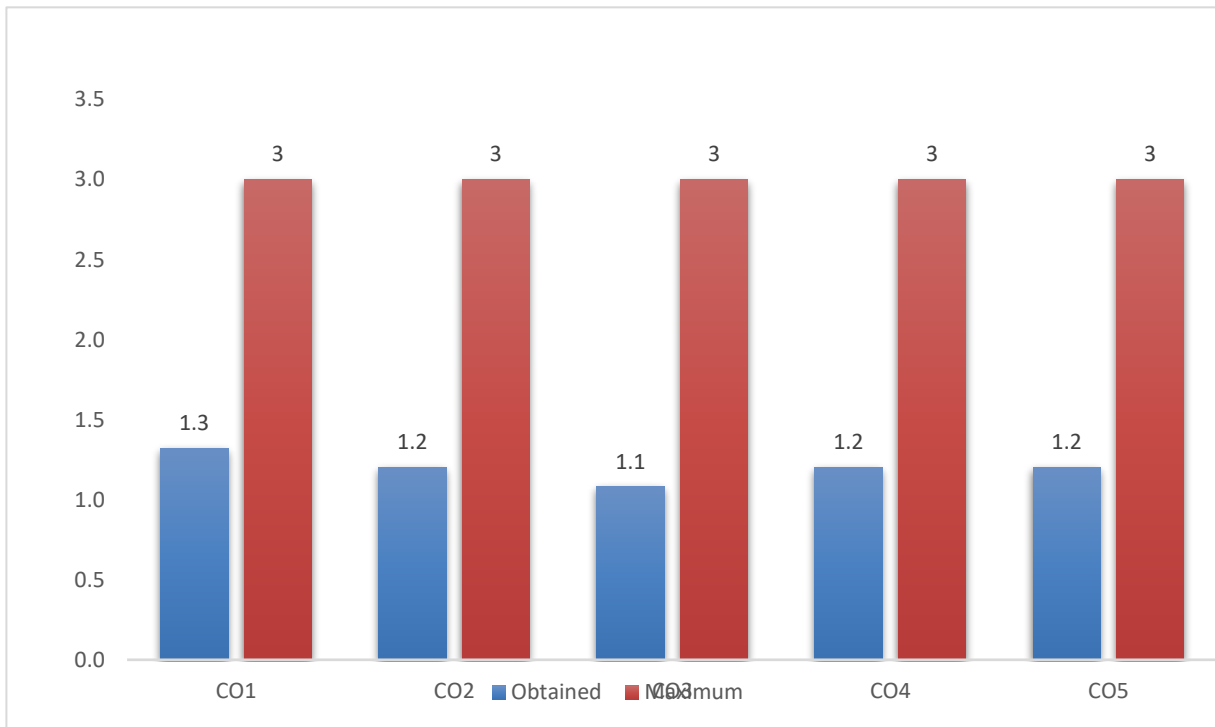
**PSO4** Effective oral & written communication skills in professional context.

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



<b>C O 1</b>	0.0	0.0			10 0.0 0	3.0	10 0.0 0	3.0	1 0 0.0 0	3.0	0.0	0.0	1.8	6 6 .7	1.0	1.0	1. 3
<b>C O 2</b>	0.0	0.0			10 0.0 0	3.0			1 0 0.0 0	3.0	0.0	0.0	1.5	6 6 .7	1.0	1.0	1. 2
<b>C O 3</b>	0.0	0.0	0.0	0.0	10 0.0 0	3.0			1 0 0.0 0	3.0	0.0	0.0	1.2	6 6 .7	1.0	1.0	1. 1
<b>C O 4</b>			0.0	0.0	10 0.0 0	3.0			1 0 0.0 0	3.0	0.0	0.0	1.5	6 6 .7	1.0	1.0	1. 2
<b>C O 5</b>			0.0	0.0	10 0.0 0	3.0			1 0 0.0 0	3.0	0.0	0.0	1.5	6 6 .7	1.0	1.0	1. 2

AVERAGE	AVERAGE
1	1.2



OUTCOME	PO1		PO2	PO3		PO4		PO5
CO1	H	1.32		H	1.32			
CO2	H	1.2		H	1.2	H	1.2	
CO3	H	1.08		H	1.08	H	1.08	H
CO4	H	1.2		H	1.2	H	1.2	
CO5	H	1.2		H	1.2	H	1.2	
AVERAGE OF COS FOR POS	1.2			1.2		1.17		1.08
AVERAGE OF POS	1.176			1.176		1.17		
AVERAGE		1.160333333						

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

**COURSE TITLE: RM**  
**COURSE CODE: BBR23401**  
**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.
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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.

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

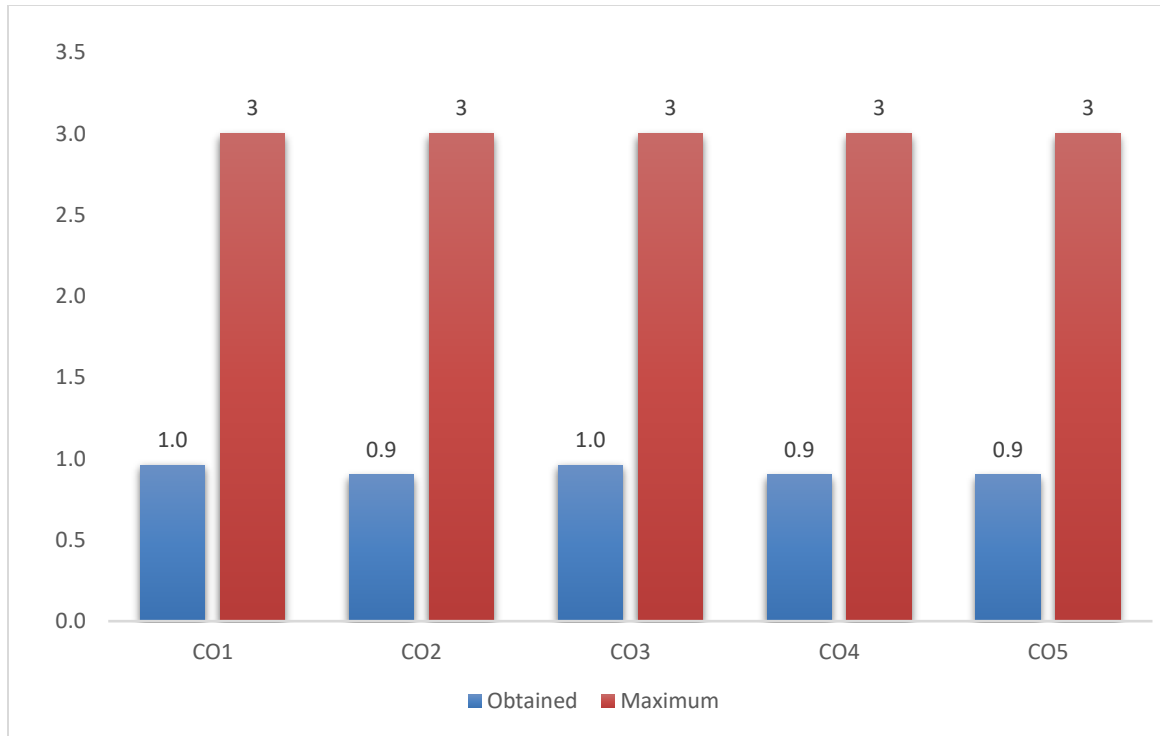
thinking ability.

**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>	Understand and interpret the basic meaning of research, to define the research problem at hand and construct the procedure for undertaking research	describe
<b>CO2</b>	Formulate hypothesis and develop an appropriate research design.	explain
<b>CO3</b>	Classify the different sources of data and analyze the various methods of data collection.	compare
<b>CO4</b>	Develop the most appropriate sample size and design as well as determination of sampling and non sampling errors.	analyze
<b>CO5</b>	Classify the various types of attitude measurement scales and applies the principles and format of report writing and presentation.	identify

co	mid exam 1		mid exam 2		group discussion		assignment		viva		Attendance		co wise internal average	External Exam			co wise total average
	pas s%	Attainment level	pas s%	Attainment level	pas s%	Attainment level	pas s%	Attainment level	pas s%	Attainment level	pas s%	Attainment level		pas s%	Attainment level	co wise external average	
<b>CO 1</b>	100.0	3.0			100.0	3.0	96.4	3.0	96.4	3.0	32.7	0.0	2.4	38.2	0.0	0.0	1.0
<b>CO 2</b>	100.0	3.0			100.0	3.0			96.4	3.0	32.7	0.0	2.3	38.2	0.0	0.0	0.9
<b>CO 3</b>	100.0	3.0	96.4	3.0	100.0	3.0			96.4	3.0	32.7	0.0	2.4	38.2	0.0	0.0	1.0
<b>CO 4</b>			96.4	3.0	100.0	3.0			96.4	3.0	32.7	0.0	2.3	38.2	0.0	0.0	0.9
<b>CO 5</b>			96.4	3.0	100.0	3.0			96.4	3.0	32.7	0.0	2.3	38.2	0.0	0.0	0.9
<b>AVERAGE</b>				<b>AVERAGE</b>													
0				0.924													



OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	H 0.96		H 0.96					
CO2	H 0.9		H 0.9	H 0.9			H 0.9	
CO3	H 0.96		H 0.96	H 0.96	H 0.96		H 0.96	
CO4	H 0.9		H 0.9	H 0.9			H 0.9	
CO5	H 0.9		H 0.9	H 0.9				H 0.9
AVERAGE OF COS FOR POS	0.924		0.924	0.915	0.96		0.92	0.9
AVERAGE OF POS	0.9168		0.9168	0.915	0.96		0.92	0.9
AVERAGE	0.921433333							

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

**COURSE TITLE: CORPORATE AND BUSINESS LAW**

**COURSE CODE: BBR23402**

**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.

**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.

**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 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:**

**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.

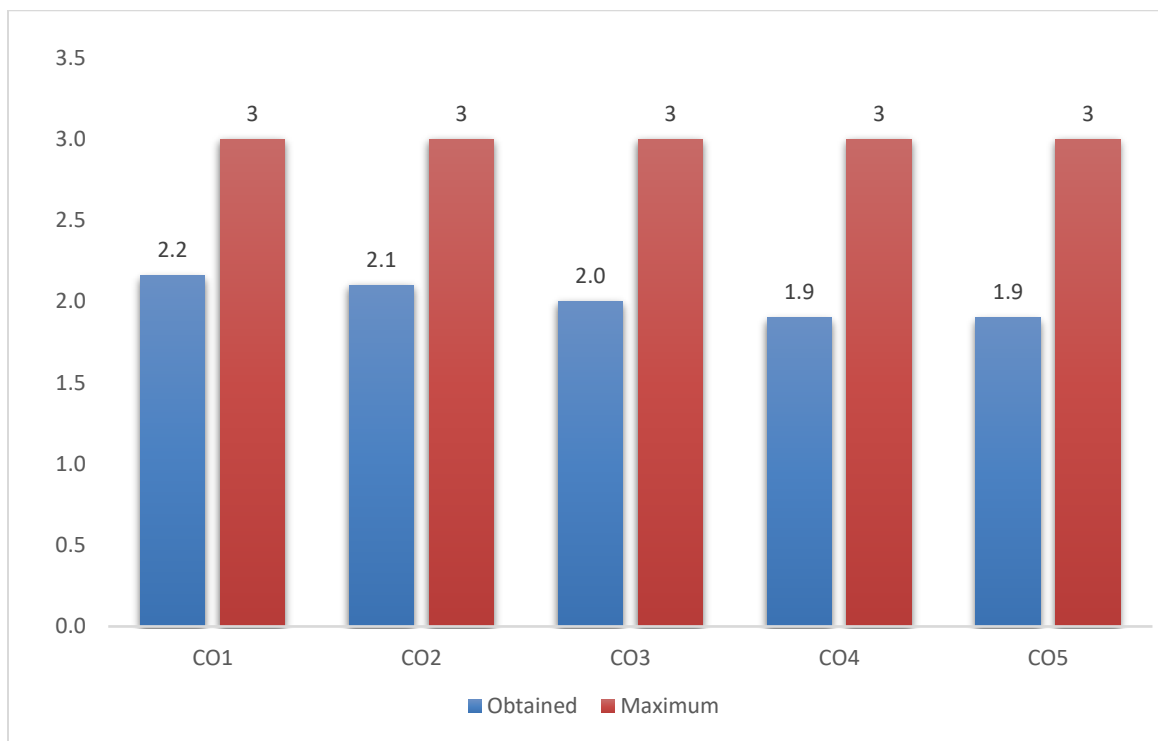
**PSO5** Leadership & networking skill while handling retail business situations.

	<b>COURSE OUTCOMES</b>	<b>BLOOM'S TAXONOMY LEVEL</b>
<b>CO1</b>	Demonstrate an understanding of the legal environment of the business	VI (CREATE)
<b>CO2</b>	. Explains legality of object and consideration, discharge of a contract and remedies available.	IV (ANALYZE)
<b>CO3</b>	Identify the recognition of transactions involving the sales of goods act.	III (APPLY)
<b>CO4</b>	Dramatize the application of consumer protection act	III (APPLY)
<b>CO5</b>	To recognize intellectual property rights and introduction to IT act 2000 and right to information act	III (APPLY)

co	mid exam 1		mid exam 2		group discussion		assignment		viva		Attendance		co wise internal average	External Exam			co wise total average
	pas s%	Attain ment level	pas s%	Attain ment level	pas s%	Attain ment level	pas s%	Attain ment level	pas s%	Attain ment level	pas s%	Attain ment level		pas s%	Attain ment level	co wise external average	
<b>CO1</b>	85.5	3.0			100.0	3.0	100.0	3.0	100.0	3.0	20.0	0.0	2.4	81.8	2.0	2.0	2.2
<b>CO2</b>	85.5	3.0			100.0	3.0			100.0	3.0	20.0	0.0	2.3	81.8	2.0	2.0	2.1

2																	
C	85.5	3.0	69.1	1.0	100.0	3.0			10.0	3.0	20.0	0.0	2.0	81.8	2.0	2.0	2.0
3			69.1	1.0	100.0	3.0			10.0	3.0	20.0	0.0	1.8	81.8	2.0	2.0	1.9
C			69.1	1.0	100.0	3.0			10.0	3.0	20.0	0.0	1.8	81.8	2.0	2.0	1.9
4			69.1	1.0	100.0	3.0			10.0	3.0	20.0	0.0	1.8	81.8	2.0	2.0	1.9
C			69.1	1.0	100.0	3.0			10.0	3.0	20.0	0.0	1.8	81.8	2.0	2.0	1.9
5			69.1	1.0	100.0	3.0			10.0	3.0	20.0	0.0	1.8	81.8	2.0	2.0	1.9

AVERAGE	AVERAGE
2	2.012



OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	H 2.16		H 2.16					
CO2	H 2.1		H 2.1	H 2.1			H 2.1	
CO3	H 2		H 2	H 2	H 2		H 2	
CO4	H 1.9		H 1.9	H 1.9			H 1.9	
CO5	H 1.9		H 1.9	H 1.9				H 1.9
AVERAGE OF COS FOR POS	2.012		2.012	1.975	2		2	1.9

<b>AVERAGE OF POS</b>	1.9824		1.9824	1.975	2		2	1.9
<b>AVERAGE</b>	1.9733							

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

<p><b>COURSE TITLE: FUNDAMENTALS OF BUSINESS STATISTICS</b></p> <p><b>COURSE CODE: BBR23405</b></p> <p><b>CREDITS: 4</b></p>
<p><b>DEPARTMENT: BBA ROM</b></p>
<p><b>PROGRAMME OUTCOMES – (B.COM/ BBA)</b></p> <ul style="list-style-type: none"> <li>•</li> <li>• <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.</li> <li>• <b>PO2 Development of Business Solutions:</b> 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.</li> <li>• <b>PO3 Solving Research Problems:</b> Utilize Research Methodology and Project work to infer and interpret data in order to provide valid conclusions in business.</li> <li>• <b>PO4 Modern Business tools and Techniques:</b> explain, select, analyze and apply relevant management techniques, resources, modern business tools, models and practices for holistic development of the learner.</li> <li>• <b>PO5 The Manager, the businessman, the entrepreneur and the Society:</b> Apply contextual and skill-based knowledge to identify the micro and macro factors which affect an organization.</li> <li>• <b>PO6 Practical exposures:</b> identify and equip learners to face the modern day challenges in Commerce and business.</li> <li>• <b>PO7 Globalization and Ethics:</b> Design and apply value based curriculum committed to professional ethics and responsibilities, so as to render global citizens with a human touch</li> <li>• <b>PO8 Life long learning and Employability:</b> 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.</li> </ul>
<p><b>PROGRAMME SPECIFIC OUTCOMES (PSO) FOR BBA(Retail Operations Management)</b></p> <p><b>Students will be able to:</b></p>

**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.

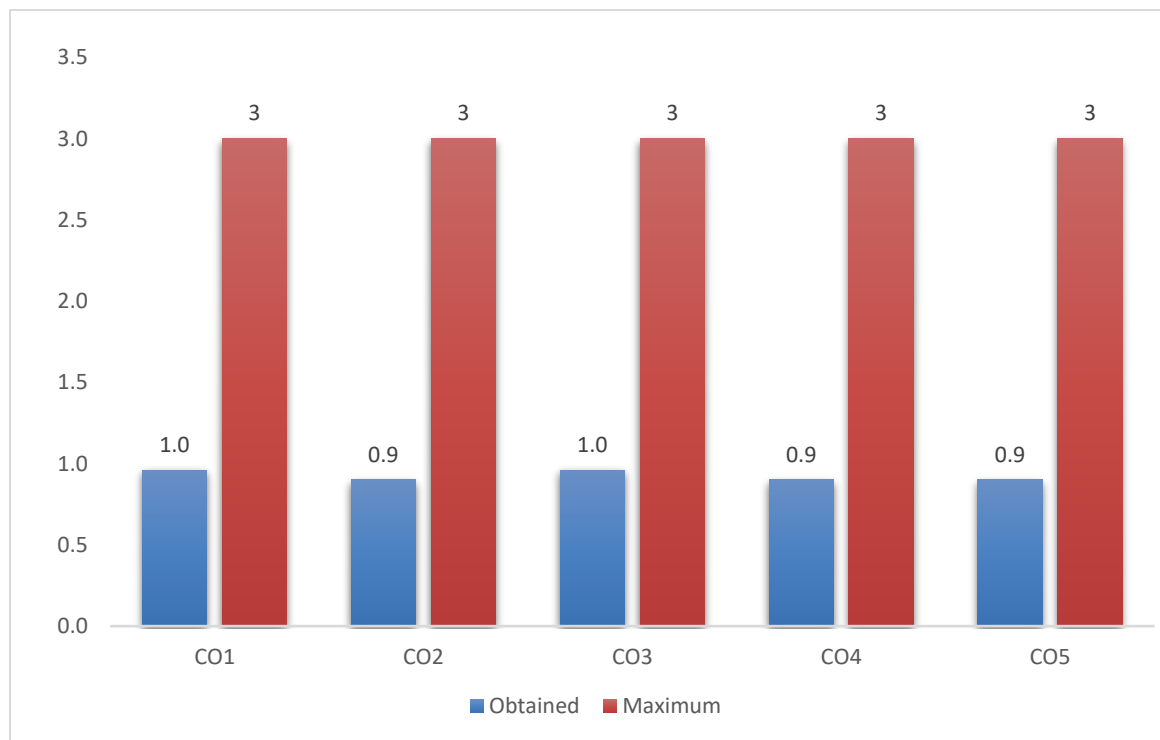
**PSO5** Leadership & networking skill while handling retail business situations.

	<b>COURSE OUTCOMES</b>	<b>BLOOM'S TAXONOMY LEVEL</b>
<b>CO1</b>	Organize, manage and present data. Can represent the statistical data in diagrammatic and graphical form	II (UNDERSTAND)
<b>CO2</b>	Calculate measures of central tendency.	IV (ANALYZE)
<b>CO3</b>	Analyze the data using measures of dispersion.	IV (ANALYZE)
<b>CO4</b>	Evaluate the nature for the statistical data using skewness and moments.	V (EVALUATE)
<b>CO5</b>	Determine the relation between any two factors using the concepts of correlation and regression analysis	VI (CREATE)

co	mid exam 1		mid exam 2		group discussion		assignment		viva		Attendance		co wise internal average	External Exam			
	pas %	Attainment level	pas %	Attainment level	pas %	Attainment level	pas %	Attainment level	pas %	Attainment level	pas %	Attainment level		pas %	Attainment level	co wise external average	co wise total average
<b>CO1</b>	89.1	3.0			100.0	3.0	100.0	3.0	100.0	3.0	18.2	0.0	2.4	58.2	0.0	0.0	1.0
<b>CO2</b>	89.1	3.0			100.0	3.0			100.0	3.0	18.2	0.0	2.3	58.2	0.0	0.0	0.9
<b>CO3</b>	89.1	3.0	98.2	3.0	100.0	3.0			100.0	3.0	18.2	0.0	2.4	58.2	0.0	0.0	1.0
<b>C</b>			98.	3.0	100	3.0			10	3.0	18.	0.0	2.3	58.	0.0	0.0	0.9

O 4		2		.0			0.0		2			2				
C O 5		98. 2	3.0	100 .0	3.0			10 0.0	3.0	18. 2	0.0	2.3	58. 2	0.0	0.0	0.9

AVERAGE	AVERAGE
0	0.924



OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	H 0.96		H 0.96					
CO2	H 0.9		H 0.9	H 0.9			H 0.9	
CO3	H 0.96		H 0.96	H 0.96	H 0.96		H 0.96	
CO4	H 0.9		H 0.9	H 0.9			H 0.9	
CO5	H 0.9		H 0.9	H 0.9				H 0.9
AVERAGE OF COS FOR POS	0.924		0.924	0.915	0.96		0.92	0.9

<b>AVERAGE OF POS</b>	0.9168		0.9168	0.915	0.96		0.92	0.9
<b>AVERAGE</b>	0.921433333							

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

<p><b>COURSE TITLE: ENVIRONMENTALSTUDIES &amp; GENDERSENSITIZATION</b></p> <p><b>COURSE CODE: ES23401</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> <p><b>PO2 Development of Business Solutions:</b> Identify, formulate anddevelop 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.</p> <p><b>PO3 Solving Research Problems and initiating Practical knowledge:</b> 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.</p> <p><b>PO4 Modern Business tools and Techniques:</b> explain, select, analyze and apply relevant management techniques, resources, modern business tools, models and practices for holistic development of the learner.</p> <p><b>PO5 The Manager, the businessman, the entrepreneur and the Society:</b> Apply contextual and skill-based knowledge to identify the micro and macro factors which affect an organization.</p> <p><b>PO6 Environment and Sustainability:</b> Identify, analyze and equip learners to understand the need for creating business solutions for environmental and sustainable development.</p> <p><b>PO7 Globalization and Ethics:</b> Design and apply value based curriculum committed to professional ethics and responsibilities, so as to render global citizens with a human touch.</p> <p><b>PO8 Life long learning and Employability:</b> 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.</p>
<p><b>PROGRAMME SPECIFIC OUTCOMES (PSO) FOR BBA(Retail Operations Management)</b></p>

**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.

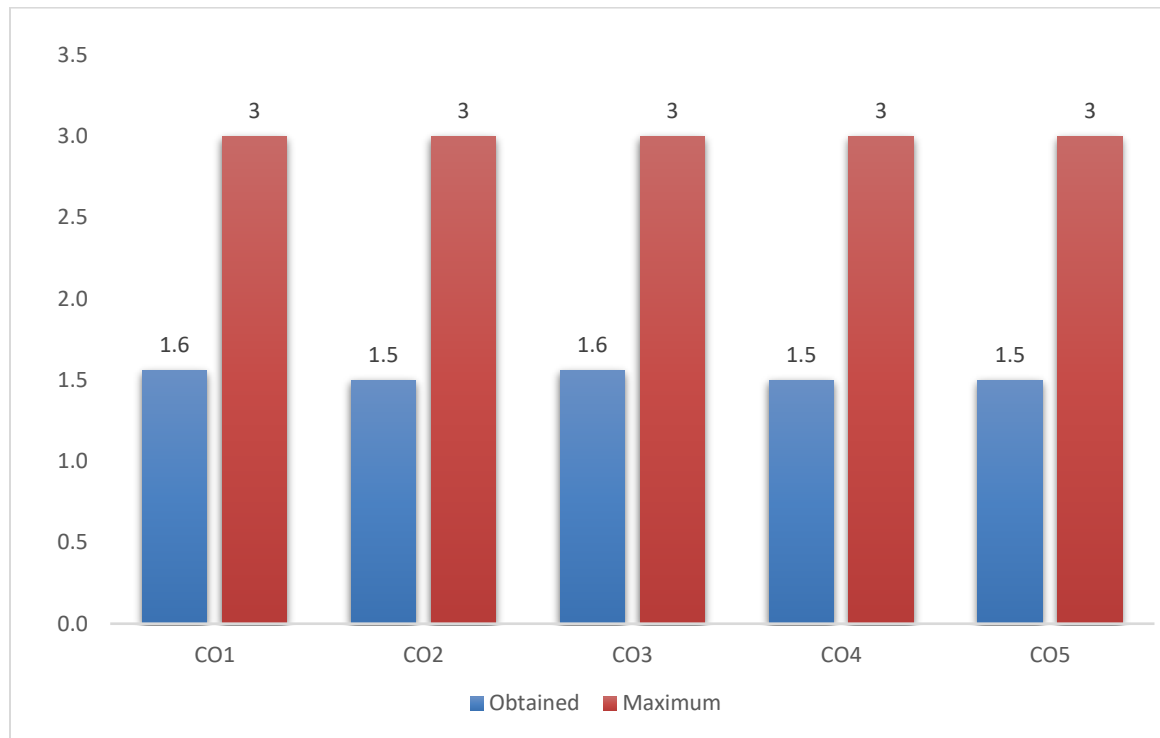
**PSO5** Leadership & networking skill while handling retail business situations.

	<b>COURSE OUTCOMES</b>	<b>BLOOM'S TAXONOMY LEVEL</b>
<b>CO1</b>	Understand the important of environmental education conservation of natural resources & understand the important of ecosystems and biodiversity.	II (UNDERSTAND)
<b>CO2</b>	Understand the pollution problems and apply the environmental science knowledge on solid waste management disaster management.	IV (ANALYZE)
<b>CO3</b>	Apply the environmental science knowledge to improve the resource evaluate and understand the sustainable environmental conditions and control methods.	IV (ANALYZE)
<b>CO4</b>	Identify the interaction and inter sections of identities (e.g. gender, race, ethnicity class, sexually, and so on) and assess the ways in which they contribute to instance of privilege and power dynamics across cultures, space and time. And their problems .	V (EVALUATE)
<b>CO5</b>	Understand the gender problems and ways of addressing them including interactions across local to global scales in communities and overcome inequalities with legislation.	VI (CREATE)

co	mid exam 1		mid exam 2		group discussion		assignment		viva		Attendance		co wise internal average	External Exam			co wise total average
	pas s%	Attainment level	pas s%	Attainment level	pas s%	Attainment level	pas s%	Attainment level	pas s%	Attainment level	pas s%	Attainment level		pas s%	Attainment level	co wise external average	
<b>CO1</b>	98.2	3.0			100.0	3.0	100.0	3.0	100.0	3.0	18.2	0.0	2.4	67.3	1.0	1.0	1.6
<b>CO2</b>	98.2	3.0			100.0	3.0			100.0	3.0	18.2	0.0	2.3	67.3	1.0	1.0	1.5
<b>CO3</b>	98.2	3.0	98.2	3.0	100.0	3.0			100.0	3.0	18.2	0.0	2.4	67.3	1.0	1.0	1.6
<b>CO</b>			98.2	3.0	100.0	3.0			100.0	3.0	18.2	0.0	2.3	67.3	1.0	1.0	1.5

4																
COS		98.2	3.0	100.0	3.0			100.0	3.0	18.2	0.0	2.3	67.3	1.0	1.0	1.5

AVERAGE	AVERAGE
1	1.524



OUTCOME	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	H 1.56		H 1.56					
CO2	H 1.5		H 1.5	H 1.5			H 1.5	
CO3	H 1.56		H 1.56	H 1.56	H 1.56		H 1.56	
CO4	H 1.5		H 1.5	H 1.5			H 1.5	
CO5	H 1.5		H 1.5	H 1.5				H 1.5
AVERAGE OF COS FOR POS	1.524		1.524	1.515	1.56		1.52	1.5
AVERAGE OF POS	1.5168		1.5168	1.515	1.56		1.52	1.5
AVERAGE	1.521433333							

**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.

**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)**

**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>
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

**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):**

**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 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)**

**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>
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