

Department of Management Studies
MBA R25 Regulations – Course Outcomes
I YEAR I SEMESTER

Semester 1: Course Name: Management and Organizational Behaviour (C6001)	
C6001.1	Explain management functions, roles, and skills in organizational settings.
C6001.2	Apply planning and decision-making techniques in dynamic environments.
C6001.3	Analyze organizational structures, authority, and control systems.
C6001.4	Evaluate individual and group behaviour for effective teamwork.
C6001.5	Assess leadership styles and motivation theories for managing people.
Semester 1: Course Name: Business Economics (C6002)	
C6002.1	Examine the concepts of business economics and its role in managerial decision making.
C6002.2	Analyze the impact of demand and supply in establishing market equilibrium.
C6002.3	Analyze the relationship between production output and cost structures to identify optimal production levels and cost efficiencies.
C6002.4	Analyze the influence of different market structures on pricing and output decisions in competitive environments.
C6002.5	Design effective pricing strategies for products and services based on market conditions and economic analysis.
Semester 1: Course Name: Financial Reporting and Analysis (C6003)	
C6003.1	Apply accounting principles for preparation of financial accounting.
C6003.2	Apply valuation methods to calculate closing value.
C6003.3	Examine the procedure followed to issue of shares and debentures.
C6003.4	Analyze financial statements to assess financial health of business.
C6003.5	Analyze the Accounting Standards to do the uniformity in accounting.
Semester 1: Course Name: Research Methodology and Statistical Analysis (C6004)	
C6004.1	Summarize the basic concepts of research and measurement of variables.
C6004.2	Interpret various types of research design and data collection tools and methods for research process.
C6004.3	Apply different methods of representing data through Graphs and Tables and various small sample tests used for hypothesis testing.
C6004.4	Analyze the application of suitable statistical tools for interpretation of Qualitative & Quantitative data.
C6004.5	Examine time series data analysis and importance of writing research report.
Semester 1: Course Name: Legal and Business Environment (C6005)	
C6005.1	Determine the laws relating to company affairs.
C6005.2	Apply the knowledge legal course of action in law of contract and sale of goods of act in business.
C6005.3	Interpret the salient features of negotiable Instrument act 1881 to Business.
C6005.4	Apply the knowledge the reforms undertaken by the Government with respect to the challenges in business environment.
C6005.5	Analyze the effect of regulatory framework on business-decision making in various industries in India.

Semester 1: Course Name: ESG and Sustainability Management (C6006) (Open-Elective)	
C6006.1	Understand ESG concepts and sustainability in modern business.
C6006.2	Analyze the impact of environmental, social, and governance factors on business performance and stakeholder value.
C6006.3	Develop strategies for integrating ESG principles into business operations and decision making.
C6006.4	Evaluate global frameworks, standards, and regulations related to ESG and sustainability.
C6006.5	Apply governance structures and formulate ethical decision-making frameworks.
Semester 1: Course Name: Cyber Security (C6007) (Open-Elective)	
C6007.1	Apply cyber security concepts, objectives, and frameworks to safeguard information systems.
C6007.2	Analyze cyber threats, crimes, attacker motives, and legal frameworks to design effective responses.
C6007.3	Apply cyber security management practices, policies, and technical controls for organizational protection.
C6007.4	Analyze the role of emerging technologies such as AI, blockchain, and quantum computing in enhancing cyber security.
C6007.5	Apply personal cyber security best practices, digital forensics methods, and ethical approaches to build digital trust and resilience.
Semester 1: Course Name: Cross Cultural Management (C6008)	
C6008.1	Apply cultural frameworks and dimensions to assess the influence of national and business cultures in global contexts.
C6008.2	Analyze cultural dilemmas and management styles to reconcile differences in international business decision-making.
C6008.3	Apply cultural insights to organizational structures, leadership practices, and marketing strategies in diverse environments.
C6008.4	Analyze intercultural communication barriers and negotiation strategies to enhance international business effectiveness.
C6008.5	Apply cross-cultural management approaches to develop effective teams, resolve conflicts, and build strong intercultural relationships.
Semester 1: Course Name: Banking and Insurance (C6009)	
C6009.1	Apply the fundamental concepts and functions of banking in the context of the economy.
C6009.2	Analyze core banking operations to interpret account management, transaction systems, credit facilities, and risk management practices in the banking sector.
C6009.3	Apply the principles of insurance to assess different policy structures and claims management procedures.
C6009.4	Assess the role of regulatory bodies and guidelines in insurance companies.
C6009.5	Analyze risks, technology use, and innovations that shape modern banking and insurance.

Semester 1: Course Name: Business Communication Laboratory (C6010)	
C6010.1	Interpret the various methods of communication and their application for effective spoken and written communication in business.
C6010.2	Develop business writing skills for drafting effective and professional e-mails, proposals, and business related documents.
C6010.3	Justify the importance of writing business reports and proposals.
C6010.4	To enhance students' professional communication through presentations and interview skills.
C6010.5	Exemplify the need for up-skilling on the contemporary aspects of business communication.
Semester 1: Course Name: Statistical Data Analysis Laboratory (C6011)	
C6011.1	Apply the functions and features of Excel/SPSS to manage and analyze datasets.
C6011.2	Analyze and interpret data using statistical measures such as central tendency, dispersion, correlation, and regression.
C6011.3	Apply hypothesis testing techniques (t-test, F-test, ANOVA, chi-square) to real-world problems.
C6011.4	Analyze time series data using forecasting methods to support decision-making.
C6011.5	Apply data visualization tools such as charts, graphs, and pivot tables for effective presentation of results.

I YEAR II SEMESTER

Semester 2: Course Name: Human Resource Management (C6012)	
C6012.1	Apply HRM concepts and analyze their role in organizations.
C6012.2	Interpret job analysis and apply recruitment and e-recruitment practices.
C6012.3	Evaluate training, development, and appraisal systems for organizational alignment.
C6012.4	Analyze compensation, rewards, and welfare measures for employee productivity.
C6012.5	Examine employee relations, grievance handling, and labour laws for effective HR governance.
Semester 2: Course Name: Marketing Management (C6013)	
C6013.1	Understand the core concepts of marketing, marketing environment and process of Marketing Research.
C6013.2	Analyze market opportunities and customer value with the help of marketing mix variables.
C6013.3	Design a customer driven strategy through Market Segmentation, Targeting and Positioning.
C6013.4	Analyze the significance of Distribution decisions, Promotion and Communication strategies.
C6013.5	Assess the importance of pricing decisions and contemporary marketing topics.
Semester 2: Course Name: Financial Management (C6014)	
C6014.1	Interpret the fundamental concepts, objectives and the evolving role of financial management within a business entity.
C6014.2	Implement various analytical techniques to make sound capital budgeting decisions for long term investments.
C6014.3	Analyze different theories and factors influencing capital structure decisions to determine an optimal mix of debt and equity financing.
C6014.4	Assess various dividend theories and policies to determine the appropriate distribution of earnings to shareholders while considering firm value.
C6014.5	Interpret the fundamental concepts, objectives and the evolving role of financial management within a business entity.

Semester 2: Course Name: Quantitative Analysis for Business Decisions (C6015)	
C6015.1	Analyze various OR models and evaluate their applications in solving managerial problems.
C6015.2	Evaluate Linear Programming Problems using graphical, simplex methods and interpret the results.
C6015.3	Apply various methods to compute optimal solutions for assignment and transportation models.
C6015.4	Design decision trees and analyze networks to determine critical paths and project duration.
C6015.5	Analyze queuing models and game theory concepts in operations management.
Semester 2: Course Name: Entrepreneurship and Design Thinking (C6016)	
C6016.1	Identify students mind set in which they are interested.
C6016.2	Utilize innovation and design thinking approaches to investigate the needs of the customer.
C6016.3	Create concepts, then consider many options to see which best meets the needs of the customer.
C6016.4	Create and test the prototype using the needs of the customer.
Semester 2: Course Name: Production and Operations Management (C6017)	
C6017.1	Understand the concepts of production and operations management in an organization.
C6017.2	Analyze the steps involved in product design for value analysis.
C6017.3	Examine the various aspects of plant location and layout.
C6017.4	Summarize the process and factors that influence scheduling.
C6017.5	Interpret the various aspects of materials management like e-Procurement, Green Purchasing.
Semester 2: Course Name: Project Management (C6018) – Open Elective	
C6018.1	Understand the key characteristics of projects, outline the stages of the project life cycle, and diverse applications of projects across various sectors.
C6018.2	Apply project planning principles and conduct comprehensive feasibility studies to appraise project viability.
C6018.3	Evaluate the financial viability of projects using standard project evaluation techniques and cost analysis.
C6018.4	Apply tools and methodologies for effective project execution, monitoring, and control, by using agile approaches.
C6018.5	Interpret the human and organizational factors significant for successful project management.
Semester 2: Course Name: Business Ethics and Corporate Governance (C6019) – Open Elective	
C6019.1	Examine the Need for Business Ethics and Corporate Governance in India.
C6019.2	Apply Knowledge of Established Ethical Practices in Professional Sphere.
C6019.3	Deconstructing Codes and Committees in Corporate Governance.
C6019.4	Interpret the Role of Board in Corporate Governance.
C6019.5	Analyze the Role of CSR as a Business Strategy and Responsibility.

Semester 2: Course Name: International Business (C6020) – Open Elective	
C6020.1	Demonstrate the ability to apply fundamental concepts of international business and evaluate business opportunities and challenges in global environments.
C6020.2	Apply various trade theories and influence of balance of payment in global business environment.
C6020.3	Examine the concept of economic integration and international trade agreements in the context of global economic cooperation.
C6020.4	Analyze strategic frameworks and organizational structures of international businesses, strategic alliances, and global design issues for effective international operations.
C6020.5	Determine the key functional issues in international production, marketing, finance, and human resource management to evaluate cross-cultural challenges and global business practices.
Semester 2: Course Name: E-Commerce (C6021) – Open Elective	
C6021.1	Analyze the growth patterns of Indian e-commerce and differentiate between the strategies of Flipkart and Amazon India.
C6021.2	Compare B2B, B2C, C2C, C2B, and hybrid models and evaluate the impact of technologies like AI, ML, blockchain, and UPI on the Indian e-commerce ecosystem.
C6021.3	Assess the effectiveness of payment gateways, security mechanisms, and logistics models including 3PL and hyper local delivery in the Indian context.
C6021.4	Share examples of companies that explain their business approaches. Apply strategies like influencer marketing, WhatsApp commerce, and vernacular content to rural and Tier 2/3 markets.
C6021.5	Understand and Apply regulations to meet Compliances.
Semester 2: Course Name: Start-up / MSME / Innovation Development Plan / Sector Specific Report (C6022) – Open Elective	
C6022.1	Apply management concepts to analyze start-up, MSME, innovation, and sector-specific practices.
C6022.2	Analyze business models and operational processes to identify strengths, weaknesses, and improvement areas.
C6022.3	Apply problem-solving skills to real-world challenges in entrepreneurial and organizational contexts.
C6022.4	Analyze industry trends, policies, and competitive strategies to assess their impact on firms.
C6022.5	Apply experiential learning to bridge academic knowledge with practical business decision-making.

II YEAR III SEMESTER

Semester 3: Course Name: Supply Chain Management Management (C6023)	
C6023.1	Apply supply chain concepts and strategies to analyze real-world business scenarios for achieving efficiency, sustainability, and strategic fit.
C6023.2	Interpret logistics concepts, functions, and strategies to design efficient distribution systems and gain competitive advantage in supply chain operations.
C6023.3	Articulate the role of distribution and network design decisions in shaping effective and technology driven supply chain systems.
C6023.4	Analyze supply chain performance using measurement tools and models to evaluate challenges and strategies in global supply chain networks.
C6023.5	Apply the concept of coordination mechanisms and technology-enabled practices to improve collaboration, reduce bullwhip effect, and enhance supply chain efficiency.
Semester 3: Course Name: AI for Business (C6024)	
C6024.1	Apply AI concepts, subfields, and features to identify business opportunities and challenges.
C6024.2	Analyze the role of AI in decision-making, business strategy, and predictive analytics through case studies.
C6024.3	Apply AI tools, techniques, and product development frameworks to real-world business applications.
C6024.4	Analyze intelligent automation solutions, including RPA, NLP, and AI-driven CRM systems, for enhancing customer experience.
C6024.5	Evaluate ethical, legal, and regulatory challenges in AI adoption, ensuring responsible and secure business practices.
Semester 3: Course Name: Business Analytics (C6025)	
C6025.1	Apply statistical methods, probability distributions, and visualization tools to summarize and interpret business data.
C6025.2	Implement supervised learning algorithms such as KNN, SVM, Decision Trees, and Neural Networks for classification and prediction.
C6025.3	Analyze datasets using correlation, regression, and ANOVA to identify relationships and build predictive models.
C6025.4	Apply unsupervised and reinforcement learning techniques (clustering, PCA, association rules, Q learning) for pattern discovery and decision analysis.
C6025.5	Analyze business problems using data mining, warehousing, and simulation techniques to support effective decision-making.
Semester 3: Course Name: Data Visualization Laboratory (C6026)	
C6026.1	Apply visualization principles, models, and chart selection methods to represent data effectively.
C6026.2	Analyze visualization design practices using principles such as Gestalt, data ink ratio, and color encoding.
C6026.3	Apply structured and unstructured data visualization techniques, including dashboards, charts, and storytelling tools.
C6026.4	Analyze multivariate relationships, feature selection, and data patterns using advanced visualization methods.
C6026.5	Apply storytelling frameworks and dashboards to communicate insights while identifying and avoiding misleading visualizations.

Semester 3: Course Name: Digital Marketing (C6031) Professional Elective – I (Domain: Marketing)	
C6031.1	Apply digital marketing concepts and strategies in business contexts.
C6031.2	Examine the traditional and digital marketing approaches for effectiveness.
C6031.3	Apply SEO, SEM, social media, and other digital channels for customer acquisition and retention.
C6031.4	Analyze customer segmentation and behavior to design targeted campaigns.
C6031.5	Assess the performance measurement tools to evaluate and optimize digital marketing efforts.
Semester 3: Course Name: Sales and Promotion Management (C6032) Professional Elective – II (Domain: Marketing)	
C6032.1	Apply promotion mix elements such as advertising, sales promotion, personal selling, PR, and direct marketing in business contexts.
C6032.2	Analyze different advertising media, budgeting methods, and effectiveness measures for selecting suitable promotional strategies.
C6032.3	Apply sales management techniques including sales forecasting, budgeting and sale force management.
C6032.4	Analyze various promotion strategies to address market requirements through product life cycle stages.
C6032.5	Apply ethical principles and strategic approaches to manage channel relationships, wholesaling, re tailing, and international distribution.
Semester 3: Course Name: Brand Management and Consumer Behaviour (C6033) Professional Elective – III (Domain: Marketing)	
C6033.1	Apply branding concepts and processes to build and manage strong brands.
C6033.2	Analyze brand equity, positioning, loyalty, and valuation to assess brand performance.
C6033.3	Apply consumer behavior models and research techniques in developing marketing strategies.
C6033.4	Analyze the influence of motivation, personality, learning, culture, and social factors on consumer decision-making.
C6033.5	Interpret social influences on consumer discuss process and consumption behaviour.
Semester 3: Course Name: Security Analysis and Portfolio Management (C6034) Professional Elective – I (Domain: Finance)	
C6034.1	Examine the investment environment in Indian security market.
C6034.2	Analyze interrelationship among risk and return for selecting best portfolios.
C6034.3	Analyze bond theorems for selecting best investment alternatives.
C6034.4	Apply security analysis for calculating intrinsic value of equity share.
C6034.5	Analyze mutual funds to assess performance of di erent funds.

Semester 3: Course Name: FINTECH (C6035) Professional Elective – II (Domain: Finance)	
C6035.1	Apply the concepts of FinTech and India Stack to understand the digital transformation of financial services.
C6035.2	Analyze the role of technology enablers such as APIs, robo-advisors, and blockchain in reshaping financial ecosystems.
C6035.3	Apply FinTech solutions to banking, lending, and borrowing practices for enhancing financial services and customer experiences.
C6035.4	Analyze the impact of FinTech innovations in capital markets, InsurTech, PropTech, and RegTech through real-world cases.
C6035.5	Apply knowledge of regulatory frameworks, cyber security, and sustainable finance to address challenges in the FinTech industry.
Semester 3: Course Name: Strategic Cost and Management Accounting (C6036) Professional Elective – III (Domain: Finance)	
C6036.1	Apply the concepts of cost, management, and financial accounting to business situations for planning and control.
C6036.2	Apply costing methods such as job costing, process costing, and unit costing to prepare cost sheets and support decision-making.
C6036.3	Analyze Cost-Volume-Profit relationships and Activity-Based Costing systems to evaluate profitability and efficiency.
C6036.4	Asses the budgetary control and types including flexible and zero-based budgeting, to support effective resource management.
C6036.5	Analyze standard costing and variance reports to interpret performance deviations and suggest corrective actions.
Semester 3: Course Name: Talent and Performance Management Systems (C6037) Professional Elective – I (Domain: Human Resource)	
C6037.1	Apply the Talent Management process by linking its key components to organizational practices.
C6037.2	Analyze the role of performance management and employee development in enhancing organizational effectiveness.
C6037.3	Differentiate among various approaches to Performance Management Systems and interpret their applicability in different contexts.
C6037.4	Examine KRAs, KPIs, and performance metrics & To evaluate employee and organizational performance.
C6037.5	Assess the significance of reward systems in driving employee motivation and organizational out comes.
Semester 3: Course Name: Learning and Development (C6038) Professional Elective – II (Domain: Human Resource)	
C6038.1	Apply various learning theories and models to determine their applicability in designing effective instructional strategies for diverse workplace learning outcomes.
C6038.2	Interpret training strategies, needs assessment methods, and evaluation models to design effective and context-specific training programs that align with organizational objectives.
C6038.3	Determine the effectiveness of traditional and technology-enabled training methods to determine their suitability for different learning contexts and organizational needs.
C6038.4	Practice various employee and management development approaches to evaluate their role in enhancing career growth, leadership capabilities, and organizational effectiveness.
C6038.5	Examine contemporary training and development practices to assess their impact on workforce adapt ability, inclusion, and organizational competitiveness in dynamic work environments.

Semester 3: Course Name: Employee Relations (C6039) Professional Elective – III (Domain: Human Resource)	
C6039.1	Apply the principles of industrial relations and trade union laws to real-world contexts, including the gig economy, employer organizations, and labour relations frameworks.
C6039.2	Interpret the evolving legal frameworks, bargaining levels, and labour relations in post-liberalized India, including decentralized and sector-specific bargaining practices.
C6039.3	Determine the principles of tripartism and social dialogue to strengthen labour reforms, and the role of green jobs in shaping sustainable labour relations.
C6039.4	Practice the provisions and implications of key labour laws to evaluate their role in protecting workers' rights and ensuring equitable labour practices.
C6039.5	Examine the causes and consequences of industrial disputes, grievance issues, and the implications of labour law reforms (Codes of 2019/2020) for worker security and social welfare.
Semester 3: Course Name: Startup and MSME Management (C6040) Professional Elective – I (Domain: Entrepreneurship)	
C6040.1	Examine the concept of Market Research and Demand Forecasting for Entrepreneurs.
C6040.2	Classifying the various forms and Models of Growth for an Enterprise.
C6040.3	Examine the Various Growth strategies and Models for Entrepreneurs.
C6040.4	Appraising the various Market Development Strategies for Entrepreneurs.
C6040.5	Evaluating the various Marketing Tools available for Entrepreneurial Ventures.
Semester 3: Course Name: Family Business Management (C6041) Professional Elective – II (Domain: Entrepreneurship)	
C6041.1	Analyse the importance of Family Business Management concepts.
C6041.2	Analyse the ownership challenges and implications on family firms.
C6041.3	Evaluate the succession implications on family business.
C6041.4	Apply the strategic planning in business management.
C6041.5	Apply the approaches of change in family business firms.
Semester 3: Course Name: Innovation and Entrepreneurship (C6042) Professional Elective – III (Domain: Entrepreneurship)	
C6042.1	Apply creativity techniques to analyze real-world problems and propose innovative solutions.
C6042.2	Examine the relationship between creative intelligence, personality traits, and motivation in problem solving.
C6042.3	Apply convergent and divergent thinking mechanisms to structure and solve ill-defined problems.
C6042.4	Analyze organizational factors, leadership styles, and environmental influences that drive innovation.
C6042.5	Apply open innovation methods and frameworks in managing innovation at micro and macro levels.

II YEAR IV SEMESTER

Semester 4: Course Name: Strategic Management (C6028)	
C6028.1	Apply strategic management concepts, processes, and models to develop vision, mission, and objectives for organizations.
C6028.2	Analyze industry structure, competitive forces, and internal resources using tools such as SWOT, Value Chain, and Porter's Five Forces for strategic analysis.
C6028.3	Apply appropriate strategies for implementation, considering leadership, structure, culture, and global market conditions.
C6028.4	Analyze turn around, diversification, mergers, acquisitions, and international strategies to evaluate organizational growth options.
C6028.5	Apply strategy evaluation and control techniques, including benchmarking, strategic audits, and performance measurement, to ensure effective execution.
Semester 4: Course Name: International Marketing (C6043) Professional Elective – IV (Domain: Marketing)	
C6043.1	Apply international marketing concepts and strategies to expand businesses into global markets.
C6043.2	Examine global environmental drivers, trade agreements, and policies influencing international marketing decisions.
C6043.3	Apply international market research techniques for opportunity analysis, entry mode selection, and assessment of market potential.
C6043.4	Analyze marketing mix elements, including product, pricing, distribution, and promotion, in diverse cultural contexts.
C6043.5	Apply international marketing strategies through effective negotiations, export procedures, and E Marketing practices.
Semester 4: Course Name: Services and Retail Management (C6044) Professional Elective – V (Domain: Marketing)	
C6044.1	Explain the components of the services marketing mix and evaluate consumer behaviour and service recovery strategies in various service contexts.
C6044.2	Examine the service blueprints and assess the service quality using models like the GAP model, and recommend strategies for service excellence and ethics.
C6044.3	Analyze retail strategies and differentiate between various retail formats while evaluating retail opportunities in India, including rural markets.
C6044.4	Design effective store layouts and formulate merchandise presentation strategies that enhance the customer experience.
C6044.5	Develop strategic pricing and promotional plans for different retail formats, including e-tailing, while assessing site attractiveness and demand factors.
Semester 4: Course Name: Marketing Analytics (C6045) Professional Elective – VI (A) (Domain: Marketing)	
C6045.1	Apply marketing analytics tools and techniques to organize, summarize, and interpret marketing data.
C6045.2	Analyze segmentation and positioning strategies using clustering, perceptual mapping, and decision models.
C6045.3	Apply pricing analytics methods, including demand estimation, bundling, and optimization models, for effective pricing decisions.
C6045.4	Analyze promotional effectiveness using media selection, simulation models, and advertising response metrics.
C6045.5	Apply customer analytics methods such as journey mapping, persona building, and CLV estimation to enhance customer experience and retention.

Semester 4: Course Name: Marketing Analytics Laboratory (C6046) Professional Elective – IV (B) (Domain: Marketing)	
C6046.1	Apply marketing analytics tools and techniques to organize, summarize, and interpret marketing data.
C6046.2	Analyze segmentation and positioning strategies using clustering, perceptual mapping, and decision models.
C6046.3	Apply pricing analytics methods, including demand estimation, bundling, and optimization models, for effective pricing decisions.
C6046.4	Analyze promotional effectiveness using media selection, simulation models, and advertising response metrics.
C6046.5	Apply customer analytics methods such as journey mapping, persona building, and CLV estimation to enhance customer experience and retention.
Semester 4: Course Name: International Financial Management (C6047) Professional Elective – IV (Domain: Finance)	
C6047.1	Apply the concepts of International financial management to evaluate financial market scenario.
C6047.2	Analyze the trends in exchange rate developments from historic to recent times in global world.
C6047.3	Analyze foreign exchange rates applicable in international transactions in IFM.
C6047.4	Apply the parity measures to figure out the appropriate exchange rates in deregulated markets in IFM
C6047.5	Analyze the Exim policy guidelines which impact the international financial transactions
Semester 4: Course Name: Risk Management and Financial Derivatives (C6048) Professional Elective – V (Domain: Finance)	
C6048.1	Examine the knowledge of derivatives in solving problems involved in financial risks.
C6048.2	Analyze the different types of risk for reducing the risk.
C6048.3	Learn various aspects about Derivatives Market in India.
C6048.4	Identify the risk Management process involved in Option market.
C6048.5	Examine the different swaps for reducing financial risk involved in market.
Semester 4: Course Name: Financial Analytics (C6049) Professional Elective – VI (A) (Domain: Finance)	
C6049.1	Analyse the various techniques of financial statement for better performance of the company.
C6049.2	Examine the relevance of time value money, risk and return for the investment proposals.
C6049.3	Apply capital budgeting techniques to select best investment opportunity.
C6049.4	Classify the various methods of the equity valuation for better performance of the stock market.
C6049.5	Identify the different techniques of Bond and immunization strategies.
Semester 4: Course Name: Financial Analytics Laboratory (C6050) Professional Elective – VI (B) (Domain: Finance)	
C6050.1	Analyse the various techniques of financial statement for better performance of the company.
C6050.2	Examine the relevance of time value money, risk and return for the investment proposals.
C6050.3	Apply capital budgeting techniques to select best investment opportunity.
C6050.4	Classify the various methods of the equity valuation for better performance of the stock market.
C6050.5	Identify the different techniques of Bond and immunization strategies.

Semester 4: Course Name: International Human Resource Management (C6051) Professional Elective – IV (Domain: Human Resource)	
C6051.1	Identify the functions of International Human Resource Management.
C6051.2	Illustrate the process of global HRP and global staffing.
C6051.3	Analyze the needs and methods of training for global workforce.
C6051.4	Appraise the functional relationship with international compensation management and performance management.
C6051.5	Examine the significance of international HRM managing multinational corporations.
Semester 4: Course Name: Leadership and Change Management (C6052) Professional Elective – V (Domain: Human Resource)	
C6052.1	Examine the concepts, principles and theories of leadership.
C6052.2	Appraise the role of leader in the ever-changing business scenario as well as models of change.
C6052.3	Analyze the role of power, politics and conflicts in times of change, management of resistance to change.
C6052.4	Explore the process organizational development from a consultative perspective.
C6052.5	To Apply OD skills to manage and sustain organizational change.
Semester 4: Course Name: HR Analytics (C6053) Professional Elective – VI (A) (Domain: Human Resource)	
C6053.1	Analyze the scope and levels of HR analytics for strategic HR decisions.
C6053.2	Apply data techniques and differentiate among HR analytics models.
C6053.3	Use MS Excel to analyze HR metrics across key HR functions.
C6053.4	Create dashboards and apply descriptive/diagnostic techniques to HR data.
C6053.5	Apply predictive models and design prescriptive HR solutions.
Semester 4: Course Name: HR Analytics Laboratory (C6054) Professional Elective – VI (B) (Domain: Human Resource)	
C6054.1	Analyze the scope and levels of HR analytics for strategic HR decisions.
C6054.2	Apply data techniques and differentiate among HR analytics models.
C6054.3	Use MS Excel to analyze HR metrics across key HR functions.
C6054.4	Create dashboards and apply descriptive/diagnostic techniques to HR data.
C6054.5	Apply predictive models and design prescriptive HR solutions.
Semester 4: Course Name: Entrepreneurial Finance (C6055) Professional Elective – IV (Domain: Entrepreneurship)	
C6055.1	Applying how to finance a company's ventures throughout their existence.
C6055.2	Examine where to get startup and first round financing.
C6055.3	Learn the value of financial planning at every stage of the venture.
C6055.4	Analyze the principles of venture valuation.
C6055.5	Recognize the significance of venture capital funding.
Semester 4: Course Name: Entrepreneurial Marketing (C6056) Professional Elective – V (Domain: Entrepreneurship)	
C6056.1	Applying the concept of Market Research and Demand Forecasting for Entrepreneurs.
C6056.2	Analyse the various forms and Models of Growth for an Enterprise.
C6056.3	Examine the Various Growth strategies and Models for Entrepreneurs.
C6056.4	Appraising the various Market Development Strategies for Entrepreneurs.
C6056.5	Evaluating the various Marketing Tools available for Entrepreneurial Ventures.

Semester 4: Course Name: Technology Business Incubation (C6057) Professional Elective – VI (A) (Domain: Entrepreneurship)	
C6057.1	Analyze the importance of the start-up management in India.
C6057.2	Analyze the opportunities available for start-ups.
C6057.3	Evaluate the legal requirements available for the new ventures.
C6057.4	Analyze the availability of financial Support to start-up management.
C6057.5	Apply the global perspective of TBI in new venture creation.
Semester 4: Course Name: Business Incubation–Idea Laboratory (C6058) Professional Elective – VI (B) (Domain: Entrepreneurship)	
C6058.1	Analyze the importance of the start-up management in India.
C6058.2	Analyze the opportunities available for start-ups.
C6058.3	Evaluate the legal requirements available for the new ventures.
C6058.4	Analyze the availability of financial Support to start-up management.
C6058.5	Apply the global perspective of TBI in new venture creation.