

MIMT	QUALITY SYSTEM PROCEDURES	Page 1 of 77
Policy Document on Examination Reforms PO-CO Mapping		



Policy Document on Examination Reforms PO-CO MAPPING

	<p>MANGALMAY INSTITUTE OF MANAGEMENT AND TECHNOLOGY ACCREDITED GRADE A INSTITUTE BY NAAC (Affiliated to Dr. A. P. J. Abdul Kalam Technical University, Lucknow and Approved by AICTE) CAMPUS : 8 & 9, Knowledge Park-II, Greater Noida (U.P.) Ph. 0120-2328400, 2328401 Visit us at : www.mimt.org email : info@mangalmay.org</p>	
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Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
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MIMT	QUALITY SYSTEM PROCEDURES	Page 2 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Institutional Vision

- To create a vibrant and responsive Institution aimed at attaining outstanding academic levels through inputs of excellence, thereby shaping professionals of tomorrow with the purpose of adding value to society thereby contributing towards nation building.

Institutional Mission

- To inculcate professional skills in our students to be “Krishnas and Arjunas” of the professional Mahabharata.
- To create a proactive environment, conducive for student’s holistic development in both academic and non-academic spheres.
- To nurture the young minds with strong knowledge, skill, values and dispositions to enable them to excel in the work place and society & to be lifelong learners thereby reflecting a truly global citizen.
- To create a vibrant and responsive Institution aimed at attaining outstanding academic levels through inputs of excellence, thereby shaping professionals of tomorrow with the purpose of adding value to society thereby contributing towards nation building.

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 3 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Departmental Vision (MBA)

- MBA To educate and inspire the future leaders in management who are sought after by the industry and who can go on to be successful managers and entrepreneurs with a sense of social responsibility.

Departmental Mission (MBA)

- To provide an education that equips students with the knowledge, skills and attitude to execute managerial responsibilities
- To instill a sense of ethics and social values in students
- To enable students to develop an appropriate internal locus of control and a sense of corporate citizenship

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 4 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Program Objectives

PO- 1 Graduates of the MBA program will successfully integrate core, cross-functional and inter-disciplinary aspects of management theories, models and frameworks with the real world practices and the sector specific nuances to provide solutions to real world business, policy and social issues in a dynamic and complex world.

PO- 2 Graduates of the MBA program will possess excellent communication skills, excel in cross-functional, multidisciplinary, multi-cultural teams, and have an appreciation for local, domestic and global contexts so as to manage continuity, change, risk, ambiguity and complexity.

PO- 3 Graduates of the MBA program will be appreciative of the significance of Indian ethos and values in managerial decision making and exhibit value centered leadership.

PO- 4 Graduates of the MBA program will be ready to engage in successful career pursuits covering a broad spectrum of areas in corporate, non-profit organizations, public policy, entrepreneurial ventures and engage in lifelong learning.

PO- 5 Graduates of the MBA program will be recognized in their chosen fields for their managerial competence, creativity & innovation, integrity & sensitivity to local and global issues of social relevance and earn the trust & respect of others as inspiring, effective and ethical leaders, managers, entrepreneurs, intrapreneurs and change agents.

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 5 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Program Outcome

PO-1 Disciplinary Knowledge - Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues.

PO-2 Communication Skills - Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large.

PO-3 Critical Thinking - Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions.

PO-4 Problem Solving - Ability to Identify, formulate and provide solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques.

PO-5 Analytical Reasoning-Ability to identify patterns within a group of facts or rules and use those patterns to determine outcomes.

PO-6 Team Work - Ability to collaborate in an organizational context and across organizational boundaries in the achievement of organizational goals and optimize outcomes for all stakeholders.

PO-7 Reflective Thinking- Taking the bigger picture and understanding all of its consequences.

PO-8 Multi Cultural Competence- Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.

PO-9 Moral and Ethical Awareness - Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.

PO-10 Leadership Readiness - Ability to lead in an organizational context and across organizational boundaries in the achievement of organizational goals and optimize outcomes for all stakeholders.

PO-11 Life Long Learning – Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills.

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 6 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Course Outcomes

MBA Semester 1

Course Code: BMB 101	Course Name: MANAGEMENT CONCEPTS AND ORGANISATIONAL BEHAVIOUR
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To provide fundamentals of management concepts and theories. 2. To help the students understand the concepts of organizational behaviour 3. To apply the concepts of management and organizational behaviors in real world situations 4. Familiarizing the students with the contemporary challenges and prospects in management. 5. Developing managerial and leadership skills among students. 	<p>CO 1: Developing understanding of managerial practices and their perspectives.</p> <p>CO2: Understanding and Applying the concepts of organizational behavior</p> <p>CO 3: Applying the concepts of management and analyze organizational behaviors in real world situations</p> <p>CO 4: Comprehend and practice contemporary issues in management.</p> <p>CO 5: Applying managerial and leadership skills among students</p>
Course Code: BMB 102	Course Name: MANAGERIAL ECONOMICS
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To understand the importance of Managerial Economics in management and businesses 2. To apply the principles of managerial economics in achieving business objectives 3. Be equipped with the tools necessary in forecasting product demand 	<p>CO1: Students will be able to remember the concepts of micro economics and also able to understand the various micro economic principles to make effective economic decisions under conditions of risk and uncertainty.</p> <p>CO2: The students would be able to understand the law of demand & supply & their elasticities , evaluate & analyse these concepts and apply them in various changing situations in industry</p>

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 7 of 77
Policy Document on Examination Reforms PO-CO Mapping		

<ol style="list-style-type: none"> 4. Understand and be able to apply latest pricing strategies 5. Understand and analyze the macro environment affecting the business decision making. 	<p>. Students would be able to apply various techniques to forecast demand for better utilization of resources.</p> <p>CO3: The students would be able to understand the production concept and how the production output changes with the change in inputs and able to analyse the effect of cost to business and their relation to analyze the volatility in the business world</p> <p>CO4: The students would be able to understand & evaluate the different market structure and their different equilibriums for industry as well as for consumers for the survival in the industry by the application of various pricing strategic</p> <p>CO5: The students would be able to analyse the macroeconomic concepts & their relation to micro economic concept & how they affect the business & economy.</p>
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Course Code: BMB 103	Course Name: FINANCIAL ACCOUNTING AND ANALYSIS
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Course Objectives:	Course Outcomes:
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<ol style="list-style-type: none"> 1. To understand the fundamentals, basic theory and concepts of financial accounting. 2. To have a knowledge about various Accounting Standards used in preparation of financial statements. 3. To have an understanding of preparation and presentation of financial statements. 4. To acquire knowledge about various techniques used for analysing financial statements with its application. 5. To enable students acquainted with current trends and social responsibility accounting. 	<p>CO1. Understand and apply accounting concepts, principles and conventions for their routine monetary transaction.</p> <p>CO2. Understand about IFRS, Ind AS and IAS for preparation and reporting of financial statements.</p> <p>CO3. Create and prepare financial statements and Cash flow in accordance with Generally Accepted Accounting Principles</p> <p>CO4. Analyse, interpret and communicate the information contained in basic financial statements and explain the limitations of such statements.</p> <p>CO5. Recognising various types of accounting and utilize the technology and social responsibility in facilitating and enhancing accounting and financial reporting processes</p>
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Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 8 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Course Code: BMB 104	Course Name: BUSINESS STATISTICS & ANALYTICS
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. Understand the different basic concept / fundamentals of business statistics. 2. Understand the importance of measures of Descriptive statistics which includes measures of central tendency, Measures of Dispersion, Time Series Analysis, Index Number, Correlation and Regression analysis and their implication on Business performance. 3. Understand the concept of Probability and its usage in various business applications. 4. Understand the Hypothesis Testing concepts and use inferential statistics- t, F, Z Test and Chi Square Test 5. Understand the practical application of Descriptive and Inferential Statistics concepts and their uses for Business Analytics. 	<ol style="list-style-type: none"> CO1. Gaining Knowledge of basic concept / Fundamentals of business statistics. CO2. To compute various measures of central tendency, Measures of Dispersion, Time Series Analysis, Index Number, Correlation and Regression analysis and their implication on Business performance. CO3. Evaluating basic concepts of probability and perform probability theoretical distributions CO4. To apply Hypothesis Testing concepts and able to apply inferential statistics- t, F, Z Test and Chi Square Test CO5. To perform practical application by taking managerial decision and evaluating the Concept of Business Analytics.

Course Code: BMB 105	Course Name: MARKETING MANAGEMENT
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. Assess market opportunities by analyzing customers, competitors, collaborators, context, and the strengths and weaknesses of a company. 2. Understand consumers' requirements and their behaviors. 3. Develop effective marketing strategies to achieve organizational objectives. 4. Communicate and defend your recommendations and critically examine and build upon the recommendations of 	<ol style="list-style-type: none"> CO1. Remember and Comprehend basic marketing concepts. CO2. Understand marketing Insights on application of basic marketing concepts. CO3. Able to Apply and develop Marketing Strategies and Plans CO4. Understand and Analyzing Business/ Consumer Markets and ability Identify & evaluate Market Segments and Targeting CO5. Develop skills to understand the current global and digital aspect of marketing.

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 9 of 77
Policy Document on Examination Reforms PO-CO Mapping		

your classmates both quantitatively and qualitatively.
Develop the understanding the current global and digital aspect of marketing.

Course Code: BMB 106	Course Name: CREATIVITY, INNOVATION AND ENTREPRENEURSHIP
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Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. The purpose of this course is to expose the student to the basic concepts of entrepreneurship, functions of entrepreneurs and problems faced by them in the real world 2. To provide insights to students in converting an Idea into an opportunity and develop an understanding of various funding sources for a startup 3. Familiarize the students with SME sector activities and the role of government agencies supporting SMEs. 4. To understand the process of a Business Plan 	<p>CO 1: Remember and comprehend basic concepts of creativity, innovation and entrepreneurship</p> <p>CO2: Develop knowledge on Entrepreneurial Finance, Assistance and role of Entrepreneurial Development Agencies</p> <p>CO3: Develop understanding of converting an Idea to an opportunity and develop understanding of various funding sources</p> <p>CO4: Gain in depth knowledge of innovation and its various sources</p> <p>CO5: Develop understanding of various dimensions of innovation along with current trends and general awareness of innovation and startup</p>

Course Code: BMB 107	Course Name: BUSINESS COMMUNICATION
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Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To understand business communication strategies and principles for effective communication in domestic and international business situations. 2. To understand and appropriately apply modes of expression, i.e., descriptive, expositive, narrative, scientific, and self-expressive, in written, visual, and oral 	<p>CO1. Apply business communication strategies and principles to prepare effective communication for domestic and international business situations.</p> <p>CO2. Analyse ethical, legal, cultural, and global issues affecting business Communication.</p> <p>CO3. Develop an understanding of</p>

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 10 of 77
Policy Document on Examination Reforms PO-CO Mapping		

<p>communication.</p> <p>3. To develop the ability to research and write a documented paper and/or to give an oral presentation.</p> <p>4. To develop the ability to communicate via electronic mail, Internet, and other technologies for presenting business messages.</p> <p>5. To understand and apply basic principles of critical thinking, problem solving, and technical proficiency in the development of exposition and argument.</p>	<p>appropriate organizational formats and channels used in business communications</p> <p>CO4. Gaining an understanding of emerging electronic modes of communication.</p> <p>CO5. Developing effective verbal and non verbal communication skills.</p>
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Course Code: BMB 151	Course Name: IT SKILLS LAB-1
Course Objectives:	Course Outcomes:
<p>1. To provide knowledge about the functioning of computers and its uses for managers</p> <p>2. To provide hands on learning on Internet and its applications</p> <p>3. To provide hands on learning on Word processing software</p> <p>4. To provide hands on learning of applications on Spreadsheet software</p> <p>5.To provide hands on learning on Presentation software</p>	<p>CO1. Gain in depth knowledge about the functioning of computers and its uses for managers</p> <p>CO2. Learn to use Internet and its applications</p> <p>CO3. Understand and implement Word processing software</p> <p>CO4. Learn applications on Spread sheet softwares</p> <p>CO5. Analyse and learn Presentation software</p>

Course Code: BMB 152	Course Name: MINI PROJECT -1
Course Objectives:	Course Outcomes:
<p>1. To develop an innovative idea for a product or service in form of a project report.</p> <p>2. To understand the importance and relevance of innovative ideas, its feasibilities and detailed descriptions.</p>	<p>CO1. Gain in depth knowledge on innovative idea for product or services in form of a project report.</p> <p>CO2. To apply innovative idea, its feasibilities and detail descriptions.</p>

Course Code: BVA 151	Course Name: SPORTS AND YOGA
Course Objectives:	Course Outcomes:

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 11 of 77
Policy Document on Examination Reforms PO-CO Mapping		

<p>1. To maintain mental and physical wellness upright and develop ability in the students to cope up with the stress arising in the life.</p> <p>2. To create space in the curriculum to nurture the potential of the students in sports/games/yoga etc.</p>	<p>CO1. Students will be maintain mental and physical wellness upright and develop ability in to cope up with the stress arising in the life.</p> <p>CO2. Students will be create space in the curriculum to nurture the potential in sports/games/yoga etc.</p>
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MBA Semester 2

Course Code: BMB 201	Course Name: Business Environment & Legal Aspect of Business
Course Objectives:	Course Outcomes:
<p>1. The basic objective of the course is to develop understanding and provide knowledge about business environment to the management students.</p> <p>2. To promote basic understanding on the concepts of Business Environment and international business environment.</p> <p>3. To provide basic understanding of law of contract</p> <p>4. To impart basic understanding of provisions of Companies Act concerning incorporation and regulation of business organizations.</p> <p>5. To appraise the students on the leading practical application oriented case studies – relevant and updated and analyzing case laws in arriving at conclusions facilitating business decisions.</p>	<p>CO1) Develop understanding and fundamental knowledge about business environment</p> <p>CO2) Develop understanding on the concepts of Business Environment and international business environment.</p> <p>CO3) Develop basic understanding of law of contract</p> <p>CO4) understanding of provisions of Companies Act concerning incorporation and regulation of business organizations</p> <p>CO5) Able to analyze case laws in arriving at conclusions facilitating business decisions.</p>
Course Code: BMB 202	Course Name: HUMAN RESOURCE MANAGEMENT
Course Objectives:	Course Outcomes:
<p>In this course the students will learn the basic concepts and frameworks of Human Resource Management (HRM) and understand the role that HRM has to play in effective business administration. It will provide an insight as to how to use Human Resource as a tool to</p>	<p>CO1. Synthesize the role of human resources management as it supports the success of the organization including the effective development of human capital as an agent for organizational change.</p> <p>CO2. Demonstrate knowledge of laws that</p>

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 12 of 77
Policy Document on Examination Reforms PO-CO Mapping		

<p>implement strategies.</p>	<p>impact behaviour in relationships between employers and employees that ultimately impact the goals and strategies of the organization.</p> <p>CO3. Understand the role of employee benefits and compensation as a critical component of employee performance, productivity and organizational effectiveness.</p> <p>CO4. Show evidence of the ability to analyze, manage and problem solve to deal with the challenges and complexities of the practice of collective bargaining.</p> <p>CO5. Demonstrate knowledge of practical application of training and employee development as it impacts organizational strategy and competitive advantage.</p>
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Course Code: BMB 203	Course Name: BUSINESS RESEARCH METHODS
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. Understand the concept / fundamentals of research and their types. 2. Understand the practical application of various research techniques. 3. Understand the importance of scaling & measurement techniques and sampling techniques 4. Understand the importance of coding, editing, tabulation and analysis in doing research. 5. Understanding and applying the concept of statistical analysis which includes ANOVA technique and technique of report writing. 	<ol style="list-style-type: none"> CO1. Knowledge of concept / fundamentals for different types of research. CO2. Applying relevant research techniques. CO3. Understanding relevant scaling & measurement techniques and should use appropriate sampling Techniques CO4. Synthesizing different techniques of coding, editing, tabulation and analysis in doing research. CO5. Evaluating statistical analysis which includes ANOVA technique and prepare research report.

Course Code: BMB 204	Course Name: FINANCIAL MANAGEMENT AND CORPORATE FINANCE
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To understand the fundamentals, various models and agency problems of Corporate Finance. 2) To acquire knowledge about various 	<ol style="list-style-type: none"> CO1 Understand the different basic concepts / Models of Corporate Finance and Governance CO2 Understand the practical application of the time value of money and evaluating long-

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 13 of 77
Policy Document on Examination Reforms PO-CO Mapping		

techniques used for analysing various long-term projects.
 3) To have an understanding about various capital structure techniques and selecting best source of finance.
 4) To have an understanding of various dividend models and its applicability.
 5) To acquaint students about corporate valuation in mergers and acquisitions.

term investment decisions
 CO3 Develop analytical skills to select the best source of capital, structure and leverage.
 CO4 Understand the use and application of different models for a firm's optimum dividend payout.
 CO5 Understand the recent trends of mergers and acquisitions and its valuation

Course Code: BMB 205

**Course Name: OPERATIONS
MANAGEMENT**

Course Objectives:

Course Outcomes:

1. To understand the role of Operations in overall Business Strategy of the firm.
 2. To understand the application of operations management policies and techniques to the service sector as well as manufacturing firms.
 3. To identify and evaluate the key factors and their interdependence of these factors in the design of effective operating systems.
 4. To understand the trends and challenges of Operations Management in the current business environment.
 5. To familiarize the students with the techniques for effective utilization of operational resources and managing the processes to produce good quality products and services at competitive prices.

CO1. Understand the role of Operations in overall Business Strategy of the firm - the application of OM policies and techniques to the service sector as well as manufacturing firms.

CO2. Understand and apply the concepts of Material Management, Supply Chain Management and TQM perspectives.

CO3. Identify and evaluate the key factors and their interdependence of these factors in the design of effective operating systems.

CO4. Analyze / understand the trends and challenges of Operations Management in the current business environment.

CO5. Apply techniques for effective utilization of operational resources and managing the processes to produce good quality products and services at competitive prices.

Course Code: BMB 206

**Course Name: QUANTITATIVE
TECHNIQUES FOR MANAGER**

Course Objectives:

Course Outcomes:

1. Understand the importance of the use of OR application in decision Making environment
 2. To formulate LPP and Obtain Graphical

CO1 Be able to understand the characteristics of different types of decision-making environments and the appropriate

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 14 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Solutions & Acquire General idea of the Simplex method.
 3. To understand and solve transportation & assignment models.
 4. To know optimal sequence model and understand concepts of queuing theory.
 5. To identify right time for replacement of equipment and understand project management techniques

decision making approaches and tools to be used in each type.
 CO2 To formulate linear programming problem and to find optimal solution by graphical simplex method.
 CO3 Be able to build and solve Transportation Models and Assignment Models also to solve game theory problems by understanding pure and mix strategies.
 CO4 To assign optimal sequence of difference jobs on different machines and develop understanding of queuing theory concepts.
 CO5 To implement replacement of equipments at right time and able to implement project management concepts like CPM, PERT to reduce cost and time.

Course Code: BMB 207

Course Name: COST AND MANAGEMENT ACCOUNTING

Course Objectives:

Course Outcomes:

1. To provide an in depth knowledge of the detailed procedures and documentation involved in cost ascertainment systems.
2. To understand the concepts of Financial Management and its application for managerial decision making.
3. Understand the cost and management accounting techniques for evaluation, analysis and application in managerial decision making.
4. Compare and contrast marginal and absorption costing methods in respect of profit reporting;
5. Apply marginal and absorption costing approaches in job, batch and process environments;
6. Prepare and interpret budgets and standard costs and variance statements;
7. Identify and apply the concepts of Financial Management

- CO1 Understanding and Basic Knowledge of Cost Accounting and explaining Basic Accounting Procedure ,Apply cost concepts, Balancing of Accounts & Management Accounting.
 CO2 Computation of Fixed, Variable, Semi-Fixed And Semi-Variable Cost Concepts. Analyzes The Relationship Between The Cost-Volume And Profit Contribution Margin, Margin Of Safety, Security Ratio, Profit Margin Concepts. Critically analyze and provide recommendations to improve the business operations using accounting techniques.
 CO3 Identify problems associated with relying on financial accounting information for internal decision making
 CO4 Computing of Budgeting And Operating Budgets. Applying the concepts of Management Accounting For Businesses

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 15 of 77
Policy Document on Examination Reforms PO-CO Mapping		

	CO5 Computation of Standard Variation Analysis Through Standard Costs Understanding and calculation of Standard Cost Concept
Course Code: BMB 208	Course Name: MANAGEMENT INFORMATION SYSTEMS
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To help the students understand the importance of information management in business and management 2. To provide understanding about different types of information systems in business 3. To apply the theory and concepts in practical with help of software 4. To understand various security and ethical issues with Information Systems 5. To provide hands on learning of applications on Spreadsheet and database software. 	<p>CO1 Be able to understand the importance of information management in business and management.</p> <p>CO2 To understand and formulate different types of information systems in business</p> <p>CO3 Be able to apply the theory and concepts in practical with help of software</p> <p>CO4 To apply various security and ethical issues with Information Systems</p> <p>CO5 To synthesize applications on Spread sheet and database software</p>
Course Code: BMB 251	Course Name: IT SKILLS -2
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To develop pivot table and understand the validating & auditing techniques 2. To understand different charting techniques in MS Excel 3. To understand different formatting techniques in MS Excel 	<p>CO1. To gain knowledge of pivot table and understand the validating & auditing techniques</p> <p>CO2. Learn to use different charting techniques in MS Excel</p> <p>CO3. Learn to use different formatting techniques in MS Excel</p>
Course Code: BMB 252	Course Name: MINI PROJECT -2
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To validate the idea which was identified in the last semester. 2. To identify the issues & challenges of the identified industry / market. 	<p>CO1. To gain knowledge of issues challenge of the industry</p> <p>CO2. Learn to prepare report on the application of emerging technologies in the selected</p>

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 16 of 77
Policy Document on Examination Reforms PO-CO Mapping		

3. To prepare a report on the emerging technologies in the selected industry.	industry

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 17 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Semester 3

Course Code: KMBN301	Course Name: STRATEGIC MANAGEMENT
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To have a clear understanding of the key concepts and principles of strategic management 2. To have skills and understanding of tools and techniques for analyzing a company strategically 3. To provide a basic understanding of the nature and dynamics of the strategy formulation and implementation processes. 4. To encourage students to think critically and strategically. 5. The ability to identify strategic issues and design appropriate courses of action. 	<ol style="list-style-type: none"> CO 1: Formulate organizational vision, mission, goals, and values CO2. Develop strategies and action plans to achieve an organization's vision, mission, and goals. CO3. Develop powers of managerial judgment, how to assess business risk, and improve ability to make sound decisions and achieve effective outcomes. CO4. Evaluate and revise programs and procedures in order to achieve organizational goals; CO5. Consider the ethical dimensions of the strategic management process;

Course Code: KMBN302	Course Name: INNOVATION & ENTREPRENEURSHIP
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. The purpose of this course is to expose the student to the basic concepts of entrepreneurship, functions of entrepreneurs and problems faced by them in the real world 2. To provide insights to students in converting an Idea to an opportunity and develop understanding of various funding sources for a startup 3. Familiarizing the students with SME sector activities, venture capital financing and international entrepreneurial opportunities. 4. To understand the role of innovation and technical change in enterprise and global level economic performance 5. To understand the technological, human, economic, organizational, social and other dimensions of innovation 	<ol style="list-style-type: none"> CO 1: Remember and comprehend basic concepts of entrepreneurship CO2: Develop knowledge on Entrepreneurial Finance, Assistance and role of Entrepreneurial Development Agencies CO3: Develop understanding of converting an Idea to an opportunity and develop understanding of various funding sources CO4: Gain in depth knowledge of innovation and its various sources CO5: Develop understanding of various dimensions of innovation along with current trends and general awareness of innovation and startup

Course Code: KVE301	Course Name: UNIVERSAL HUMAN VALUES AND PROFESSIONAL ETHICS
Course Objectives:	Course Outcomes:

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 18 of 77
Policy Document on Examination Reforms PO-CO Mapping		

1. To help students distinguish between values and skills, and understand the need, basic guidelines, content and process of value education.
2. To help students initiate a process of dialog within themselves to know what they “really want to be” in their life and profession
3. To help students understand the meaning of happiness and prosperity for a human being.
4. To facilitate the students to understand harmony at all the levels of human living, and live accordingly.
5. To facilitate the students in applying the understanding of harmony in existence in their profession and lead an ethical life.

1. Understand the significance of value inputs in a classroom, distinguish between values and skills, understand the need, basic guidelines, content and process of value education, explore the meaning of happiness and prosperity and do a correct appraisal of the current scenario in the society
2. Distinguish between the Self and the Body, understand the meaning of Harmony in the Self the Co-existence of Self and Body.
3. Understand the value of harmonious relationship based on trust, respect and other naturally acceptable feelings in human-human relationships and explore their role in ensuring a harmonious society
4. Understand the harmony in nature and existence, and work out their mutually fulfilling participation in the nature.
5. Distinguish between ethical and unethical practices, and start working out the strategy to actualize a harmonious environment wherever they work.

SUMMER INTERNSHIP PROJECT REPORT

Course Code: KMBE308	Course Name:
Course Objectives:	Course Outcomes:
The objective is to equip the students with the knowledge of actual functioning of an organization and problems faced by them for exploring feasible solutions.	<ol style="list-style-type: none"> 1. To understand the relevance of the objectives with project. 2. To determine the challenges and future potential for his / her internship organization in particular and the sector in general. 3. To be able to analyze the functioning of internship organization and recommend changes for improvement in processes.

Specialization Group: Human Resource Management (HR)

Course Code: KMBNHR01	Course Name: TALENT MANAGEMENT
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Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 19 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. This course focuses on the attraction, acquisition, and retention of talent in organizations 2. A clear understanding of talent management and its linkage with organizational strategy and other HR practices. 3. To provide the understanding of acquiring and retaining the talent in the organization. 4. To provide them the process of identifying and developing the potential talent to fulfil the present and future need of the organization. 5. In addition, the course will cover the negotiation problems that managers may face in decision-making processes; for example, the hiring negotiation, the promotion negotiation, the firing decision, and HR-relevant cross-cultural negotiation issues. 	<ol style="list-style-type: none"> CO 1: Knowledge of Talent Management Processes CO 2: Understanding for analysis of the impacts of Talent management in the organization CO 3: Competency to implement Talent Management practices CO 4: Competency to develop leadership qualities among subordinate CO 5: Knowledge about the reward system to support Talent management

Course Code: KMBNHR02	Course Name: EMPLOYEE RELATIONS AND LABOR LAWS
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To Provide conceptual framework of Industrial Relation 2. To make students aware with the Indian Labor legislation 3. To make students aware with the basic requirements and mandate of labor legislations 4. To help the students to understand the existing framework of Industrial Relation and Labor legislation. 	<ol style="list-style-type: none"> CO1: Knowledge of Industrial Relation framework CO2: Competency to understand the importance of Employee Relation within the perspective of Industrial Relation. CO3: Knowledge about relevant Laws of HR management CO4: Competency to interpreted and implement the Labor Laws within organization CO5: Competency to use Collective Bargaining and Grievance redressal Mechanism

Specialization Group: Marketing (MK)

Course Code: KMBNMK01	Course Name: CONSUMER BEHAVIOR & MARKETING COMMUNICATION
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To understand consumer behavior and 	CO1. Understand the three major influences on

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 20 of 77
Policy Document on Examination Reforms PO-CO Mapping		

explain the consumer decision making process
 2. To define external and internal influences on buying behavior
 3. To provide an understanding of integrated marketing communications (IMC) and its influences on other marketing functions and other promotional activities.
 4. Help to understand what advertising is and its role in advertising and brand promotion.
 5. Understand the importance of message design and the creativity involved in message designing.

customer choice: the process of human decision making in a marketing context; the individual customers make up; the environment in which the customer is embedded.
 CO2. Develop the cognitive skills to enable the application of the above knowledge to marketing decision making and activities
 CO3. Be able to demonstrate how concepts may be applied to marketing strategy.
 CO4. Apply an IMC approach in the development of an overall advertising and promotional plan.
 CO5. Enhance creativity, critical thinking and analytical ability through developing an integrated marketing communication campaign

Course Code: KMBNMG02

Course Name: MARKETING ANALYTICS

Course Objectives:

Course Outcomes:

1. To understand the basic concepts of Marketing Analytics
 2. To study various tools to have marketing insights in various marketing areas through empirical data
 3. To interpret the marketing data for effective marketing decision making
 4. To draw inferences from data in order to answer descriptive, predictive, and prescriptive questions relevant to marketing managers.

CO1. Students will develop the skill in marketing analytics
 CO2. Students will be acquainted with better understanding of real life marketing data and its analysis
 CO3. Students will develop analytical skill for effective market decision making in real life environment.

Specialization Group: Finance (FM)

Course Code: KMBNFM01

Course Name: INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT

Course Objectives:

Course Outcomes:

1. Emphasizing an understanding of the economic forces that influence the pricing of financial assets.
 2. Understanding of investment theory will be stressed and tied in with discussion of applicable techniques such as portfolio selection.
 3. The course material will cover formulae

CO 1: Understand about various investment avenues.
 CO 2: Understand the value of assets and manage investment portfolio.
 CO 3 : Understand various Models of Investment and its application
 CO 4: Understand and create various investment strategies on the basis of various market conditions.

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 21 of 77
Policy Document on Examination Reforms PO-CO Mapping		

that can be applied in different business situations regarding active portfolio management.

- To expose the students to the concepts, tools and techniques applicable in the field of security analysis and portfolio management.
- To provide a theoretical and practical background in the field of investments.

CO 5: Measure riskiness of a stock or a portfolio position.

Course Code: KMBNFM02

Course Name: FINANCIAL PLANNING & TAX MANAGEMENT

Course Objectives:

Course Outcomes:

- The present course aims are familiarizing the participants with the principles & practices and structure of different types of taxes in Indian economy.
- A student of taxation will have to make a detailed study of tax policy and tax provisions in India.
- A broad understanding or role of taxation in economic and industrial development of an economy.
- A broad understanding of financial planning process
- An Understanding of asset allocation process and retirement planning

- CO1: Understand about various tax provision and planning
CO2: Understand the scope tax planning concerning various business and managerial and strategic activities can be explored
CO3: Have Know about various Tax Dates Rates and Forms
CO4: Have Knowledge of Financial Planning and its Process
CO5: Have knowledge about asset allocation and retirement planning process

Specialization Group: International Business (IB)

Course Code: KMBNIB01

Course Name: INTERNATIONAL BUSINESS MANAGEMENT

Course Objectives:

Course Outcomes:

- To give the student an exposure to the dynamic environment of International Business
- To understand the impact of environment on the International Business Operations of the firm
- To explain the functions and form of

- CO 1: To get an overview of the key issues and concepts of International Business.
CO 2: Understand how and why the world's countries differ.
CO 3: Understand the monetary framework in which international business transactions are conducted .
CO 4: Understand the role of International

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 22 of 77
Policy Document on Examination Reforms PO-CO Mapping		

<p>the global monetary system</p> <p>4. To explain the role of International organizations and Regional Trade</p>	<p>Organizations and Regional Trade blocks</p> <p>CO 5: Implement the decisions for international operations in a superior manner</p>
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Course Code: KMBNIB02	Course Name: EXPORT IMPORT DOCUMENTATION
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Course Objectives:	Course Outcomes:
<p>1. The basic objective of this course is to provide to the country a steady stream of competent young men & women with the necessary knowledge, skills and foundations for acquiring a wide range of rewarding careers into the rapidly expanding world of Import & Export Management</p> <p>2. To promote basic understanding on the concepts of export & import documentations to enable them to realize the impact of documentations.</p>	<p>CO1. Identify the process of Registration process, Payment terms, Export costing and pricing.</p> <p>CO2. Interpret the process of Shipment procedures, & summarize the various documents used in Shipping,</p> <p>CO3. Classify the concept of various incentives, benefits & risk involved in shipping process</p> <p>CO4. Discuss the various business planning Import procedures & various export promotion schemes</p> <p>CO5. Demonstrate the various export promotion schemes &Types of Export Houses.</p>

Specialization Group: Information Technology (IT)

Course Code: KMBNIT01	Course Name: DATA ANALYTICS FOR BUSINESS DECISIONS
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Course Objectives:	Course Outcomes:
<p>1. Understanding the Role of Business Analyst and Data Science in business.</p> <p>2. Understanding the basic concept of data management</p> <p>3. To understand the basic concept of R programming</p> <p>4. To understand the application of business analysis.</p> <p>5. Understanding the basic concept of Data Science Project Life Cycle.</p>	<p>CO1. Understand the basics of business analysis and Data Science</p> <p>CO2. Understand data management and handling and Data Science Project Life Cycle</p> <p>CO3. Understand the data mining concept and its techniques</p> <p>CO4. Understand and Analyzing machine learning concept</p> <p>CO5. Understand the application of business analysis indifferent domain</p>

Course Code: KMBNIT02	Course Name: AI AND MACHINE LEARNING FOR BUSINESS
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Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 23 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To understand the need of Machine Learning & Statistics for solving various problems 2. To understand the basic concepts of Supervised and Unsupervised learning. 3. To apply regression analysis on the data available. 4. To design appropriate machine learning and apply on real world problems 5. To optimize different Machine Learning & Deep Learning Techniques 	<ol style="list-style-type: none"> CO1 To understand the need of Machine Learning & Statistics for solving various problems. CO2 To understand the basic concepts of Supervised and Unsupervised learning. CO3 To apply regression analysis on the data available. CO4 To design appropriate machine learning and apply on real world problems CO5 To optimize different Machine Learning & Deep Learning Techniques

Specialization Group: Operations Management (OM)

Course Code: KMBNOM01	Course Name: SUPPLY CHAIN & LOGISTICS MANAGEMENT
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. Components and processes of supply chain and logistics management 2. Drivers of Supply Chain & Creating Strategic Fit 3. Performance drivers of supply chain. 4. Understanding about logistics, transportation & warehousing. 5. Understanding the factors of Global Supply Chain. 	<ol style="list-style-type: none"> CO 1: Apply the basic framework of Supply Chain Management and basic concepts in logistics CO 2: Knowledge about distribution, warehousing and its roles in strategic planning with supply chain CO 3: Competency to analyze and use inventory management methodologies and evaluate and select transportation modes CO 4: Assess the strategic role and impact of IT on supply chain integration CO 5: Knowledge about the latest trends in SCM and logistics

Course Code: KMBNOM02	Course Name: OPERATIONS PLANNING & CONTROL
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To understand the various fundamentals and functions of production planning and control. 2. To impart learning on work study procedures and practices. 3. To generate understanding on the essentials of product/ process planning and useful tools to accomplish both. 4. To develop knowledge and ability to undertake production scheduling procedures. 5. To know the recent trends in production 	<ol style="list-style-type: none"> CO1: It will help in understanding the fundamentals of production planning and profit considerations. CO2: It will provide quantitative knowledge and capability to use various product/process planning tools. CO3: It will enable them to devise appropriate strategies concerning aggregate panning and cost. CO4: It helps in resolving complex scheduling issues by way of implementing standard scheduling procedures.

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 24 of 77
Policy Document on Examination Reforms PO-CO Mapping		
planning and control such as manufacturing requirement Planning (MRP II) and Enterprise Resource Planning (ERP) and global practices.	CO5: It will enhance exposure to recent trends in production planning and control and increase adaptability with latest global-production practices.	

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 25 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Semester 4

Course Code: KMBN401	Course Name: EMERGING TECHNOLOGIES IN GLOBAL BUSINESS ENVIRONMENT
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To give students an exposure to the VUCA environment of International Business 2. To provide in-depth understanding of digital transformation on business processes 3. To understand the impact of Industry 4.0 has on the context of International Business 4. To understand in detail the shifts taking place in the Political, Economic, Social and 5. Technological environments that are shaping business realities 6. To understand the changing role of International Organizations and changing dynamics in Geo Politics. 	<p>CO1: To get an overview of the changing context of International Business in the wake of Industry 4.0</p> <p>CO 2: Conceptual understanding of the new technologies that are driving change in business operations and strategy</p> <p>CO 3: Understand shifts in economic thought and its impact on business decisions.</p> <p>CO 4: Understand changing geo politics and analyses its impact on international Business</p> <p>CO 5: Critically think about issues and challenges in the Global World and find sustainable solutions</p>

Specialization Group: Human Resource Management (HR)

Course Code: KMBNHR03	Course Name: HR ANALYTICS
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. This course introduces the student to the theory, concepts, and business application of HR analytics, and the ability to track, store, retrieve, analyze and interpret HR data to support decision making. 2. The student will use applicable benchmarks/metrics to conduct research and statistical analyses related to Human Resource Planning and Recruitment and Selection. 3. Employ appropriate software to record, maintain, retrieve and analyze Performance and training effectiveness. 4. Apply quantitative and qualitative analysis to understand and design compensation 	<p>CO 1: Apply HR Analytical techniques in the areas of HRP, recruitment and selection,</p> <p>CO2: Demonstrate HR function in adding</p> <p>CO3: Utilise soft factors in a people management context and convert them into measurable variables.</p> <p>CO4: Design a Metrics and Analysis index for recruitment, performance and or a training and development context</p> <p>CO5: Predict the issues using the available HR data and formulate the best strategies.</p>

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 26 of 77
Policy Document on Examination Reforms PO-CO Mapping		

system.
5. Demonstrate how to connect HR results to business results.

Course Code: KMBNHR04	Course Name: PERFORMANCE AND REWARD MANAGEMENT
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Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To create an understanding of the key concepts of performance management and contemporary methods for administering compensation and rewards in practices. 2. To articulate the benefits of using a performance development plan and the consequences of not having one in place. 3. To distinguish the elements of an effective, integrated performance development system. 4. To devise “SMART” annual performance objectives (e.g., objectives that are specific, measurable, attainable, relevant and track able). 5. To familiarize the students with the concept of competency mapping and understanding its role in career development. 6. To familiarize students with various aspects of compensation system in India and make them understand various issues linked with the process of fixing salary dearness allowance, bonus, incentive scheme and benefits. 	<p>CO 1: Knowledge of Performance Management and Performance Appraisal CO 2: Competency to understand the importance of importance of Performance Management CO 3: Knowledge about the Compensation and Reward Systems CO 4: Competency to implement the effective reward systems in the organization CO 5: Ability to explain the relevance of competency mapping and understanding its linkage with career development</p>

Course Code: KMBNHR05	Course Name: INTERNATIONAL HUMAN RESOURCE MANAGEMENT
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Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To familiarize the students with HR management in Global perspective. 2. To make the students understand the complexity of workforce diversity in international context. 3. To make the students aware of the international labor relations. 4. To help develop an understanding of expatriate’s recruitment & training 	<p>CO 1: Understanding the Contexts of International HRM CO 2: Knowledge about the HR Processes in International Context CO 3: Able to evaluate the impacts of Globalization on HRM CO 4: Desired level of expertise on organizational CO 5: Understanding the International culture in SHRM</p>

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 27 of 77
Policy Document on Examination Reforms PO-CO Mapping		

programs.	
Specialization Group: Marketing (MK)	
Course Code: KMBNMK03	Course Name: B2B & SERVICE MARKETING
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. Make students have an understanding of B2B marketing and its characteristics 2. To enhance knowledge of emerging trends in integrated marketing communication and Distribution channel. 3. To understand pricing strategy of B2B marketing and its impact on selling 4. To analyse consumer behaviour in service marketing 5. To understand service delivery promises and gaps. 	<p>CO1. Understand and nature of B2B marketing</p> <p>CO2. Ability to create an integrated marketing communications plan which includes promotional strategies</p> <p>CO3. Define and apply knowledge of various aspects of managerial decision making related to pricing strategy and tactics.</p> <p>CO4. Be able to identify critical issues related to service design, such as identifying and managing customer service experience, expectations, perceptions and outcomes.</p> <p>CO5. Use critical analysis to perceive service shortcomings in reference to ingredients to create service excellence.</p>
Course Code: KMBNMK04	Course Name: SALES AND RETAIL MANAGEMENT
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To build knowledge, understanding, and skills in Sales and Retail Management. 2. Enable development and implementation of Sales and Retail Management strategies. 3. Help to analyze decision alternatives and criteria in the context of realistic problem situations in Sales and Retail Management. 	<p>CO1: Students will develop knowledge, understanding and skills in Sales force management.</p> <p>CO2: Acquainted with better understanding of implementation of sales management strategies.</p> <p>CO3: Develop analytical skills for effective decision alternatives in sales management problems</p> <p>CO4: Develop the knowledge, understanding and skills in retail management.</p> <p>CO5: Acquainted with better understanding of implementation of retail management strategies</p>

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 28 of 77
Policy Document on Examination Reforms PO-CO Mapping		

	and develop analytical skills for effective decision alternatives in retail operations.
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Course Code: KMBNMK05	Course Name: SOCIAL MEDIA AND WEB ANALYTICS
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Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To provide basic understanding of the use and deployment of Digital marketing tools and web/social/mobile analytics platforms 2. Gaining a grounded understanding of web analytics and business implication. <p>To prepare the students with growth potentials for Web Analysts professionals</p>	<p>CO1: Students will develop knowledge, understanding and skills in analysis of Social Media</p> <p>CO2: Acquainted with better understanding of implementation Web Analytics tool</p> <p>CO3: Develop analytical skills for effective decision alternatives in social media problems</p> <p>CO4: Develop the knowledge, understanding and skills in Facebook and Google analytics.</p> <p>CO5: Acquainted with better understanding of implementation of web analytics strategies and develop analytical skills for effective decision alternatives in social media operations</p>

Specialization Group: Finance (FM)

Course Code: KMBNFM03	Course Name: FINANCIAL DERIVATIVES
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Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To make students aware of different types of Derivatives. 2. To develop an understanding amongst students of financial derivatives and associated regulatory framework 3. To have an understanding of the derivative tools such as options, futures and their application to hedging. 	<p>CO1: Understand about various derivatives instruments and derivative Market structure</p> <p>CO2 Understand the forward and future pricing mechanism and strategies for hedging using various futures products</p> <p>CO3 Understand the option pricing mechanism and using options strategies for mitigating risk</p> <p>CO4 Understand the Commodity derivative market</p> <p>CO5 Understand the Swaps derivatives and their mechanism</p>

Course Code: KMBNFM04	Course Name: FOREIGN EXCHANGE & FOREX RISK MANAGEMENT
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Course Objectives:	Course Outcomes:
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Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 29 of 77
Policy Document on Examination Reforms PO-CO Mapping		

<ol style="list-style-type: none"> 1. To enable the students to understand about the Concepts of BOP and evaluation of international exchange rate system. 2. To facilitate the students to understand the various theories of exchange rate determination. 3. To enable the students to understand various foreign exchange transactions. 4. To facilitate the students to understand various forex risks and its management. 	<p>CO1 Understand the BOP and evaluation various exchange rate system</p> <p>CO2 Understand the theories of exchange rate determination</p> <p>CO3 Understand the foreign exchange transactions mechanism</p> <p>CO4 Understand the exchange dealings</p> <p>CO5 Understanding the various foreign exchange risk and its management</p>
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Course Code: KMBNFM05	Course Name: FINANCIAL CREDIT RISK ANALYTICS
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Course Objectives:	Course Outcomes:
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	<p>CO 1: Understand about various types of financial credit.</p> <p>CO 2: Understand the credit risk and its rating.</p> <p>CO 3: Understanding of credit commitments and its application</p> <p>CO 4: Understanding of risk management and corporate governance.</p> <p>CO 5: Measure riskiness of a stock or a portfolio position.</p>
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Specialization Group: International Business (IB)
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Course Code: KMBNIB03	Course Name: INTERNATIONAL LOGISTICS MANAGEMENT
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Course Objectives:	Course Outcomes:
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<ol style="list-style-type: none"> 1. To help students understand the issues in International Logistics. 2. To provide an understanding of Sales Contract in International Logistics. 3. To provide a detail understanding of models of Forecasting in Supply Chain Management. 4. To provide a detail understanding of various methods for Demand 	<p>CO1 : Understanding the issues in International Logistics for SCM</p> <p>CO 2: Knowledge of Processes in Export Sales Contracts.</p> <p>CO 3: Application of various techniques for Integrated Supply Chain Processes</p> <p>CO 4: Knowledge of International Transportation</p> <p>CO 5: Understanding and application Costs</p>
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Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 30 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Forecasting. 5. To help the students understand skills for inventory management.	factors with International Logistics
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Course Code: KMBNIB04	Course Name: CROSS CULTURAL MANAGEMENT
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To consider the nature of intercultural communication 2. To learn to think across cultural differences 3. To experiment with different ways of acting in cross-cultural situations 4. To reflect on the cultural foundations of economic systems and of organizational practices 	<p>CO1. Understand and apply different meanings and dimensions of “culture”</p> <p>CO2. Describe and analyze the impact of culture on business practices</p> <p>CO3. Explain and evaluate the impact of national culture on organizational cultures</p> <p>CO4. Understand the impact of culture on Human Resource Management</p> <p>CO5. Explain how leadership differs across cultures</p>

Course Code: KMBNIB05	Course Name: INTERNATIONAL TRADE LAW
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. The public aspect deals with the harmonization and coordination of national commercial policies 2. Private aspect seeks to provide a legal framework for International commercial transactions between individuals belonging to different nationalities. This course covers both public and private aspects. 	<p>CO1. Understand the objectives and functioning of WTO</p> <p>CO2. Review and apply the various WTO agreements for effective international trade</p> <p>CO3. Analyze the forces that shape the international commercial laws.</p> <p>CO4. Understand and evaluate the export import policy in India.</p> <p>CO5. Analyze the recent challenges in international trade and role of international institutions</p>

Specialization Group: Information Technology (IT)

Course Code: KMBNIT03	Course Name: DATABASE MANAGEMENT SYSTEMS
Course Objectives:	Course Outcomes:

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 31 of 77
Policy Document on Examination Reforms PO-CO Mapping		

<p>The course has been designed to introduce the students with the applications of systems designed to manage the data resources of organizations.</p>	<p>CO 1: Knowledge about the DBMS Technology CO 2: Understanding the business application of DBMS CO 3: Application of DBMS for business process CO 4: Knowledge and uses of Data mining techniques CO 5: Working knowledge of DBMS Software ORACLE</p>
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Course Code: KMBNIT04	Course Name: CLOUD COMPUTING FOR BUSINESS
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To understand cloud services and solutions 2. To know about cloud virtualization technologies and cloud management 3. To understand the relevance of Cloud storage and virtualization 	<p>CO 1 Describes the main concepts, key technologies, strengths and limitations of cloud computing. CO 2 Learn the enabling technologies that help in the development of cloud. CO 3 Develop the ability to understand and use the architecture cloud, service and delivery models. CO 4 Explain the core issues of cloud computing like cloud virtualization CO 5 To appreciate the emergence of cloud as the next generation computing paradigm.</p>

Course Code: KMBNIT05	Course Name: BUSINESS DATA WAREHOUSING & DATA MINING
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. Understanding of data warehousing and its functions 2. To identify the key processes of data warehousing and applications. 3. To understand data mining basic concepts 4. To understand data mining techniques to solve problems in various disciplines 5. Compare and evaluate data mining techniques 	<p>CO1: Understanding of data warehousing and its functions CO2: To identify the key processes of data warehousing and applications. CO3: To understand data mining basic concepts CO4: To understand data mining techniques to solve problems in various disciplines CO5: Compare and evaluate data mining techniques</p>

Specialization Group: Operations Management (OM)

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 32 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Course Code: KMBNOM03	Course Name: QUALITY MANAGEMENT
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. The concepts of Quality Management & Control 2. Describe Quality Management Systems 3. Recognise the value of Total Quality Management 4. Practice Quality Assurance and Control 5. Measure Quality and make improvements 6. Apply Quality Management Tools and Techniques 	<p>CO 1: Knowledge about the quality dimensions and its importance</p> <p>CO 2: Knowledge about the techniques of quality control and its importance for organizational competitiveness</p> <p>CO 3: Competency to analyze and impacts of Quality Control tools in the organization</p> <p>CO 4: Understanding of the International and Indian Quality Control Standards</p> <p>CO 5: Competency to use statistical methods for process quality control</p>

Course Code: KMBNOM04	Course Name: PROJECT AND SOURCING MANAGEMENT
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1) Understand the Basics of Purchasing Principles 2) Learn the process vendor selection & evaluation process 3) Identify the key processes and requirements of project management. 4) Learn how to initiate & execute the project. . 5) Learn how to plan for time and cost. 6) Plan for project risks, communication, and change control. 7) Learn the closer of the project. 	<p>CO 1: Conceptual knowledge about the procurement and sourcing management</p> <p>CO 2: Understanding of the processes of sourcing management</p> <p>CO 3: Competency to vendor selection and rating</p> <p>CO 4: Assess the importance of effective sourcing</p> <p>CO 5: Understanding of laws of Procurements</p>

Course Code: KMBNOM05	Course Name: MANAGEMENT OF MANUFACTURING SYSTEM
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. Understand the practical application of different type of manufacturing system. 2. Understanding the use of IT enabled technology in manufacturing system. 3. Understanding the entire value chain. 4. Develop an ability to analyze the capacity utilization & Strategy. 5. Understanding of tools for maintenance and capacity planning 	<p>CO 1: Conceptual knowledge of working of Manufacturing unit and complete system</p> <p>CO 2: Understanding of the processes of and activities of Manufacturing</p> <p>CO 3: Competency to implement effective managerial practices in manufacturing</p> <p>CO 4: Understanding of tools for maintenance and capacity planning</p> <p>CO 5: Knowledge about the support systems of manufacturing</p>

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 33 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Course Code: KMBN 408	Course Name: Research Project Report
Course Objectives:	Course Outcomes:
<ol style="list-style-type: none"> 1. To offer the opportunity for the young students to acquire on job the skills, knowledge, attitudes, and perceptions along with the experience needed to constitute a professional identity. 2. To provide means to immerse students in actual supervised professional experiences 3. To gain deeper understanding in specific areas 	<ol style="list-style-type: none"> 1. Plan, and engage in, an independent and sustained critical investigation and evaluation of a chosen research topic relevant to environment and society. 2. Systematically identify relevant theory and concepts, relate these to appropriate methodologies and evidence, apply appropriate techniques and draw appropriate conclusions. 3. Appropriately apply qualitative and/or quantitative evaluation processes to original data.

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 34 of 77
Policy Document on Examination Reforms PO-CO Mapping		

ASSESSMENT & EVALUATION

For I SEM and II SEM

S. No.	Criteria	Marks (100)
1	AKTU End Term Examination	70
2	Internal Evaluation Scheme	30
2(a)	Class Tests	20
2(a)(i)	Class Test-I	10
2(a)(ii)	Class Test-II	10
2(b)	Teacher Assessment (Continuous Evaluation)	10
2(b)(i)	Presentation	5
2(b)(ii)	GD/Assignment	5

For III SEM and IV SEM

S. No.	Criteria	Marks (150)
1	AKTU End Term Examination	100
2	Internal Evaluation Scheme	50
2(a)	Class Tests	30
2(a)(i)	Class Test-I	15
2(a)(ii)	Class Test-II	15
2(b)	Teacher Assessment (Continuous Evaluation)	20

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT		QUALITY SYSTEM PROCEDURES	Page 35 of 77
Policy Document on Examination Reforms PO-CO Mapping			
2(b)(i)	Presentation	5	
2(b)(ii)	GD	10	
2(b)(iii)	Attendance	5	

Project Work

Code	Project	Semester	Marks
BMB 152	MINI PROJECT-1	I	70+30
BMB 252	MINI PROJECT-2	II	70+30
KMBN 308	STPR	III	100+50
KMBN 408	RPR	IV	100+50

Rubrics for GD

Students will be awarded marks out of 16 and will be scaled to 10(for III and IV sem) and 5 (for I and II sem)

- Development of Ideas (0-4)
- Evidence of Critical Thinking (0-4)
- Clarity (0-4)
- Responses to (0-4)

Rubrics for Assignment

Students will be awarded marks out of 16 and will be scaled to 5 (for III and IV sem) and 2.5(for I and II sem).

- Explanation of Ideas & Information (0-5)
- Organization (0-5)
- Eyes & Body (0-5)
- Voice (0-5)
- Presentation Aids (0-5)
- Response to Audience Questions (0-5)
- Participation in Team Presentation (0-5)

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 36 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Rubrics for MINI PROJECT 1 (30)

- Identification of Innovative Idea (5)
- Importance & Relevance of Innovative Idea (5)
- Feasibility Analysis (5)
- Project Formulation (5)
- Project Appraisal & future Scope (5)
- Attendance (5)

Rubrics for STPR (50)

- Relevance of objective with topic (10)
- Relevance of Research Methodology (20)
- Interpretation and analysis (20)

Rubrics for MINI PROJECT 2 (30)

- Identification of emerging technologies (5)
- Application of emerging technologies in the selected industry (5)
- Project Report (15)
- Attendance (compulsory) (5)

Rubrics for RPR (50)

- Relevance of objective with topic (10)
- Relevance of Research Methodology (20)
- Interpretation and analysis (20)

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 37 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Method of measuring the level of attainment of POs, and COs

Every course has a specific set of objectives and outcome which is prepared and revised with due diligence. Attainment of Programme outcomes and course outcomes are evaluated by the institution in the following manner:

1. Procedure for attainment of COs:

Course outcomes are attained through direct and indirect methods.

Direct Attainment: Following criteria are used:

- Class Tests are conducted based on COs
- Class performance activities consisting of assignments (Case Based/Topic Presentations / GD / Attendance etc.)
- End term exam marks.

Indirect Attainment: Following criteria are used:

- Feedbacks of students, faculty and alumni.

Average attainment of COs is calculated.

The following table shows the three target levels: Low, Moderate and High attainment for direct and indirect methods

Level Average Percentage Level

Level	Average Percentage Level
1 (Low)	<50%
2 (Moderate)	<60%
3 (High)	70% and above

1.4 Attainment Level Calculation for each CO= 80% of direct level + 20% of indirect level of that CO

Attainment level of all course outcomes of a course is displayed in a table format.

2. CO-PO Mapping: Each Course outcome will be mapped to one or more suitable POs

3. Procedure for attainment of POs/PSOs:

Program outcomes are attained through direct and indirect methods.

• **Direct Attainment:** All the courses which are mapped to a particular PO are considered. Then the direct attainment value is calculated based on the following formula:

Direct PO Attainment= Sum of the average attainment level of the course outcomes mapped to a PO/ Total number of courses

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 38 of 77
Policy Document on Examination Reforms PO-CO Mapping		

• **Indirect Attainment:** In this method, the feedbacks of students, faculty, alumni and parents are considered.

Final PO attainment = 80% of Direct attainment + 20% Indirect attainment

The following table shows the five target levels:

Level	PO attainment range
1 (Poor)	$0.5 \leq \text{PO attainment value}$
2 (Average)	$1 \leq \text{PO attainment value}$
3 (Good)	$1.5 \leq \text{PO attainment value}$
4 (Very Good)	$2 \leq \text{PO attainment value}$
5 (Excellent)	$2.5 \leq \text{PO attainment value} \leq 3$

Issued By: HoD	Date of Issue: 06.09.2024	Approved By: IQAC
----------------	---------------------------	-------------------

Direct Mapping:

PROGRAM : MBA (w.e.f 2024-2025)													
Program Outcomes													
1	Disciplinary knowledge		Disciplin ary know ledge	Com muni cati on Skills	Cr iti c al th in kin g	Pro ble m sol vin g	A n al yt ic al re as o ni n g	Co op era tio n/ T ea m wo rk	Ref lec tiv e th in kin g	Mu lti cul tura l co mpe tenc e	Mor al and ethic al awa rene ss/ r easo ning	Leade rship readi ness/ qualiti es	Lifel ong learn ing
2	Communication Skills												
3	Critical thinking												
4	Problem solving												
5	Analytical reasoning												
6	Cooperation/Team work												
7	Reflective thinking												
8	Multicultural competence												
9	Moral and ethical awareness/reasoning												
10	Leadership readiness/qualities												
11	Lifelong learning												
Course Code	Subjects	Blooms Taxonomy	PO 1	PO2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO9	PO10	PO1 1
	Semester 1												
BMB101	MANAGEMENT CONCEPTS AND ORGANISATIONAL BEHAVIOUR												
CO 1	CO 1: Developing understanding of managerial practices and their perspectives.	K1, K2	2		2	2						1	1
CO 2	CO2: Understanding and Applying the concepts of organizational behavior	K2, K4	3	2	3	3		2				1	
CO 3	CO 3: Applying the concepts of management and analyze organizational behaviors in real world situations	K4, K5	2	2	2	3	2	2				1	1
CO 4	CO 4: Comprehend and practice contemporary issues in management.	K3	2		2	2	2					3	1
CO 5	CO 5: Applying managerial and leadership skills among students	K4	2	2	1	1		2				3	

		AVERA GE	2.2	2	2	2.2	2	2						
BMB10 2	MANAGERIAL ECONOMICS													
CO 1	Students will be able to remember the concepts of micro economics and also able to understand the various micro economic principles to make effective economic decisions under conditions of risk and uncertainty.	K1, K2	2		2	2	2							2
CO 2	The students would be able to understand the law of demand & supply & their elasticities , evaluate & analyse these concepts and apply them in various changing situations in industry . Students would be able to apply various techniques to forecast demand for better utilization of resources.	K2, K4, K6, K7	2		3		3		2					
CO 3	The students would be able to understand the production concept and how the production output changes with the change in inputs and able to analyse the effect of cost to business and their relation to analyze the volatility in the business world	K3, K4, K5, K7	2		2	3	2							2
CO 4	The students would be able to understand & evaluate the different market structure and their different equilibriums for industry as well as for consumers for the survival in the industry by the application of various pricing strategic	K4, K5, K6	2		3	2	3		2					2
CO 5	The students would be able to analyse the macroeconomic concepts & their relation to micro economic concept & how they affect the business & economy.	K2. K3	2		3	3	2							2
		AVERA GE	2		2.6	2.5	2.4		2					
BMB10 3	FINANCIAL ACCOUNTING AND ANALYSIS													
CO 1	Understand and apply accounting concepts, principles and conventions for their routine monetary transaction.	K2, K3	2											

MIMT		QUALITY SYSTEM PROCEDURES										Page 41 of 77	
Policy Document on Examination Reforms PO-CO Mapping													

CO 2	Understand about IFRS, Ind AS and IAS for preparation and reporting of financial statements.	K2, K6	2			3								
CO 3	Create and prepare financial statements and Cash flow in accordance with Generally Accepted Accounting Principles	K1	3			3								
CO 4	Analyse, interpret and communicate the information contained in basic financial statements and explain the limitations of such statements.	K4, K7	2		2	3								
CO 5	Recognising various types of accounting and utilize the technology and social responsibility in facilitating and enhancing accounting and financial reporting processes	K2, K4	3											
		AVERA GE	2.4		2	3								
BMB 104	BUSINESS STATISTICS & ANALYTICS													
CO 1	Gaining Knowledge of basic concept / fundamentals of business statistics.	K2	2		2	1								
CO 2	To compute various measures of central tendency, Measures of Dispersion, Time Series Analysis, Index Number, Correlation and Regression analysis and their implication on Business performance.	K1, K4	1		3	3	2							2
CO 3	Evaluating basic concepts of probability and perform probability theoretical distributions	K3, K4			3	3	2		1					3
CO 4	To apply Hypothesis Testing concepts and able to apply inferential statistics- t, F, Z Test and Chi Square Test	K5, K6			3	3	3		2					3
CO 5	To perform practical application by taking managerial decision and evaluating the Concept of Business Analytics.	K7, K4	2		1	1	2	1	2					2
		AVERA GE	1.6 6		2. 4	2.2 5	2. 2	1 1	1.6 6					

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

BMB 105	MARKETING MANAGEMENT																
CO 1	Remember and Comprehend basic marketing concepts.	K1, K2	1														
CO 2	Understand marketing Insights on application of basic marketing concepts.	K3, K6	1	1			2										
CO 3	Able to Apply and develop Marketing Strategies and Plans	K4			2		3			2							
CO 4	Understand and Analyzing Business/ Consumer Markets and ability Identify & evaluate Market Segments and Targeting	K5	1		3		3			2	1						
CO 5	Develop skills to understand the current global and digital aspect of marketing.	K7	1							3	3						2
		AVERAGE	1	1	2.5		2.66			2.33							
BMB 106	CREATIVITY, INNOVATION AND ENTREPRENEURSHIP																
CO 1	Remember and comprehend basic concepts of creativity, innovation and entrepreneurship	K1,K2,K3	3				2										2
CO 2	Develop knowledge on Entrepreneurial Finance, Assistance and role of Entrepreneurial Development Agencies	K4, K5, K7	2		2	2	2			2							2
CO 3	Develop understanding of converting an Idea to an opportunity and develop understanding of various funding sources	K5, K7	2		2	2	2	2	2	2							2
CO4	Gain in depth knowledge of innovation and its various sources	K1,K2,K5	3		2		2										
CO5	Develop understanding of various dimensions of innovation along with current trends and general awareness of innovation and startup	K2,K6, K7		2	1	2											
		AVERAGE	2.5		2	2	2	2	2	2							
BMB 107	BUSINESS COMMUNICATION																

MIMT		QUALITY SYSTEM PROCEDURES										Page 43 of 77	
Policy Document on Examination Reforms PO-CO Mapping													

CO 1	Apply business communication strategies and principles to prepare effective communication for domestic and international business situations.	K4	2	2	1				2	2			
CO 2	Analyse ethical, legal, cultural, and global issues affecting business Communication.	K5	2	2	1	1				3	3	1	2
CO 3	Develop an understanding of appropriate organizational formats and channels used in business communications	K2	2	2									
CO 4	Gaining an understanding of emerging electronic modes of communication.	K3	2		1					1			1
CO 5	Developing effective verbal and non verbal communication skills	K1, K4	3	3		1				1			
		AVERAGE	2.2	2.25	1	1				1.5			
BMB 151	IT SKILLS LAB-1												
CO 1	Gain in depth knowledge about the functioning of computers and its uses for managers	K2	3	1		1							2
CO 2	Learn to use Internet and its applications	K4	3	3		2							2
CO 3	Understand and implement Word processing software	K6	3	2	2		2						2
CO 4	Learn applications on Spread sheet software	K2, K4	3	2	2	2	2						2
CO 5	Analyse and learn Presentation software	K5	3	3	2	2	2						2
		AVERAGE	3	2.2	2	1.75	2						
KMBN1 52	MINI PROJECT -1												
CO 1	Gain in depth knowledge on innovative idea for product or services in form of a project report.	K2				3				2			3
CO 2	To apply innovative idea, its feasibilities and detail descriptions.	K4				3	3			2			3
		AVERAGE			3	3	3			2			

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

		GE											
Semester 2													
BMB 201	BUSINESS ENVIRONMENT & LEGAL ASPECT OF BUSINESS												
CO 1	Develop understanding and fundamental knowledge about business environment	Remem bering (K1) Knowle dge (K2)	2		2	2							1
CO 2	Develop understanding on the concepts of Business Environment and international business environment.	Knowle dge (K 2)	2		2	2							
CO 3	Develop basic understanding of law of contract	Knowle dge (K 2)	2		3	3	3						2
CO 4	Understanding of provisions of Companies Act concerning incorporation and regulation of business organizations	Knowle dge (K2)	1		3	3							2
CO 5	Able to analyze case laws in arriving at conclusions facilitating business decisions.	K4 Applyin g K5 Analysi ng	2		2	2							2
		AVERA GE	1.8		2. 4	2.4	3						
BMB 202	HUMAN RESOURCE MANAGEMENT												
CO 1	Synthesize the role of human resources management as it supports the success of the organization including the effective development of human capital as an agent for organizational change.	K6 Synthe sizing	3		3	3	1						
CO 2	Demonstrate knowledge of laws that impact behaviour in relationships between employers and employees that ultimately impact the goals and strategies of the organization.	K2 Knowle dge	1						1				
CO 3	Understand the role of employee benefits and compensation as a critical	K3 Compr	2		2	2							

	component of employee performance, productivity and organizational effectiveness.	ehending													
CO 4	Show evidence of the ability to analyze, manage and problem solve to deal with the challenges and complexities of the practice of collective bargaining.	K5Analyzing	2	2	2	3		2		2	2				
CO 5	Demonstrate knowledge of practical application of training and employee development as it impacts organizational strategy and competitive advantage.	K2 Knowledge K4 Applying	3	2	2										
		AVERAGE	2.2	2	2.25	3	1.5	2	1	2	2				
BMB 203	BUSINESS RESEARCH METHODS														
CO 1	Knowledge of concept / fundamentals for different types of research.	Knowledge (K2)	2			3	3		2		2				1
CO 2	Applying relevant research techniques.	Remembering (K1) Applying (K4)			3	3	3		2		2				
CO 3	Understanding relevant scaling & measurement techniques and should use appropriate sampling techniques	Comprehending (K3) Applying (K4)			2	2	3	2	3						1
CO 4	Synthesizing different techniques of coding, editing, tabulation and analysis in doing research.	Analyzing (K5) Synthesizing (K6)			3		3		2						
CO 5	Evaluating statistical analysis which includes ANOVA technique and prepare research report.	Evaluating (K7)				3	3	2			3				1
		AVERAGE	2		2.66	2.75	3	2	2.25		2.33				1

BMB 204	FINANCIAL MANAGEMENT AND CORPORATE FINANCE																	
CO 1	Understand the different basic concept / Models of Corporate Finance and Governance	Knowledge (K2) Remembering(K1)	2															
CO 2	Understand the practical application of time value of money and evaluating long term investment decisions	Analyzing (K5) Evaluating(K7)	2		2	2												
CO 3	Develop analytical skills to select the best source of capital, structure and leverage.	Analyzing(K5) Synthesizing(K6)	2		2	3	3											
CO 4	Understand the use and application of different models for firm's optimum dividend pay-out.	Comprehending(K3) Applying(K4)	3		2	2				2								
CO 5	Understand the recent trends of mergers and acquisition and its valuation	Comprehending(K3) Synthesizing (K6)	3		2					1								
		AVERA GE	2.4		2	2.3 3	3			1.5								
BMB 205	OPERATIONS MANAGEMENT																	
CO 1	Understand the role of Operations in overall Business Strategy of the firm - the application of OM policies and techniques to the service sector as well as manufacturing firms.	Knowledge (K2) Comprehending (K3) Remembering (K1)	1	1	2	2	2											
CO 2	Understand and apply the concepts of Material Management, Supply Chain Management and TQM perspectives.	Knowledge (K2) Remembering	1		2	3	2											

MIMT		QUALITY SYSTEM PROCEDURES										Page 47 of 77	
Policy Document on Examination Reforms PO-CO Mapping													

		bering (K1) Applyin g (K4)												
CO 3	Identify and evaluate the key factors and their interdependence of these factors in the design of effective operating systems.	Compr ehendi ng (K3) Applyin g (K4)	2	2	3	3	3							
CO 4	Analyze / understand the trends and challenges of Operations Management in the current business environment.	Analyzi ng (K5)	3	3	3	3	3							
CO 5	Apply techniques for effective utilization of operational resources and managing the processes to produce good quality products and services at competitive prices.	Synthe sizing (K6) Evaluat ing (K7)	3	3	3	3	3							
		AVERA GE	2	2.25	2.6	2.8	2.6							
BMB 206	QUANTITATIVE TECHNIQUES FOR MANAGER													
CO 1	Be able to understand the characteristics of different types of decision-making environments and the appropriate decision making approaches and tools to be used in each type.	Knowle dge (K2) Remem bering (K1)	2		2	1	2							2
CO 2	To formulate linear programming problem and to find optimal solution by graphical simplex method.	Knowle dge (K2)			2	3	2			1				2
CO 3	Be able to build and solve Transportation Models and Assignment Models also to solve game theory problems by understanding pure and mix strategies.	Applyin g (K 4)	2		2	3	2	2	2					3
CO 4	To assign optimal sequence of difference jobs on different machines and develop understanding of queuing theory concepts.	Applyin g (K 4)	1		2	2	2	1	1					2
CO 5	To implement replacement of equipments at right time and able to implement project management concepts like CPM, PERT to reduce cost	Synthe sizing (K6) Evaluat	2		3	3	2		2					3

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT		QUALITY SYSTEM PROCEDURES										Page 48 of 77	
Policy Document on Examination Reforms PO-CO Mapping													

	and time.	ing (K7)												
		AVERAGE	1.75		2.2	2.4	2	1.5	1.5					2.4
KMBN207	COST AND MANAGEMENT ACCOUNTING													
CO 1	Understanding and Basic Knowledge of Cost Accounting and explaining Basic Accounting Procedure, apply cost concepts, Balancing of Accounts & Management Accounting	Knowledge (K2) Remembering (K1)	3	2										1
CO 2	Computation of Fixed, Variable, Semi-Fixed And Semi-Variable Cost Concepts. Analyzes The Relationship Between The Cost-Volume And Profit Contribution Margin, Margin Of Safety, Security Ratio, Profit Margin Concepts. Critically analyze and provide recommendations to improve the business operations using accounting techniques	Applying (K4)	2	2		1								1
CO 3	Identify problems associated with relying on financial accounting information for internal decision making	Comprehending (K3) Applying (K4)	2	2		1								1
CO 4	Computing of Budgeting And Operating Budgets. Applying the concepts of Management Accounting For Businesses	Applying (K4)	2	2										1
CO 5	Computation of Standard Variation Analysis Through Standard Costs Understanding and calculation of Standard Cost Concept	Synthesizing (K6) Evaluating (K7)	2	2	2	2	2							2
		AVERAGE	2.2	2	2	1.33	2							1.2
BMB208	MANAGEMENT INFORMATION SYSTEMS													
CO 1	Be able to understand the importance of information management in business and management.	Knowledge (K2) Remembering (K1)	3	1	2	3	2							

Issued By: HoD	Date of Issue: 06.09.2024	Approved By: IQAC
----------------	---------------------------	-------------------

		K1)												
CO 2	To understand and formulate different types of information systems in business	Knowledge (K2)	3	1	3	3	2							
CO 3	Be able to apply the theory and concepts in practical with help of software	Applying (K4)	3	2	2	2	2							
CO 4	To apply various security and ethical issues with Information Systems	Applying (K4)	1	1	2	3	3				3	2	1	
CO 5	To synthesize applications on Spreadsheet and database software	Synthesizing (K6) Evaluating (K7)	3	2	3	3	3	1						1
		AVERAGE	2.6	1.4	2.4	2.8	2.4	1			3	2	1	
KMBN2 51	IT SKILLS LAB-2													
CO 1	To gain knowledge of pivot table and understand the validating & auditing techniques	Knowledge (K2)	3	3	3	3	3							
CO 2	Learn to use different charting techniques in MS Excel	Applying (K4) Synthesizing (K6)	3	3	3	3	3							
CO 3	Learn to use different formatting techniques in MS Excel	Applying (K4) Knowledge (K2)	3	3	2	2	2							
		AVERAGE	3	3	2.6	2.6	2.6							
KMBN2 52	MINI PROJECT -2													
CO 1	To gain knowledge of issues challenge of the industry	Knowledge (K2)			3					2				3

MIMT		QUALITY SYSTEM PROCEDURES										Page 51 of 77	
Policy Document on Examination Reforms PO-CO Mapping													

CO4	Evaluate and revise programs and procedures in order to achieve organizational goals;	Analysing (K4) Applying (K3) Understanding (K2) Remembering (K1)	2	1	2	2	2		2		2		2
CO5	Consider the ethical dimensions of the strategic management process;	Analysing (K4) Applying (K3) Understanding (K2) Remembering (K1)	3	2	2	2		2		2		2	2
		AVERAGE	2.8	1.2	2	2	2.25	2	2		2	2	2
KMBN302	INNOVATION & ENTREPRENEURSHIP												
CO 1	Remember and comprehend basic concepts of entrepreneurship	Remembering (K1) Knowledge (K2) Comprehending (K3)	3			2				1			
CO 2	Develop knowledge on Entrepreneurial Finance, Assistance and role of Entrepreneurial Development Agencies	Applying (K4) Analyzing (K5) Evaluating (K7)	1	3	2								
CO 3	Develop understanding of converting an Idea to an opportunity and develop understanding of various funding sources	Analyzing (K5) Evaluating (K7)	1		2		3						

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT		QUALITY SYSTEM PROCEDURES										Page 52 of 77	
Policy Document on Examination Reforms PO-CO Mapping													

		K7)												
CO 4	Gain in depth knowledge of innovation and its various sources	Remem bering (K1) Knowle dge (K 2) Analyzi ng (K 5)	2		1		3			2				
CO 5	Develop understanding of various dimensions of innovation along with current trends and general awareness of innovation and startup	Knowle dge (K 2) Synthe sizing (K6) Evaluat ing (K7)	1		2		3			3				
		AVERA GE	1.6	3	1. 7 5	2	3			2				
KVE301	UNIVERSAL HUMAN VALUES AND PROFESSIONAL ETHICS													
CO 1	Understand the significance of value inputs in a classroom, distinguish between values and skills, understand the need, basic guidelines, content and process of value education, explore the meaning of happiness and prosperity and do a correct appraisal of the current scenario in the society	Unders tanding (K2)	2	1	3	2	2	3	2		1	1	1	1
CO 2	Distinguish between the Self and the Body, understand the meaning of Harmony in the Self the Co-existence of Self and Body.	Unders tanding (K2)	2		2					3	2	3	2	2
CO 3	Understand the value of harmonious relationship based on trust, respect and other naturally acceptable feelings in human-human relationships and explore their role in ensuring a harmonious society	Unders tanding (K2)	1	2	2	2	2	2			2	1		2
CO 4	Understand the harmony in nature and existence, and work out their mutually	Unders tanding	1				3	3	3		2	2		2

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 53 of 77
Policy Document on Examination Reforms PO-CO Mapping		

	fulfilling participation in the nature.	(K2)											
CO 5	Distinguish between ethical and unethical practices, and start working out the strategy to actualize a harmonious environment wherever they work.	Applyin g (K3)	2			3	3		2			3	2
		AVERAGE	1.6	1.5	2.3 3	2.3 3	2.5 5	2.6 6	2.5	1.6 6	2	1.66	1.8
KMBHR 01	TALENT MANAGEMENT												
CO 1	Knowledge of Talent Management Processes	K1(Re member) K2(Understand)	2		1								
CO 2	Understanding for analysis of the impacts of Talent management in the organization	K1(Re member) K2(Understand) K3(App ly) K4(Anal yze)	2		2		3						
CO 3	Competency to implement Talent Management practices	K4(Anal yze) K5(Eval uate) K6(Cre ate)	2	2			3		2	2	2		
CO 4	Competency to develop leadership qualities among subordinate	K4(Anal yze) K5 (Evalua te)	2	3				2		2		3	
CO 5	Knowledge about the reward system to support Talent management	K2(Understand) K3(App ly)	2		1								

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

		AVERA GE	2	2.5	1. 3 3		3	2	2	2	2	2	3
KMBN HRN02	EMPLOYEE RELATIONS AND LABOR LAWS												
CO 1	Knowledge of Industrial Relation framework	K1(Remember) K2(Understand)	2										
CO 2	Competency to understand the importance of Employee Industrial Relation. Relation within the perspective of Industrial Relation	K1(Remember) K2(Understand) K3(Apply) K4(Analyze)	2		2					2			
CO 3	Knowledge about relevant Laws of HR management	K1(Remember) K2(Understand) K3(Apply)	2	2									
CO 4	Competency to interpreted and implement the Labor Laws within organization	K4(Analyze) K5 (Evaluate)	2	2		3				2			
CO 5	Competency to use Collective Bargaining and Grievance redressal Mechanism	K1(Remember) K2(Understand) K3(Apply)	2	2	2	3		3		2		2	
		AVERA GE	2	2	2	3		3	2	2		2	
KMBN	CONSUMER BEHAVIOR & MARKETING												

MK01	COMMUNICATION																
CO 1	Understand the three major influences on customer choice: the process of human decision making in a marketing context; the individual customers make up; the environment in which the customer is embedded.	Understand (K2)	1	1			2										
CO 2	Develop the cognitive skills to enable the application of the above knowledge to marketing decision making and activities	Create (K6)				2	2										
CO 3	Be able to demonstrate how concepts may be applied to marketing strategy.	Apply (K3)				2											
CO 4	Apply an IMC approach in the development of an overall advertising and promotional plan.	Apply (K3)															
CO 5	Enhance creativity, critical thinking and analytical ability through developing an integrated marketing communication campaign	Analyze (K4)						3							2	2	
		AVERAGE	1	1	2	2	2.5								2	2	
KMBN MK02	MARKETING ANALYTICS																
CO 1	Students will develop the skill in marketing analytics	Apply (K3), Create (K6)	3	3	3	3	3										
CO 2	Students will be acquainted with better understanding of real life marketing data and its analysis	Evaluate (K5)	3	3	3	3	3										
CO 3	Students will develop analytical skill for effective market decision making in real life environment.	Analyze (K4), Create (K6)	3	3	3	3	3										
		AVERAGE	3	3	3	3	3										
KMBNF M01	INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT																
CO 1	Understand about various investment avenues.	K1 (Remember)	3														

		K2(Understand)												
CO 2	Understand the value of assets and manage investment portfolio.	K1 (Remember) K2(Understand)	2		1	1	1							
CO 3	Understand various Models of Investment and its application	K2(Understand) K3(Apply)	3		1	3	1							
CO 4	Understand and create various investment strategies on the basis of various market conditions.	K1 (Remember) K2(Understand) K3(Apply)	2		2	1	2							
CO 5	Measure riskiness of a stock or a portfolio position.	K1 (Remember) K2(Understand)	3		1	2	1							
		AVERAGE	2.6		1.25	1.75	1.25							
KMBNF M02	FINANCIAL PLANNING & TAX MANAGEMENT													
CO 1	Understand about various tax provision and planning	K1 (Remember)	3		1	2								2
CO 2	Understand the scope tax planning concerning various business and managerial and strategic activities can be explored	K1 (Remember) K2(Understand)	3		3	3	2						2	2
CO 3	Have Know about various Tax Dates Rates and Forms	K2(Understand)	3											

		K3(Apply)												
CO 4	Have Knowledge of Financial Planning and its Process	K1 (Remember) K2(Understand) K3(Apply)	3		2	3								
CO 5	Have knowledge about asset allocation and retirement planning process	K1 (Remember) K2(Understand) K3(Apply)	3		2	2								
		AVERAGE	3		2	2.5	2						2	2
KMBNI T01	DATA ANALYTICS FOR BUSINESS DECISIONS													
CO 1	Understand the basics of business analysis and Data Science	Knowledge (K2)	3	2	2	2	2							
CO 2	Understand data management and handling and Data Science Project Life Cycle	Comprehending (K3)	3	2	2	2	2							
CO 3	Understand the data mining concept and its techniques	Applying (K4)	3	3	3	3	3							
CO 4	Understand and Analyzing machine learning concept	Analyzing (K5)	3	2	2	2	2							
CO 5	Understand the application of business analysis indifferent domain	Applying (K4)	3	2	2	2	2							
		AVERAGE	3	2.2	2	2.2	2							
KMBNI T02	AI AND MACHINE LEARNING FOR BUSINESS													
CO 1	To understand the need of Machine Learning & Statistics for solving various problems.	K1 (Remember) K2(Und	3	2	2	2	2							

		erstand)												
CO 2	To understand the basic concepts of Supervised and Unsupervised learning.	K1 (Remember) K3(Apply)	3	2	2	2	2							
CO 3	To apply regression analysis on the data available.	K2(Understand) K3 (Apply)	3	3	3	3	3							
CO 4	To design appropriate machine learning and apply on real world problems	K2(Understand) K3 (Apply)	3	2	2	2	2							
CO 5	To optimize different Machine Learning & Deep Learning Techniques	K3 (Apply)	3	2	2	2	2							
		AVERAGE	3	2.2	2.2	2.2	2.2							
KMBN OM01	SUPPLY CHAIN & LOGISTICS MANAGEMENT													
CO 1	Apply the basic framework of Supply Chain Management and basic concepts in logistics	K1(Remember) K2(Understand) K3(Apply)	2	1	2	1	1	1						
CO 2	Knowledge about distribution, warehousing and its roles in strategic planning with supply chain	K1(Remember) K2(Understand) K3(Apply) K4(Analyse)	3	3	3	3	3	2	2	1	2	1	1	
CO 3	Competency to analyze and use inventory management methodologies and evaluate and select transportation	K4(Analyse) K5(Evaluate)	3	2	3	3	3	2	1					

	modes	K6(Create)												
CO 4	Assess the strategic role and impact of IT on supply chain integration	K4(Analyse) K5(Evaluate)	3	1	2	2	3	2	1					
CO 5	Knowledge about the latest trends in SCM and logistics	K1(Remember) K2(Understand) K3(Apply)	3	2	2	2	2	2						
		AVERAGE	2.8	1.8	2.4	2.2	2.4	1.8	1.3	1	2	1	1	
KMBNOM02	OPERATIONS PLANNING & CONTROL													
CO 1	It will help in understanding the fundamentals of production planning and profit considerations.	K1(Remember) K2(Understand)	2	1	1	2	1	1	1			1		
CO 2	It will provide quantitative knowledge and capability to use various product/process planning tools.	K1(Understand) K3(Apply) K4(Analyse)	3	2	3	3	3	2	1					
CO 3	It will enable them to devise appropriate strategies concerning aggregate planning and cost.	K4(Analyse) K5(Evaluate) K6(Create)	3	2	3	3	3	1	2					
CO 4	It helps in resolving complex scheduling issues by way of implementing standard scheduling procedures.	K4(Analyse) K5(Evaluate)	3	2	3	3	3	2	1					

		(K1)											
CO 5	Critically think about issues and challenges in the Global World and find sustainable solutions	Applying(K3) Understanding (K2) Remembering (K1)	3	2	2	2	2						
		AVERAGE	3	2	2	2	2						
KMBN HR03	HR ANALYTICS												
CO 1	Apply HR Analytical techniques in the areas of HRP, recruitment and selection,	Remembering (K1) Knowledge (K2) Comprehending(K3)			3	3		1					
CO 2	Demonstrate HR function in adding	Applying (K4) Analyzing (K5)			3	3	3		3				
CO 3	Utilise soft factors in a people management context and convert them into measurable variables.	Applying (K4) Analyzing (K5) Evaluating (K7)			3	3						2	
CO 4	Design a Metrics and Analysis index for recruitment, performance and or a training and development context	Applying (K4) Synthesizing (K6) Analyzing (K)	1		2	2	2		3		1		1 1

	development	erstand) K3(Apply)																
		AVERAGE	2		2	2	2.33			2								
KMBN HR05	INTERNATIONAL HUMAN RESOURCE MANAGEMENT																	
CO 1	Understanding the Contexts of International HRM	K1(Remember) K2(Understand)	2								1	1						
CO 2	Knowledge about the HR Processes in International Context	K1(Understand) K3(Apply)	2		2		2											
CO 3	Able to evaluate the impacts of Globalization on HRM	K4(Analyze) K5(Evaluate)	2			2	2											
CO 4	Desired level of expertise on organizational	K4(Analyze) K5 (Evaluate) K6 (Create)	2	2	2	2	3	2									2	
CO 5	Understanding the International culture in SHRM	K2(Understand) K3(Apply)	2	2					2								2	
		AVERAGE	2	2	2	2	2.33		2	1	1						2	
KMBN MK03	B2B & SERVICE MARKETING																	
CO 1	Understand and nature of B2B	Understand(K	3	1														1

MIMT		QUALITY SYSTEM PROCEDURES										Page 64 of 77
Policy Document on Examination Reforms PO-CO Mapping												

	marketing	2)											
CO 2	Ability to create an integrated marketing communications plan which includes promotional strategies	Analyze (K4)	3	2		2							1
CO 3	Define and apply knowledge of various aspects of managerial decision making related to pricing strategy and tactics.	Apply (K3) Analyze (K4)	3			2							1
CO 4	Be able to identify critical issues related to service design, such as identifying and managing customer service experience, expectations, perceptions and outcomes.	Analyze (K4)	3	2		2							1
CO 5	Use critical analysis to perceive service shortcomings in reference to ingredients to create service excellence.	Apply (K3)	2	2	2	2							2
		AVERAGE	2.8	1.75	2	2							1.2
KMBN MK04	SALES AND RETAIL MANAGEMENT												
CO 1	Students will develop knowledge, understanding and skills in Sales force management.	K1(Remember) K2(Understand)				2	1						1
CO 2	Acquainted with better understanding of implementation of sales management strategies.	K1(Understand) K3(Apply) K4(Analyze)	3		2	2		2			3		
CO 3	Develop analytical skills for effective decision alternatives in sales management problems	K4(Analyze) K5(Evaluate) K6(Create)	2		3	3	3			2			1
CO 4	Develop the knowledge, understanding and skills in retail management.	K2(Understand) K3(Apply)			2	1							1

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
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		ly)												
CO 5	Acquainted with better understanding of implementation of retail management strategies and develop analytical skills for effective decision alternatives in retail operations.	K4(Analyze) K5 (Evaluate)	2		3	2	2			2		2	1	s
		AVERAGE	2.33		2.4	1.8	2.5	2	2	3	2	1	1	
KMBN MK05	SOCIAL MEDIA AND WEB ANALYTICS													
CO 1	Students will develop knowledge, understanding and skills in analysis of Social Media	K1(Remember) K2(Understand)	3	2	2	2	2							
CO 2	Acquainted with better understanding of implementation Web Analytics tool	K1(Understand) K3(Apply) K4(Analyze)	3	2	2	2	2							
CO 3	Develop analytical skills for effective decision alternatives in social media problems	K4(Analyze) K5(Evaluate) K6(Create)	3	2	2	2	2							
CO 4	Develop the knowledge, understanding and skills in Facebook and google analytics.	K2(Understand) K3(Apply)	3	2	2	2	2							
CO 5	Acquainted with better understanding of implementation of web analytics strategies and develop analytical skills for effective decision alternatives in social media operations.	K4(Analyze) K5 (Evaluate)	3	2	2	2	2							
		AVERAGE	3	2	2	2	2							
KMBNF	FINANCIAL DERIVATIVES													

M03																		
CO 1	Understand about various derivatives instruments and derivative Market structure	Knowle dge (K2) Remem bering(K1)	3															
CO 2	Understand the forward and future pricing mechanism and strategies for hedging using various futures products	Knowle dge (K2) Compr ehendi ng(K3) Applyin g(K4)	2					1										
CO 3	Understand the option pricing mechanism and using options strategies for mitigating risk	Knowle dge (K2) Compr ehendi ng(K3) Applyin g(K4)	2		1	2	1			1								
CO 4	Understand the Commodity derivative market	Knowle dge (K2) Compr ehendi ng(K3) Applyin g(K4)	2		1	1				1								
CO 5	Understand the Swaps derivatives and their mechanism	Knowle dge (K2) Compr ehendi ng(K3) Applyin g(K4)	2		1	1				1								
		AVERA GE	2.2 5		1	1.5	1			1								
KMBNF M04	FOREIGN EXCHANGE & FOREX RISK MANAGEMENT																	

MIMT		QUALITY SYSTEM PROCEDURES										Page 67 of 77	
Policy Document on Examination Reforms PO-CO Mapping													

CO 1	Understand the BOP and evaluation various exchange rate system	Knowle dge (K2) Remem bering(K1) Compr ehendi ng(K3)	3		2	3	2											
CO 2	Understand the theories of exchange rate determination	Knowle dge (K2) Compr ehendi ng(K3) Applyin g(K4)	3		2	3	2											
CO 3	Understand the foreign exchange transactions mechanism	Knowle dge (K2) Compr ehendi ng(K3) Applyin g(K4) Analyzi ng (K5)	3		2	3	2											
CO 4	Understand the exchange dealings	Knowle dge (K2) Compr ehendi ng(K3) Applyin g(K4)	2		2	3	2											
CO 5	Understanding the various foreign exchange risk and its management	Knowle dge (K2) Compr ehendi ng(K3) Applyin g(K4) Analyzi ng (K5)	3		2	3	2											2
		AVERA GE	2.8		2	3	2											2

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

KMBNF M05	FINANCIAL CREDIT RISK ANALYTICS																	
CO 1	Understand about various types of financial credit.	K1 (Remember) K2(Understand)	3		2	2	2										2	
CO 2	Understand the credit risk and its rating.	K1 (Remember) K2(Understand)	3		2	3	2											2
CO 3	Understanding of credit commitments and its application	K2(Understand) K3(Apply)	2		2	2	2											
CO 4	Understanding of risk management and corporate governance.	K1 (Remember) K2(Understand) K3(Apply)	3		2	1	2										2	
CO 5	Measure riskiness of a stock or a portfolio position.	K2(Understand) K5 (Evaluation)	2		2	3	3											
		AVERAGE	2.6		2	2.2	2										2	2
KMBNI T03	DATABASE MANAGEMENT SYSTEMS																	
CO 1	Knowledge about the DBMS Technology	K1 (Remember) K2(Understand)	3	2	2	2	2											

CO 2	Understanding the business application of DBMS	K1 (Remember) K2(Understand) K3 (Apply)	3	2	2	2	2												
CO 3	Application of DBMS for business process	K2(Understand) K3(Apply) K4 (Analyse)	3	2	2	2	2												
CO 4	Knowledge and uses of Data mining techniques	K1 (Remember) K2(Understand) K3(Apply)	3	3	3	3	3												
CO 5	Working knowledge of DBMS Software ORACLE	K1 (Remember) K2(Understand) K3(Apply)	3	2	2	2	2												
		AVERA GE	3	2.2	2	2.2	2												
KMBNI T04	CLOUD COMPUTING FOR BUSINESS																		
CO 1	Describes the main concepts, key technologies, strengths and limitations of cloud computing.	Knowle dge (K2)	3	1	3	3	3												
CO 2	Learn the enabling technologies that help in the development of cloud.	Compr ehendi ng (K3)	3	2	2	2	2												
CO 3	Develop the ability to understand and use the architecture cloud, service and delivery models.	Applyin g (K4)	3	2	2	2	2												

CO 4	Explain the core issues of cloud computing like cloud virtualization	Analyzing (K5)	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	
CO 5	To appreciate the emergence of cloud as the next generation computing paradigm.	Applying (K4)	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
		AVERAGE	3	2	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4	2.4
KMBNIT05	BUSINESS DATA WAREHOUSING & DATA MINING																				
CO 1	Understanding of data warehousing and its functions	Knowledge(K2) Remembering (K1)	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
CO 2	To identify the key processes of data warehousing and applications.	Comprehending(K3) Analyzing(K5)	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
CO 3	To understand data mining basic concepts	Applying(K4)	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
CO 4	To understand data mining techniques to solve problems in various disciplines	Applying(K4)	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
CO 5	Compare and evaluate data mining techniques	Analyzing (K5) Applying(K4)	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
		AVERAGE	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
KMBNOM03	QUALITY MANAGEMENT																				
CO 1	Knowledge about the quality dimensions and its importance	K1(Remember) K2 (Understand)	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
CO 2	Knowledge about the techniques of quality control and its importance for organizational competitiveness	K1(Remember) K2 (Understand)	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2

		stand)											
CO 3	Competency to analyze and impacts of Quality Control tools in the organization	K4(Analyse) K5(Evaluate) K6(Create)	3	2	2	2	2						
CO 4	Understanding of the International and Indian Quality Control Standards	K1(Remember) K2(Understand)	3	2	2	2	2						
CO 5	Competency to use statistical methods for process quality control	K1(Remember) K2(Understand) K3(Apply) K4(Analyse) K5(Evaluate)	3	2	2	2	2						
		AVERAGE	3	2	2	2	2						
KMBN OM04	PROJECT AND SOURCING MANAGEMENT												
CO 1	Conceptual knowledge about the procurement and sourcing management	K1(Remember) K2(Understand)	2	2	1	1	1	1					
CO 2	Understanding of the processes of sourcing management	K1(Remember) K2(Understand) K3(Apply) K4(Analyse)	3	2	2	2	2						

CO 3	Competency to vendor selection and rating	K4(Analyse) K5(Evaluate)	3	2	2	2	2	2											
CO 4	Assess the importance of effective sourcing	K4(Analyse) K5(Evaluate)	3	2	2	2	2												
CO 5	Understanding of laws of Procurements	K1(Remember) K2(Understand) K3(Apply)	3	2	2	2	2												
		AVERAGE	2.8	2	1.8	1.8	1.8	1											
KMBNOM05	MANAGEMENT OF MANUFACTURING SYSTEM																		
CO 1	Conceptual knowledge of working of Manufacturing unit and complete system	K1(Remember) K2(Understand)	3	2	2	2	2												
CO 2	Understanding of the processes of and activities of Manufacturing	K1(Remember) K2(Understand) K3(Apply)	3	2	2	2	2	2											
CO 3	Competency to implement effective managerial practices in manufacturing	K2(Understand) K3(Apply) K4(Analyse) K5(Evaluate)	3	2	2	2	2												
CO 4	Understanding of tools for maintenance and capacity planning	K4(Analyse) K5(Eval)	3	2	2	2	2												

MIMT		QUALITY SYSTEM PROCEDURES										Page 73 of 77	
Policy Document on Examination Reforms PO-CO Mapping													

		uate)											
CO 5	Knowledge about the support systems of manufacturing	K4(Analyse) K5(Evaluate)	3	2	2	2	2						
		AVERAGE	3	2	2	2	2	2					

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 74 of 77
Policy Document on Examination Reforms PO-CO Mapping		

Indirect

Student's Feedback

Program Outcomes												
PO 1	Disciplinary knowledge	Disciplinary knowledge	Communication Skills	Critical thinking	Problem solving	Analytical reasoning	Cooperation/Team work	Reflective thinking	Multicultural competence	Moral and ethical awareness/reasoning	Leadership readiness/qualities	Lifelong learning
PO 2	Communication Skills											
PO 3	Critical thinking											
PO 4	Problem solving											
PO 5	Analytical reasoning											
PO 6	Cooperation/Team work											
PO 7	Reflective thinking											
PO 8	Multicultural competence											
PO 9	Moral and ethical awareness/reasoning											
PO 10	Leadership readiness/qualities											
PO 11	Lifelong learning											
Student Satisfaction Survey		PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO 10	PO 11
1	The institute takes active interest in promoting internship, student exchange, field visit opportunities for students.		2		2		2		1		1	2
2	The teaching and mentoring process in your institution facilitates you in cognitive, social and emotional growth.		2	3	2	3	2	2		1	1	3
3	The institution provides multiple opportunities to learn and grow.											1
4	The teachers illustrate the concepts through examples and applications.	3		2	2	2		2				
5	The teachers identify your strengths and encourage you with providing right level of challenges.		2	2	2	2	2	2	1	1	2	3

Issued By: HoD	Date of Issue: 06.09.2024	Approved By: IQAC
----------------	---------------------------	-------------------

MIMT		QUALITY SYSTEM PROCEDURES										Page 75 of 77	
Policy Document on Examination Reforms PO-CO Mapping													
6	Teachers are able to identify your weaknesses and help you to overcome them.		2	2	2	2	2	2	2	1	1	2	3
7	The institute/ teachers use student centric methods, such as experiential learning, participative learning and problem solving methodologies for enhancing learning experiences.	1	2	2	3	3	2	2					1
8	Teachers encourage you to participate in extracurricular activities.		2	2	2	2	3	2	2	3	3	3	3
9	Efforts are made by the institute/ teachers to inculcate soft skills, life skills and employ ability skills to make you ready for the world of work.		3	2	2	2	2	1	2	1	2	3	3
	AVERAGE	2	2.1 43	2.1 43	2.1 25	2.2 86	2.1 43	1.8 57	1.4	1.4	1.8 33	2.3 75	

Alumni Feedback

Program Outcomes													
PO 1	Disciplinary knowledge	Disciplinary knowledge	Communication Skills	Critical thinking	Problem solving	Analytical reasoning	Cooperation/Team work	Reflective thinking	Multicultural competence	Moral and ethical awareness/reasoning	Leadership readiness/qualities	Lifelong learning	
PO 2	Communication Skills												
PO 3	Critical thinking												
PO 4	Problem solving												
PO 5	Analytical reasoning												
PO 6	Cooperation/Team work												
PO 7	Reflective thinking												
PO 8	Multicultural competence												
PO 9	Moral and ethical awareness/reasoning												
PO 10	Leadership readiness/qualities												
PO 11	Lifelong learning												
Alumni Feedback		PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO 10	PO 11	
1	Curriculum is effective in enhancing team-work	2	1	1	1	1	3		1		2	1	

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT		QUALITY SYSTEM PROCEDURES										Page 76 of 77	
Policy Document on Examination Reforms PO-CO Mapping													

2	Curriculum is effective in developing analytical and problem solving skills.	2	2	2	3	3		2			1	2
3	Curriculum is effective in enhancing constructive learning	2		2	2	2		2				3
4	Curriculum is effective in developing ICT & communication skills.	2	3					1		1	1	2
5	Curriculum has relevance to real life situations, reflects current trends and practices in the respective disciplines.	3	1	1	2	2	2	2	3	2	1	3
6	Course curriculum is contemporary and prepares the students for industry/higher education	3	2								2	2
7	Courses which are skills oriented	1	2	2	2	2					2	2
8	Workshop/Seminar/Conference/Value Added Course/Special Training Classes for bridging Industry/Academic gap		2		2		2		1		1	2
9	Extension & Outreach Program		2	2	2	2	3	3	3	3	2	3
	AVERAGE	2.1 43	1.8 75	1.6 67	2	2	2.2	2.2 5	1.8	2.5	1.5	2.2 22

Employer's Feedback

Program Outcomes													
PO 1	Disciplinary knowledge	Disciplinary knowledge	Communication Skills	Critical thinking	Problem solving	Analytical reasoning	Cooperation/Team work	Reflective thinking	Multicultural competence	awareness/reasoning	Leadership	readiness/qualities	Lifelong learning
PO 2	Communication Skills												
PO 3	Critical thinking												
PO 4	Problem solving												
PO 5	Analytical reasoning												
PO 6	Cooperation/Team work												
PO 7	Reflective thinking												
PO 8	Multicultural competence												

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
----------------	--------------------------	-------------------

MIMT	QUALITY SYSTEM PROCEDURES	Page 77 of 77
Policy Document on Examination Reforms PO-CO Mapping		

PO 9	Moral and ethical awareness/reasoning												
PO 10	Leadership readiness/qualities												
PO 11	Lifelong learning												
Employer Feedback		P O1	P O2	P O3	PO 4	P O5	P O6	P O7	P O8	P O9	PO 10	PO 11	
1	The students possess strong technical knowledge/skill.	3	2	2	2	2	2	2	2	2	2	3	
2	Their planning and organization skills are as per your expectation.		1	2		2	3	1	2	2	3	2	
3	Communication skills of the students are as per the desired expectations.		3										
4	The students are able to develop practical solutions to work place problems.			2	3	2		2	1	2	1	1	
5	The students are able to work as part of a team with other employees.		2				3		2		2		
6	Students are creative in response to workplace challenges.			2	2	2	2	2	2	1			
7	They are comfortable in using technology and workplace equipment.	3											
8	They are self-motivated and ready to take an appropriate level of responsibility.		2	1	2	1	2	1			3	2	
9	They are open to new ideas and learning new techniques.												
10	Their conduct in the organization is ethical.									3			
11	Their relationship with seniors/peers/subordinates is cordial.		2				3				2		
AVERAGE		3	2	1.8	2.25	1.8	2.5	1.6	1.8	2	2.167	2	

Issued By: HoD	Date of Issue:06.09.2024	Approved By: IQAC
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