

Bachelor of Management Studies (Financial Services)

PROGRAM OUTCOMES (POs)

- PO1 - Able to communicate effectively both orally and in writing in the context of business management and its operations.
- PO2 - Demonstrate sensibilities relating to professional management ethics and social responsibilities.
- PO3 - Able to use analytical skills & effective tools, including digital tools relevant to management functions.
- PO4 - Display broader understanding of business environment and the knowledge related to the core functions of Management.
- PO5 - Able to interpret relevant management theories and practices towards evaluating and solving business problems.
- PO6 - Display motivation for self-directed & lifelong learning.
- PO7 - Able to organize and contributing effectively in a team environment.
- PO8 - Ability to plan for effective compliances of organizational policies & regulatory requirements.
- PO9 - Ability to analyze critically and creatively to contribute to the goals in a business context.
- PO10 - Demonstrate an entrepreneurial mindset and the skills relevant to it.

PROGRAM SPECIFIC OUTCOMES (PSOs)

- PSO1 - Comprehend, analyze and apply modern statistical tools, financial practices, and domain specific software to arrive at informed decisions
- PSO2 - Understand and evaluate financial practices in the industry and society and present findings through effective communication
- PSO3 - Be cognizant of current developments, legal policies and industry practices in the financial domain to help in development of innovative ideas, think critically and contribute to relevant discussions
- PSO4 - Design research-based techniques, tools, processes for financial services in multiple domains

2019-20 Batch

Semester	Course Code	Course Name	Course Outcomes (COs)
I	19BMSC1C03	MANAGERIAL ECONOMICS	<p>CO1 : Identify the concept and importance of economics for business and management purpose.</p> <p>CO2 : Identify the factors affecting the demand and will be able to forecast demand for their new product.</p> <p>CO3 : Identify the consumption pattern of consumers in a given market by applying various approaches.</p> <p>CO4 : Identifying the law and theories related to production and cost and achieve managerial equilibrium by utilizing minimum and provide maximum satisfaction.</p> <p>CO5 : A brief knowledge about various market competitors and market structure in an economy and also identifying the markets under perfect or imperfect competition.</p>
I	17BMS3C101	FUNDAMENTALS OF FINANCIAL ACCOUNTING	<p>CO1: Demonstrate the use of accounting concepts, principles and frameworks to analyze the effect of business transactions on organizations accounting records.</p> <p>CO2: Reveals the use of accounting system to record, classify and summarize data and analyze the effect of business transactions in a business organization.</p> <p>CO3: To Describe the Use tools and techniques to interpret the different transactions to be entered into various subsidiary books.</p> <p>CO4: To Illustrate the Classify accounting information to solve errors in preparation of accounting records and the effect of such transactions in solving business problems.</p> <p>CO5 : Analyse and apply accounting principles in preparation of financial statements and interpret the information for effective decision making in business.</p>

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I	17BMS56C104	MANAGEMENT CONCEPTS	<p>CO1 : After the module students should Conceptualizing and applying the management concepts and practices in real time scenarios in the organisation</p> <p>CO2 : After the module students should analyse the theories and evolution of management and apply them in current business</p> <p>CO3 : After the module students should evaluate, examine and implement the Planning process and decision making process for the survival, growth and development of the organisation</p> <p>CO4 : After the module students should Formulating the techniques of organising to allocate task and the resources between various departments by following centralization and decentralisation</p> <p>CO5 : After the module students should explore the various styles and techniques of leadership, motivation and communication for effective coordination, control and direction</p>
II	17BMS3C202	MARKETING MANAGEMENT	<p>CO1 : Understanding and examining the basic concepts of marketing and marketing environment</p> <p>CO2 : Appraise market research process and analyze STP process.</p> <p>CO3 : Breakdown and examine various product and pricing strategies.</p> <p>CO4 : Understand the elements of promotion mix and factors affecting choice of distribution.</p> <p>CO5 : Outline and analyze the recent trends in marketing.</p>
II	17BMS3C203	HUMAN RESOURCE MANAGEMENT	<p>CO1 : Ability to identify the managerial role, duties and responsibilities and their roles of HRM in the organization.</p> <p>CO2 : Skills to classify the manpower, recruitment and selection process for the organizational development as well as employee development.</p> <p>CO3 : Capacity to examine the performance of employees for promotion, transfer, and compensation systems.</p> <p>CO4:Capability to distinguish the legal provision of industrial laws and to adopt suitable measures to ensure the worker's safety.</p> <p>CO5 : Ability to design a suitable strategy for the organization to match with recent trends in HRM.</p>

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II	19BMIF2C03	ADVANCED ACCOUNTING	<p>CO1 : Ascertain the fire insurance claim in a business organization in order to provide financial protection against loss or damage of stock by fire.</p> <p>CO2 : Relate to the application of accounting treatments between a sale and a consignment transaction with the techniques for computation of stock.</p> <p>CO3 : Extract the differences between consignment, partnership and joint venture transactions under different methods.</p> <p>CO4 : Examine separate accounts for different branches or operating locations to know the cost/profit centers separately</p> <p>CO5 : Appraise the techniques to allocate expenses between different departments by selecting a rational basis to interpret the key parameters of financial performance</p>
III	16BMIF3C03	BUSINESS LAW	<p>CO1 : Demonstrate an understanding of the Legal Environment of Business and Communicate effectively using standard business and legal terminology.</p> <p>CO2 : Outline the nature, meaning, type of contracts and the impact of legislation upon contract law.</p> <p>CO3 : Enumerate the legal framework of contracts relating to sale of goods and understanding of legality and Statute of Frauds in Sale of Goods.</p> <p>CO4 : Stimulate the various provisions of Company Law into real world challenges.</p> <p>CO5 : Demonstrate a critical understanding of the Cyber law with respect to Information Technology Act and the use analytical skills with the help of case study analysis.</p>

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III	17BMS3C201	FUNDAMENTALS OF MANAGEMENT ACCOUNTING	<p>CO1 : Outline how cost accounting is used for decision making and performance evaluation.</p> <p>CO2 : Analyse and provide recommendations to improve the operations of organizations through the application of Cost and Management accounting techniques.</p> <p>CO3 : Evaluate the costs and benefits of different conventional and contemporary costing systems and apply cost accounting methods to evaluate and project business performance.</p> <p>CO4 : Demonstrate mastery of costing systems, cost management systems, budgeting systems and performance measurement systems.</p> <p>CO5 : Analyze cost-volume-profit techniques to determine optimal managerial decisions.</p>
III	19MENVI0VE2	ENVIRONMENTAL STUDIES	<p>CO1 : To describe the multidisciplinary nature of environment and identify its different components, scope and concept of sustainability.</p> <p>CO2 : To distinguish the different structure and function of ecosystem & analyze the ecosystem components with help of case studies.</p> <p>CO3 : To differentiate among natural, renewable and non-renewable resources and their usages.</p> <p>CO4 : To identify the different levels of bio diversity, and distinguish among ecosystem and biodiversity service's values at different grounds.</p> <p>CO5 : To identify different types of pollutants and its human hazards and to choose the best solid waste management measures with help of case studies.</p>

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III	16MATH0G5	QUANTITATIVE TECHNIQUES	<p>CO1 : Generalized an introductory idea about statistical methods and tools that are essential for the empirical and analytical study of economics at the undergraduate level.</p> <p>CO2 : Have a better understanding about the quantitative aspects regarding research and economic analysis.</p> <p>CO3 : Evaluating the source of a quantifiable problem, recognize the issues involved and produce an appropriate action plan.</p> <p>CO4 : Demonstrate an ability to apply various statistical tool to solve business problem.</p> <p>CO5 : Calculate and interpret statistical values by using statistical tool (correlation & regression).</p>
III	18BMIM4CO4	CONTEMPORARY LEADERSHIP PRACTICES	<p>CO1 : Assess the framework of high-performance teams by studying Leadership Styles of high-performance teams.</p> <p>CO2 : Relate the components of emotional intelligence at the Workplace.</p> <p>CO3 : Examine the role of leaders in creating accountability and transparency within business organizations.</p> <p>CO4 : Evaluate the leadership lessons learnt by Indian Business Leaders</p> <p>CO5 : Explain the leadership theories in the context of Globalization.</p>
III	19BMFS3C01	DIGITAL BANKING	<p>CO1: To comprehend the latest happenings in new-generation world of banking from different countries at base level.</p> <p>CO2: To identify and evaluate global payment systems and advice the customers to choose the viable payment system.</p> <p>CO3: To enumerate the application of Internet Banking, Mobile Banking, Direct Banking, Various Banking apps, use of Social Media in Banking, Artificial Intelligence etc.</p> <p>CO4: To formulate and examine the digital banking products and assess the recent trends in IT banks global networks.</p> <p>CO5: To examine digital banking applications with computer system security concerns and to identify the suitability of advanced security systems and formulate strategies for its optimum consumer applications.</p>

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IV	19BMFS4C01	PROJECT FINANCE	<p>CO1 - Apply theoretical concepts in determining optimal project with prudent mix of long term and short term finance.</p> <p>CO2 - Analyze the existing market risk and recommend suitable project which gives optimum yield.</p> <p>CO3: Interpret the meaning of business modeling and evaluate and analyze promoter competencies.</p> <p>CO4: Evaluate different cost involved in an investment of a project and determine project feasibility under economic scenarios.</p> <p>CO5: Layout financial projections for measure project inadequacies.</p>
IV	19BMSC4C01	BUSINESS RESEARCH METHODS	<p>CO1 : Familiarize participants with basic of research and the research process. So that the students can develop understanding on various kinds of research, objectives of doing research, research process, research designs and sampling.</p> <p>CO2 : Appraise and integrate business research theory, specialist research tools and technical skills to conduct a guided research project and/or technical activity.</p> <p>CO3 : Enable the student in conducting research work and formulating research synopsis and interpret.</p> <p>CO4 : Examine current best practice in qualitative and quantitative research, the applications of both forms of research, the interrelationship between the various research methods, the implementation of research designs and analysis techniques.</p> <p>CO5 : Interpret knowledge on measurement & scaling techniques as well as the quantitative data analysis. So that the student is familiarized with Statistical packages such as SPSS/EXCEL.</p>

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IV	19BMSC4C02	FINANCIAL MANAGEMENT	<p>CO1 : Demonstrate the ability to apply time value of money concepts to a variety of individual financial scenarios.</p> <p>CO2 : Perform EBIT and EPS analysis in obtaining optimum capital structures and apply cost of capital concept in raising funds in most economical manner.</p> <p>CO3 : Ability to compare and contrast various corporate projects using capital budgeting techniques.</p> <p>CO4 : Experiment various concepts and approaches of working capital management to real time business and corporate scenarios.</p> <p>CO5 : Project the ability to recommend dividend decisions by identifying the influencing factors.</p>

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IV	19BMSGC02	ENTREPRISE RESOURCE PLANNING	<p>CO1 : Describe the applications of Enterprise software, and its role in integrating business functions.</p> <p>CO2 : Categorize the strategic options for ERP identification and adoption.</p> <p>CO3 : Design and applying the ERP implementation strategies.</p> <p>CO4 : Formulate reengineered business processes for successful ERP implementation.</p> <p>CO5 : Develop mechanisms in an enterprise, and identify all components in an ERP system and the relationships among the components.</p>
IV	19PSY0G1	CONSUMER PSYCHOLOGY	<p>CO1 : The trends of customer loyalty and commitment towards new marketing trends.</p> <p>CO2 : The trends in socio-cultural and behavioral pattern and its impact on the business.</p> <p>CO3 : Gain an understanding of the dimensions of consumer behavior on business functions.</p> <p>CO4 : Consumer behavior decision process and factors affecting – External factors / Internal factors.</p> <p>CO5 : Models of consumer buying behavior such as comprehensive / multivariate explanation.</p>
V	5BMS1	Retail And Supply Chain Management	<p>CO1 : Embrace the tools and techniques required to succeed in the new media environment.</p> <p>CO2 : Assess and evaluate the performance of digital marketing campaigns through behavioural and attitudinal engagement metrics and measures, and make use of a broad spectrum of digital and consumer analytic tools and techniques.</p> <p>CO3 : Understand the functions of retail business and various retail formats and retail channels.</p> <p>CO4 : Understand the difference between Retail and Manufacturing Supply Chain</p> <p>CO5 : Understand, key drivers of retail supply chain and how to select a retail store location.</p>

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V	5BMS2	Fundamentals of Business Taxation	<p>CO1 : State the meaning and types of taxes.</p> <p>CO2 : Enlist the incomes that are exempt from tax.</p> <p>CO3 : Compute income from Salary and House property.</p> <p>CO4 : Compute the taxable income of an individual and tax liability.</p> <p>CO5 : Implement the rules regarding registration and payment of tax under the various Indirect tax laws of the country such as – central sales tax, GST, Customs Act, Value Added tax, and Service tax.</p>
V	5BMS3	INVESTMENT BANKING	<p>CO1 : Embrace the tools and techniques required to succeed in the new media environment.</p> <p>CO2 : Assess and evaluate the performance of digital marketing campaigns through behavioural and attitudinal engagement metrics and measures, and make use of a broad spectrum of digital and consumer analytic tools and techniques.</p> <p>CO3 : Understand the functions of retail business and various retail formats and retail channels.</p> <p>CO4 : Understand the difference between Retail and Manufacturing Supply Chain</p> <p>CO5 : Understand, key drivers of retail supply chain and how to select a retail store location.</p>
V	5BMS4	FINANCIAL PLANNING	<p>CO1- Familiarize the students with the knowledge of investment banking, SEBI Regulations and underwriting</p> <p>CO2- Provide a holistic perspective towards depositary system along with rights and obligations.</p> <p>CO 3 -Develop a comprehensive insight in the Venture Capital and Micro Finance</p> <p>CO 4-Analyse the importance of lease financing in India along with Hire Purchase.</p> <p>CO 5- Apply the mechanism of factoring services and securitization of debt.</p>

Semester	Course Code	Course Name	Course Outcomes (COs)
V	5BMS5	INVESTMENT PLANNING	<p>CO1- Familiarize the students with the knowledge of planning and investment</p> <p>CO2- Provide a holistic perspective towards depositary system along with rights and obligations.</p> <p>CO 3 - Develop a comprehensive insight in the Venture Capital and Micro Finance</p> <p>CO 4- Analyse the importance of lease financing in India along with Hire Purchase.</p> <p>CO 5- Apply the mechanism of factoring services and securitization of debt.</p>
VI	6BMS3	INSURANCE AND RISK MANAGEMENT	<p>CO1: Identify the basic concepts and fundamental principles of insurance and objective of risk management along with methods of handling risk.</p> <p>CO2: Determine the important terms in insurance contract, legal liability, absolute liability, law of negligence and civil justice system.</p> <p>CO3: Analyze the types of Life Insurance policies, term insurance endowment policy and investment linked insurance.</p> <p>CO4: Appraise the insight on General Insurance, health Insurance and accident insurance, professional indemnity insurance.</p> <p>CO5: Articulate the regulatory framework of insurance and legal functions.</p>
VI	6BMS2	Strategic Management	<p>CO1 : Demonstrate understanding of major theories, background work, concepts and research output in the field of strategic management.</p> <p>CO2 : Demonstrate a clear understanding of the concepts, tools & techniques used by practitioners in developing and executing strategies and its integrative and interdisciplinary nature.</p> <p>CO3 : Demonstrate effective application of concepts, tools & techniques to practical situations for diagnosing and solving organizational problems.</p> <p>CO4 : Demonstrate capability of making their own decisions in dynamic business landscape.</p> <p>CO5 : Develop the capacity to think and execute strategically.</p>

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VI	6BMS6	Retail Banking Practices	<p>CO1: Identify the essential elements of the investment banking, including the regulatory mechanism.</p> <p>CO2: Determine the objectives, role, process and Obligations of depositories and Participants.</p> <p>CO3: Enumerate the Origin, Characteristics and Stages of Venture Capital Financing, private equity and future of micro Finance.</p> <p>CO4: Articulate the framework for Leasing and Current Scenario of Hire Purchasing in India.</p> <p>CO5: Appraise the factoring services, forfeiting and securitization of debt.</p>
VI	6BMS4	BUSINESS ETHICS AND NEGOTIATION SKILLS	<p>CO1 :Be able to apply course material to take actions at different stages of negotiations; appreciate and explain the importance of pre-negotiation and post-negotiation phases</p> <p>CO2 :Demonstrate understanding of the roles and functions in negotiation teams; demonstrate the skills of organizing and managing negotiation teams.</p> <p>CO3 :Formulate and apply the instruments of negotiation strategy and tactics.</p> <p>CO4 :Demonstrate Understanding of the zone of possible agreement (ZOPA) in negotiations.</p> <p>CO5 :Understand and apply the course concepts to the functions of the best alternative to a negotiated agreement (BATNA); recognize and use BATNA in negotiations.</p>