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A.Meenakshipuram, Anaikuttam Post, SIVAKASI - 626 130. Tamilnadu

#### **Department of Business Administration**

#### B.B.A

S.No	Course Code	Course Name	Course Outcomes
	1		SEMESTER- I
1.	21UBAL11	காப்பீடுகோட்பாடுகளும் நடைமுறைகளும்	CO1[K1]: identify the provisions of IRDA Act and its importance. CO2[K2]: classify the various types of insurance. CO3[K3]: apply the principles of insurance for Investment opportunity. CO4[K4]: compare the methods of determining the premium. CO5[K4]: compare the different types of documents associated with insurance.
2.	21UENL11	Communicative English - I	CO1[K1]: relate and state ideas by reading and listening to simple recorded conversations and fables  CO2[K2]: demonstrate communicative skills through simple Descriptions, Requests and Instructions  CO3[K3]: apply knowledge of word power and grammar rules in Formal and Informal letter writings  CO4[K4]: analyze fairy tales and folk tales to develop language skills through literature  CO5[K6]: construct grammatically correct and meaningful simple sentences in English

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S.No	Course Code	Course Name	Course Outcomes
3.	21UBAC11	Core Course – I: Principles of Management	CO1[K1]: list the various concepts of management CO2[K2]: demonstrate the manager's role in promoting motivation CO3[K3]: apply the principles of management for the effective functioning of the organization CO4[K4]: analyze the planning, decision making process and various forms of organization structure CO5[K4]: examine the leadership qualities, methods and need for control
4.	21UBAC12	Core Course – II: Financial Accounting	CO1 [K1]: recognize the fundamental accounting concepts CO2[K2]: trace the straight line method and written down value method, receipts and payments account and income and expenditure account CO3[K3]: calculate the depreciation by using different methods CO4[K4]: classify the different kinds of cash book and subsidiary book CO5[K6]: prepare final accounts, receipts and payments account and income and expenditure account by applying the accounting rules
5.	21UBAA11	Allied Course – I: Economics for Business	CO1 [K1]: identify the fundamental concepts of micro economics CO2 [K2]: relate their business position with macroeconomic areas such as unemployment, inflation, national income CO3 [K3]: present the theories of demand and supply and its impact CO4 [K4]: analyze the different methods of demand forecasting CO5 [K4]: analyze the causes and consequences of different market conditions

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S.No	Course Code	Course Name	Course Outcomes
6.	21UESR11	Ability Enhancement Compulsory Course: Environmental Studies	<ul> <li>CO1[K1]: recognize the importance of environment and role of Individuals in its protection.</li> <li>CO2[K2]: explain the key concepts of Ecosystem, Food Web and Bio geochemical.</li> <li>CO3[K3]: apply the right measures for the sustainable use of natural resources.</li> <li>CO4[K4]: analyse the ethical, cross-cultural, and historical context of environmental issues and the links between Human and NaturalSystems.</li> <li>CO5[K4]: examine the impact of human action on the biological environment</li> </ul>
7.	21UBAS11	Skill Enhancement Course – I: Soft Skills	CO1[K1]: relate the skills required to develop the personality CO2[K4]: analyse the body language and emotions of others while dealing with them CO3[K4]: develop the habit of having a good rapport with others CO4[K5]: assess themselves by using SWOT analysis to identify and improve the soft skills CO5[K6]: prepare SWOT analysis and Scheduling for managing the time
			SEMESTER- II
8.	21UBAL21	அலுவலகமேலாண்மை	CO1[K1]: identify the importance and functions of modern office CO2[K3]: apply the principles of office systems CO3[K3]: choose the location for an office CO4[K4]: classify the methods of filing and indexing CO5[K4]: inspect the principles of office environment and objects of using office machines

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S.No	Course Code	Course Name	Course Outcomes
9.	21UENL21	Communicative English - II	CO1[K1]: relate and state ideas by reading and listening to recorded interviews and news  CO2[K2]: demonstrate effective speaking skills by offering suggestions, seeking permission and reporting ongoing activities  CO3[K3]: apply knowledge of word power and grammar rules through proverb expansion and paragraph writings  CO4[K4]: analyze simple poems and short stories to develop language skills through literature  CO5[K6]: construct grammatically correct and logically coherent paragraphs
10.	21UBAC21	Core Course – III: Business Environment	CO1[K1]: outline the concept of business environment CO2[K1]: relate the culture and business CO3[K2]: classify the economic systems CO4[K4]: analyze the environmental factors influencing business CO5[K5]: assess the impact of MNC's on domestic business
11.	21UBAC22	Core Course – IV: Business Organisation	CO1[K1]: state the concept of business and different forms of organization CO2[K2]: outline the objectives of business and the various forms of business organization CO3[K4]: distinguish between Industry, Commerce and Trade, in each form of organization CO4[K4]: analyze the Legal and Procedural aspects for Incorporation and winding up of a company CO5[K6]: evaluate the various vital documents for Incorporation and winding up of a company

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S.No	Course Code	Course Name	Course Outcomes
12.	21UBAA2P	Allied Course – II: Practical: Office Automation	CO1[K1]: identify and locate the basic tools available in office documents CO2[K4]: analyse the data by using mathematical and statistical operations CO3[K6]: prepare business letter, business cards, newsletter and resume by applying the features of office document CO4[K6]: create graphs and charts by using the available data CO5[K6]: design a business presentation by using animation and transition effects
13.	21UVED21	Ability Enhancement Compulsory Course: II - Value Education	CO1[K1]: identify the basic human values and ethics necessary for harmonious Human relationship CO2[K2]: explain the significance of social values and religious tolerance to live in Peace CO3[K3]: articulate the life-changing principles of brotherhood, honesty, loyalty and community solidarity CO4[K4]: analyse emotional, social, spiritual attribute to acquire well balanced Personality CO5[K4]: examine the importance of harmonious living in the multicultural Pluralistic society.
14.	21UBAS21	Skill Enhancement Course – II: Corporate Skills	CO1[K1]: list the skills, manners and etiquette required to develop the career CO2[K2]: explain the forms and importance of resume, group discussion and interview  CO3[K3]: use the guidelines and tips for developing the career planning CO4[K6]: perform in the group discussion, interview and negotiation by applying the techniques  CO5[K6]: prepare resume and develop negotiation to apply for the career

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S.No	Course Code	Course Name	Course Outcomes
15.	21UDMG21	Disaster Management	CO1[K1]: outline the causes and impact of disasters. CO2[K2]: explain the features of national policy on disaster management. CO3[K3]: present the issues in rehabilitation. CO4[K4]: classify the mitigation measures. CO5[K5]: assess the role of the agencies for disaster management
			SEMESTER- III
16.	21UBAC31	Core Course – V: Organisational Behaviour	CO1[K1]: outline the scope and functions of organisationalbehaviour CO2[K2]: specify the factors influencing perception and attitude CO3[K3]: employ the organisational development intervention techniques CO4[K4]: compare the theories of motivation and leadership CO5[K5]: recommend the coping strategies to overcome stress
17.	21UBAC32	Core Course – VI: Business Statistics and Mathematics	CO1[K1]: describe the basic concept of statistics, set theory, commercial arithmetic and matrix  CO2[K2]: explain the methods of collection of data  CO3[K3]: calculate the measures of central tendency, dispersion, venn diagram, bankers gain and bankers discount  CO4[K4]: examine the correlation, regression and time series  CO5[K5]: prove the set theory and venn diagram and matrix

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S.No	Course Code	Course Name	Course Outcomes
18.	21UBAC33	Core Course – VII: Entrepreneurship	CO1[K1]: list the qualities and characteristics of a successful entrepreneur CO2[K2]: explain the role of entrepreneur and entrepreneurship in the economic development of the country CO3[K3]: build awareness about the entrepreneurship development programmes and inspect the problems and measures to overcome the sickness in small – scale enterprises CO4[K4]: analyse the steps involved in project and starting new enterprises CO5[K4]: classify the institutions that render various support services to the entrepreneurs of small – scale enterprises in India
19.	21UBAC34	Core Course –VIII: Legal Aspects of Business	CO1[K1]: outline the concepts of contract and cyber laws CO2 [K2]: classify the kinds of contracts and cybercrimes CO3[K3]: present the remedies for breach of contract and the methods of preventing cybercrimes CO4 [K4]: examine the benefits to a worker under various industrial laws CO5[K4]: analyze the working conditions related to adult, young persons and women workers
20.	21UBAA31	Allied Course – III: Money and Banking	CO1[K1]: identify the fundamental concepts of money and banking CO2[K2]: classify the rights of a banker CO3[K3]: apply the basic concepts in modern E-banking technologies CO4[K4]: examine the functions of commercial banks CO5[K4]: analyse the circular flow of money

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S.No	Course Code	Course Name	Course Outcomes
21.	21UBAN31	Non-Major Elective Course – I: Fundamentals of Management	CO1[K1]: list the basic functions of management CO2[K2]: demonstrate the importance of management CO3[K3]: compute the need for control within an organization CO4[K4]: examine common organizational structure and the advantages and disadvantages of each CO5 [K4]: analyse the concepts related to business
22.	21UBAS31	Skill Enhancement Course – III: Goods and Services Tax	CO1[K1]: describe the functions, powers and structure of GST Council and GSTN CO2[K1]: define basic concepts and terms under CGST Act and IGST Act CO3[K2]: explain the provisions of levy and collection of GST CO4[K4]: analyze the structure of GST and various types of Assessment under CGST Act CO5[K5]: examine the procedure for registration, payment and refund of GST
		,	SEMESTER- IV
23.	21UBAC41	Core Course – IX: Operations Management	CO1[K1]: outline the fundamental aspects of operations management functions in an organisation  CO2[K2]: trace the characteristics and trends in modern manufacturing and challenges faced by operation managers in an organisation  CO3[K2]: explain the principles and philosophies of gurus in modern quality management  CO4[K4]: analyse the strategies for services and factors influencing the location and layout in an organisation  CO5[K6]: prepare the service operations schedule and layout

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S.No	Course Code	Course Name	Course Outcomes
24.	21UBAC42	Core Course – X: Financial Management	CO1[K1]: list the various sources of finance and find an appropriate source of finance CO2[K2]: express the dynamic role of financial management function in an organization CO3[K3]: calculate the cost associated with different types of capital CO4[K4]: analyze the working capital requirements of a company and examine the cost of capital in financial decisions CO5[K5]: justify the investment project based on return estimates
25.	21UBAC43	Core Course – XI: Human Resource Management	CO1[K1]: outline the scope and functions of Human Resource Management CO2[K2]: explain the components of Job analysis and wage and salary administration CO3[K3]: present the factors influencing the recruitment process and industrial relations CO4[K4]: analyse the methods of selection and training the employees CO5[K5]: evaluate the methods of performance appraisal and workers participation in management
26.	21UBAC44	Core Course – XII: Marketing Management	CO1[K1]: describe the concepts of marketing management CO2[K2]: estimate the role of marketing in business CO3[K3]: articulate the stages of product life cycle and new product development CO4[K4]: examine the distribution channels and packaging functions for a product CO5[K4]: analyze the tools employed in the activities of advertising and sales promotion

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S.No	Course Code	Course Name	Course Outcomes
27.	21UBAA41	Allied Course – IV: Management Information System	CO1[K1]: identify the fundamental concepts and elements in Management Information system and Artificial Intelligence CO2[K2]: classify the various process systems and models in database CO3[K3]: apply the information system in the functional areas of business CO4[K4]: analyse the various architecture in the data and decision support system CO5[K4]: examine the various components of database and computing system
28.	21UBAM41	Self-Paced Learning (SWAYAM COURSE): customer relationship Management	CO1[K1]: identify the background and the key words in customer relationship management  CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept  CO3[K3]: develop computer and communication skills to broaden their knowledge in the course  CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test  CO5 [K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures

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S.No	Course Code	Course Name	Course Outcomes
29.	21UBAM42	Self-Paced Learning (SWAYAM COURSE): Innovation, Business Models and Entrepreneurship	CO1[K1]: identify the background and the key words in innovation, business models and entrepreneurship CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the course CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5 [K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures
30.	21UBAN41	Non-Major Elective Course – II: Rural Entrepreneurship	CO1[K1]: list the characteristics of a successful entrepreneur CO2[K2]: explain the need and problems of rural entrepreneurship CO3[K3]: build awareness about the entrepreneurship development programmes CO4[K4]: analyse the steps involved in project and starting new enterprises CO5[K4]: classify the institutions that render various support services to the entrepreneurs
31.	21UBAS41	Skill Enhancement Course – IV: Case Analysis	CO1[K1]: identify the fundamental concepts of listening and case analysis CO2[K2]: express the importance of listening and steps in conducting case study CO3[K3]: perform to communicate management cases CO4[K4]: examine the causes and provide alternative course of action for a problem CO5[K6]: solve problem by using critical thinking skills and innovation

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S.No	Course Code	Course Name	Course Outcomes		
32.		Extension	CO1 [K1]: recognize the importance of community service through training and education  CO2 [K2]: interpret ecological concerns, consumer rights, gender issues & legal protection  CO3 [K3]: develop team spirit, verbal/non verbal communication and organizational ethics by participating in community service  CO4 [K4]: examine the necessity of professional skills & community-oriented services for a holistic development  CO5 [K6]: create awareness on human rights, legal rights, First Aid, Physical fitness and wellbeing		
	SEMESTER- V				
33.	21UBAC51	Core Course – XIII: Strategic Management	CO1[K1]: outline the criteria for effective strategy and guidelines for successful implementation of strategy CO2[K2]: explain the types of strategies CO3[K3]: perform the SWOT analysis for an individual business firm CO4[K4]: examine the impact of environmental sectors on strategic management CO5[K4]: compare strategy analysis framework alternatives		
34.	21UBAC52	Core Course – XIV: Cost and Management Accounting	CO1[K1]: state the cost and management Accounting concepts and its applications  CO2[K2]: outline the methods of costs, pricing of material issues and methods of remuneration  CO3[K3]: calculate the labour turnover ratio and classification of ratio analysis  CO4[K4]: classify the financial statement analysis, cash flow and fund flow analysis  CO5[K6]: prepare cost sheet, stock levels, cash flow and fund flow statement		

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S.No	Course Code	Course Name	Course Outcomes
35.	21UBAC53	Core Course – XV: Research Methodology	CO1[K1]: outline the different types of research and the format of a research report  CO2[K2]: trace the tools of data collection in methods  CO3[K3]: choose the appropriate sampling technique  CO4[K4]: examine the elements of processing the data  CO5[K6]: construct a questionnaire or interview schedule for data collection
36.	21UBAC5Q	Core Course – XVI: Practical: Accounting Packages	CO1[K1]: identify the concepts of creating a company in Tally CO2[K3]: determine the fundamental steps in accounting system using Tally CO3[K4]: analyse the profit and loss account, income statement and balance sheet to take business decisions through Tally CO4[K6]: create company, groups, vouchers and ledger in Tally CO5[K6]: compose transactions using Tally
37.	21UBA051	Major Elective Course – I: Indian Financial System	CO1[K1]: outline the concept of financial system, money market and secondary market  CO2[K2]: explain the powers of SEBI, functions and new issues market  CO3[K3]: organize the listing procedure, trading transactions and investors' protection in the stock market  CO4[K4]: analyse the methods of floating new issue market  CO5[K4]: examine the role of players in new issue market and secondary market

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S.No	Course Code	Course Name	Course Outcomes
38.	21UBA052	Major Elective Course – I: Financial Services	CO1[K1]: describe the concept of financial services CO2[K2]: classify the types of equity shares, leasing, venture financing and mutual funds CO3[K3]: present the features and functions of hire purchase, factoring and forfaiting CO4[K4]: differentiate the role of credit rating agencies in India and symbols used by them to assess the companies CO5[K5]: assess the modes of evaluating the performance and selection of mutual funds
39.	21UBA053	Major Elective Course – I: Investment Management	CO1[K1]: describe the basic concepts in Investment Management CO2[K2]: explain the secrets for achieving success in financial derivative markets, options, futures and stock markets CO3[K3]: present the risk of investment and aspects in process of investment CO4[K4]: classify the types of bonds, investment classification of industries, charts and chart patterns CO5[K5]: assess the investors' portfolio using fundamental and technical analysis
40.	21UBA054	Major Elective Course – II: E – Marketing	CO1[K1]: identify the basic E-marketing concepts and E-Marketing plan CO2[K3]: utilize the online payment options CO3[K3]: present the market segmentation bases CO4[K4]: analyze the differentiation and positioning strategies CO5[K4]: examine the E-Marketing communication tools

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S.No	Course Code	Course Name	Course Outcomes
41.	21UBA055	Major Elective Course – II: Services Marketing	CO1[K1]: state the nature of services and distinguish between products and services  CO2[K2]: specify the stages in new service development and developing effective communication  CO3[K3]: employ the pricing strategies and pricing methods for services  CO4[K4]: examine the challenges of global service marketers  CO5[K4]: analyze the marketing of services of bank, tourism, hospital and airline
42.	21UBA056	Major Elective Course – II: Consumer Behaviour	CO1[K1]: identify the basic concepts and theories of motivation and personality CO2[K2]: express the factors influencing consumer behaviour CO3[K3]: present the role of family and reference groups CO4[K4]: analyze the nature of consumer reference groups CO5[K4]: analyze the models of attitude
43.	21UBAS51	Skill Enhancement Course – V: Salesmanship	CO1[K1]: state the importance of salesmanship and product knowledge CO2[K2]: explain the qualities of a good salesman CO3[K3]: select the appropriate methods of prospecting CO4[K4]: classify the methods of pre-approach and approach CO5[K4]: analyze the methods of handling objections
44.	21UBAJ51	Internship	CO1 [K1]: outline the basic concepts of business and management CO2 [K2]: estimate the employability qualities CO3 [K3]: compare the theory and practices CO4 [K4]: justify the policies and practices followed by the business Organization CO5 [K6]: develop the problem-solving skills
SEMESTER- VI			

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S.No	Course Code	Course Name	Course Outcomes
45.	21UBAC61	Core Course – XVII: International Business	CO1[K1]: list the drivers of globalisation and goals of international business. CO2[K2]: explain the stages of internationalisation and factors causing conflict. CO3[K3]: present the role of international agencies in conflict resolution. CO4[K4]: analyse different modes of entering into international business. CO5[K4]: examine the methods of selection of manufacturing and market centres
46.	21UBAC62	Core Course – XVIII: Business Ethics & Corporate Governance	CO1[K1]: outline the theories of corporate governance CO2[K2]: explain the relationship between ethics, morals and values in the workplace CO3[K3]: present the ethical issues in finance, marketing, human resource management and global business CO4[K4]: examine the forms of corporate social responsibility performed by business organization CO5[K4]: compare the theories of business ethics
47.	21UBAC63	Core Course – XIX: Export Management	CO1[K1]: outline the fundamental concepts in export management CO2[K2]: classify the categories of importers, exporters, documents and export payment CO3[K3]: determine the methods of quality control, marine insurance policy and export finance CO4[K4]: analyse the role of Institutional framework for export finance and custom house agents for exporters CO5[K4]: differentiate the registration procedure for export, import license and international market selection process

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S.No	Course Code	Course Name	Course Outcomes
48.	21UBAC64	Core Course – XX: Logistics Management	CO1[K1]: identify the philosophy of the logistics concept and Evolution of warehousing as a concept  CO2[K2]: specify the inventory management policy, principles of designing, transportation and warehouse design  CO3[K3]: determine the operational objectives of logistics, functions of logistics information, transportation, and inventory & warehousing  CO4[K4]: examine the application of information technology in logistics, participants in transport decisions and role of warehousing  CO5[K5]: classify the modal characteristics in transportation, types of inventory and warehousing
49.	21UBAC65	Core Course – XXI: Family Business Management	CO1[K1]: describe the fundamental concepts in Family Business management CO2[K2]: explain the structure, core values, ethics and culture pertaining to family business CO3[K3]: present the transition of family business to next generation, conflicts and tips to prepare next generation CO4[K4]: analyse the next generation leadership and role of women in the family owned business CO5[K4]: examine the success and failure for family business succession and keys to improve the success of family business
50.	21UBA061	Major Elective Course – III: International Marketing	CO1[K1]: describe the stages of a product life cycle CO2[K2]: explain the basic concepts, principles and practices in pricing and distribution CO3[K3]: present the economic union and economic integration in international trade CO4[K4]: analyse the market entry strategies CO5[K4]: examine the impact of social and cultural implications on marketing

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S.No	Course Code	Course Name	Course Outcomes
51.	21UBA062	Major Elective Course – III: International Human Resource Management	CO1 [K1]: list the approaches to international human resource management and expatriate's success factors  CO2 [K2]: differentiate the international human resource management from domestic human resource management  CO3 [K3]: present the basic components of performance management and compensation package  CO4 [K4]: analyze the different international labour market sources  CO5 [K4]: examine the different methods of training
52.	21UBA063	Major Elective Course – III: International Finance	CO1[K1]: outline the basic concepts of International Financial Markets CO2[K2]: explain the Forms of International Investment CO3[K3]: present the foreign Investment theories CO4[K4]: classify the types of Foreign Exchange Exposure CO5[K4]: differentiate the International Financial Management and Domestic Financial Management
53.	21UBAJ61	Skill Enhancement Course –VI: Project Viva – Voce	CO1[K1]: recollect the basic principles and concepts of research CO2[K2]: explain the methodology of research CO3[K3]: apply the appropriate research tools CO4[K5]: recommend solutions to problems based on the study CO5[K6]: produce suitable suggestions for the selected research problem