

## SEMESTER I

subject: **Basic Computer Skills**

Course Code: BSC-1-CS-22T

<b>Course Outcomes:</b>	<b>Cognitive levels:</b>
<b>CO1:</b> Produce a business document by utilizing word processing tools & Model for business decision making using spreadsheet.	<b>BL3</b>
<b>CO 2:</b> Create presentations utilizing presentation software and usage of internet with ease.	<b>BL4</b>

subject: **Fundamentals of Business Economics**

Course Code: FBE-1-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Levels</b>
CO 1: To understand and recognize the basic concepts of Economics and its importance with other disciplines.	<b>BL3</b>
CO 2: To Determine various Measures of demand and Supply with determinants.	<b>BL3</b>
CO 3: To Demonstrate the various Production functions and various costs with respect to scale for estimation cost of production involved.	<b>BL4</b>
CO 4: To Apply various Pricing strategies for analysing Production.	<b>BL4</b>
CO 5: To Differentiate between various types of markets and prices determined under those markets.	<b>BL4</b>

Subject: **PRINCIPLES OF MANAGEMENT & ORGANISATION BEHAVIOUR** Course Code : **PMB-1-BM-22T**

<b>Course Outcomes:</b>	<b>Cognitive Level:</b>
CO 1: To summarize the concept of management, functions of management and evolution of management theory	<b>BL3</b>
CO 2: To recognize the importance of planning and organizing	<b>BL3</b>
CO 3: To discuss factors of staffing, principles of directing and understand control and concept of coordination and controlling	<b>BL4</b>
CO 4: To understand the importance of Organisation Behavior and individual behavior in organizations.	<b>BL4</b>
CO 5: To analyze the group behavior and use the knowledge for the success of the organization	<b>BL4</b>

Subject : **FINANCIAL ACCOUNTING FOR BUSINESS (T+P)** Course Code: FAB-1-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Levels:</b>
CO1: To recognize the mechanics of Systematic recording of books of accounts. .	<b>BL3</b>
CO2: To review the concept of Recording the Transactions of Accounting.	<b>BL3</b>
CO3: To prepare subsidiary books and BRS.	<b>BL4</b>
CO4: To illustrate the basic skills in developing the financial Statements and to apply the tools of Tally for preparation of accounts using computers	<b>BL4</b>
CO5: To illustrate the basic skills in developing the financial Statements & to apply Deprecation techniques	<b>BL4</b>

Subject : **Entrepreneurship Theory** Course Code : **ET-1-BM-22T**

<b>Course Outcomes:</b>	<b>Cognitive Levels:</b>
CO1: To elaborate the Qualities and functions of an Entrepreneur.	<b>BL3</b>
CO2: To explain theories related to entrepreneurship .	<b>BL3</b>
CO3: To identify various entrepreneurial competencies and apply at different stages of development of enterprises .	<b>BL4</b>
CO4: To explain the process of goal setting and risk involved	<b>BL4</b>
CO5: To Apply the knowledge of entrepreneurship theories solving business situations	<b>BL4</b>

## SEMESTER II

Subject : **Environmental Science** Course Code: EVS-2-EN-22T

<b>Course Outcomes:</b>	<b>Cognitive Levels:</b>
CO 1: Explain the key concepts and methods from ecological and physical sciences and apply them in solving environmental problems.	<b>BL3</b>
CO 2: Critically examine all the aspects of environmental studies such as environmental pollution health issues, legislation and create informed opinions about how to interact with the environment personally and societally.	<b>BL4</b>

Subject: **FUNDAMENTALS OF BUSINESS STATISTICS Using SPSS** Course Code : **FBS-2-BM-22T**

<b>Course Outcomes:</b>	<b>Cognitive level:</b>
CO1: To understand fundamentals of statistics, methods of data collection and types of data representation and to introduce SPSS.	<b>BL3</b>
CO2: To apply various measures of central tendency (averages) and analyze the data using SPSS.	<b>BL3</b>
CO3: To apply various measures of dispersion and analyze the data using SPSS.	<b>BL4</b>
CO4: To measure the lack of symmetry using various types of skewness and measure the skewness using SPSS	<b>BL4</b>
CO5: To measure the relationship between two variables using Correlation and Regression Analyses and to measure the relationship using SPSS	<b>BL4</b>

Subject: **MARKETING MANAGEMENT**

Course Code : **MM-2-BM-22T**

<b>Course Outcomes:</b>	<b>Cognitive Level:</b>
CO1: To understand the principles of marketing, outlined in marketing environmental study.	<b>BL3</b>
CO2: To understand the importance of buyer behavior, market segmentation, Targeting & Positioning	<b>BL3</b>
CO3: To illustrate the product, production life cycle & pricing for developing marketing skills .	<b>BL4</b>
CO4: To analyze the promotion and physical distribution systems to plan for promotional activities	<b>BL4</b>
CO5: To understand the Consumer Behavior, characteristics and factors influencing on buying behaviour	<b>BL4</b>

Subject: **HUMAN RESOURCE MANAGEMENT**

Course Code: **HRM-2-BM-22T**

<b>Course Outcomes:</b>	<b>Cognitive level:</b>
CO1: To summarise the concepts of human resource Management	<b>BL3</b>
CO2: To understand the process of acquiring human resources	<b>BL3</b>
CO3: To analyse the Human resource development process	<b>BL4</b>
CO4: To apply the techniques of evaluating and examine the factors affecting wage and salary administration	<b>BL4</b>
CO5: To examine contemporary challenges and stages of HR Analytics and international HRM	<b>BL4</b>

Subject: **ENTREPRENEURSHIP DEVELOPMENT**

Course Code : **ED-2-BM-22T**

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO1: To recognize the need for the growth and factors contributing to the sustenance of an enterprise	<b>BL3</b>
CO2: To Analyse a project with respect to Finance, Economic, market and Technical wise	<b>BL3</b>
CO3: To recognize the importance of risk and goal setting	<b>BL4</b>
CO4: To explain the institutional setup for supporting entrepreneurship at national and state level	<b>BL4</b>
CO5: To apply the techniques of Idea generation in assessing the opportunities	<b>BL4</b>

### SEMESTER-III

Subject: Leadership and Management Skills

Course Code: LMS-3-BM-22T

<b>Course Outcomes:</b> After the successful completion of this Course the students will be able to:	<b>Cognitive Level</b>
<b>CO1:</b> Examine various leadership models, assess their skills, strengths and abilities, create their leadership vision, demonstrate a set of practical skills such as time management, self-management, handling conflicts, team leadership, etc. and create and maintain an effective and motivated team to work for the society and develop business plans.	<b>BL3</b>
<b>CO2:</b> To inculcate emotional and social intelligence and integrative thinking for effective leadership and apply the design thinking approach for leadership. Also to Inculcate ethics and moral values for developing a balanced personality and apply ethical principles in professional and social contexts.	<b>BL4</b>

Subject : Operations Management

Course Code : OM-3-BM-22T

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To analyze the factors that are critical for selecting the location to set up a plant with required process technologies	<b>BL3</b>
CO2: To understand work-study and effective way of doing the work and explain the Plant Layout design and its Maintenance	<b>BL3</b>
CO3: To understand materials management and effectively manage the stores	<b>BL4</b>
CO4: To apply selective control techniques in inventory management and control	<b>BL4</b>
CO5: To apply the Quality control tools and techniques in assessing the quality.	<b>BL4</b>

Subject: Creativity and Innovation

Course Code : CI-3-BM-22T

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To apply tools & techniques of idea generation	<b>BL3</b>
CO2: To describe the process of creativity	<b>BL3</b>
CO3: To describe the process of Innovation	<b>BL4</b>
CO4: To apply various methods of moving innovation into market	<b>BL4</b>
CO5: To differentiate various types of Intellectual properties	<b>BL4</b>

Subject : Management Accounting

Course Code : **MA-3-BM-22T**

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive levels:</b>
CO1: To Discuss the Concept of Management Accounting .	<b>BL3</b>
CO2: To Analyse the Financial Statement using Comparative and Common size Statement.	<b>BL3</b>
CO3: To Apply the Ratios for better understanding of the financial Statements.	<b>BL4</b>
CO4: To Analyse the financial Statements using Funds Flow Statements in Business.	<b>BL4</b>
CO5: To Analyse the financial Statements using Cash Flow Statements in Business.	<b>BL4</b>

Subject : Elements of Business laws

Course Code : **EBL-3-BM-22T**

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To Understand the terminologies of law with special reference to Business	<b>BL3</b>
CO2: To Understand the concept of discharge a contract and the consequences of Breach of Contract	<b>BL3</b>
CO3: To Identify and apply the fundamental legal principles behind contract of sale of goods	<b>BL4</b>
CO4: To understand the application of laws relating to Companies act	<b>BL4</b>
CO5: To Understand the consumer rights under Consumer Protection Act 1982 and Intellectual Property Rights	<b>BL4</b>

Subject : Business Environment

Course Code : **BE-3-BM-22T**

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To understand the concepts and significance of Business Environment.	<b>BL3</b>
CO2: To Assess the impact of various Economic policies on economic reforms and business environment .	<b>BL3</b>
CO3: To understand the impact of technological, political and legal factors on Business Environment	<b>BL4</b>
CO4: To analyze the Business environment of select Industries.	<b>BL4</b>
CO5: To illustrate the importance of ethical practices and changing role of Government in business.	<b>BL4</b>

## SEMESTER-IV

Subject : Research Methodology for managers      Course Code : **RMM-4-BM-22T**

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive levels:</b>
CO1: To select and define research problems.	<b>BL3</b>
CO2: To identify the design for a selected problem.	<b>BL3</b>
CO3: To understand concepts and techniques of sampling and measuring scales	<b>BL4</b>
CO4: To apply the concepts of various data collection tools and methods for data preparation.	<b>BL4</b>
CO5: To discuss the requisites and mechanics of writing a research report with appropriate structuring along with research ethics.	<b>BL4</b>

Subject : **Fundamentals of Financial Management**      Course Code : **FFM-4-BM-22T**

<b>Course Outcomes:</b>	<b>Cognitive Levels:</b>
CO1: To equip with Fundamental of Financial Management and Time value of Money.	<b>BL3</b>
CO2: To gain Knowledge of Capital Budgeting decisions and techniques for evaluating capital budgeting alternatives.	<b>BL3</b>
CO3: To acquaint with Capital Structure Theories and their Applications.	<b>BL4</b>
CO4: To acquire Knowledge of cost of capital, importance of cost of capital and calculation of cost of capital.	<b>BL4</b>
CO5: To analyze the dividend decisions, major forms of dividends theories related to dividend decisions.	<b>BL4</b>

Subject: Women Entrepreneurship      Course Code : **WE-4-BM-22T**

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To list out the challenges of Women entrepreneurs.	<b>BL3</b>
CO2: To differentiate between men entrepreneurship and women.	<b>BL3</b>
CO3: To detail on Special Bank Schemes Promoting Women's Entrepreneurship in India.	<b>BL4</b>
CO4: To detail on Institutional Supporting for Women Entrepreneurship in India.	<b>BL4</b>
CO5: To elucidate the factors contributing to the success of the Indian women entrepreneurs.	<b>BL4</b>

Subject : Operations Research

Course Code : **OR-4-BM-22T**

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To acquaint students with concept of operations research and its applications	<b>BL3</b>
CO2: To apply linear programming problem in decision making.	<b>BL3</b>
CO3: To recognize the use of transportation problem to make Business decisions.	<b>BL4</b>
CO4: To understand the application of assignment and queuing theory for making business decisions.	<b>BL4</b>
CO5: To apply Networking concept in making decisions related to projects Management	<b>BL4</b>

### **SEMESTER V**

Subject : **Event Management**

Course Code: EM-5-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO1: To acquire an understanding of the role, purpose, knowledge and competencies required to plan and conduct events.	<b>BL2</b>
CO 2: To apply the theory and skills necessary to professionally plan, organize and run a business event by analyzing the various measures which an event organizer should follow for successful conduct of events.	<b>BL3</b>

Subject : **Cost Accounting**

Course Code: CA-5-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To define the Concept of Cost Accounting	<b>BL2</b>
CO 2: To recognize the Elements of Cost Accounting	<b>BL1</b>
CO 3: To identify with the different costing methods used in business	<b>BL2</b>
CO 4: To discuss the Concept of Standard Costing and analyze the variances	<b>BL2</b>
CO 5: To apply Marginal Costing concepts for Business Decisions	<b>BL3</b>



**Subject :** Advertising and sales promotion      **Course Code:** ASP-5-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO1: To understand the concepts, objectives and functions of Advertisement	<b>BL2</b>
CO 2: To create advertising message using various advertising appeals and elements of advertising used by the marketers for promoting their brands in the market.	<b>BL2</b>
CO3: To identify the major media planning, Decisions, choice and scheduling	<b>BL2</b>
CO 4: To summarize the theories, models and approaches of selling	<b>BL4</b>
CO 5: To understand the fundamental concepts of sales promotion	<b>BL4</b>

**Subject :** Distribution and supply chain Management      **Course Code:** DSM-5-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO1: To evaluate the Distribution functions as integral part of marketing functions in a business firm.	<b>BL5</b>
CO 2: To assess the role Marketing Channels in Supply Chain Management.	<b>BL4</b>
CO 3: To explain the basic elements of supply chain management.	<b>BL2</b>
CO 4: To analyse Demand & Supply Management for SCM	<b>BL4</b>
CO 5: To describe the recent trends in SCM.	<b>BL2</b>

**Subject :** Marketing of services      **Course Code:** MOS-5-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1:To understand the basic knowledge on Marketing of services	<b>BL2</b>
CO 2:To analyse service mix in different service industries	<b>BL4</b>
CO 3:To identify services decision problems in planning and managing Service Delivery	<b>BL2</b>
CO 4:To determine the contemporary issues in Health care services & Hospitality Services	<b>BL2</b>
CO 5:To outline service processes for Insurance and Banking services	<b>BL2</b>

**Subject :** Financial system and Institutions`      **Course Code:** FSI-5-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO1:To understand the functions of Indian financial system	<b>BL2</b>
CO2:To make use of the functions of RBI and commercial banks	<b>BL3</b>
CO3:To analyze the growth and policies of financial institutions	<b>BL4</b>

CO4: To understand the role and functions of Indian money market	<b>BL2</b>
CO5: To determine role and functions of Indian Capital Markets	<b>BL5</b>

Subject : International finance

Course Code: IF-5-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO1: To understand the Concept and evolution of International Finance	BL2
CO2: To demonstrate various concepts of International Financial Markets	BL2
CO3: To understand the role and functions of International Financial Institutions	BL1
CO4: To classify various International Financial Instruments and FDI	BL4
CO5: To enumerate the multinational corporate decisions in Global Markets	BL4

Subject : Investment Management

Course Code: IM-5-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO1: To understand the basic concepts of Investment and decision factors	BL2
CO2: To illustrate the role and functions of Indian money and capital market	BL2
CO3: To analyze and interpret the fundamental and technical analysis	BL4
CO4: To classify various types of mutual fund schemes in India	BL4
CO5: To outline Regulatory framework of Derivative markets in India	BL2

Subject : Training and Development

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO1: To examine the concepts of training and development.	<b>BL3</b>
CO2: To illustrate how to select the training method.	<b>BL3</b>
CO3: To understand the application of various techniques, instruments and training climate.	<b>BL2</b>
CO4: To demonstrate executive development techniques.	<b>BL3</b>
CO5: To understand organisation development and emerging developments of training.	<b>BL2</b>

Subject : Management of Industrial relations

Course code: MIR-5-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1:To understand various concept related to industrial relations	<b>BL2</b>
CO 2:To examine industrial disputes and settlement machinery	<b>BL2</b>
CO 3:To summarise functions of tripartite and bipartite bodies and procedure of settlement of grievances	<b>BL2</b>
CO 4:To understand various wage legislations	<b>BL4</b>
CO 5:To discuss Trade Unionism & Industrial relations scenario	<b>BL4</b>

Subject : Start-up Management

Course Code : SUM-5-BM-22T

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: Develop a start-up Enterprise with Big Idea Generation	<b>BL3</b>
CO2: Analyze start-up capital requirement by analyzing legal factors	<b>BL3</b>
CO3: Interpret feasibility Analysis towards funding issues	<b>BL4</b>
CO4: Access growth stages in new venture and reasons for scaling ventures	<b>BL4</b>
CO5: Evaluate financial stability and decide on expansion possibilities	<b>BL4</b>

Subject : Rural Society and Polity

Course Code : RSP-5-BM-22T

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: Describe the key aspects of Rural Society in India	<b>BL3</b>
CO2: Identify important structural components of Indian society and their significance for rural social life	<b>BL3</b>
CO3: Apply the knowledge of local governance structure and social processes of rural India	<b>BL4</b>
CO4: Analyse the dynamics of local rural population and local rural economy	<b>BL4</b>
CO5: Comprehend on rural transformation in contemporary terms.	<b>BL4</b>

Subject : Family Business Management-I

Course Code : FBM-5-BM-22T

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To understand family Business and differentiate it from regular business	<b>BL3</b>
CO2:To discuss the important business aspect and growth of family business	<b>BL3</b>
CO3:To apply problem solving techniques in family business	<b>BL4</b>
CO4: To Create a business plan	<b>BL4</b>
CO5: To formulate a business project	<b>BL4</b>

## SEMESTER VI

Subject : Introduction to digital marketing      Course code: IDM-6-CS-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To understand concepts of Digital Marketing	<b>BL2</b>
CO 2: To discuss the concepts of Social Media Marketing	<b>BL2</b>

Subject : Fundamentals of GST                      Course code: GST-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To Understand the basic concepts and types of GST.	<b>BL2</b>
CO 2: To Illustrate the different valuation rules and procedures of GST taxable event.	<b>BL2</b>
CO 3: To Understand the Input Tax Credit (ITC) mechanism of GST.	<b>BL2</b>
CO 4: To Analyze the Procedure of Audit in GST.	<b>BL4</b>
CO 5: To examine Import and Export procedures under Customs Act.	<b>BL4</b>

Subject : Retail Management                      Course code: RM-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To explain the concept of Retailing & its growth in India.	<b>BL2</b>
CO 2: To evaluate the various Retail Formats & Theories.	<b>BL2</b>
CO 3: To analyse the Merchandise performance.	<b>BL2</b>
CO 4: To assess the importance of Retail store design.	<b>BL4</b>
CO 5: To understand emerging trends in retail sector.	<b>BL4</b>

Subject : Customer Relationship Management                      Course code: CRM-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To understand the fundamentals of customer relationship.	<b>BL2</b>
CO 2: To analyse the CRM link with the other aspects of marketing.	<b>BL4</b>
CO 3: To summarise the step in CRM Plan.	<b>BL2</b>
CO 4: To understand various CRM marketing strategies.	<b>BL2</b>
CO 5: To analyse the challenges of CRM implementation	<b>BL4</b>

Subject : Consumer Behaviour

Course code: CB-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To explain the concept of Consumer Behaviour & describe Consumer research process in detail.	<b>BL2</b>
CO 2: To evaluate the factors affecting consumer behaviour in detail	<b>BL4</b>
CO 3: To analyse the consumer decision process.	<b>BL4</b>
CO 4: To assess the impact of consumer motivation, personality on the buying behaviour.	<b>BL4</b>
CO 5: To discuss consumer decision making models	<b>BL2</b>

Subject : International Marketing

Course code: IM-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To understand the Concept, scope and environment of International marketing	<b>BL2</b>
CO 2: To discuss International market development concepts	<b>BL2</b>
CO 3: To identify various International market entry Strategies	<b>BL3</b>
CO 4: To identify various International market entry Strategies	<b>BL2</b>
CO 5: To analyse international pricing, promotions and trade decisions	<b>BL4</b>

Subject : Financial Services

Course code: FS-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To compare between fund based and non-fund based Financial services in India.	<b>BL2</b>
CO 2: To demonstrate various types of Leasing and Hire Purchasing	<b>BL2</b>
CO 3: To understand the concepts of Factoring and Forfaiting	<b>BL2</b>
CO 4: To analyze the different valuation methods of Venture Capital Financing in India.	<b>BL4</b>
CO 5: To understand the regulatory framework and process of credit rating agencies in India	<b>BL2</b>

Subject : International Finance Management

Course code: IFM-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To analyze nominal effective exchange rate (NEER),real effective exchange rate (REER) in Foreign Exchange Markets	<b>BL4</b>
CO 2: To understand various International Parity Relations with different theories	<b>BL2</b>
CO 3: To classify and analyze various Risks and exposures	<b>BL4</b>

CO 4: To derive the concepts of forwards and futures and options in Derivative market	BL4
CO 5: To understand the different types of Tax and their approaches	BL2

Subject : Security Analysis and Portfolio Management      Course code: SAP-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To understand the concepts of Risk and Return and various investment avenues	BL2
CO 2: To understand and analyze different types of bonds and its theorem's	BL2
CO 3: To analyze the different models in stock valuation.	BL4
CO 4: To apply different methods of portfolio Analysis	BL4
CO 5: To evaluate the performance measures by using different index methods	BL4

Subject : Leadership development      Course code: LD-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To understand and gain Conceptual knowledge of Leadership.	BL2
CO 2: To demonstrate an understanding of the leadership styles, theories and their application to the modern organizations.	BL2
CO 3: To understand of the role of team based organisation.	BL2
CO 4: To develop climate for critical thinking.	BL4
CO 5: To examine leadership development programmes.	BL4

Subject : Management of Change      Course code: CHM-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To understand the importance of change and various types of change	BL2
CO 2: To examine various change models.	BL4
CO 3: To explain change and its impact on organization and overcoming resistance to change	BL2
CO 4: To analyze the relevance of Change with Organizational Culture.	BL4
CO 5: To outline the systematic approach to change management.	BL2

Subject : Compensation Management      Course code: COM-6-BM-22T

<b>Course Outcomes:</b>	<b>Cognitive Level</b>
CO 1: To discuss the concept of compensation management and strategic compensation system.	BL2
CO 2: To understand the compensation planning and traditional bases of compensation.	BL2
CO 3: To analyse the bases of pay systems.	BL4
CO 4: To build and design compensation system.	BL6
CO 5: To identify the contemporary strategic compensation practices.	BL4

Subject : New Venture Creation

Course Code : NVC-6-BM-22T

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To differentiate entrepreneurship from small business and corporate ventures	<b>BL3</b>
CO2: To prepare a feasibility plan for new venture	<b>BL3</b>
CO3: To identify the international opportunities for starting a new venture.	<b>BL4</b>
CO4: To identify the international opportunities for starting a new venture.	<b>BL4</b>
CO5: To explain the management perspective of growth & Transition	<b>BL4</b>

Subject : **Rural Marketing Management**

Course Code : RMM-6-BM-22T

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To Market their products	<b>BL3</b>
CO2: To Strategise how to increase the marketing of rural products	<b>BL3</b>
CO3: To Choose an appropriate distribution system	<b>BL4</b>
CO4: To Apply ICT in rural marketing	<b>BL4</b>
CO5: To Source the finance for rural products	<b>BL4</b>

Subject : Family Business Management-II

Course Code : FBM-6-BM-22T

<b>Course Outcomes:</b> On successful completion of the course, the student will be able to:	<b>Cognitive Levels:</b>
CO1: To analyse the factor involved in designing a business model	<b>BL3</b>
CO2: To elucidate the steps involved in executing the business plan	<b>BL3</b>
CO3: To Analyze the possible reasons to acquire & retain the customer	<b>BL4</b>
CO4: To demonstrate ethical leadership and decision making at Enterprise level	<b>BL4</b>
CO5: To Apply technology to produce desired results	<b>BL4</b>