

DEPARTMENT OF MANAGEMENT STUDIES – AUTONOMOUS SYLLABUS

SEMESTER - I

COURSE OUTCOMES

20MBT101 - ACCOUNTING FOR DECISION MAKING

1. Ability to learn the basic concepts of financial, cost and management accounting.
2. Understand the interpretation of various financial, cost and management accounting results.
3. Enable to enhancing Student skills in accounting decision making in management professions.
4. Students will able to apply various accounting decision skills for performance of the organisation. 5. Student gains the practical knowledge as accounting profession by using ideas and judgements.
6. Enable to design new accounting and financial strategy solutions for sustaining the business.

20MBT102 ECONOMIC ANALYSIS FOR MANAGERS

1. To Relate with principles of micro and macro economics
2. Understanding the concepts of scarcity and efficiency for resource allocation.
3. Ability to learn consumer and producer behavior
4. Applying the functioning principles of product and factor markets
5. Enhancing the economic environment for business
6. Empathizing the implications of economic policy to society as a whole

20MBT103 ORGANIZATIONAL BEHAVIOUR

1. Examine the applicability of the concept of organizational behaviour to understand the behaviour of people in the organization.
2. Analyse the complexities associated with management of individual behaviour in the organization.

3. Analyse the complexities associated with management of the group behaviour in the organization.
4. Evaluate the appropriateness of various leadership styles and conflict management strategies used in organizations
5. Exhibit how organizational change and culture affect working relationships within organizations.
6. Exhibit how the organizational behaviour can integrate in understanding the motivation behind behaviour of people in the organization

20MBT104 BUSINESS STATISTICS & ANALYTICS FOR DECISION MAKING

- 1 Summarize data sets using Descriptive statistics
- 2 Analyse the relationship between two variables
- 3 Analyse trend and seasonality in a time series data
- 4 Draw conclusion about a population using testing of hypothesis
- 5 Apply statistics to different managerial situations
- 6 Apply time series to business forecasting

20MBT105 LEGAL & BUSINESS ENVIRONMENT

- 1 Have knowledge on commercial law.
- 2 Understand the concepts and legal formalities pertaining to forming and managing companies and negotiable instruments.
- 3 Have insights into rights of intellectual property owners and to gain knowledge on ambit of cyber space.
- 4 Understand rights of consumer and aware of environmental law and competition forum.
- 5 Gain knowledge into corporate tax planning and GST.
- 6 Able to comply with relevant laws in order to maintain ethicality in business practices

20MBT106 PRINCIPLES OF MANAGEMENT

1. Understanding of Management Concepts and management functions.
2. Analyze the global situation including decision making and environment that will impact the management of Organization.

3. Ability to integrate management principles into management practices.
4. Evaluate managerial approaches to address organizational issues.
5. Knowledge on critical management theories and concepts and apply in an organizational context.
6. Understanding the communication system and its significance

20MBT107 ENTREPRENEURSHIP DEVELOPMENT

- 1 Defining and recalling the basic concepts and fundamentals of entrepreneurship
- 2 Ability to interpret on the ideas and provide appropriate suggestions on business decisions
- 3 Capability to construct new paradigms by applying the acquired knowledge
- 4 Proficiency in interpreting information and reasoning out evidence to support efficiency
- 5 Appraising judgements and opinions for assigned task based on the information
- 6 Proposing a model or new pattern of solution for the future and present pressing issues.

20MBP108 CASE LAB – I

1. Ability to ask the right questions, in a given problem situation
2. Grasping of management theory, by providing real-life examples of the underlying theoretical concepts.
3. Understand the exposure to the actual working of business and other organizations in the real world.
4. Reflect the reality of managerial decision-making in the real world
5. Understand the ambiguity and complexity that accompany most management issues
6. Exhibit the concepts gained to solve the real time issues

20MBP109 LIFE AND MANAGERIAL SKILLS

- 1 Demonstrate individual behavioral and interpersonal skills.
- 2 Establish the life & managerial skills learning into practical applications
3. Improve personal skills (attitudinal and behavioural)
4. Create a better personal and professional environment by applications of these skills.
5. Demonstrate out-of-box problem solving skills

6. Application of the skills for professional and personal advancement

20MBP110 IMMERSION PROJECT

1. Develop the civic responsibility in improving the society.
2. Better team work and learning to understand the organizations.
3. Understanding the functions of the departments of an organization
4. Identify the entrepreneurial traits and challenges
5. Describe the business model of an entrepreneurial venture
6. Implementation of the overall internship exposure for the practical professional life

SEMESTER – II

20MBT201 FINANCIAL MANAGEMENT DECISION AND APPLICATION

1. Enable to learn and gain basic concepts of financial management,
2. Understand the role of financial management for performing business
3. Gain knowledge for financial oriented problem solving in an organization
4. Enable to identify causes and make inferences for financial feasibility
5. Able to enhancing, evaluating and making judgment skills based on financial information.
6. Students to gain comparative analysis skills and able to predict the future financial results of the organization.

20MBT202 HUMAN RESOURCE MANAGEMENT

1. Demonstrate a basic understanding of different tools used in forecasting and planning human resource needs
2. Design and formulate various HRM processes such as recruitment, selection, training and development,
3. Analyse the key issues related to administering the human elements such as motivation, appraisal and career planning
4. Apply rational design of compensation and salary administration
5. Demonstrate the knowledge of HR concepts to take appropriate business decisions
6. Ability to handle employee issues and evaluate the new trends in HRM

20MBT203 MARKETING MANAGEMENT

1. Familiarize with tools essential to creating, rolling out, and evaluating marketing activities
2. Demonstrating the key techniques used for marketing, including social media marketing
3. Developing the process of strategic decision-making for effective marketing research
4. Examine to plan and prepare timely recommendations that support the alignment of marketing strategies
5. Defending and selecting the right marketing channels in order to meet strategic objectives
6. Developing a holistic pattern for different marketing landscape

20MBT204 MANAGING OPERATIONS

1. Recalling the core concepts of operations management and productivity
2. Interpreting the key concepts in manufacturing and service organizations
3. Applying the learned concepts to resolve the operational issues in order to enhance the productivity
4. Inferring the causes or motives of operational issues
5. Justifying the rank capacity locations, plan and schedule production by solving the problems.
6. Compiling the insights on projects management techniques for effective resource allocations

20MBT205 BUSINESS OPTIMIZATION TECHNIQUES

1. Formulate business problems as a linear programming model and solve using graphical or simplex method, explain the relationship between a linear program and its dual and perform sensitivity analysis.
2. Find the optimal solution to the transportation and assignment problems
3. To solve two-person zero-sum games using graphical and LP methods and to determine the optimal allocation of jobs to machines by minimizing total elapsed time for the problems of multiple jobs and machines
4. Understand the various selective inventory control techniques and its applications.
5. Understand and compute quantitative metrics of performance for queuing systems and use Monte-Carlo simulation techniques.

6. Apply resource management and optimization techniques in business

20MBT206 BUSINESS RESEARCH METHODS

1. Able to understand the complexities of business problem and convert it into research problem.
2. Recognize the importance of ethical conduct in undertaking research
3. Identify and apply the appropriate research approaches and techniques for a research problem.
4. Demonstrate the ability to construct the instrument and carry out qualitative as well as quantitative data collection.
5. Demonstrate the ability to analyse quantitative data.
6. Develop the ability to present research findings.

20MBT207 - INFORMATION SYSTEMS & BUSINESS ANALYTICS

1. Understand the role and importance of information in business
2. Understand the significance of database management system
3. Critically analyze the business problems and apply basic analytical knowledge in big data
4. Recognize and understand the theory and models in the field of business analytics
5. Ability to explore and visualise data for meaningful insights
6. Able to comprehend the applications of business analytics

20MBP208 DATA ANALYSIS LAB

1. Understand the basic features of spreadsheet functions
2. Analyse and provide optimal solutions for management problems
3. Understand the basics on preparing data files
4. Analyse and interpret bivariate and multivariate statistics
5. Understand data exploration and visualization using r-programming language
6. Application of the concepts for the live projects.

20MBP209 SUMMER INTERNSHIP

1. Understanding the fundamentals of base and professional subjects.
2. Utilizing the subject knowledge to identify the problems in organizations.
3. Design and Carryout a Business research project.
4. Ability to do Statistical analysis and interpret the findings out of it.
5. Communicating the finding to support decision making.

20MBP210 PROFESSIONAL SKILL DEVELOPMENT

1. Demonstrate Team working skills and recognize team members strengths and weaknesses
2. Discuss current happenings, practices, and issues in business environment
3. Improve Professional communication
4. Identify behaviors to enhance relationships.
5. Demonstrate increased proficiency in presentation skills
6. Exhibit the imbibed skills to get employed.

20MBP211 CASE LAB – II

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4. Reflect the reality of managerial decision-making in the real world
5. Understand the ambiguity and complexity that accompany most management issues
6. Exhibit the concepts gained to solve the real time issues