

BBA N 104	Book Keeping and Basic Accounting									
Course Objective	To impart basic accounting knowledge as applicable to business									
CO1	Understand and apply accounting and book keeping concepts, principles and conventions for their routine monetary transaction.	Knowledge (K2), Comprehending (K 3)	H	L		M	L	L		
CO2	Understand about the preparation of Accounting Equation, Accounting Types, Journal, Cash book, Ledger and Trial balanced for reporting financial statements	Knowledge (K2), Synthesizing (K6)	H	L	L		L	L		
CO3	Analyse, interpret and communicate the information contained in bank reconciliation statement, bills of exchange and promissory notes.	Analysing (K 5), Evaluating (K7)	M	M	L	M	M	L	L	
CO4	Understand about stock, shares and debentures and preparing financial statements.	Knowledge (K2), Synthesizing (K6)	H			M		L		
			H	L	L	M	L	L	L	L
BBA N 105	Business Laws									
Course Objective	The objective of this course is to provide a brief idea about the frame work of Indian business laws.									
CO1	Develop basic understanding of Law of Contract Act	Knowledge (K2)	H							
CO2	Understanding & apply the knowledge of provisions of Sales of Goods Act for regulating business organizations	Knowledge (K2) Applying (K 4)	H		L			L		
CO3	Understanding & apply of provisions of Indian Partnership Act for regulating business organizations	Knowledge (K2) Applying (K 4)	H	L				L	L	L
CO4	Able to analyse about Negotiable Instruments to facilitate business decisions.	Knowledge (K2), Analyse (K5)	M	L	L	H	L	L	L	L
			H	L	L	L	L	L	L	L
BBA N 106	Fundamentals of Management									
Course Objective	This course familiarizes the student with the basics of principles of management.									
CO1	Develop understanding of management concepts	Knowledge (K2), Comprehending (K 3)	H	L	M	M	M	M		
CO2	Explain principles and functions of planning & organizing and its implemented in the Organisation	Knowledge (K2)Analysing (K 5), Evaluating (K7)	H	M	M	M	M	M		
CO3	Develop understanding of directing and it impact on organization	Knowledge (K2)Analysing (K 5), Evaluating (K7)	H	M	M	M	M	M		
CO4	Analyse the concept of managerial control and its importance in business	Knowledge (K2)Analysing (K5),	H	M	M	M	M	M	M	L
			H	M	M	M	M	M	M	L
BBA N 107	Business Ethics									
Course Objective	This course familiarizes the student with the basics of ethics in business.									
CO1	Develop understanding of Business Ethics concepts and its importance in business	Knowledge (K2), Comprehending (K 3)	H	H	M	M	M	M		
CO2	Explain principles and functions of Work life in Indian Philosophy and its implemented in the Organisation	Knowledge (K2)Analysing (K 5), Evaluating (K7)	H	H	M	M	M	M	L	
CO3	Develop understanding of Ethics & Corporate Excellence & Gandhian Philosophy and apply it in organization	Knowledge (K2) Applying (K 4), Evaluating (K7)	H	H	M	M	M	M	L	
CO4	Analyse the concept of Corporate Social Responsibility and its importance in business	Knowledge (K2) Analysing (K5),	H	H	M	M	M	M	L	
			H	H	M	M	M	M	L	
	SEM II									
BBA N 201	Business Environment									
Course Objective	This course aims acquainting the students with the emerging issue in business at the national and international level.									
CO1	Develop understanding and fundamental knowledge about business environment	Remembering (K1), Knowledge (K 2)	H			M		L	L	
CO2	Develop understanding of Economic Systems in business environment	Knowledge (K 2)	H	L		L	L	L	L	
CO3	Understanding and apply the knowledge of Industrial Policy & role of government in business environment	Knowledge (K 2), Applying (K 4)	H	L			L	L	L	
CO4	Analysing current trend of international business environment	Analysing (K 5)	M	L	L	M	L	M	L	
			H	L	L	M	L	M	L	L

BBA N 202	Business Communication									
Course Objective	The objective of this course is to develop effective business communication skills among the students.									
CO1	Apply business communication strategies and principles to prepare effective communication for business situations.	Applying (K4)	H	H	L	L	L	L	L	L
CO2	Develop an understanding of corporate communications	Knowledge (K2)	H	H	L	L	L	L	L	L
CO3	Developing effective verbal and non-verbal communication skills.	Remembering (K1), Applying (K4)	H	H	L	M	L	L	L	
CO4	Understand & analyse the current trend in business communication	Knowledge (K2) Analysing (K5).	H	H	M		L	M	L	
			H	H	L	L	L	L	L	L
BBA N 203	Indian Economy									
Course Objective	To enable the students to understand the current scenario of Indian Economy.									
CO1	Understand and apply the concepts of economy.	Knowledge (K 2), Applying (K 4)	H			L	L			
CO2	Develop basic understanding of Economic Resources of India	Knowledge (K 2), Applying (K 4)	H			L	L	L	L	L
CO3	Understand and analyse the economic planning in India	Knowledge (K 2), Analysing (K 5)	M			M		L	L	
CO4	Understand and analyse the problems and prospects of Indian industries & also study about entrepreneurship and financial institutions of India	Knowledge (K 2), Analysing (K 5)	M	L	L	M	L	L	M	
			H	L	L	M	L	L	L	M
BBA N 204	Principles of Accounting									
Course Objective	This course exposes the students to the basic concepts and the tools used in accounting.									
CO1	Understand and apply the concepts of accounting standards in India.	Knowledge (K2), Comprehending (K 3)	H	L		L		L		
CO2	Develop basic understanding of Non-trading Institutions, Joint Venture and Consignment	Knowledge (K 2)	H	L		L		L	L	L
CO3	Understanding and apply the knowledge of accounts of banking companies	Knowledge (K2) Applying (K 4)	H	L		L	L	L	L	L
CO4	Understand and analyse of Accounts related to Hire Purchase and Instalment payment & Partnership Accounts	Knowledge (K 2)	H	L	L	L	L	L	L	L
			H	L	L	L	L	L	L	L
BBA N 205	Organisation Behaviour									
Course Objective	This course familiarizes the student with the basics of Organisation Behaviour.									
CO1	Understand and apply the concepts of Organisation Behaviour	Knowledge (K2), Comprehending (K 3), Apply (K4)	H	L	M	M	M	M	M	L
CO2	Analyse and apply the concepts of individual behavior	Applying (K 4), Analysing (K 5)	H	M	M	M	M	M	M	L
CO3	Analyse and apply the concepts of group behavior	Applying (K 4), Analysing (K 5)	H	M	M	M	M	M	M	L
CO4	Analyse the concept of management of change and its importance in business	Knowledge (K2) Analysing (K5).	H	M	M	M	M	M	M	L
			H	M	M	M	M	M	M	L
BBA N 206	Business Statistics									
Course Objective	The purpose of the paper is to inculcate and analytical ability among the students									
CO1	Gaining Knowledge of basic concept of business statistics	Knowledge (K 2)	H			H		L	M	
CO2	To compute various measures of central tendency their implication on business performance.	Remembering (K 1), Applying (K 4)	H			H			L	
CO3	To compute various measures of correlation, regression and probability and their implication on business performance.	Remembering (K 1), Applying (K 4)	H			H			M	
CO4	To perform practical application for sampling in managerial decision	Applying (K 4)	M	L	L	H	L	L	H	
			H	L	L	H	L	L	L	
	YEAR II									
	SEM III									
BBA N 301	Advertising Management									
Course Objective	This course enables the students to develop awareness about advertisement management and its implication in business.									
CO1	Develop basic understanding about advertising	Knowledge (K 2)	M	H	L	L	M	M	L	
CO2	Analyse and apply the knowledge of integrated communication mix in business	Knowledge (K 2)	M	H	M	M	M	M	M	
CO3	Understand about Promotional objectives & Advertising Copy	Knowledge (K 2)	M	H	L	M	M	M	M	
CO4	Understand the scope of Advertising research	Knowledge (K 2), Applying (K 4)	M	H	L	H	M	M	H	
			M	H	L	M	M	M	M	M

BBA N 402	Financial Management									
Course Objective	The objective of this course is to provides basic knowledge about Financial management.									
CO1	Remember and comprehend basic concepts Financial management	Remembering (K1), Knowledge (K 2), Comprehending(K3)	H			L	L	L		
CO2	Develop understanding of Capital Structure Planning	Knowledge (K 2)	H	L		L	L	L		
CO3	Develop understanding of Management of Working Capital apply this knowledge	Knowledge (K2) Applying (K 4)	H	L		L	L	L	L	
CO4	Understand and apply the scope Management of Earning	Knowledge (K 2), Applying (K 4)	M	L	L	M	L	L	L	
			H	L	L	M	L	L	L	L
BBA N 403	Production Management									
Course Objective	This course enables the students to develop awareness about Production Management.									
CO1	Understand about basics of Production Management	Knowledge (K 2)	H		L	L	L	L		
CO2	Understand and analyse about manufacturing systems	Knowledge (K 2), Analysing (K 5)	H	L	L	L	L	L		
CO3	Understand and apply the knowledge about Plant Location, Plant layout & Materials Management	Knowledge (K 2), Applying (K 4)	H		L	L	L	L	L	
CO4	Understand and apply the scope of Quality Control	Knowledge (K 2), Applying (K 4)	M	L	L	L	L	L	L	
			H	L	L	L	L	L	L	L
BBA N 404	Sales Management									
Course Objective	This course enables the students to develop awareness about Sales Management and its implication in business.									
CO1	Develop basic understanding about Sales Management	Knowledge (K 2)	M	M	L	L	M	M	L	
CO2	Analyse and apply the knowledge of Sales Organisation in business	Applying (K 4), Analyse (K5)	M	M	M	M	M	M	L	
CO3	Understand and apply the about Salesmanship & Distribution Network Management	Knowledge (K 2), Analyse (K5)	M	M	L	M	M	M	L	
CO4	Understand and apply the scope of Sales Force Management	Knowledge (K 2), Applying (K 4)	M	M	L	H	M	M	L	
			M	M	L	M	M	M	M	L
BBA N 405	Research Methodology									
Course Objective	The objective of this course is to provides basic knowledge about Research.									
CO1	Remember and comprehend basic concepts Research Methodology	Remembering (K1), Knowledge (K 2), Comprehending(K3)	H			L	L	L	H	
CO2	Develop understanding of research design	Knowledge (K 2)	H	L		L	L	L	H	
CO3	Develop understanding of sample design and apply this knowledge for business	Knowledge (K2) Applying (K 4)	H	L		M	L	L	H	
CO4	Understand and analyse the knowledge of Processing & Analysis and Presentation of Data	Knowledge (K 2), Analyse (K5)	M	L	L	H	L	L	H	
			H	L	L	M	L	L	H	
BBA N 406	Operation Research									
Course Objective	The objective of this course is to provides basic knowledge about Operation Research and its application in managerial decision making.									
CO1	Remember and comprehend basic concepts Operation Research	Remembering (K1), Knowledge (K 2), Comprehending(K3)	H			L	L	L	H	
CO2	Develop understanding of Linear programming and Transportation in market research	Knowledge (K 2)	H	L		L	L	L	H	
CO3	Develop understanding of Decision making under Uncertainty for business	Knowledge (K2) Applying (K 4)	H	L		M	L	L	H	
CO4	Understand and analyse the knowledge of PERT & CPM for making managerial decision	Knowledge (K 2), Analyse (K5)	M	L	L	H	L	L	H	
			H	L	L	M	L	L	H	
	SEM V									
BBA N 501	Managerial Economics									
Course Objective	This course is meant to acquaint the student with the principles of business economics as are applicable in business									
CO1	Remember the concepts of economics and also able to understand the various economic principles to make effective decisions.	Knowledge (K 2), Remembering (K1)	H	L	L	M	L	L		
CO2	Understand the law of demand & supply & their elasticities, evaluate & analyse these concepts in changing situations of industries .	Knowledge (K2)Analysing (K 4), Evaluating (K7)	H			M	L	L	L	
CO3	Understand the cost concept & pricing method and its relation to the business world	Comprehending (K 3), Applying (K 4), Analysing (K 5)	M			M	L	L	L	
CO4	Understand & evaluate the Profit Management & Inflation concepts	Applying (K 4), Analysing (K 5), Synthesizing (K6)	M	L	L	M	L	L	L	
			H	L	L	M	L	L	L	L

BBA N 502	Entrepreneurship & Small Business Management									
Course Objective	The objective of the course is to familiarise the students with the basic concepts of entrepreneurship									
CO1	Remember and Comprehend basic of Entrepreneurship.	Remembering (K1), Knowledge (K 2)	M			L	L	H		
CO2	Understand the Insights on application of Entrepreneurial Development	Comprehending(K3), Synthesizing (K6)	M		L	M	M	H	L	
CO3	Understand and analysing the formation of project report	Knowledge (K 2), Analysing (K 5)	M	L	L	M	M	H	L	
CO4	Develop skills to evaluate the set up of small scale industries	Evaluating (K7)	M	L	L	M	M	H	L	
			M	L	L	M	M	H	L	
BBA N 503	Income Tax									
Course Objective	It enables the student to know the basics of Income Tax and its implications.									
CO1	Remember and Comprehend basic of concept of Income Tax and its implications.	Remembering (K1), Knowledge (K 2)	M	M				L		
CO2	Understand the concept of Basis of Charge in Income Tax in business	Comprehending (K 3), Applying (K 4), Analysing (K 5)	M	M		M		L	L	
CO3	Understand and analysing the concepts of Heads of Income in Income Tax	Knowledge (K 2), Analysing (K 5)	M	M	L	M	L	L	L	
CO4	Understand and analyse about Aggregation of Income, Set off and Carry forward of losses, deduction from gross total Income	Evaluating (K7)	M	M		M	L	L	L	
			M	M	L	M	L	L	L	
BBA N 504	Cost and Management Accounting									
Course Objective	It enables the student to know the basics of Cost and Management Accounting and its implications.									
CO1	Remember and Comprehend basic of Nature and Scope of Cost Accounting	Remembering (K1), Knowledge (K 2)	M					L		
CO2	Understand the concept of Accounting for Material, Labour and Overheads & Element of Cost and apply in business	Comprehending (K 3), Applying (K 4), Analysing (K 5)	MM			M		L	L	
CO3	Understand and analysing the concepts of Management Accounting	Knowledge (K 2), Analysing (K 5)	M		L	M	L	L	L	
CO4	Develop skills to evaluate the Marginal Costing and Absorption Costing.	Evaluating (K7)	M	L		M	L	L	L	
			M	L	L	M	L	L	L	
BBA N 505	Industrial Law									
Course Objective	To impart basic understanding of provisions of Industrial Law concerning the regulation of business organizations.									
CO1	Understanding of provisions of Factory act 1948 concerning to the business organizations	Knowledge (K2), Comprehending (K 3)	H	L	L	L	M	M	L	
CO2	Understanding and apply the knowledge of Workmen compensation act 1923 in business	Knowledge (K2) Applying (K 4)	H	L		L	M	M	L	
CO3	Understanding and apply the knowledge of Industrial dispute act 1947, Minimum wages act 1948 & Employee state insurance act 1948 in business	Knowledge (K2) Applying (K 4)	H	L	L	L	M	M	L	
CO4	Understanding and apply the knowledge of provisions of Employee provident fund act 1952 & Payment of gratuity act 1972	Knowledge (K2) Applying (K 4)	H	L	L		M	M	L	
			H	L	L	L	M	M	L	
BBA N 506	Computer Fundamental & Operating System									
Course Objective	To enable the student to become competent to understand the application of computer in business									
CO1	Remember and Comprehend the basics of computer	Remembering (K1), Knowledge (K 2)	M	L		L	M	M		
CO2	Understand and apply the knowledge of input-output device and storage device	Knowledge (K2) Applying (K 4)	M	L		M	M	M		
CO3	Understand and analyse the operations of computer software in business	Knowledge (K 2), Analysing (K 5)	M	L		M	M	M	L	
CO4	Understand the application of Operating System & Internet in business	Knowledge (K 2), Applying (K 4), Analysing (K 5)	M	M	L	M	M	M	L	
			M	L	L	M	M	M	L	
SEM VI										
BBA N 601	International Trade									
Course Objective	This course is meant to acquaint the student with the basics of International Trade applicable in business									
CO1	Remember the application of International Trade in business	Remembering (K1), Knowledge (K 2), Analysing (K 4)	M		L	M	L	L		
CO2	Understand the Foreign trade & economic growth & analyse these concepts in changing situations of industries .	Knowledge (K2) Analysing (K 4), Evaluating (K7)	M			M	L	L	L	
CO3	Understand the functioning of International economic institutions and its relation to the business world	Comprehending (K 3), Applying (K 4), Analysing (K 5)	M			M	L	L	L	
CO4	Understand & evaluate the Recent trends in India's Trade Policy	Applying (K 4), Analysing (K 5), Synthesizing (K6)	M	L	L	M	L	L	L	
			M	L	L	M	L	L	L	

